

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 **noon on July 15, 2020**.

Email to: cddapplications@cityofmadison.com

APPLICANT INFORMATION

Proposal Title:	<u>Zor Shrine Affordable</u>		
Amount of Funds Requested:	<u>\$1,175,000</u>	Type of Project:	<input checked="" type="checkbox"/> New Construction <input type="checkbox"/> Acquisition/Rehab
Name of Applicant:	<u>Saturday Properties, LLC</u>		
Mailing Address:	<u>3546 Dakota Avenue South, Suite D, St. Louis Park, MN 55416</u>		
Telephone:	<u>612-360-3113</u>	Fax:	_____
Admin Contact:	<u>Nate Brice</u>	Email Address:	<u>nbrice@saturdayproperties.com</u>
Project Contact:	<u>Mark Laverty</u>	Email Address:	<u>mlaverty@saturdayproperties.com</u>
Financial Contact:	<u>Mark Laverty</u>	Email Address:	<u>mlaverty@saturdayproperties.com</u>
Website:	<u>https://www.saturdayproperties.com/</u>		
Legal Status:	<input checked="" type="checkbox"/> For-profit <input type="checkbox"/> Non-profit	Type of LIHTC Application:	<input checked="" type="checkbox"/> 4% <input type="checkbox"/> 9%
Anticipated WHEDA Set-Aside:	<input checked="" type="checkbox"/> General <input type="checkbox"/> Preservation	<input type="checkbox"/> Non-Profit	<input type="checkbox"/> Supportive Housing
Federal EIN:	<u>Call for #</u>	DUNS #:	_____

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 RESIGTRATION

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

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: Mark Laverty

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

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

Date: 7/14/2020

PROPOSAL DESCRIPTION

1. Please provide an overview of the proposal. Describe the impact of the proposed development on the community as well as other key characteristics.

Zor Shrine is a mix of market-rate housing, office space, hotel, and affordable housing. The future bike path extension, along with a public connection to that bike path, is also a part of the project. The 126 units of affordable housing will satisfy a great need in this area of Madison. We are in close proximity to many low-wage jobs, which will allow for these residents to be able to bike or walk to work, as opposed to driving or using lengthy transit routes from other areas of the community.

2. Please describe the following aspects of the proposed development:

Type of Project: New Construction Acquisition/Rehab
 Type of Project: Multi-family Senior (55+ or 62+ yr. old): _____

Total number of units: 126

Total number affordable of units (<60% CMI): 90

Total % affordable of units (<60% CMI): 72%

Total amount of AHF requested per affordable unit: \$13,056

Number of units supported by Section 8 project-based vouchers, if known: _____ PBV CMI level: _____

AFFORDABLE HOUSING INITIATIVE FUND GOALS & OBJECTIVES

3. Please check which of the following goals outlined in the Request for Proposals are met with this proposal:

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

AFFORDABLE HOUSING NEEDS

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

Our team has completed extensive research into the areas of Madison that offer employment and the current supply of affordable housing. We believe there is a significant disconnect and our location is able to connect people to be closer to where they work. Also, we are working with Lutheran Social Services which is involved in numerous affordable housing communities throughout the Madison area. Their feedback on the project is further evidence that this area has a need for affordable housing that is focused on individuals that are working in the area.

5. Please describe the anticipated demand for the proposed target populations served in this location.

We anticipate that the target population will be predominantly individuals that work on the West Side of Madison, specifically in the West Town area and as support roles in the office buildings located to the west of the property. Due to the lack of affordable housing in this part of Madison, we expect many of these potential residents are currently commuting from more impoverished areas of Madison which results in lengthy commutes.

INTEGRATED SUPPORTIVE HOUSING UNITS

6. 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, other, etc.).

The property will have 26 supportive housing units available for potential tenants with an income at 30% of area median income. This accounts for 20% of the total development and will be a mix of studio, alcove, one bedroom and two bedroom units. The units will be targeted towards veterans and persons with a disability who require and request access to supportive services to maintain housing.

7. Please describe your proposed integrated supportive housing approach that will go beyond meeting WHEDA's supportive housing requirements outlined in the Appendix S Checklist 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.

