



NORTHPOINTE
DEVELOPMENT CORPORATION



United Residences
Senior Apartments

**Building a Better Community Together:
Our Vision for Affordable Housing**
(Collaborating for Success)



NCA partners with **Northpointe Development Corporation**, **DreamLane Real Estate** and **Threshold Sacred** to propose creating an Affordable Housing Apartment Complex at the current location of 709 Northport Drive.



Goals:

- **Increase Affordable Housing:** Provide more affordable housing units to meet the community's needs.
- **Promote Inclusivity:** Ensure housing options are accessible to residents of diverse socioeconomic, racial, and ethnic backgrounds.
- **Enhance Community Well-being:** Foster a supportive and stable environment for families and individuals.
- **Sustainable Development:** Implement eco-friendly and sustainable building practices

To further serve the Madison area community, NCA may also consider other future housing options at 709 Northport Drive in addition to the currently proposed affordable housing complex.

About DreamLane Real Estate



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



Northpointe Development

Who are we?

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

Highly regarded developer and long-term owner.

Vision Statement:

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

Mission Statement:

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

Marion Road Oshkosh, WI

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



Our Team



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



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



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



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

About ACC Management Group, Inc.

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

ACC currently manages a portfolio of affordable housing that includes more than 200 properties and 10,000 apartments throughout Wisconsin and Northern Illinois. We have worked with Northpointe Development since 2011 by leasing and managing 37 properties and 1873 apartments.

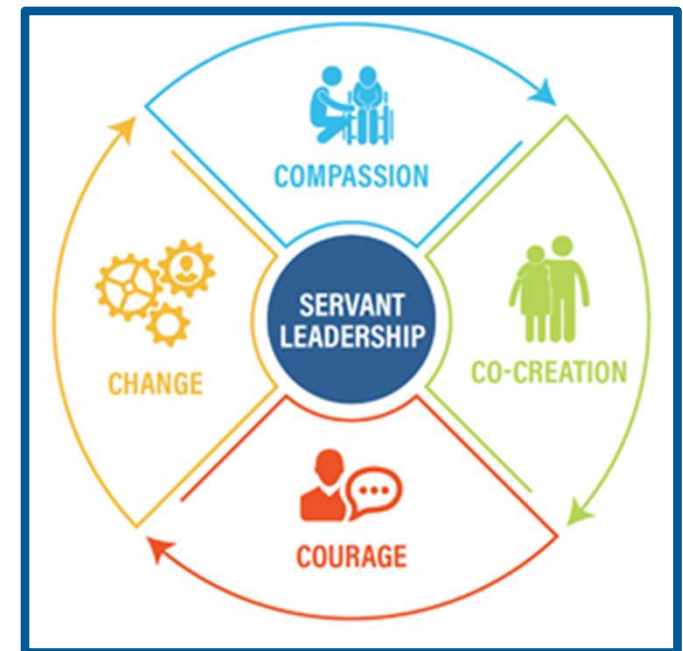
ACC's experience includes:

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

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

Supportive Services - LSS

- **Onsite Supportive Services** – weekly, 8 hours per week, open office hours
- **Resident Intake and Assessment** – voluntary, identify resident needs, strengths and goals
- **Supportive Housing Plans** – individualized plans to promote housing stability and independence
- **Services and Community Referrals** – connection to the supports and services to support Supportive Housing Plan
- **Educational & Wellness Programming**
- **Collaboration with Property Management**



Cordon Housing (Non-Profit Co-Developer)

As veteran-led 501(c)(3) founded in 2022, we partner with experienced developers and trusted service providers to deliver housing with built-in support—offered either onsite or remotely at no cost to veterans. Services include:

- Assistance with securing VA benefits
- Connections to legal aid for discharge upgrades (if needed)
- Access to private mental health care providers (pro bono)
- Support with VA healthcare enrollment
- Guidance on education, career development, and mentorship opportunities

Key Activities:

Veteran-Focused Housing Development: Co-develop sustainable communities for veterans by guiding site selection, securing VASH, LIHTC, and Section 8 funding, and integrating supportive services.

Secure Impact-Driven Capital: Mobilize public, private, and philanthropic funding to strengthen veteran communities, with over \$1M in grants raised for projects in Wisconsin, Texas, and Hawaii.



