

## Affordable Housing Fund (AHF) Application

This application form should be used for projects seeking City of Madison AHF funds. Applications must be submitted electronically to the City of Madison Community Development Division by **12:00 pm CST (noon) on June 28, 2018**.  
 Email to: [cddapplications@cityofmadison.com](mailto:cddapplications@cityofmadison.com)

**APPLICANT INFORMATION**

Proposal Title:	<u>Bayview Foundation</u>		
Amount of Funds Requested:	<u>\$3,000,000</u>	Type of Project:	<input checked="" type="checkbox"/> New Construction <input type="checkbox"/> Acquisition/Rehab
Name of Applicant:	<u>Bayview Foundation, Inc., and Horizon Development Group, Inc., as co-developers</u>		
Mailing Address:	<u>5201 East Terrace Drive, Madison, WI 53718</u>		
Telephone:	<u>(608) 354 - 0900</u>	Fax:	<u>(608) 354 - 0880</u>
Admin Contact:	<u>Scott Kwiecinski</u>	Email Address:	<u>s.kwiecinski@horizondbm.com</u>
Project Contact:	<u>Alexis London</u>	Email Address:	<u>alexislondon@bayviewfoundation.org</u>
Financial Contact:	<u>Scott Kwiecinski</u>	Email Address:	<u>s.kwiecinski@horizondbm.com</u>
Website:	<u>https://www.horizondbm.com</u>		
Legal Status:	<input type="checkbox"/> For-profit <input checked="" type="checkbox"/> Non-profit	Type of LIHTC Application:	<input type="checkbox"/> 4% <input checked="" type="checkbox"/> 9%
Federal EIN:	<u>39-6092644</u>	DUNS #:	<u>800022869</u>

**AFFIRMATIVE ACTION**

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

**LOBBYING REGULATED**

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. 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 by contacting the Community Development Division at (608) 266-6520.

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: Alexis London, Bayview Foundation; Scott Kwiecinski, Horizon Development Group

By entering your initials in this box AL, SK you are electronically signing your name as the submitter of the application and agree to the terms listed above.

Date: 6/28/18

## PROPOSAL DESCRIPTION

1. Please provide an overview of the proposal. Describe whether project is acquisition, rehabilitation, and/or new construction; multifamily or senior. Provide the total number of units proposed, the number and percent of affordable units proposed, and the impact of the proposed development on the community.

Horizon Development Group, Inc., and Bayview Foundation, Inc., are partnering to construct 130 units of multifamily affordable housing. There are currently 102 units of townhouses on-site, 99 of which are supported by Section 8 HAP contracts. We are proposing to demolish the existing two- and three-bedroom units, and construct 100 new townhome units, in addition to a 30-unit, two or three-story building with full underground parking. The unit mix will include a variety of one, two, and three-bedroom unit types and include a percentage of units with full accessibility. 10 units will be rented at market rate, while the remaining 120 units (92%) will be rented to those earning no more than 60% of county median income. There is also a 6,000-square foot community center centrally located on the Bayview site that will be re-constructed and expanded to offer more services and better access to all residents living in the Triangle Neighborhood.

We believe our location is ideal for affordable housing and our proposal is consistent with the City's current planning process. The City of Madison is currently in the process of updating the Comprehensive Plan to include possible modifications to the Triangle Monona Bay Neighborhood, which will include the priority to preserve and add to the affordable housing units at our location. Access to public transportation, key amenities, and the presence of employment opportunities will allow cost-burdened renters at our location proximity to the services they need most to take advantage of affordable rents. Our location is surrounded on two sides by seven-day-per-week transit stops and employers; and within one mile of the site, there are multiple options for child care, employment, higher education, healthcare, groceries, job training, public libraries, community centers, banking, and retail.

This project surpasses the ambitions of a typical application to the City's Affordable Housing Fund because it simultaneously advances the goals of preserving, expanding, and ensuring long-term affordability for the City's affordable housing stock. Bayview's current units were constructed in 1971 and are, for the most part, functionally obsolete. Our proposal will upgrade the existing rental housing stock and ensure the project's long-term affordability. Most importantly, our vision considers the needs of the current residents in a community that is largely composed of extremely low-income, diversely populated households.

With over 12 countries represented, Bayview's 280+ residents have created a community with strong ties to their cultural roots. While there is a tremendous need to upgrade and expand Bayview's housing stock, this is also an opportunity to think expansively and creatively about how people inhabit, use, and experience the community. Careful thought will guide the site plan effort and incorporate living spaces, outdoor spaces, community services, and appreciation of arts and culture. Our proposal will create well-designed spaces for current and future residents, and the project will enhance Bayview's Community Center to further the educational, social and cultural connections already made in this unique community.

Bayview's familiarity with the resident population, current housing needs, community services and property management will pair with Horizon's experience developing and building affordable housing to ensure the success of this project. Thank you for the opportunity to submit this proposal. With the City's help, the project will drastically improve the living conditions of this community and improve access to affordable housing.

2. What are the total number of units proposed to be assisted with City AHF and amount of AHF requested per affordable unit? Identify if any of the units will be supported by Section 8 project-based vouchers.

Our proposal will contain 130 total units with 120 affordable units. We will be requesting City support for all 120 affordable units. There is currently a project-based, Section 8 HAP contract supporting 99 units at Bayview.

3. Describe the project's organizational structure. Please attach an organizational chart detailing the roles of the applicant, all partners, and the ownership interest percentages of each party.

A single purpose limited liability company (LLC) will be created for the overall ownership of this project. This entity will be comprised of two limited liability companies, one being for the limited partner (100% owned by tax credit investor) and one for the general partner (100% owned by the managing member). The limited partner LLC will own 99.99% of the overall project and the general partner LLC will own 0.01% of the overall project. Bayview Foundation will be the 100% owner of the managing member entity.

Please see attached ownership chart as an illustration of this organizational structure.

## AFFORDABLE HOUSING INITIATIVE FUND GOALS & OBJECTIVES

4. Please check which of the following objectives outlined in the Request for Proposals your proposal meets:

- Increase the supply of safe, quality, affordable rental housing throughout the City.
- Preserve existing income- and rent-restricted rental housing to ensure long-term affordability and sustainability.
- Improve the existing rental housing stock in targeted neighborhoods through acquisition/rehab to create long-term affordability and sustainability.

## AFFORDABLE HOUSING NEEDS

5. Describe your knowledge of and experience in identifying affordable housing needs of the City of Madison.

Bayview Foundation has owned, operated and managed Bayview Townhouses since they were built in 1971. The organization has managed and maintained a Project-Based Section 8 Housing Assistance Payment contract with HUD for multi-family housing since 1976. Currently, 99 of the 102 units are covered under Bayview's HAP contract. Bayview Townhouses has always been a desirable home to low and moderate-income residents living in Madison. Its proximity to local amenities, services, schools and facilities, combined with the centrally-located and fully-operational community center, have made it very popular. There are more than 400 people on Bayview's wait list. Bayview is known to be extremely responsive to its residents and consistently meets their housing and support service needs. Bayview was built upon the principle that stable housing requires quality supportive services. In 2018, Bayview hired Diane Eddings to manage the property. She has more than 17 years of experience in affordable housing in Madison, including the utilization of LIHTC, AHP and HOME funds in the development and construction of housing.

Bayview's Executive Director, Alexis London, maintains regular involvement with the City's planning process for the Triangle Monona Bay Neighborhood. While the City's planning area consists of much more than Bayview, it is important and timely for Bayview to be at the table during these discussions to help integrate ideas, concepts, and patterns of resident life with the City's overarching goals and vision for the Triangle. As part of the process, Bayview has already started a very thorough resident engagement process to better identify what the housing needs and goals should be as we undertake a large-scale effort. We are confident that these various efforts will provide a final product that Bayview and the City will be very happy with and residents will be proud to call home.

Since the Low Income Housing Tax Credit's inception in 1986, Horizon has developed 56 affordable housing projects in Wisconsin and Iowa. With separate development, construction, and property management companies, Horizon provides integrated real estate solutions for affordable housing that are tailored to the communities in which the company works. Horizon's property management group manages over 2,800 units, the majority of which are tax credit projects; and the construction group has built over 100 LIHTC projects. Horizon's development division has had numerous successful developments, including the City of Madison, in structuring affordable housing projects and systematically working through approval processes, grant writing, and tax credit financing. Horizon's success is a direct result of identifying the needs of the communities it works with and blending those with the priorities incentivized by WHEDA's 9% tax credit application process.

For example, in 2011, Horizon partnered with the City of Madison Community Development Authority to create 50 units of affordable senior apartments at the corner of Cypress Way and W Badger Road. Horizon attended multiple neighborhood meetings and discussed the most efficient way for the City to advance a project, helping to reduce blight and crime in a challenged neighborhood. The Neighborhood Association and Alderperson identified affordable senior housing as the ideal use for this location and the City subsequently acquired the site, relocated tenants, demolished the existing structures, and issued an RFP. Horizon's grassroots efforts with the Neighborhood Association paved the way for strong support for the project. The project utilized 30 Section 8 Vouchers, 9% tax credits, and HOME funds to create 50 units of high quality affordable housing in just 7.5 months. This project still operates at near 100% occupancy and its success is a direct result of close public/private collaboration in Horizon identifying an opportunity and working with the City to help address their priorities in creation of affordable housing.

6. Identify if a market study has been done and, if so, summarize its findings and attach a copy of the report. If a market study has not yet been completed, please describe the anticipated demand for the proposed target populations served.

At this stage, we have yet to commission a market study. We anticipate more than adequate demand for the additional 28 units proposed, as Bayview currently has a waitlist of over 400 households. We will be commissioning a market study in advance of our 2019 tax credit application to be submitted in December 2018, and will provide this market study to the City's Community Development Division as soon as it is available.

## INTEGRATED SUPPORTIVE HOUSING UNITS

7. Provide the number and percent of integrated supportive housing units proposed, the income category(ies) targeted for these units, and the population(s) you propose to serve (e.g. households experiencing or at risk of homelessness, formerly homeless families residing in Permanent Supportive Housing no longer in need of intensive support services, veterans, persons with disabilities, formerly incarcerated individuals, etc.).

Bayview is an incredibly stable community. The vacancy rate is 0% and the annual turnover rate is 5-6%. As of June 15, 2018, over 400 families were on Bayview's wait list. Within the last year, May 2017 to May 2018, six apartment units became available at Bayview. Of these six units, four were rented to families experiencing homelessness and/or at risk of homelessness at the time Bayview informed them that an apartment was available. These families didn't come to Bayview through referrals from service providers within Madison's Homeless Services Consortium; however, Bayview is aware of their circumstances based on first hand conversations and documentation. Given that many of Bayview residents are from diverse ethnic, racial and cultural backgrounds, and many are non-English speakers, Bayview believes that many of the families on its waitlist don't have cultural familiarity and/or comfort with more conventional services and programs for people struggling with homelessness and/or who are at risk of homelessness; however, this population is being served at Bayview.

As part of its organizational mission, Bayview provides affordable housing in combination with free support services and programs. All 102 of Bayview's current households are supported through a variety of services and programs, such as after school and summer camp programs for youth ages 7-18, computer and financial literacy for adults, ESL classes, health and wellness programs and food access initiatives. The additional 28 households to be added in the redevelopment will be offered the same types and levels of service and support. In addition, Bayview hopes to expand its services to offer individualized case management and social service support tailored to families who have experienced homelessness and/or are at risk of experiencing homelessness.

8. Please describe your proposed integrated supportive housing approach that will go beyond meeting WHEDA's supportive housing requirements outlined in Appendix S of the WHEDA Qualified Allocation Plan targeting veterans and/or persons with disabilities. Please elaborate on which target populations you plan on serving and what supportive service partnership approach(es) you will use.

Bayview Foundation was formed in 1966 with the mission of providing affordable housing to low income individuals in combination with integrated support services and programs. The International Center for Education and the Arts, Bayview's centrally located community center, offers an array of programs and services that are designed to meet resident and community needs, priorities and interests. Addressing systemic issues related to poverty, racism, access to education and employment, healthy food access and health care are focal points of Bayview's community center programs and services. Some current programs include: resource and referral; case management, including: benefit eligibility and registration, insurance coverage and claims, pre-natal and post-partum referrals and support; after school and summer programs for children ages 7-18; youth employment programs for youth ages 12-21; early childhood literacy and language programs; senior health and mental wellness programs; arts and culture programs; financial and computer literacy classes; gardening; food access and pantry; and ESL classes for adults.

Bayview program and housing staff communicate daily to better understand the needs of its residents and then design and coordinate programs that meet those needs. Staff are especially sensitive to the diverse cultural, racial and ethnic backgrounds of Bayview's residents and always consider issues of equity and access when it comes to service development and delivery. Essential is Bayview's commitment to offering language interpretation as needed.

Community partnerships are often formed to provide residents with the highest level of support, access and opportunity. Currently, Bayview employs two regular, full-time program staff and up to four part-time, limited term staff. We also partner with UW School of Social Work to host a social work intern each school year. Bayview is currently seeking additional operational support to fund a new social work and case management position within the organization. This position is essential given the growing need in the community for family and economic stabilization through coordinated efforts to support adults, primarily ages 19-45, gain meaningful educational, employment, leadership and financial opportunities and skills. With this new position, Bayview will be able to expand its already strong programs and partnerships to even



better serve families and/or individuals who are struggling. The primary role of this employee will be to better understand the factors contributing to family stress and destabilization and identify tools, strategies and relationships that will contribute to the family's overall wellbeing. Through case management, resource and referral and mental health services, families will feel supported through an integrated approach within their own community, among neighbors and community center staff and volunteers who are all working toward creating a healthy, safe, active and strong community for everyone.

