



City of Madison-
Housing Strategy
Committee

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:

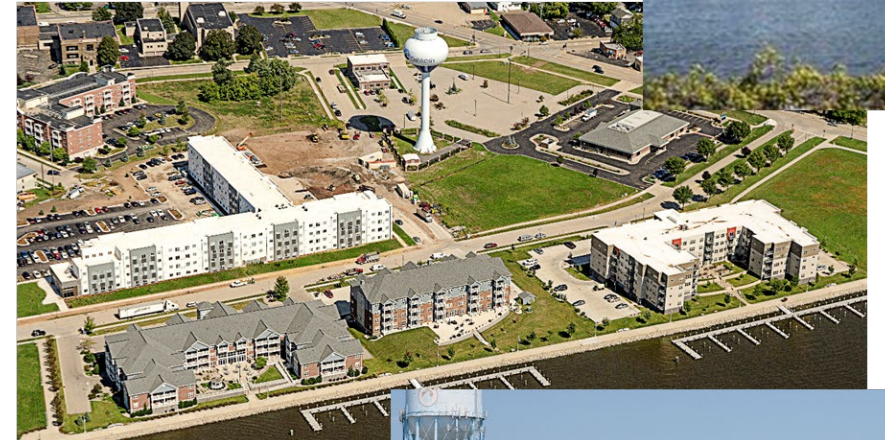
Northpointe envisions vibrant communities that strengthen neighborhoods, enhance livelihoods, respond to the environment, and connect people and places.

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. Cal 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.



PIZZERIA UNOS
SITE REDEVELOPMENT

7601 Mineral Pt Rd
Madison, WI 53719





LOOKING NORTH









Project Selection

- **Site Selection**

- Site potential
- Funding potential
- NIBMY factor
- Project Partners

- **Financing Considerations (4%, 4/4, 9%)**

- Size of site
- Size of potential project
- Available gap sources
- Competitiveness with WHEDA QAP

- **Family or Senior**



Industry
Headwinds

- Available Resources
- Community Engagement
- Interest Rates
- Construction Costs
- Tax Credit Pricing
- Operating Expenses
- Timing Issues