CORDON
HOUSING
Affordable Housing, Honoring Service

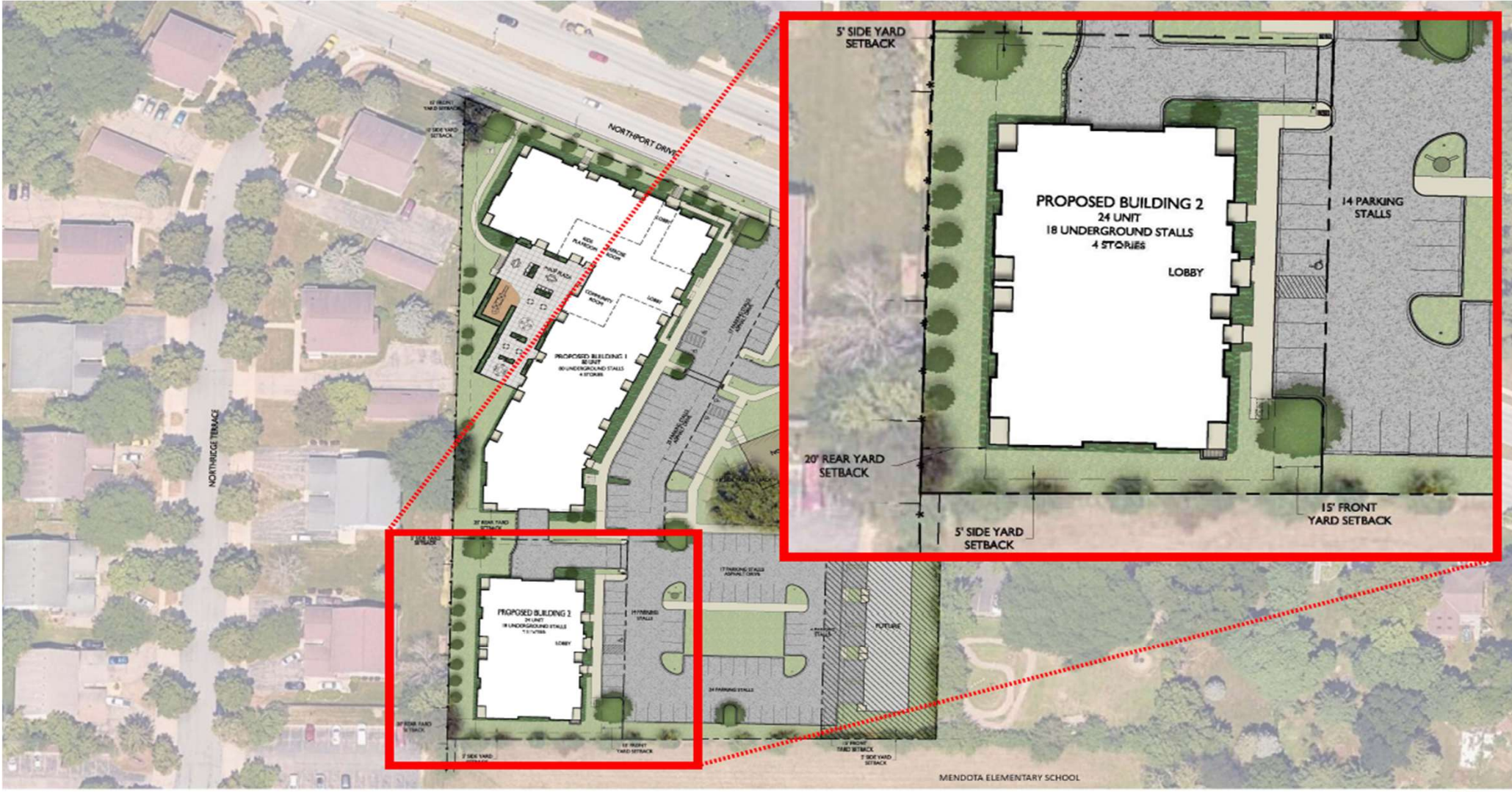


Site Plan

709 Northport Drive Redevelopment
709 Northport Drive, Madison, WI

PC PRESENTATION | 2025.07.07 | 2425





Site Plan





Project Details:

United Residences Senior

- **24 Units – Senior**
 - 13 one bedrooms
 - 11 two bedrooms
- **Parking**
 - 18 Underground
 - 14 Surface
 - Additional for Phase I and Church Uses
- **Local Team: Connery Construction/ ACC Management/ Knothe Bruce Architects/ Vierbicher Engineering**
- **Rent and Income Restricted**
 - 30-80% of County Median Income
- **Zoning approved**
 - Received CUP from City of Madison
- **Phase I- United Residences**
 - 80 Unit Family Building
 - Supported with City of Madison AHF and Dane County ADHF

Lutheran Social Services to coordinate supportive services for residents

Sustainable Development

- LEED Net Zero Certification
- 29% EUI Savings
- Will include rooftop solar system
- Stormwater managed on-site

Building Amenities

- On-site management/ controlled entry
- Community room/ fitness room/ parcel room
- In unit washer/ dryer/ dishwasher included
- Bike Parking/ Tenant Storage/ patios or balconies
- Granite or Quartz countertops/ Stainless Steel Appliances/ LVT Flooring.
- Weekly On-site service Coordinator.