9. Identify the partnership(s) with supportive service agencies that have been or will be formed to serve the target population(s) for the supportive housing units, including service provider(s) from the Continuum of Care (see Attachment C), if applicable. Provide a detailed description of the type and level of supportive services (such as assessment and referral, on-site intensive case management, etc.) that will be provided to residents of the proposed project.

The primary focus areas of Bayview's current programming efforts include: health and wellness, healthy food access, education, youth employment, and arts and culture. Bayview currently partners with the following social, educational, employment and medical partners in the Madison area: Madison Metropolitan School District, Aging and Disability Resource Center, FoodShare Wisconsin, Community Action Coalition, Play and Learn, REAP Food Group, Madison Public Library, MATC South Campus, UW Madison, Edgewood College, Unity Point Health Meriter, UW Health, Operation Fresh Start, Madison Children's Museum, YMCA, Tri 4 Schools, and many others. These partnerships, combined with Bayview's current staff, support more than 282 residents per year and many more area residents.

Over the last three years, as several new households have moved into the community and Bayview's current population continues to age, the need for additional social service support, resource and referral and case management has increased. New families appear to be under higher levels of financial stress, causing anxieties around food security, childcare, medical care and housing stability. To better serve current and future Bayview families who are struggling, Bayview plans to hire an on-site social worker to provide individualized assessment, case management, counseling and resource support.

10. In order to ensure the success of the development, the partnership(s), and the tenants, describe the level of financial support that the development will provide annually to the identified supportive service agency/agencies, if applicable. Attach a letter from the service provider(s) detailing the services they intend to provide to residents of the supportive housing units, the cost of those services and how those services will be financially supported (i.e., through the development, fundraising, existing program dollars, etc.).

Bayview Foundation will provide services to the supportive housing units that include, but will not be limited to, health and wellness, healthy food access, education, youth employment, and arts and culture. Bayview will also provide youth programs for these households which will include academic, social, cultural, recreational and wellness programs to children up to the age of 18. For our adult and senior age residents, Bayview will provide adult ESL, computer literacy classes, basic and intermediate sewing classes, weekly fitness walk and Zumba classes, and financial literacy classes. The services will be provided by Bayview staff and we will also partner with our existing network of over 25 different local agencies and service providers to address the programmatic and service needs of the supportive housing units.

Bayview Foundation has provided these services, either internally or by partnering with different local agencies, for decades. With the history of operating these services, we are currently budgeting the costs for these services to the supportive housing units at approximately \$80,000 annually. The costs for these services will be borne by the Bayview Foundation and are not included in the operating budget for the property. The funding for these services will be from various sources. Bayview has put more of an emphasis on grant writing and fundraising recently. Bayview constantly seeks financial support and donations for programs and services. In the last two years, Bayview's programmatic revenue from grants and donations has increased by 25%. The property management fee that Bayview Foundation receives for property management services will also be used by Bayview Foundation to cover the costs of providing these services. The development fee that Bayview Foundation receives will be a potential funding source to cover the costs of the supportive services, or will be utilized for future reinvestment into the Bayview community.

## TENANT SELECTION

11. Describe your plans to incorporate flexible tenant selection criteria for households who are connected to supportive services, in order to provide housing opportunities for persons or families who would otherwise face common obstacles obtaining housing (e.g., poor credit or rental histories, criminal conviction records, etc.).

Bayview already uses flexible tenant selection criteria to screen potential tenants. Screening includes criminal background, rental history and income verification. Bayview doesn't have minimum income restrictions and/or use poor credit ratings against prospective tenants. Bayview mainly verify rental history to evaluate problematic behavior and not rental payment delinquencies. Bayview follows all Fair Housing rules and regulations when it comes to tenant screening.

Bayview will not reject an applicant based on the arrest record or conviction record of the applicant or a member of the applicant's household, except when the conviction is related to the safety of property or the safety of other residents or employees and the conviction has been within two years of application.

12. Describe the proposed development's minimum occupancy standards that will prevent or reduce over-housing residents in such limited affordable housing opportunities.

One of the purposes of this development project is to address and reduce over-housing at Bayview Townhouses. Currently, there are approximately 30 two and three-bedroom units that are over-housed. For the most part, these units are occupied by seniors and/or people with disabilities who have lived at Bayview a long time and do not want to leave their community even though their health care and accessibility needs have exceeded the functionality of their apartment. With the new development, Bayview proposes creating 24 fully accessible, barrier-free one-bedroom units, primarily to accommodate current and/or future residents who want to age in place. By adding one-bedroom units to the site, Bayview will be able to open up most vacated two and three-bedroom units to families.

Minimum occupancy standards will be as follows:

- 1-bedroom unit; 1-2 residents
- 2-bedroom unit; 2-4 residents
- 3-bedroom unit; 3-6 residents

Bayview will develop a detailed relocation plan for the households that are currently over-housed. For many who are currently living in a three-bedroom unit, the only reason may be that there is a first-floor half-bath. In speaking with many of these residents, they would prefer to move into a fully accessible, appropriately sized unit versus remain in a larger unit that doesn't sufficiently meet their needs.

## SITE INFORMATION

13. In which of the following areas on the Affordable Housing Targeted Area Map (see Attachment A) is the site proposed located? Please check one.

- Preferred Areas (New Construction Only)
- Eligible Areas (New Construction & Acquisition/Rehabilitation)
- Targeted Rehab Areas (Ineligible for New Construction, but Preferred for acquisition & rehabilitation proposals)

14. Identify the specific site address and name of neighborhood in which the site is located. Identify if applicant has site control, or if site is owned by the City of Madison or Community Development Authority.

The site's address is 601 Bay View, Madison, WI 53715 and is in the Triangle Monona Bay Neighborhood. The site is currently owned by Bayview Foundation, so site control is fully established. There is a land use restriction agreement with the City of Madison which ensures the continuation of affordable housing at this location which is consistent with the intended development plan.

15. Explain why this site was chosen and how it helps the City to expand affordable housing opportunities where most needed. Describe the neighborhood and surrounding community. Provide the streets of the closest major intersection as well as known structures/activities surrounding the site that identifies where the site is located. (Attach a map indicating project location. Include one close-up map of the site and a second map to show the site in the context of the City.)

Our site is in the Triangle Monona Bay Neighborhood at the southwest corner of the intersection of West Washington Avenue and Regent Street. The project location is just south of UW-Madison's campus, and just west of UW Health Clinic and Meriter Hospital. Landmarks identifying our location include Monona Bay to the south and east, Park Street to the west, and the Kohl Center and Regent Street to the north.

This location expands affordable housing opportunities where they are needed most because there is pent-up demand in the area and the appropriate infrastructure is already in place to accommodate the needs of affordable housing residents. As previously discussed, Bayview currently has a waitlist of over 400 households and is highly desirable, but the existing townhomes on-site are functionally obsolete and Section 8 HAP contract transfer restrictions leave residents without realistic additional choices for quality housing. This location provides tremendous opportunity for public transit connections and would expand the existing housing stock in an area that has excellent access to schools, healthcare, groceries, and employment.

16. Identify any existing buildings on the proposed site, noting any that are currently occupied. Describe the planned demolition of any buildings on the site.

Currently, there are five townhomes buildings on-site consisting of 18-24 units each. In total, there are 102 units and the property is fully occupied except for customary turnover vacancies. Additionally, there is a 6,000-square foot community center that is fully utilized. A comprehensive site planning effort is underway that will ultimately involve demolition of all units and the community center. As part of the comprehensive site plan we will also contemplate a detailed phasing and temporary relocation plan for existing residents. Our goal is to implement or sequence the project in a way that will minimize disruption and fears of current residents.

17. Identify the distance the following amenities are from the proposed site.

Type of Amenities & Services	Name of Facility	Distance from Site (in miles)
Full Service Grocery Store	Fresh Madison Market 0.4 Mi. Asian Midway 0.3 Mi	
Public Elementary School	Franklin Elementary School 0.9 Mi.	
Public Middle School	James Wright Middle School 1.2 Mi.	
Public High School	West High School 1.5 Mi.	
Job-Training Facility, Community College, or Continuing Education Programs	MATC South Campus 2.0 Mi. Urban League, 1.9 Mi.	
Childcare	Meriter Child Care 0.1 Mi.	
Public Library	Madison Public Library (Central) 1.3 Mi.	
Neighborhood or Community Center	On-site. Bayview Community Center	
Full Service Medical Clinic or Hospital	UW Health Clinic & Meriter 0.1 Mi.	
Pharmacy	Meriter Hospital 0.1 Mi. CVS Pharmacy 0.3 Mi	
Public Park or Hiking/Biking Trail	Brittingham Park 0.1 Mi	
Banking	Summit Credit Union 0.1 Mi.	
Retail	Regent St / South Park St, 0.1-2.0 Mi	
Other (list the amenities):	Neighborhood House Community Center 0.2 Mi. SSM Health St. Mary's 0.5 Mi. Group Health Cooperative - .25 MI Journey Mental Health - .2 Mi	

18. What is the distance between the proposed site and seven-day per week transit stops (i.e. weekday and weekends)? List the seven-day transit stop street intersections and describe any other transit stops (include street intersections and schedule) located near the proposed site.

The site is directly adjacent to two seven-day-per-week transit stops - one to the north on Regent Street (line 6), and the other to the southwest on West Washington Ave (line 5).

There are also seven-day-per-week transit stops just 0.1 miles away at the intersection of S Park and West Washington, and S Park and Regent, both of which provide access to lines 6 and 13.

19. Describe the transit options for children to get to their elementary and middle schools.

Franklin Elementary School students have an Orange Line stop on-site at Bay View & Braxton Place. Randall Elementary School students have a stop on the Brown Line on-site that is also at Bay View & Braxton Place. James

Wright Middle School Students have a Blue Line stop 0.1 miles south of our site at S Park Street & West Washington Avenue.

20. Describe the transit options for people to access amenities such as childcare, after school activities, grocery stores, the nearest library, neighborhood centers, and other amenities described above.

All of the above-listed amenities are accessible through multiple seven-day-per-week public transit lines that are virtually on-site. As an example, the Play Haven Vilas Child Care Center is 0.25 miles from the intersection of S Park & West Washington Avenue, where there is a 7-day per week transit stop for the 5 line.

21. Describe the impact this housing will have on the schools in this area. Please include information on school enrollment data (e.g. at capacity, above capacity, below capacity); how this housing development will impact the schools' enrollment; and approximately how many elementary and middle school children are projected to live at the proposed housing development based on your proposed unit mix and previous housing experience.

With 28 new units of housing proposed for the Bayview project, we anticipate only modest additional enrollment to local schools. Bayview's current tenant population includes approximately 100 school-age children. Although this number fluctuates from year to year, and also considering that we do not yet know the resident profile of the new 28 units, we can only estimate the number of added school age children as a result of the project. Based on the current 102 units and 100 school age children currently part of the Bayview population, we would estimate that 25-30 new school age children (elementary and middle school) would result from adding 28 units. The Bayview project will be phased new construction, with net new units and residents being added last to the overall project. Although phasing details will be identified when formal site planning efforts progress, we estimate that new units would be placed in service by December 2021. The first full school year this would impact is the 2022-2023 academic year.

The most recent data published by Madison Metropolitan School District's Enrollment History and Projections comes from the Fall of 2016. These projections extend to the 2020-2021 school year and demonstrate that Franklin Elementary School should be near full capacity and Randall Elementary School will be near 90%. Conversations with MMSD staff indicate that these schools will place a priority on accommodating children who live within the district, even if this means exceeding the school's technical capacity.

Finally, Wright Middle School is estimated to be at 78% enrollment, so there should be no capacity issues resulting from additional middle-school-aged children.

22. Describe the historical uses of the site. Identify if a Phase I Environmental Site Assessment has been completed and briefly summarize any issues identified. Identify any environmental remediation activities planned, completed, or underway, and/or any existing conditions of environmental significance located on the proposed site.

The "Triangle" is an historic neighborhood bounded by Regent Street, West Washington Avenue and Park Street. It once was the heart of the Greenbush neighborhood, an enclave of immigrants-most recently Italian immigrants- and other marginalized populations. It was cleared for urban renewal in the mid-1960s. The Triangle now features affordable housing developments, an Asian grocery store, and medical facilities. The housing developments, which include Bayview Townhouses and Community Development Authority Apartments, primarily serve people with disabilities, low-income residents, immigrants and refugees.

We do not currently have a Phase I Environmental Assessment completed for this property. As part of our due diligence process, a Phase I will be completed within 90 days of an award of tax credits in the spring of 2019. This site is currently operating as a residential use, so we do not anticipate extensive remediation requirements, but should any arise, we will address them at the appropriate stage during the construction process.

23. Identify the current zoning classification of the site. Describe any necessary zoning-related approvals (rezoning, conditional use permit, demolition, zoning variance, etc.) that must be obtained for the proposal to move forward.

The site is zoned TR-U1 and multifamily is a permitted use under this district and our proposal will not require any variance for additional density. We further expect that our site plan will comply with all set-back, height, lot coverage, building coverage, and parking requirements.

We will need demolition permits to demolish the existing townhomes on-site, but we will not apply for these permits until ready to begin demolition work. This is anticipated once the new construction building is completed in spring 2021. Our understanding is that these permits are not difficult to obtain once the required State and City Departments have approved of our construction documents.

The project team intends to submit a Land Use Application by October 3, 2018 which would result in formal recommendation by Urban Design Commission on November 21, 2018 and final approval by Plan Commission on December 3, 2018.

24. Describe the proposed project's consistency with adopted planning documents, including the City of Madison Comprehensive Plan (both adopted and draft of the Comprehensive Plan update), the Neighborhood Plan(s), and any other relevant plans.

The proposed Bayview project, including 130 total units, is consistent with the City's Comprehensive Plan. We understand the City is currently creating the Triangle Monona Bay Neighborhood Plan. Based on meetings attended to date and detailed discussions with City staff, we are confident that Bayview is helping to meet the City's goal to add and preserve existing affordable housing within the Triangle. As of now, the project location remains under the Brittingham Vilas Neighborhood Plan.

Our proposal is consistent with the following goals from the Brittingham Vilas Plan found on page 2 of that plan:

3. Provide a variety of housing choices to attract a diverse population to the neighborhood by providing affordable housing opportunities in the neighborhood

- Our proposal meets this objective by expanding affordable housing opportunities tailored to the diverse Bayview resident population. We will create multiple housing options for this population by constructing traditional apartment units in addition to townhomes.

4. To ensure adequate neighborhood facilities and services, such as the Neighborhood House and Bayview Community Center, recreational programs and facilities, neighborhood police patrol and other services.

- Our proposal meets this objective by reconstructing the Bayview Community Center and organizing recreational activities for our residents.

25. List the name(s) of the City of Madison Planning Division staff that you met with to discuss your application and briefly summarize the results of that meeting.

Met with City of Madison staff (Julie Spears, Kevin Firchow, Jim O'Keefe, Ethan Tabakin) on June 19, 2018.

Meeting Summary:

Bayview Foundation (Alexis London and Diane Eddings) and Horizon Development Group (Scott Kwiecinski) presented a progress update on the Bayview Townhomes project. Bayview's vision and goals for the project were discussed, as well as an update on architect selection, consideration of a renovation strategy and subsequent cost analysis, intended development strategy of approximately 130 units new construction, and an update on Bayview's resident engagement meetings and feedback. Kevin provided an overview of the current zoning classification which is consistent with the proposed use as well as some development guidelines and a general schedule leading to Plan Commission approval that would be required by December 2018. A Development Assistance Team (DAT) meeting was suggested as the next step to more fully engage City staff and review particulars of a proposed site plan. An engaging discussion followed with questions and answers regarding phasing of development, resident relocation plan, proposed unit mix, economic development objectives, project costs, and supportive services provided to Bayview residents. We also discussed variables of the Bayview project that may be impacted by the City of Madison Comprehensive Plan update for the Triangle Neighborhood, including roadway connectivity and community center location and connection to other neighborhood properties, among others. Generally, the conversation could be characterized as very productive and positive with no roadblocks or impediment to proceeding with an application. Although the project proposes a modest increase in overall new units (+28), the project would be viewed as very competitive based on location, consistency with planning efforts and other City priorities for neighboring properties.

26. Describe the response and level of support of the alderperson of the district in which the proposal is located. What issues or concerns with the project did s/he identify, if any?

Bayview resides in City of Madison District 13 where Sara Eskrich is the Alderperson. Ms. Eskrich serves on both Bayview Foundation's Board of Directors as well as CDA's Board of Directors. Ms. Eskrich is fully supportive of Bayview's redevelopment plans and has assisted in moving forward conversations among Bayview's renovation committee and the

City of Madison planning department. She is very involved and present at many Triangle Monona Bayview Neighborhood Steering Committee meetings. To date, Ms. Eskrich has only expressed support for the project.

27. Describe the neighborhood input process, including notification to and input from the nearby Neighborhood Association(s), either already underway or planned. If that process has begun, please summarize its results to date.

Bayview is committed to intentional and meaningful resident engagement with all of its operations and processes. The organization's housing committee was formed in 2015 and is made up of five Bayview residents and one board member who is not a resident.

In 2018 Bayview applied for and received CDBG Future Funds to conduct a comprehensive resident engagement process related to the renovation project. \$20,000 in funding was awarded for the following project components: 1) Listen and Learn (introduction to renovation project and identification of hopes and fears for the future; one-to-one surveys with residents), 2) What We Learned (data synthesis and presentation back to residents of information and feedback shared by residents), 3) Design Workshops (site planning, architecture, building massing and landscaping design workshops with residents) and 4) Community Presentations (final report and presentation to residents regarding resident interests, priorities, needs and preferences gathered during engagement process). Given the diverse cultural, ethnic and racial backgrounds of Bayview residents, providing interpretation and/or translation services, especially in Hmong and Spanish, are essential in order to ensure full participation by all Bayview families.

Thus far, Bayview has facilitated six Listen and Learn resident meetings in which 63 residents attended and conducted approximately 50 one-to-one resident surveys. The survey implementation process will conclude at the end of June and data will be analyzed in preparation for the What We Learned workshops to take place in July. In total, Bayview aims to reach more than half its adult population, 150 residents, through the engagement process.

## SITE AMENITIES

28. Describe the exterior and common area amenities that will be available to tenants and guests, including parking (and cost, if any).

On-site amenities will include a 9,000-square foot community center, ample surface parking, and approximately 30 underground parking stalls. The community center will feature several new resources and programmed spaces, including but not limited to early childhood programs, commercial kitchen, fitness and wellness facility, expanded food pantry/access, adult resources and community space, and areas that promote more connection with the Triangle Neighborhood and CDA residents. Site amenities will include outdoor gathering spaces, a pavilion for more formal events, gardening spaces for resident use, participatory public artwork, and other cultural artwork integrated into the development to bring life and color to the project in a way that celebrates the rich history and diversity that makes Bayview so unique. Other off-site amenities include nearby parks and playgrounds on neighboring property, including Brittingham Park located across West Washington Avenue.

The site currently contains 117 surface stalls that serves the 102 total units currently at Bayview. Upon project completion, our goal is to add as much parking as possible to the site, including below grade parking with some of the new construction.

29. Describe the interior apartment amenities, including plans for internet service (and cost, if any) and a non-smoking environment.

Interior unit amenities have yet to be determined, but will likely include ENERGY STAR rated appliances, high efficiency lighting, setback thermostats, in-unit washer-dryer hook-ups, built-in dishwasher, garbage disposal, window coverings, vinyl flooring in the kitchen and bathrooms, hardwood or carpet flooring in the living and bedrooms, and storage areas. Bayview's goal is to also include community-wide WIFI at no charge to residents. This would be offered in conjunction with the City of Madison and CDA to all residents on the Triangle.

The entire property will be non-smoking.

**PROPOSAL TIMELINE**

30. Please list the estimated completion dates associated with the following activities/benchmarks to illustrate the timeline of how your proposal will be implemented.

<b>Activity/Benchmark</b>	<b>Estimated Month/Year of Completion</b>
Submission of Application for Zoning Change &/or Conditional Use Permit	N/A
Plan Commission Approval for Rezoning &/or Conditional Use Permit	12/3/2018
Submission of Application for Urban Design Commission Approval	10/3/2018
Urban Design Commission Approval	11/21/2018
Application to WHEDA	12/2018
Complete Equity & Debt Financing	12/2019
Acquisition/Real Estate Closing	4/2020
Rehab or New Construction Bid Publishing	3/2020
New Construction/Rehab Start	4/2020
Begin Lease-Up	1/2021
New Construction/Rehab Completion	12/2021
Begin Lease-Up	1/2021
Certificates(s) of Occupancy Obtained	12/2021
Complete Lease-Up	6/2022

**PUBLIC PURPOSE AND RISK**

31. Please describe the public purpose of your proposal and the risks associated with the project.

This project will serve the public purpose of upgrading and retaining affordability for affordable housing units in the City of Madison. In addition, the proposal seeks to increase the supply of quality, accessible, safe affordable housing units in the Triangle Monona Bay Neighborhood.

The risk associated with this project lies in the lead time between underwriting and submitting our tax credit application and the date we start construction. As is common with LIHTC projects, we anticipate a construction start date that will be 16 months after we submit our tax credit application. During that time, project feasibility is subject to fluctuation in construction costs, interest rates, and tax credit equity pricing. We cannot obtain actual figures for these assumptions until we close and start construction, so significant changes from our initial underwriting assumptions can threaten project feasibility.

**DEVELOPMENT TEAM**

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

<b>Name</b>	<b>Company</b>	<b>Role in Development</b>	<b>Contact Person</b>	<b>Phone</b>
Alexis London Diane Eddings	Bayview Foundation Bayview Foundation	Applicant / Co- Developer	Alexis London Diane Eddings	(608) 256 - 7808 (608) 256 - 7808
Scott Kwiecinski	Horizon Development Group	Applicant / Co- Developer	Scott Kwiecinski	(608) 354 - 0820
Curt Peerenboom	Horizon Development Group	Chief Financial Officer	Curt Peerenboom	(608) 354 - 0866
Mick Hintz	Horizon Construction Group	General Contractor	Mick Hintz	(608) 354 - 0890
Toni Prestigiacomo	Foley & Lardner	Attorney	Toni Prestigiacomo	(608) 258 - 4765
Mike Kendhammer	SVA	Accountant	Mike Kendhammer	(608) 826 - 2404
Kevin Burow	Knothe & Bruce Architects	LIHTC Architect	Kevin Burow	(608) 836 - 3690
Chris Socha	Kubala Washatko Architects	Architect	Chris Socha	(262) 377 - 6039

Joe Shumow	Reinhart Law	Attorney	Joe Shumow	(608) 229 - 2245



33. For the following development team roles, please identify the number and/or percentage of women and persons of color employed by that company.

Company	Role in Development	# or % Employees who are Women	# or % Employees who are Persons of Color
Horizon Development Group	Developer	25%	25%
Horizon Construction Group	General Contractor	26%	7.5%
Bayview Foundation, Inc.	Property Manager	80%	80%
Knothe & Bruce Architects; TKWA	Architect	28%; 25%	7%; 0%
Bayview Foundation, Inc.,	Service Provider	80%	80%

### EXPERIENCE AND CAPACITY

34. Please describe the development team's experience in obtaining LIHTC's. Be sure to:

- Address years in existence, experience with public/private joint ventures, experience developing low-income multifamily housing or other affordable housing, staff qualifications, financial capacity of organization to secure financing and complete proposed project, past performance that will contribute to the success of the proposal.
- Identify how many LIHTC and/or affordable housing units your organization has created in the past five years.
- Include specific information on the experience of the proposed property management partner, including number of years experience, number of units managed, and performance record.
- If applicable, include information on your experience developing housing that provides support services.
- If applicable, include specific information on the supportive service provider agency or company, years of experience, and relevant information.
- Please describe your past experience, including number and location of projects, using federal HOME, CDBG, EECBG, or Section 108 funds. (Attach additional information as necessary).

#### Bayview Foundation Organizational Background

Bayview Foundation, Inc. is a nonprofit organization that provides affordable housing and supportive services to approximately 300 low income residents, primarily immigrants and refugees. Bayview is made up of Bayview Townhouses, a Section 8 project based development that includes 102 two and three-bedroom townhouse style apartment units, and the International Center for Education and the Arts, a comprehensive community center located in the middle of the housing development.

Currently, 99 of the 102 units are covered under Bayview's HAP contract. Bayview Townhouses has always been a desirable home to low and moderate-income residents living in Madison. Bayview is known to be extremely responsive to its residents and consistently meets their housing and support service needs. Bayview was built upon the principle that stable housing requires quality supportive services.

The International Center for Education and the Arts, Bayview's centrally located community center, offers an array of programs and services that are designed to meet resident and community needs, priorities and interests. Addressing systemic issues related to poverty, racism, access to education and employment, healthy food access and health care are focal points of Bayview's community center programs and services. Some current programs include: resource and referral; case management, including: benefit eligibility and registration, insurance coverage and claims, pre-natal and post-partum referrals and support; after school and summer programs for children ages 7-18; youth employment programs for youth ages 12-21; early childhood literacy and language programs; senior health and mental wellness programs; arts and culture programs; financial and computer literacy classes; gardening; food access and pantry; and ESL classes for adults.

Bayview program and housing staff communicates daily to better understand the needs of its residents and then design and coordinate programs that meet those needs. Community partnerships are often formed to provide residents with the highest level of support, access and opportunity. Currently, Bayview employs two regular, full-time program staff and up to four part-time, limited term staff. We also partner with UW School of Social Work to host a social work intern each school year.

In 2018, Bayview hired Diane Eddings to manage the property. She has more than 17 years of experience in affordable housing in Madison, including the utilization of LIHTC, AHP, HOME and CDBG funds in the development, construction, and property management of affordable housing. Through her position at Common Wealth, Diane worked with City staff on numerous acquisition/rehab projects in Madison, from initial application through project completion and on-going compliance monitoring. She is well versed in LIHTC and HOME regulations. In addition, Diane managed all 146 units of Common Wealth's housing on the east and southwest side of Madison. She has extensive knowledge of fair housing and landlord/tenant law.