United Residences

Tax Credits and Timeline

- Workforce & Senior Housing- meaning housing priced affordably to the workforce in an area
- Northpointe intends to compete for 4% Fed non-competitive Housing Tax Credits from WHEDA
 - Credits are sold to an investor which generates equity for the project.
 - In return for the credits, a portion of the units have income and rent caps
 - Northpointe Development, Cordon Housing Group; and Dreamlane will be the long-term owner
- Units targeted to households earning 30-80% of county median
 - \$31,170-83,120 two-person households
- 20% of the units will set aside at 30% CMI
 - MOU with LSS

Timeline

- **August 2024-** Neighborhood meeting
- **July 2025-** Apply for WHEDA Tax Credits
- **December 2025** - Acquire site
- **March 2026-** Construction begins
- **February 2027-** Lease up
- **July 2027-** Occupancy/ move-in

United Residences

Summary of Benefits and City Priorities

- | | |
|---|---|
| <ul style="list-style-type: none"> • Multiple mixed-use site plan <ul style="list-style-type: none"> • NCA church to anchor site and provide services to tenants and community • 80 Unit Workforce project <ul style="list-style-type: none"> • Indoor and outdoor play space • 24-unit Senior Building • Plan for 6-8 townhome or small homes for affordable home ownership opportunities to be developed by others • Permanent affordability <ul style="list-style-type: none"> • Northpointe has offered to meet this priority over the past four cycles. • Excellent Proximity to Amenities <ul style="list-style-type: none"> • Near BRT and multiple bus lines • Grocery, retail, health care • Walkable to School • Large Family affordable units- Phase I <ul style="list-style-type: none"> • 23% of the units 3-BR • 76% of the 3-BR at or below 50% CMI • Senior 1-2 bedroom affordable units | <ul style="list-style-type: none"> • Preferred TOD Development Area • Creates a variety of Housing, both Workforce and Senior, in the City of Madison. • Significant Sustainability Features <ul style="list-style-type: none"> • PV Solar- 30kw • LEED Net Zero/ 29% EUI Savings • Minimum 50% of the units ADA or convertible to ADA <ul style="list-style-type: none"> • 20% of the units at 30% of CMI • 62.5% of the units at or below 50% of CMI • Experienced Property Manager • Integrated Supportive Housing <ul style="list-style-type: none"> • Partnership LSS to provide on-site service coordination and services • Housing individuals and families currently on the Coordinated Entry List • The project will directly contribute \$15,000 annually to LSS for supportive services • Local Co-development and co-ownership by an emerging BIPOC developer and Local Non-profit • Utilizing the Tenant Selection Plan and Affirmative Marketing Plan consistent with City of Madison TSP/AMP standards. • New tax basis for City of Madison |
|---|---|

United Residences

Unit Mix & Sources and Uses

<u>INCOME</u>	<u>Unit Type</u>	<u>Units</u>
<i>30% CMI</i>		
	1 Bedroom	3
	2 Bedroom	2
<i>50% CMI</i>		
	Studio	0
	1 Bedroom	5
	2 Bedroom	5
	3 Bedroom	0
<i>80% CMI</i>		
	1 Bedroom	5
	2 Bedroom	4
Gross Rental		24

First Mortgage	\$1,639,000
FED LIHTC Equity	\$3,356,644
AHP	\$1,200,000
City of Madison AHF	\$600,000
Dane County AHDF	\$900,000
Deferred Developer Fee	\$705,083
TOTAL SOURCES OF FUNDS	\$8,400,727
Construction & Acquisition	\$5,591,264
Construction Contingency	\$279,563
Architectural & Engineering	\$253,400
Interim Construction Costs	\$510,000
Financing Fees & Expenses	\$154,500
Soft Costs	\$1,402,000
Operating Reserves	\$210,000
TOTAL USES OF FUNDS	\$8,400,727

Questions?

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