Bayview's Executive Director, Alexis London, maintains regular involvement with the City's planning process for the Triangle Monona Bay Neighborhood. While the City's planning area consists of much more than Bayview, it is important and timely for Bayview to be at the table during these discussions to help integrate ideas, concepts, and patterns of resident life with the City's overarching goals and vision for the Triangle. As part of the process, Bayview has already started a very thorough resident engagement process to better identify what the housing needs and goals should be as we undertake a large-scale effort.

Bayview Foundation currently has 10 members serving on its Board of Directors. Three of these members are residents of Bayview Townhouses. In addition, Bayview has formed two resident-led advisory committees, including the housing committee made up of five residents and the programming committee that includes three residents.

#### Horizon's History and LIHTC Development Experience:

Horizon brings 34 years of experience in multifamily housing development and has completed 56 affordable housing communities to date. In the last 5 years, Horizon has developed 371 LIHTC units and currently has another 126 under construction. Horizon is capable of coordinating all aspects of the development project, from initial vision and program to project completion. Horizon is involved with all aspects of project structuring, market and financial feasibility studies, tax credit/financing applications, project design and entitlement, investor and lender selection, completion of due diligence and financial closing, as well as on-time, on-budget project delivery. Horizon has earned a very strong reputation in the market for developing high quality housing developments and is credited with a very process-oriented, comprehensive development approach. Horizon utilizes a detailed development checklist to advance each project, helping to stay ahead of lead time items and avoid common pitfalls. This allows for a very streamlined, systematic, and predictable development process which has assisted many clients over the years. Horizon is a fully integrated company, featuring full service construction and property management in addition to development services. The proposed project is directly in line with Horizon's core competencies of developing, building, and preserving affordable housing.

#### Public/Private Partnerships, Sourcing Financing, Completing Projects:

Horizon has extensive experience forming public/private partnerships to create successful affordable housing. As examples, we formed a public private partnership with the Madison CDA in 2011 and partnerships with the Appleton Housing Authority and Merrill Area Housing Authority in recent years. Horizon has also been very successful in providing various funding sources to each of its LIHTC projects. In today's economic climate of reduced tax credit equity proceeds and rising construction costs, project feasibility is more and more difficult to achieve making gap funding sources increasingly important. Horizon has been awarded FHLB and other funding on several recent projects and is experienced in layered funding closings and HUD transactions.

#### Riverwalk Place (2013) & Grand View Townhomes (2017):

In 2013, Horizon's partnership with the Appleton Housing Authority began with Riverwalk Place. This 70-unit project preserved Section 8 HAP contracts and relocated the project to a redevelopment site on the Fox River. The success of this project led to additional affordable housing development in the Fox Valley with the opening of Grand View Townhomes in 2017. This was also a partnership with the Appleton Housing Authority, formed to create 40-units of family affordable townhomes in Grand Chute, WI. This project's capital stack included LIHTC equity, Section 8 Vouchers, Federal Home Loan Bank funding, State of Wisconsin HOME funds, and other bank financing. The project was completed in just over 10 months and is already 100% leased.

#### Park Place & Westgate Apartments:

The partnership with the Merrill Area Housing Authority was formed to preserve 102 units of affordable housing using the Rental Assistance Demonstration (RAD) program through the U.S. Department of Housing and Urban Development. This project is known as Park Place & Westgate Apartments and was just the second RAD conversion in the State of Wisconsin. It consists of a four-phase construction process where Horizon is building 38 units of new construction, rehabilitating a 7-story residential tower in two phases, and completing a 10-unit renovation to existing townhome units.

The project is much like what is proposed for Bayview, where new construction units are planned and resident relocation is needed to accommodate renewal and preservation of housing stock.

**Burr Oaks:**

As previously discussed, Horizon partnered with the City of Madison Community Development Authority to create 50 units of affordable senior apartments at the corner of Cypress Way and W Badger Road. Horizon attended multiple neighborhood meetings and discussed the most efficient way for the City to advance a project, helping to reduce blight and crime in a challenged neighborhood. The Neighborhood Association and Alderperson identified affordable senior housing as the ideal use for this location and the City subsequently acquired the site, relocated tenants, demolished the existing structures, and issued an RFP. Horizon's grassroots efforts with the Neighborhood Association paved the way for strong support for the project. The project utilized 30 Section 8 Vouchers, 9% tax credits, and HOME funds to create 50 units of high quality affordable housing in just 7.5 months. This project still operates at near 100% occupancy and its success is a direct result of close public/private collaboration in Horizon identifying an opportunity and working with the City to help address their priorities in creation of affordable housing.

**35. Please list any architectural awards, service awards, or green building certifications.**

Bayview intends to work with two architects on this project. Knothe & Bruce Architects will work on residential specific design and brings over 40 years of experience to the project. Knothe & Bruce project have received numerous awards of distinction and other top project recognition.

Kubala Washatko Architects brings a unique skill set to the project in their ability to thoughtfully integrate site design with human movements in a process they call "pattern writing". TKWA will be involved in all aspects of master planning and will have a role in the community center design. TKWA has received over 90 state and national design awards for architecture. Projects completed by the firm have been published in a dozen languages and in over 30 countries worldwide. Two completed TKWA projects have been named recipients of the national AIA COTE 'Top Ten Green Projects' Award, including the Leopold Legacy Center which was recognized by the USGBC as the world's first building that is carbon neutral in operation. In 2018 TKWA became the first Wisconsin design firm registered as a 'Public Benefit Corporation', a designation given to for-profit companies chartered with an organizational mission of making a positive impact on society.

**REFERENCES**

**36. Please list at least three references who can speak to your work on similar developments completed by your team.**

<b>Name</b>	<b>Relationship</b>	<b>Email Address</b>	<b>Phone</b>
Debra Dillenberg	Client	debrad@appletonhousing.org	(920) 739-6811
Jackson Fonder	Client	jfonder@ccmadison.org	(608) 826-8111
Randy Stadtmueller	Client	randy@stadtmuellerandassociates.com	(920) 716-7297

## HOUSING INFORMATION &amp; UNIT MIX

37. Provide the following information for your proposed project. List the property address along with the number of units you are proposing by size, income category, etc. If this is a scattered site proposal, list each address separately with the number of units you are proposing by income category, size, and rent for that particular address and/or phase. Attach additional pages if needed.

<b>ADDRESS #1:</b>		<b>601 Bay View, Madison, WI 53715</b>					<b>Projected Monthly Unit Rents, Including Utilities</b>				
		<b># of Bedrooms</b>									
<b>% of County Median Income (CMI)</b>	<b>Total # of units</b>	<b># of Studios</b>	<b># of 1 BRs</b>	<b># of 2 BRs</b>	<b># of 3 BRs</b>	<b># of 4+ BRs</b>	<b>\$ Rent for Studios</b>	<b>\$ Rent for 1 BRs</b>	<b>\$ Rent for 2 BRs</b>	<b>\$ Rent for 3 BRs</b>	<b>\$ Rent for 4+ BRs</b>
≤30%	26	0	8	9	9	0		735+55 = 790	840+67 = 907	934+85 = 1,019	
40%	0	0	0	0	0	0					
50%	73	0	7	12	54	0		735+55 = 790	840+67 = 907	934+85 = 1,019	
60%	21	0	7	8	6	0		850+55 = 905	1025+67 = 1,092	1175+85 = 1,260	
<b>LIHTC Sub-total</b>	<b>120</b>	<b>0</b>	<b>22</b>	<b>29</b>	<b>69</b>	<b>0</b>					
<b>Market*</b>	10	0	2	4	4	0		924	1091	1522	
<b>Total Units</b>	<b>130</b>	<b>0</b>	<b>24</b>	<b>33</b>	<b>73</b>	<b>0</b>	Notes: These are current rents and utility allowances. We anticipate rents and utility allowance increasing by the time of construction and completion. We will use HUD-approved rents for the 99 Section 8 HAP contracts and WHEDA rent limits for the remaining units. Market rate units are not shown with utility allowances.				

\*40% = 31-40% CMI; 50% = 41-50% CMI; 60% = 51-60% CMI; Market = >61% CMI.

<b>ADDRESS #2:</b>		<b># of Bedrooms</b>					<b>Projected Monthly Unit Rents, Including Utilities</b>				
<b>% of County Median Income (CMI)</b>	<b>Total # of units</b>	<b># of Studios</b>	<b># of 1 BRs</b>	<b># of 2 BRs</b>	<b># of 3 BRs</b>	<b># of 4+ BRs</b>	<b>\$ Rent for Studios</b>	<b>\$ Rent for 1 BRs</b>	<b>\$ Rent for 2 BRs</b>	<b>\$ Rent for 3 BRs</b>	<b>\$ Rent for 4+ BRs</b>
≤30%	0	0	0	0	0	0					
40%	0	0	0	0	0	0					
50%	0	0	0	0	0	0					
60%	0	0	0	0	0	0					
<b>LIHTC Sub-total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>					
<b>Market*</b>	0	0	0	0	0	0					
<b>Total Units</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	Notes:				

\*40% = 31-40% CMI; 50% = 41-50% CMI; 60% = 51-60% CMI; Market = >61% CMI.

38. Utilities included in rent:  Water/Sewer  Electric  Gas  Free Internet In-Unit  Other: Satellite TV

39. Describe the number and percent of accessible units proposed for each of level of accessibility. For rehab, describe the accessibility modifications that will be incorporated into the existing housing.

Per code requirement, 2% of the units are required to meet ADA accessibility standards (3 units). Bayview's goal for the project is to exceed mandated accessibility standards to better accommodate its resident population. Bayview would like to have 20% of the total units fully accessible (26 units).

Per WHEDA's Appendix M, 20% of the townhome units will be "visitable," (26); and 100% of the units in the 30-unit elevator building will be visitable. Additionally, the project will request maximum points in WHEDA's Universal Design scoring category, which means the project will meet WHEDA accessibility design standards on 20% of the total units.

Given Bayview's goals for accessibility, we do not anticipate any challenges in meeting or exceeding code or funding program requirements.

40. Describe the energy efficient features you plan to provide, the energy standard to be achieved, and the resulting estimated monthly utility savings for the project and for the tenant.

The project will feature Energy Star appliances, energy-efficient individual forced-air furnaces, and low-flow fixtures. In addition, the buildings will be designed to earn the Wisconsin Green Built Homes certification. The development team will work with an energy consultant to identify additional energy efficiency goals and appropriate design solutions during plan documentation stages. Renewable energy, geothermal, and other high efficiency concepts have been discussed in general terms and will require additional cost/benefit consideration. One of Bayview's goals for the project is to reduce energy consumption and its overall utility expenditures. Bayview intends to be proactive in its pursuit of a more sustainable, energy-efficient housing community.

At this time, the majority of our energy efficient upgrades have yet to be selected, so it is not possible to estimate resulting utility savings.

41. For proposals that include rehabilitation, have you completed a capital needs assessment for this property? If so, summarize the scope and cost; Attach a copy of the capital needs assessment.

Not applicable.

42. Real Estate Project Data Summary

Enter the site address (or addresses if scattered sites) of the proposed housing and answer the questions listed below for each site.

	# of Units Prior to Purchase	# of Units Post-Project	# Units Occupied at Time of Purchase	# Tenants to be Displaced	# of Units Accessible Current?	Number of Units Post-Project Accessible?	Appraised Value Current (Or Estimated)	Appraised Value After Project Completion (Or Estimated)	Purchase Price
Address:	Enter Address 1								
	601 Bay View, Madison, WI 53715	130	102	0	0	3 units code minimum, Bayview's goal is 26 units	Unassessed (tax exempt)	~\$10,500,000 (income-based)	\$0.00
Address:	Enter Address 2								
Address:	Enter Address 3								

43. Will any business or residential tenants will be displaced temporarily or permanently? If so, please describe the relocation requirements, relocation plan and relocation assistance that you will implement or have started to implement.

The proposed project will require temporary resident relocation. No businesses will be relocated. This project will consist of 130 total new construction units. Currently, there are 102 townhouses on the Bayview site in five different buildings. The townhouses are 100% occupied (102 units). The sequencing of new construction will take place such that no residents will be displaced permanently. Although each resident will have to move at least one time, the goal is to create a plan that minimizes disruption to the extent possible and alleviate fear and anxiety with as much communication and moving assistance as possible.

The project will likely require at least three construction phases. A two or three-story apartment building will be implemented first, possibly at the corner of West Washington Avenue and Regent Street. The exact size of the building in terms of number of units is yet to be determined, but sized strategically to vacate at least one, possibly two, existing townhouse buildings. Following completion of the new building, existing resident households would vacate their units and occupy the completed space. The vacated building(s) would then be demolished and new townhouse buildings would be constructed in their place, with the same rolling vacate/occupy methodology with existing residents. Following completion of all new units, new residents would be qualified to gain residency at Bayview.

A formal relocation plan will be created as required by HUD and other financing partners in the project. Residents will be reimbursed for all reasonable out-of-pocket expenses incurred in connection with the temporary relocation, including the cost of moving to and from the temporarily occupied housing and any increase in monthly rent or utility costs at such housing. We will consult 49 CFR 24.2(a)(9)(ii)(D) and HUD Handbook 1378 for more guidance.

Bayview will lead communication efforts with residents to ensure they are kept up-to-date on the exact timing of construction phasing and temporary relocation efforts. A budget has been established within the project to pay for temporary relocation (moving costs, etc.). This budget is currently estimated at \$1,500 per unit for the 102 existing units.

**PLEASE ATTACH THE FOLLOWING ADDITIONAL INFORMATION AND CHECK THE BOX WHEN ATTACHED:**

- A completed Application Budget Workbook, showing the City's proposed financial contribution and all other proposed financing.
- A project organizational structure chart, including ownership interest percentages.
- A detailed map of the site and a second map showing the site in the context of the City.
- Description of the development team's experience in:
  1. Obtaining and utilizing federal, state, city, and other financing resources.
  2. Participating in public/private joint ventures.
  3. Developing multifamily housing for low- and moderate-income households.
  4. Property management, including experience with supportive housing.
  5. Providing supportive housing units or delivering supportive services.
- Letter from Supportive Service Provider(s) detailing what services they intend to provide.
- Detailed WHEDA self-score based on the most recently published scoring criteria (include a breakdown of scoring categories where applicable, such as the Areas of Economic Opportunity scoring category).
- A current appraisal of the property and an after-rehab/construction appraisal of the property, if available at the time of application.
- A recent market study, prepared by a third-party market analyst, if available at the time of application.
- A Capital Needs Assessment report of the subject property, if the proposal is for a rehabilitation project and if the report is available at the time of application.
- A recent Phase I ESA executive summary, if available at the time of application.

NOTE: If an appraisal, market study, capital needs assessment, or Phase I ESA executive summary is not available at the time of application, and the proposal is funded through this RFP process, these items must be submitted to the City at least 10 days prior to the submittal of these items to WHEDA with the 2019 LIHTC application.

# Budget Workbook

Bayview Townhouses  
2018 Madison AHF Application



APPLICANT & PROJECT NAME:

**Bayview Foundation, Inc. - Bayview Townhouses**

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:						
<b>TBD</b>	\$ 7,895,000	Y	6%	15	35	533850
Subordinate Loan-Lender Name:						
<b>Bayview Foundation Seller Note</b>	\$ 2,600,000	N	0%	16	16	0
Subordinate Loan-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
AHP Loan	\$ 750,000					
City-AHF Deferred Loan	\$ 3,000,000	N	0%	16	16	0
City-AHF Interest/Cash Flow Loan						
City-TIF Loan						
Other-Specify Grantor:						
<b>Dane County AHDF</b>	\$ 600,000	N	0%	16	16	0
Other-Specify Grantor:						
Other-Specify Grantor:						
Tax Credit Equity	\$ 13,167,249					
Historic Tax Credit Equity						
Deferred Developer Fees	\$ 1,272,519					
Owner Investment						
Other-Specify:						
<b>Total Sources</b>	<b>\$ 29,284,768</b>					

<b>Construction Financing</b>			
Source of Funds	Amount	Rate	Term (monthly)
Construction Loan-Lender Name:			
<b>TBD</b>	\$ 17,785,000	5%	20
Bridge Loan-Lender Name:			
<b>FHLB, HOME, AHF, DCAHDF, Seller Note, Def Fee</b>	\$ 8,222,519		
Tax Credit Equity:			
<b>TBD</b>	\$ 2,633,430		
<b>Total</b>	<b>\$ 28,640,949</b>		

Estimated pricing on sale fo Federal Tax Credits: **\$ 0.90**

Remarks Concerning Project Funding Sources:

APPLICANT:

Bayview Foundation, Inc.

## 2. PROJECT EXPENSES

Enter the proposed project expenses

<b>Acquisition Costs</b>	<b>Amount</b>
Acquisition	2,600,000
Title Insurance and Recording	31,139
Appraisal	4,500
Prevlpmnt/feasibility/market study	7,000
Survey	7,500
Marketing	10,000
Relocation	153,000
Other (List)	
	0
<b>Construction:</b>	
Construction Costs	15,727,569
Demolition	200,000
Soils/Site Preparation	650,000
Construction Mgmt	1,665,000
Construction Interest	703,990
Permits; Print Plans/Specs	0
Landscaping, Play Lots, Signage	50,000
Other (List)	
Constr. Ins. & Origination	196,712
<b>Fees:</b>	
Architect	520,000
Engineering	50,000
Accounting	13,000
Legal	158,500
Development Fee	2,550,000
Leasing Fee	86,500
Park Impact Fees	0
Other (List)	
Remaining soft costs	283,029
<b>Project Contingency:</b>	954,629
<b>Furnishings:</b>	69,700
<b>Reserves Funded from Capital:</b>	
Operating Reserve	643,000
Replacement Reserve	0
Maintenance Reserve	0
Vacancy Reserve	0
Lease Up Reserve	150,000
<b>Other: (List)</b>	
Community Center	1,800,000
<b>TOTAL COSTS:</b>	<b>29,284,768</b>

APPLICANT: Bayview Foundation, Inc.

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	1,464,185	1,493,469	1,523,338	1,553,805	1,584,881	1,616,579	1,648,910	1,681,888	1,715,526	1,749,837	1,784,833	1,820,530	1,856,941	1,894,079	1,931,961	1,970,600
Less Vacancy/Bad Debt	73,209	74,673	76,167	77,690	79,244	80,829	82,446	84,094	85,776	87,492	89,242	91,027	92,847	94,704	96,598	98,530
<b>Income from Non-Residential Use*</b>		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Revenue</b>	<b>1,390,976</b>	<b>1,418,795</b>	<b>1,447,171</b>	<b>1,476,115</b>	<b>1,505,637</b>	<b>1,535,750</b>	<b>1,566,465</b>	<b>1,597,794</b>	<b>1,629,750</b>	<b>1,662,345</b>	<b>1,695,592</b>	<b>1,729,504</b>	<b>1,764,094</b>	<b>1,799,375</b>	<b>1,835,363</b>	<b>1,872,070</b>
<b>Expenses:</b>																
Office Expenses and Phone	4,375	4,506	4,641	4,781	4,924	5,072	5,224	5,381	5,542	5,708	5,880	6,056	6,238	6,425	6,618	6,816
Real Estate Taxes	133,250	137,248	141,365	145,606	149,974	154,473	159,107	163,881	168,797	173,861	179,077	184,449	189,983	195,682	201,553	207,599
Advertising, Accounting, Legal Fees	5,100	5,253	5,411	5,573	5,740	5,912	6,090	6,272	6,461	6,654	6,854	7,060	7,271	7,490	7,714	7,946
Payroll, Payroll Taxes and Benefits	275,756	284,029	292,550	301,326	310,366	319,677	329,267	339,145	349,319	359,799	370,593	381,711	393,162	404,957	417,106	429,619
Property Insurance	38,680	39,840	41,036	42,267	43,535	44,841	46,186	47,572	48,999	50,469	51,983	53,542	55,148	56,803	58,507	60,262
Mtc, Repairs and Mtc Contracts	75,000	77,250	79,568	81,955	84,413	86,946	89,554	92,241	95,008	97,858	100,794	103,818	106,932	110,140	113,444	116,848
Utilities (gas/electric/fuel/water/sewer)	103,014	106,104	109,288	112,566	115,943	119,421	123,004	126,694	130,495	134,410	138,442	142,595	146,873	151,280	155,818	160,492
Property Mgmt	82,037	84,498	87,033	89,644	92,333	95,103	97,956	100,895	103,922	107,040	110,251	113,558	116,965	120,474	124,088	127,811
Operating Reserve Pmt		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	39,375	40,556	41,773	43,026	44,317	45,646	47,016	48,426	49,879	51,375	52,917	54,504	56,139	57,824	59,558	61,345
Support Services		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)																
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Operating Expenses</b>	<b>756,587</b>	<b>779,285</b>	<b>802,663</b>	<b>826,743</b>	<b>851,545</b>	<b>877,092</b>	<b>903,404</b>	<b>930,507</b>	<b>958,422</b>	<b>987,174</b>	<b>1,016,790</b>	<b>1,047,293</b>	<b>1,078,712</b>	<b>1,111,074</b>	<b>1,144,406</b>	<b>1,178,738</b>
<b>Net Operating Income</b>	<b>634,389</b>	<b>639,511</b>	<b>644,508</b>	<b>649,372</b>	<b>654,092</b>	<b>658,658</b>	<b>663,060</b>	<b>667,287</b>	<b>671,328</b>	<b>675,170</b>	<b>678,802</b>	<b>682,210</b>	<b>685,381</b>	<b>688,302</b>	<b>690,957</b>	<b>693,332</b>
<b>Debt Service:</b>																
First Mortgage	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850
Second Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)																
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Debt Service</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>
<b>Total Annual Cash Expenses</b>	<b>1,290,437</b>	<b>1,313,135</b>	<b>1,336,513</b>	<b>1,360,593</b>	<b>1,385,395</b>	<b>1,410,942</b>	<b>1,437,254</b>	<b>1,464,357</b>	<b>1,492,272</b>	<b>1,521,024</b>	<b>1,550,640</b>	<b>1,581,143</b>	<b>1,612,562</b>	<b>1,644,924</b>	<b>1,678,256</b>	<b>1,712,588</b>
<b>Total Net Operating Income</b>	<b>100,539</b>	<b>105,661</b>	<b>110,658</b>	<b>115,522</b>	<b>120,242</b>	<b>124,808</b>	<b>129,210</b>	<b>133,437</b>	<b>137,478</b>	<b>141,320</b>	<b>144,952</b>	<b>148,360</b>	<b>151,531</b>	<b>154,452</b>	<b>157,107</b>	<b>159,482</b>
<b>Debt Service Reserve</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Deferred Developer Fee</b>	<b>100,539</b>	<b>105,661</b>	<b>110,658</b>	<b>115,522</b>	<b>120,242</b>	<b>124,808</b>	<b>129,210</b>	<b>133,437</b>	<b>137,478</b>	<b>141,320</b>	<b>53,644</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Cash Flow</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>91,308</b>	<b>148,360</b>	<b>151,531</b>	<b>154,452</b>	<b>157,107</b>	<b>159,482</b>
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.

<b>DCR Hard Debt</b>	1.19	1.20	1.21	1.22	1.23	1.23	1.24	1.25	1.26	1.26	1.27	1.28	1.28	1.29	1.29	1.30
<b>DCR Total Debt</b>	1.19	1.20	1.21	1.22	1.23	1.23	1.24	1.25	1.26	1.26	1.27	1.28	1.28	1.29	1.29	1.30

<b>Assumptions</b>	
Vacancy Rate	5.0%
Annual Increase Income	2.0%
Annual Increase Expenses	3.0%
Other	

APPLICANT:

**Bayview Foundation, Inc.**

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	2,010,012	2,050,212	2,091,217	2,133,041	2,175,702	2,219,216	2,263,600	2,308,872	2,355,050	2,402,151	2,450,194	2,499,198	2,549,182	2,600,165
Less Vacancy/Bad Debt	100,501	102,511	104,561	106,652	108,785	110,961	113,180	115,444	117,752	120,108	122,510	124,960	127,459	130,008
<b>Income from Non-Residential Use*</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Revenue</b>	<b>1,909,512</b>	<b>1,947,702</b>	<b>1,986,656</b>	<b>2,026,389</b>	<b>2,066,917</b>	<b>2,108,255</b>	<b>2,150,420</b>	<b>2,193,429</b>	<b>2,237,297</b>	<b>2,282,043</b>	<b>2,327,684</b>	<b>2,374,238</b>	<b>2,421,722</b>	<b>2,470,157</b>
<b>Expenses:</b>														
Office Expenses and Phone	7,021	7,231	7,448	7,672	7,902	8,139	8,383	8,634	8,893	9,160	9,435	9,718	10,010	10,310
Real Estate Taxes	213,827	220,242	226,849	233,655	240,664	247,884	255,321	262,980	270,870	278,996	287,366	295,987	304,866	314,012
Advertising, Accounting, Legal Fees	8,184	8,430	8,682	8,943	9,211	9,488	9,772	10,065	10,367	10,678	10,999	11,329	11,668	12,018
Payroll, Payroll Taxes and Benefits	442,507	455,783	469,456	483,540	498,046	512,987	528,377	544,228	560,555	577,372	594,693	612,534	630,910	649,837
Property Insurance	62,070	63,932	65,850	67,826	69,860	71,956	74,115	76,338	78,628	80,987	83,417	85,919	88,497	91,152
Mtc, Repairs and Mtc Contracts	120,353	123,964	127,682	131,513	135,458	139,522	143,708	148,019	152,460	157,033	161,744	166,597	171,595	176,742
Utilities (gas/electric/fuel/water/sewer)	165,307	170,266	175,374	180,636	186,055	191,636	197,385	203,307	209,406	215,688	222,159	228,824	235,689	242,759
Property Mgmt	131,645	135,595	139,663	143,852	148,168	152,613	157,191	161,907	166,764	171,767	176,920	182,228	187,695	193,326
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	63,185	65,081	67,033	69,044	71,116	73,249	75,447	77,710	80,041	82,443	84,916	87,463	90,087	92,790
Support Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Expenses</b>	<b>1,214,100</b>	<b>1,250,523</b>	<b>1,288,039</b>	<b>1,326,680</b>	<b>1,366,480</b>	<b>1,407,475</b>	<b>1,449,699</b>	<b>1,493,190</b>	<b>1,537,986</b>	<b>1,584,125</b>	<b>1,631,649</b>	<b>1,680,598</b>	<b>1,731,016</b>	<b>1,782,947</b>
<b>Net Operating Income</b>	<b>695,412</b>	<b>697,179</b>	<b>698,617</b>	<b>699,709</b>	<b>700,437</b>	<b>700,780</b>	<b>700,721</b>	<b>700,239</b>	<b>699,312</b>	<b>697,918</b>	<b>696,035</b>	<b>693,639</b>	<b>690,706</b>	<b>687,210</b>
<b>Debt Service:</b>														
First Mortgage	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850	533,850
Second Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Debt Service</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>	<b>533,850</b>
<b>Total Annual Cash Expenses</b>	<b>1,747,950</b>	<b>1,784,373</b>	<b>1,821,889</b>	<b>1,860,530</b>	<b>1,900,330</b>	<b>1,941,325</b>	<b>1,983,549</b>	<b>2,027,040</b>	<b>2,071,836</b>	<b>2,117,975</b>	<b>2,165,499</b>	<b>2,214,448</b>	<b>2,264,866</b>	<b>2,316,797</b>
<b>Total Net Operating Income</b>	<b>161,562</b>	<b>163,329</b>	<b>164,767</b>	<b>165,859</b>	<b>166,587</b>	<b>166,930</b>	<b>166,871</b>	<b>166,389</b>	<b>165,462</b>	<b>164,068</b>	<b>162,185</b>	<b>159,789</b>	<b>156,856</b>	<b>153,360</b>
<b>Debt Service Reserve</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Deferred Developer Fee</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Cash Flow</b>	<b>161,562</b>	<b>163,329</b>	<b>164,767</b>	<b>165,859</b>	<b>166,587</b>	<b>166,930</b>	<b>166,871</b>	<b>166,389</b>	<b>165,462</b>	<b>164,068</b>	<b>162,185</b>	<b>159,789</b>	<b>156,856</b>	<b>153,360</b>
AHF City Interest Loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0

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

<b>DCR Hard Debt</b>	1.30	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.30	1.30	1.29	1.29
<b>DCR Total Debt</b>	1.30	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.31	1.30	1.30	1.29	1.29

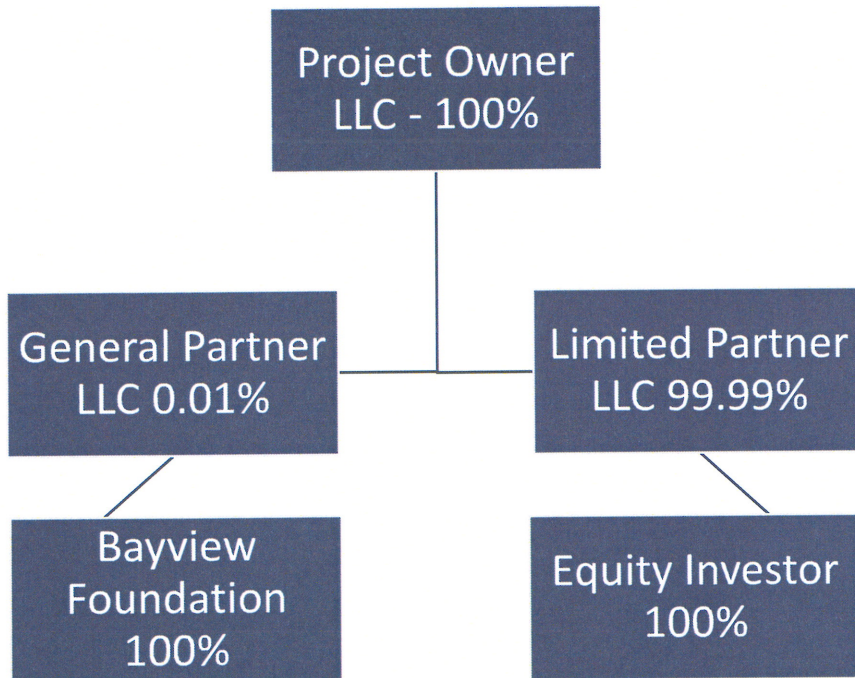
**Assumptions**

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

# Project Organizational Chart

Bayview Townhouses  
2018 Madison AHF Application

# Bayview Townhouses Organizational Structure Chart



# Context Maps

Bayview Townhouses  
2018 Madison AHF Application



601 Bay View

Legend

601 Bay View



600 ft

Google Earth

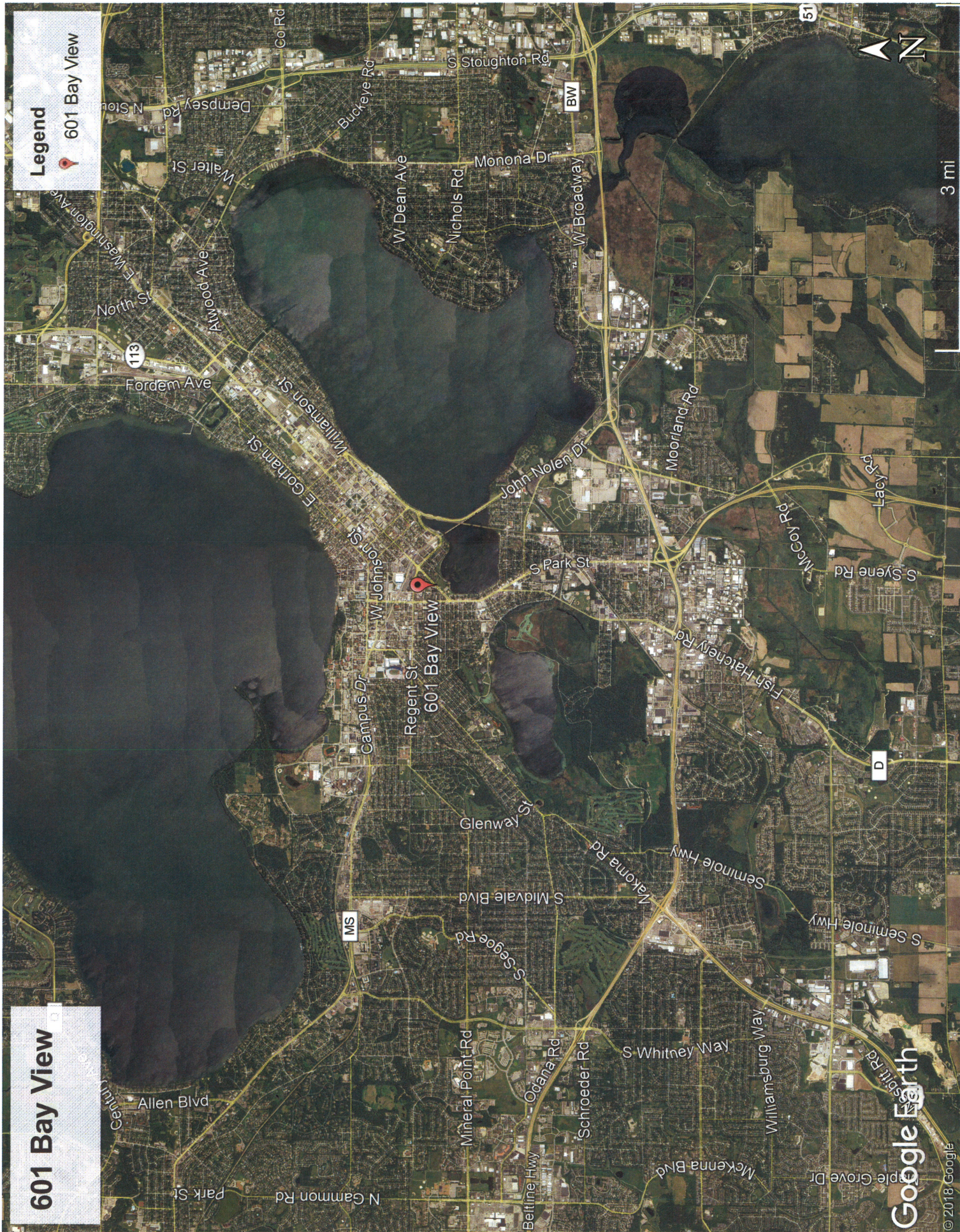
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# 601 Bay View

## Legend

601 Bay View





# Development Team Experience

33. For the following development team roles, please identify the number and/or percentage of women and persons of color employed by that company.

Company	Role in Development	# or % Employees who are Women	# or % Employees who are Persons of Color
Horizon Development Group	Developer	25%	25%
Horizon Construction Group	General Contractor	26%	7.5%
Bayview Foundation, Inc.	Property Manager	80%	80%
Knothe & Bruce Architects; TKWA	Architect	28%; 25%	7%; 0%
Bayview Foundation, Inc.,	Service Provider	80%	80%

## EXPERIENCE AND CAPACITY

34. Please describe the development team's experience in obtaining LIHTC's. Be sure to:

- Address years in existence, experience with public/private joint ventures, experience developing low-income multifamily housing or other affordable housing, staff qualifications, financial capacity of organization to secure financing and complete proposed project, past performance that will contribute to the success of the proposal.
- Identify how many LIHTC and/or affordable housing units your organization has created in the past five years.
- Include specific information on the experience of the proposed property management partner, including number of years experience, number of units managed, and performance record.
- If applicable, include information on your experience developing housing that provides support services.
- If applicable, include specific information on the supportive service provider agency or company, years of experience, and relevant information.
- Please describe your past experience, including number and location of projects, using federal HOME, CDBG, EECBG, or Section 108 funds. (Attach additional information as necessary).

### Bayview Foundation Organizational Background

Bayview Foundation, Inc. is a nonprofit organization that provides affordable housing and supportive services to approximately 300 low income residents, primarily immigrants and refugees. Bayview is made up of Bayview Townhouses, a Section 8 project based development that includes 102 two and three-bedroom townhouse style apartment units, and the International Center for Education and the Arts, a comprehensive community center located in the middle of the housing development.

Currently, 99 of the 102 units are covered under Bayview's HAP contract. Bayview Townhouses has always been a desirable home to low and moderate-income residents living in Madison. Bayview is known to be extremely responsive to its residents and consistently meets their housing and support service needs. Bayview was built upon the principle that stable housing requires quality supportive services.

The International Center for Education and the Arts, Bayview's centrally located community center, offers an array of programs and services that are designed to meet resident and community needs, priorities and interests. Addressing systemic issues related to poverty, racism, access to education and employment, healthy food access and health care are focal points of Bayview's community center programs and services. Some current programs include: resource and referral; case management, including: benefit eligibility and registration, insurance coverage and claims, pre-natal and post-partum referrals and support; after school and summer programs for children ages 7-18; youth employment programs for youth ages 12-21; early childhood literacy and language programs; senior health and mental wellness programs; arts and culture programs; financial and computer literacy classes; gardening; food access and pantry; and ESL classes for adults.

Bayview program and housing staff communicates daily to better understand the needs of its residents and then design and coordinate programs that meet those needs. Community partnerships are often formed to provide residents with the highest level of support, access and opportunity. Currently, Bayview employs two regular, full-time program staff and up to four part-time, limited term staff. We also partner with UW School of Social Work to host a social work intern each school year.

In 2018, Bayview hired Diane Eddings to manage the property. She has more than 17 years of experience in affordable housing in Madison, including the utilization of LIHTC, AHP, HOME and CDBG funds in the development, construction, and property management of affordable housing. Through her position at Common Wealth, Diane worked with City staff on numerous acquisition/rehab projects in Madison, from initial application through project completion and on-going compliance monitoring. She is well versed in LIHTC and HOME regulations. In addition, Diane managed all 146 units of Common Wealth's housing on the east and southwest side of Madison. She has extensive knowledge of fair housing and landlord/tenant law.

Bayview's Executive Director, Alexis London, maintains regular involvement with the City's planning process for the Triangle Monona Bay Neighborhood. While the City's planning area consists of much more than Bayview, it is important and timely for Bayview to be at the table during these discussions to help integrate ideas, concepts, and patterns of resident life with the City's overarching goals and vision for the Triangle. As part of the process, Bayview has already started a very thorough resident engagement process to better identify what the housing needs and goals should be as we undertake a large-scale effort.

Bayview Foundation currently has 10 members serving on its Board of Directors. Three of these members are residents of Bayview Townhouses. In addition, Bayview has formed two resident-led advisory committees, including the housing committee made up of five residents and the programming committee that includes three residents.

#### Horizon's History and LIHTC Development Experience:

Horizon brings 34 years of experience in multifamily housing development and has completed 56 affordable housing communities to date. In the last 5 years, Horizon has developed 371 LIHTC units and currently has another 126 under construction. Horizon is capable of coordinating all aspects of the development project, from initial vision and program to project completion. Horizon is involved with all aspects of project structuring, market and financial feasibility studies, tax credit/financing applications, project design and entitlement, investor and lender selection, completion of due diligence and financial closing, as well as on-time, on-budget project delivery. Horizon has earned a very strong reputation in the market for developing high quality housing developments and is credited with a very process-oriented, comprehensive development approach. Horizon utilizes a detailed development checklist to advance each project, helping to stay ahead of lead time items and avoid common pitfalls. This allows for a very streamlined, systematic, and predictable development process which has assisted many clients over the years. Horizon is a fully integrated company, featuring full service construction and property management in addition to development services. The proposed project is directly in line with Horizon's core competencies of developing, building, and preserving affordable housing.

#### Public/Private Partnerships, Sourcing Financing, Completing Projects:

Horizon has extensive experience forming public/private partnerships to create successful affordable housing. As examples, we formed a public private partnership with the Madison CDA in 2011 and partnerships with the Appleton Housing Authority and Merrill Area Housing Authority in recent years. Horizon has also been very successful in providing various funding sources to each of its LIHTC projects. In today's economic climate of reduced tax credit equity proceeds and rising construction costs, project feasibility is more and more difficult to achieve making gap funding sources increasingly important. Horizon has been awarded FHLB and other funding on several recent projects and is experienced in layered funding closings and HUD transactions.

#### Riverwalk Place (2013) & Grand View Townhomes (2017):

In 2013, Horizon's partnership with the Appleton Housing Authority began with Riverwalk Place. This 70-unit project preserved Section 8 HAP contracts and relocated the project to a redevelopment site on the Fox River. The success of this project led to additional affordable housing development in the Fox Valley with the opening of Grand View Townhomes in 2017. This was also a partnership with the Appleton Housing Authority, formed to create 40-units of family affordable townhomes in Grand Chute, WI. This project's capital stack included LIHTC equity, Section 8 Vouchers, Federal Home Loan Bank funding, State of Wisconsin HOME funds, and other bank financing. The project was completed in just over 10 months and is already 100% leased.

#### Park Place & Westgate Apartments:

The partnership with the Merrill Area Housing Authority was formed to preserve 102 units of affordable housing using the Rental Assistance Demonstration (RAD) program through the U.S. Department of Housing and Urban Development. This project is known as Park Place & Westgate Apartments and was just the second RAD conversion in the State of Wisconsin. It consists of a four-phase construction process where Horizon is building 38 units of new construction, rehabilitating a 7-story residential tower in two phases, and completing a 10-unit renovation to existing townhome units.

The project is much like what is proposed for Bayview, where new construction units are planned and resident relocation is needed to accommodate renewal and preservation of housing stock.

**Burr Oaks:**

As previously discussed, Horizon partnered with the City of Madison Community Development Authority to create 50 units of affordable senior apartments at the corner of Cypress Way and W Badger Road. Horizon attended multiple neighborhood meetings and discussed the most efficient way for the City to advance a project, helping to reduce blight and crime in a challenged neighborhood. The Neighborhood Association and Alderperson identified affordable senior housing as the ideal use for this location and the City subsequently acquired the site, relocated tenants, demolished the existing structures, and issued an RFP. Horizon's grassroots efforts with the Neighborhood Association paved the way for strong support for the project. The project utilized 30 Section 8 Vouchers, 9% tax credits, and HOME funds to create 50 units of high quality affordable housing in just 7.5 months. This project still operates at near 100% occupancy and its success is a direct result of close public/private collaboration in Horizon identifying an opportunity and working with the City to help address their priorities in creation of affordable housing.

**35. Please list any architectural awards, service awards, or green building certifications.**

Bayview intends to work with two architects on this project. Knothe & Bruce Architects will work on residential specific design and brings over 40 years of experience to the project. Knothe & Bruce project have received numerous awards of distinction and other top project recognition.

Kubala Washatko Architects brings a unique skill set to the project in their ability to thoughtfully integrate site design with human movements in a process they call "pattern writing". TKWA will be involved in all aspects of master planning and will have a role in the community center design. TKWA has received over 90 state and national design awards for architecture. Projects completed by the firm have been published in a dozen languages and in over 30 countries worldwide. Two completed TKWA projects have been named recipients of the national AIA COTE 'Top Ten Green Projects' Award, including the Leopold Legacy Center which was recognized by the USGBC as the world's first building that is carbon neutral in operation. In 2018 TKWA became the first Wisconsin design firm registered as a 'Public Benefit Corporation', a designation given to for-profit companies chartered with an organizational mission of making a positive impact on society.

**REFERENCES**

**36. Please list at least three references who can speak to your work on similar developments completed by your team.**

<b>Name</b>	<b>Relationship</b>	<b>Email Address</b>	<b>Phone</b>
Debra Dillenberg	Client	debrad@appletonhousing.org	(920) 739-6811
Jackson Fonder	Client	jfonder@ccmadison.org	(608) 826-8111
Randy Stadtmueller	Client	randy@stadtmuellerandassociates.com	(920) 716-7297

# Supportive Service Provider

Bayview Townhouses  
2018 Madison AHF Application

6. Identify if a market study has been done and, if so, summarize its findings and attach a copy of the report. If a market study has not yet been completed, please describe the anticipated demand for the proposed target populations served.

At this stage, we have yet to commission a market study. We anticipate more than adequate demand for the additional 28 units proposed, as Bayview currently has a waitlist of over 400 households. We will be commissioning a market study in advance of our 2019 tax credit application to be submitted in December 2018, and will provide this market study to the City's Community Development Division as soon as it is available.

## INTEGRATED SUPPORTIVE HOUSING UNITS

7. Provide the number and percent of integrated supportive housing units proposed, the income category(ies) targeted for these units, and the population(s) you propose to serve (e.g. households experiencing or at risk of homelessness, formerly homeless families residing in Permanent Supportive Housing no longer in need of intensive support services, veterans, persons with disabilities, formerly incarcerated individuals, etc.).

Bayview is an incredibly stable community. The vacancy rate is 0% and the annual turnover rate is 5-6%. As of June 15, 2018, over 400 families were on Bayview's wait list. Within the last year, May 2017 to May 2018, six apartment units became available at Bayview. Of these six units, four were rented to families experiencing homelessness and/or at risk of homelessness at the time Bayview informed them that an apartment was available. These families didn't come to Bayview through referrals from service providers within Madison's Homeless Services Consortium; however, Bayview is aware of their circumstances based on first hand conversations and documentation. Given that many of Bayview residents are from diverse ethnic, racial and cultural backgrounds, and many are non-English speakers, Bayview believes that many of the families on its waitlist don't have cultural familiarity and/or comfort with more conventional services and programs for people struggling with homelessness and/or who are at risk of homelessness; however, this population is being served at Bayview.

As part of its organizational mission, Bayview provides affordable housing in combination with free support services and programs. All 102 of Bayview's current households are supported through a variety of services and programs, such as after school and summer camp programs for youth ages 7-18, computer and financial literacy for adults, ESL classes, health and wellness programs and food access initiatives. The additional 28 households to be added in the redevelopment will be offered the same types and levels of service and support. In addition, Bayview hopes to expand its services to offer individualized case management and social service support tailored to families who have experienced homelessness and/or are at risk of experiencing homelessness.

8. Please describe your proposed integrated supportive housing approach that will go beyond meeting WHEDA's supportive housing requirements outlined in Appendix S of the WHEDA Qualified Allocation Plan targeting veterans and/or persons with disabilities. Please elaborate on which target populations you plan on serving and what supportive service partnership approach(es) you will use.

Bayview Foundation was formed in 1966 with the mission of providing affordable housing to low income individuals in combination with integrated support services and programs. The International Center for Education and the Arts, Bayview's centrally located community center, offers an array of programs and services that are designed to meet resident and community needs, priorities and interests. Addressing systemic issues related to poverty, racism, access to education and employment, healthy food access and health care are focal points of Bayview's community center programs and services. Some current programs include: resource and referral; case management, including: benefit eligibility and registration, insurance coverage and claims, pre-natal and post-partum referrals and support; after school and summer programs for children ages 7-18; youth employment programs for youth ages 12-21; early childhood literacy and language programs; senior health and mental wellness programs; arts and culture programs; financial and computer literacy classes; gardening; food access and pantry; and ESL classes for adults.

Bayview program and housing staff communicate daily to better understand the needs of its residents and then design and coordinate programs that meet those needs. Staff are especially sensitive to the diverse cultural, racial and ethnic backgrounds of Bayview's residents and always consider issues of equity and access when it comes to service development and delivery. Essential is Bayview's commitment to offering language interpretation as needed.

Community partnerships are often formed to provide residents with the highest level of support, access and opportunity. Currently, Bayview employs two regular, full-time program staff and up to four part-time, limited term staff. We also partner with UW School of Social Work to host a social work intern each school year. Bayview is currently seeking additional operational support to fund a new social work and case management position within the organization. This position is essential given the growing need in the community for family and economic stabilization through coordinated efforts to support adults, primarily ages 19-45, gain meaningful educational, employment, leadership and financial opportunities and skills. With this new position, Bayview will be able to expand its already strong programs and partnerships to even

better serve families and/or individuals who are struggling. The primary role of this employee will be to better understand the factors contributing to family stress and destabilization and identify tools, strategies and relationships that will contribute to the family's overall wellbeing. Through case management, resource and referral and mental health services, families will feel supported through an integrated approach within their own community, among neighbors and community center staff and volunteers who are all working toward creating a healthy, safe, active and strong community for everyone.

9. Identify the partnership(s) with supportive service agencies that have been or will be formed to serve the target population(s) for the supportive housing units, including service provider(s) from the Continuum of Care (see Attachment C), if applicable. Provide a detailed description of the type and level of supportive services (such as assessment and referral, on-site intensive case management, etc.) that will be provided to residents of the proposed project.

The primary focus areas of Bayview's current programming efforts include: health and wellness, healthy food access, education, youth employment, and arts and culture. Bayview currently partners with the following social, educational, employment and medical partners in the Madison area: Madison Metropolitan School District, Aging and Disability Resource Center, FoodShare Wisconsin, Community Action Coalition, Play and Learn, REAP Food Group, Madison Public Library, MATC South Campus, UW Madison, Edgewood College, Unity Point Health Meriter, UW Health, Operation Fresh Start, Madison Children's Museum, YMCA, Tri 4 Schools, and many others. These partnerships, combined with Bayview's current staff, support more than 282 residents per year and many more area residents.

Over the last three years, as several new households have moved into the community and Bayview's current population continues to age, the need for additional social service support, resource and referral and case management has increased. New families appear to be under higher levels of financial stress, causing anxieties around food security, childcare, medical care and housing stability. To better serve current and future Bayview families who are struggling, Bayview plans to hire an on-site social worker to provide individualized assessment, case management, counseling and resource support.

10. In order to ensure the success of the development, the partnership(s), and the tenants, describe the level of financial support that the development will provide annually to the identified supportive service agency/agencies, if applicable. Attach a letter from the service provider(s) detailing the services they intend to provide to residents of the supportive housing units, the cost of those services and how those services will be financially supported (i.e., through the development, fundraising, existing program dollars, etc.).

Bayview Foundation will provide services to the supportive housing units that include, but will not be limited to, health and wellness, healthy food access, education, youth employment, and arts and culture. Bayview will also provide youth programs for these households which will include academic, social, cultural, recreational and wellness programs to children up to the age of 18. For our adult and senior age residents, Bayview will provide adult ESL, computer literacy classes, basic and intermediate sewing classes, weekly fitness walk and Zumba classes, and financial literacy classes. The services will be provided by Bayview staff and we will also partner with our existing network of over 25 different local agencies and service providers to address the programmatic and service needs of the supportive housing units.

Bayview Foundation has provided these services, either internally or by partnering with different local agencies, for decades. With the history of operating these services, we are currently budgeting the costs for these services to the supportive housing units at approximately \$80,000 annually. The costs for these services will be borne by the Bayview Foundation and are not included in the operating budget for the property. The funding for these services will be from various sources. Bayview has put more of an emphasis on grant writing and fundraising recently. Bayview constantly seeks financial support and donations for programs and services. In the last two years, Bayview's programmatic revenue from grants and donations has increased by 25%. The property management fee that Bayview Foundation receives for property management services will also be used by Bayview Foundation to cover the costs of providing these services. The development fee that Bayview Foundation receives will be a potential funding source to cover the costs of the supportive services, or will be utilized for future reinvestment into the Bayview community.

## TENANT SELECTION

11. Describe your plans to incorporate flexible tenant selection criteria for households who are connected to supportive services, in order to provide housing opportunities for persons or families who would otherwise face common obstacles obtaining housing (e.g., poor credit or rental histories, criminal conviction records, etc.).

Bayview already uses flexible tenant selection criteria to screen potential tenants. Screening includes criminal background, rental history and income verification. Bayview doesn't have minimum income restrictions and/or use poor credit ratings against prospective tenants. Bayview mainly verify rental history to evaluate problematic behavior and not rental payment delinquencies. Bayview follows all Fair Housing rules and regulations when it comes to tenant screening.



# WHEDA Self-Score

Bayview Townhouses  
2018 Madison AHF Application

# Current Appraisal

Bayview Townhouses  
2018 Madison AHF Application



June 25, 2018

Julie Spears  
Community Development Specialist  
City of Madison Community Development Division  
30 W Mifflin Street  
Madison, WI 53703

*via email: [jspears@cityofmadison.com](mailto:jspears@cityofmadison.com)*

**Re:** Bayview Townhouses 2018 Madison AHF Application  
Appraisal

Dear Ms. Spears,

This letter is intended to notify the Community Development Division that the Bayview Townhouses project is in the process of commissioning an appraisal. We will provide you with an up-to-date copy prior to the issuance of a CDD commitment letter.

Sincerely,

Scott Kwiecinski  
Development Manager

# Market Study

Bayview Townhouses  
2018 Madison AHF Application



June 25, 2018

Julie Spears  
Community Development Specialist  
City of Madison Community Development Division  
30 W Mifflin Street  
Madison, WI 53703

*via email: [jspears@cityofmadison.com](mailto:jspears@cityofmadison.com)*

**Re:** Bayview Townhouses 2018 Madison AHF Application  
Market Study

Dear Ms. Spears,

This letter is intended to notify the Community Development Division that the Bayview Townhouses project is in the process of commissioning a market study by a WHEDA-approved analyst. We will provide you with an up-to-date copy prior to the issuance of a CDD commitment letter.

Sincerely,

Scott Kwiecinski  
Development Manager

# Capital Needs Assessment

Not applicable.

# Phase I ESA Executive Summary



June 25, 2018

Julie Spears  
Community Development Specialist  
City of Madison Community Development Division  
30 W Mifflin Street  
Madison, WI 53703

*via email: [jspears@cityofmadison.com](mailto:jspears@cityofmadison.com)*

**Re:** Bayview Townhouses 2018 Madison AHF Application  
Phase I ESA Executive Summary

Dear Ms. Spears,

This letter is intended to notify the Community Development Division that the Bayview Townhouses project is in the process of commissioning a Phase I Environmental Site Assessment. We will provide you with an up-to-date copy prior to the issuance of a CDD commitment letter.

Sincerely,

Scott Kwiecinski  
Development Manager



## ATTACHMENT D

### DESIGNATION OF CONFIDENTIAL AND PROPRIETARY INFORMATION

Proposers are hereby notified that all information submitted in response to this RFP may be made available for public inspection according to public records laws of the State of Wisconsin or other applicable public record laws. Therefore, proposers are encouraged to refrain from submitting information that cannot be open for public inspection. However, if proposers must include information deemed confidential and proprietary by the proposer, proposer must comply with these instructions:

- Requests for confidentiality must be submitted prior to the proposal submission date to the City of Madison Purchasing Office.
- Requests for confidentiality must use this designated form. Failure to include this form in the bid/proposal response may mean that all information provided as part of the bid/proposal response will be open to examination and copying. The City considers other markings of confidential in the bid/proposal document to be insufficient.
- Any information to be considered confidential or proprietary must be separated and packaged from the rest of the proposal. Co-mingling of confidential/proprietary and other information is not acceptable.

Prices always become public information when bids/proposals are opened or when negotiations have been completed and the contract has been awarded. Other information usually cannot be kept confidential unless it involves a trade secret as defined in S.134.90(1)(c), Wis. Stats. Any information that will be included in any resulting contract cannot be considered confidential. A proposal, in its entirety, will not be considered confidential and/or proprietary.

Other information cannot be kept confidential unless it is a trade secret. Trade secret is defined in s. 134.90(1)(c), Wis. Stats. as follows: "Trade secret" means information, including a formula, pattern, compilation, program, device, method, technique or process to which all of the following apply:

1. The information derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use.
2. The information is the subject of efforts to maintain its secrecy that are reasonable under the circumstances.

In the event the designation of confidentiality of this information is challenged, the undersigned hereby agrees to provide legal counsel or other necessary assistance to defend the designation of confidentiality and agrees to hold the City of Madison harmless for any costs or damages arising out of the City's agreeing to withhold the materials.

The attached material submitted in response to Bid/Proposal # 8743-2018 includes proprietary and confidential information which qualifies as a trade secret, as provided in s. 19.36(5), Wis. Stats., or is otherwise material that can be kept confidential under the Wisconsin Open Records Law. As such, we ask that certain pages, as indicated below, of this bid/proposal response be treated as confidential material and not be released:

Section	Page No.	Topic	Specific law that supports confidentiality of information
WHEDA Self-Score Attachment	38	WHEDA Self-Score	s. 134.90(1)(c)

Company Name Bayview Foundation, Inc.; Horizon Development Group, Inc.

Enter Name: Alexis London; Scott Kwiecinski

By entering your initials in the box,

AL; SK
--------

You are electronically signing your name and agreeing to the terms above.

Date: 06/28/2018

Response Submission Due Date: August 8, 2018 NOON

**Instructions to Applicants:**

Please respond ***briefly and succinctly*** to the questions below in-line, unless otherwise specified (e.g. additional documentation requested). Maximum 1/3 a page per question. Please use this Word document to record your answers and return this completed document to [cddapplications@cityofmadison.com](mailto:cddapplications@cityofmadison.com). Please cc: [jspears@cityofmadison.com](mailto:jspears@cityofmadison.com) and [etabakin@cityofmadison.com](mailto:etabakin@cityofmadison.com). We ask that you refrain from submitting additional documentation not specifically requested at this time or using alternative formats.

**Supplemental Questions:**

1. How competitive is your WHEDA self-score in the Preservation set-aside? Please elaborate/confirm that new construction is eligible in this set-aside.  
*Further consultation with WHEDA indicates that Bayview would need to submit a 9% LIHTC application in the general set aside. In the 2018 credit round, there were 23 projects that applied for funding in the general set aside. 12 of these projects were awarded credit (52%), with the last successful project scoring 222 points. The proposed project self-scores 230 points, which is higher than the cutoff and in a very competitive position to be awarded credit. Please see updated scoring analysis attached revised to reflect submittal in the general set aside.*
2. Please explain what impact the deed restriction with the City may have on the project. E.g., Does proposal to construct market-rate units in conflict?  
*Bayview's Executive Director Alexis London and Natalie Erdman have discussed the 2011 land use restriction agreement between Bayview Foundation and the City of Madison that restricts the use of the land for affordable housing purposes. To date, City staff have only expressed support for Bayview's plans to add 10 market rate units to its development and have stated on many occasions an overall desire to see mixed income housing on the Triangle.*
3. Are your cash flow projections based on receiving project-based vouchers for 120 units? If so, how would it impact the feasibility of your redevelopment if you do not receive the additional vouchers?  
*Bayview's cash flow projections are based on 99 federally assisted units, the same number of Section 8 assisted units that exist today. Bayview plans to work with HUD in renewing the HAP contract for a full 20-year period, which HUD has expressed support for. Two additional sources of project-based vouchers are a possibility, including Dane County and HUD's 8(bb) Preservation program. Bayview plans on submitting a response to a Dane County RFP to bring up to 8 additional HAP units. Also, Bayview has registered as a recipient property for HUD's 8(bb) program, which could transfer additional budget authority to Bayview. It is unclear how likely either pathway is to gaining additional Section 8 assistance.*
4. Why are no funds budgeted for replacement reserves in the Capital Budget?  
*We have budgeted \$300 per unit per year for replacement reserves in the operating budget. Applicable reserves in the Capital Budget include lease-up expense reserves and an operating reserve. Any property improvement or replacement during the construction period would be budgeted for in the hard costs of the project.*
5. How will you mitigate (e.g. through affirmative marketing) the potential concentration of persons of color and/or low-income people in the Triangle with the construction of new dwelling units?  
*At the turn of the century, Sicilian and Italian immigrants moved to Madison in search of a better life. They moved to what they referred to as the "Bush" (Greenbush). As African*

Americans and new immigrants arrived, the Bush became home to as many as 14 ethnic groups. The community flourished. By the end of the 50's, the City dismantled Greenbush in the name of urban renewal. The families were moved, houses razed, and a community split apart. By the early 70's, Greenbush had been rebuilt. Bayview was one of two complexes built for families in 1971. By the mid-80's, the diversity of cultures represented by the residents began to rival that of the Old Bush- Hmong, Nigerian, Colombian, African-American, Mexican, Cambodian, and Native-American.

Bayview is aware of the history of the Bush and uses sensitivity and care when planning for redevelopment for current/future residents. The concentration of low income and people of color is part of Bayview's rich history and a source of pride and inclusion. We will continue to serve our diverse population and use our 400+ person waiting list to fill our vacant and new units. Our waiting list is as diverse as our resident base. We will add 10 market rate units and include 50% and 60% units to diversify our housing portfolio to include housing for extremely low to low income individuals. We see the value in mixed income housing as a way to make the community even more diverse.

6. Do you plan to complete the WHEDA Appendix S and claim bonus points for serving veterans and individuals with a disability? If so, who will provide those services?

Yes, Bayview will complete WHEDA Appendix S and claim bonus points for serving veterans and individuals with a disability. Although Bayview staff provides various services to its residents already, we have initiated conversation with Catholic Charities of Madison to assist with supportive services. The mission of Catholic Charities is to provide compassionate, caring services to help people who are poor, less fortunate, and vulnerable. Catholic Charities serves everyone – regardless of race, religion, sexual orientation, socio-economic or ethnic background. Populations served include families, children, and individuals throughout the 11 counties of south central Wisconsin who are experiencing the challenges of poverty, homelessness, food insecurity, mental health, addiction, aging, and developmental disabilities. A possible partnership with Catholic Charities on this housing project will provide low income residents access to numerous services and resources that will maintain their independence and enhance their lives.

7. What new sources of non-City provided funding are contemplated for services?

Bayview currently receives approximately \$130,000 in non-City funding for its broad array of community center services, programs and special projects. Funding sources include grants (public, private and corporate), donations, special events/campaigns, facility use fees, and housing rental payments. The proposed redevelopment of Bayview includes an expansion of the community center spaces and services. Though Bayview expects an increase in City support for the neighborhood Center, other sources of new funding include increases in corporate giving; increases in grants, specifically in the area of public health; expanded individual donors; child care grants and tuition income; and rental agreements with other local service organizations that want to better serve Bayview and/or Triangle residents. Additionally, Bayview will initiate a capital campaign specifically designed to supplement the construction and operational costs of the expanded community center. The capital campaign will likely kick-off in spring 2019.

8. What relationship does Bayview Foundation have now or plans to have in the future with the Homeless Services Consortium? In particular, how will Bayview work with the Homeless Services Consortium's coordinated entry process to prioritize housing for families experiencing homelessness?

Bayview's redevelopment plans center on preserving and expanding affordable housing on the Triangle. We are committed to not displacing any current residents and will develop a well-planned and crafted relocation plan that enables residents to stay on the Triangle during the

construction phase of the project. Bayview will look to its current wait list of over 400 families, many of which have been on the waitlist since 2011, as well as entities such as the Homeless Services Consortium (HSC) to fill the 28 new units. Bayview will meet with HSC staff to better coordinate our efforts in the service of families seeking safe and stable affordable housing. We plan to integrate an intake assessment tool based on the documents utilized by HSC. This tool will be used by Bayview's Housing Manager to better understand and assess the needs of families on the waitlist as well as those who come to Bayview based on referrals from other area service agencies. Bayview understands the need for coordinated care and shared resources especially in the area of housing for people who are homeless and/or at risk of being homeless. We plan to work in concert with agencies doing similar work so that our policies and processes can better meet the needs of families.

9. Please clarify the plan for the Bayview's Neighborhood Center: The International Center for Education and Arts as of submittal. Will the existing center be demolished and rebuilt through this project or will Bayview rehabilitate the existing center? Is the \$1.8 million listed in the development budget sufficient for new construction of the neighborhood center?

Current planning for the Bayview redevelopment includes demolition and new construction of the community center. Our design team is working on a site plan that will include a proposed location for the facility. Yes, we believe the \$1.8 million listed in the development budget is sufficient for new construction. We estimated the construction cost at \$200-\$250 per square foot.

10. Please describe Bayview's outreach plans and actions to date, if any, to neighboring Monona Bay neighborhood residents/larger neighborhood regarding Bayview's redevelopment plans. How will the arrangement for community-wide free Wi-Fi work with the CDA?

Bayview will formally present its redevelopment plans to the neighboring communities, including Monona Bay, Greenbush and Bay Creek, as well as the other businesses and entities on the Triangle, upon the completion of the site plan expected in early fall 2018. However, to date, general plans and ideas have been shared and discussed with various leaders within the Monona Bay Neighborhood Association, including the association's current President, Jared Pelski. Also, given that Bayview is an active participant in the Triangle Monona Bay neighborhood plan, and one staff and two residents are on the steering committee, Bayview's redevelopment plans are an ongoing part of all committee work and discussions. In addition, Bayview has met separately with City planning and CDA staff on three recent occasions and will continue to have an open and collaborative dialogue. Given that Wi-Fi access is a barrier at both Bayview and CDA, it makes sense the two agencies would partner to look at options for an enhanced fiber optic network that would provide high speed internet community-wide.

11. Bayview's proposal provides laundry hook-ups but not appliances. Approximately what proportion of residents currently have personal washers and dryers? Would it possible to at least provide central laundry in the main building?

Bayview considered this very closely and feels that it would be best to offer washer and dryer hookups in all units. This is how the property is currently configured and how most residents prefer and is also consistent with WHEDA's Appendix M design requirements. Additionally, this is an operations decision to minimize ongoing repair and replacement expenses. Yes, it is possible to include a small laundry room in the community center for those that do not have appliances of their own. This is a topic that we will explore further as planning efforts continue.

12. Initial phasing information is provided on page 18. What more detail regarding project phasing available can you provide at this time?

No additional detail is currently available on project phasing. The design team is working on a first draft of the site plan which will hopefully provide additional information to consider. We

expect to have a copy of the site plan to review and conduct additional resident meetings by early September.

- 13.** As no conceptual plans were provided, please provide an update on the most current ideas for site plan layout.

Given the history of the Greenbush area and past injustices in regards to land use planning and neighborhood development, Bayview has embarked on a comprehensive and inclusive renovation planning and design process that includes resident voice in all stages of the development. The Bayview Resident Engagement Preliminary Analysis and Summary presented on July 17 outlines resident input collected in May and June 2018. The next phase of the engagement process includes additional discussion and input meetings between Bayview residents and the project architects (August 16) and interactive design workshops (September 5). The architects will present a site plan to Bayview stakeholders on September 25.

As of the submission of these responses, Bayview does not have a site plan and/or conceptual site plan to share. However, City staff can rest assured that the site plan to be finalized at the end of September will be comprehensive, holistic and reflective of the dreams and hopes of Bayview residents. During the presentation on August 13, Bayview and Horizon will share additional information based on the work of The Kubala Washatko Architects who are charged with developing the site plan.