Our supportive housing services will target Veterans and persons with a disability throughout the Madison area. Saturday Properties is partnering with Lutheran Social Services of Wisconsin and Upper Michigan (LSS) to provide services to the target populations and all tenants on the site. LSS's vast network with over 100 different organizations providing additional services, referrals, and connections will allow us to reach a wide audience of people who would qualify for our supportive service units. During the lease-up process, they will utilize this network to help Saturday reach a wider group of potential tenants. A designated Service Coordinator will be assigned to our site who will come by monthly during lease-up and quarterly thereafter for one-on-one meetings and to provide educational services for the whole site. The designated Service Coordinator will be responsible for linking the target population at the site with supportive, medical, or advocacy services in the general community for which they are entitled, with a desired outcome of keeping them independent in their units. Specific services offered for supportive tenants include items such as:

- Completion of an intake assessment for Veteran residents. The Service Coordinator will make a reasonable effort to engage Veteran residents in this process. It is understood and agreed that the Veteran has to voluntarily agree to participate in the process.

- Development of a case management plan for Veterans completing the intake assessment. This plan may include referral to other resources, including Veteran specific services and resources. Veteran specific services will include linking residents with programs that support independence and self-sufficiency, employment opportunities and financial assistance and management.

- The Service Coordinator will facilitate programming and supportive services for the project. This will be done through monthly on-site visits by the assigned Service Coordinator during the three-month lease-up phase and quarterly on-site visits by the assigned Service Coordinator, quarterly thereafter for the term of this agreement. An assigned service coordinator will also be available by telephone and email outside of the designated times above. The scheduling of quarterly educational services with an emphasis on presentations designed to assist Veteran residents in overcoming barriers as identified on the tenant assessments. Potential sessions include self-improvement, employment and educational opportunities and financial management, and developing relationships with the County Veterans Service Officer and the Center for Veterans Issues. Plus, facilitation of an annual meeting where tenants and the management company can meet to discuss any issues or concerns.

In addition, the units will meet the Universal Design standards of WHEDA with accessible common areas for all members of the community to enjoy.

8. 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.

Saturday Properties is partnering with Lutheran Social Services of Wisconsin and Upper Michigan (LSS) to provide supportive services to the target population. LSS will provide coordination services to low-income Veterans and persons with a disability, who require and request access to supportive services to maintain housing. Specific services include:

- Completion of an intake assessment for Veteran residents.

- Development of a case management plan for Veterans completing the intake assessment. This plan may include referral to other resources, including Veteran specific services and resources. Veteran specific services will include linking residents with programs that support independence and self-sufficiency, employment opportunities, and financial assistance and management.

- Programming and supportive services for the project through monthly site visits by the assigned Service Coordinator during the lease-up phase and quarterly thereafter. Plus, the scheduling of quarterly educational services with an emphasis on presentations designed to assist Veteran residents in overcoming barriers as identified on the tenant assessments.

- An annual meeting where tenants and management can meet to discuss any issues or concerns.

- An assigned service coordinator will be available by telephone and email outside of the designated times above to help any resident who reaches out.

9. 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.).

Saturday Properties will pay LSS a fee for providing Service Coordination at a rate of \$3,500 per year in years 1-5, \$2,750 in years 6-10, and \$4,000 in years 11-15. This contract amount covers the total cost to LSS for providing the services on site. Should additional funds be needed for a community event, outreach opportunity, or any other reason, LSS will bring a proposed budget to Saturday and funding and will be discussed.

10. Identify any sources of non-City provided funding sources contemplated for supportive services.

Saturday Properties will pay for LSS to provide Service Coordination at the site through property cash flow. No other funds will be needed to provide support services to the residents. Should other needs arise, the cost to pay for them will be discussed between Saturday and LSS to come up with a solution.

TENANT SELECTION, AFFIRMATIVE MARKETING & BARRIERS TO ENTRY

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, negative rental history, criminal conviction records, etc.). Specifically outline how this proposal embraces the City of Madison Tenant Selection Best Practices (Attachment B-1 of the RFP) and provides the maximum feasible flexibility in tenant selection to the general population and supportive service units.

There will be 26 units available to tenants who make 30% of the Area Median Income throughout the unit mix of studio, alcove, one bedroom, and two bedrooms. The minimum income restrictions for those units will be 2x the monthly rent and the maximum will be tied to the annual income limit guidelines of the program and HUD. Applicants will not be denied for not meeting the minimum income requirements if the applicant can demonstrate paying an approximate equivalent rent to income ratio for the two previous years. All occupancy standards in the building will follow local, State, and Federal law guidelines. Our Applicants will be charged a \$50 application fee that will go towards a credit report and background check. All apartments will be rented on a first-come, first-serve basis. If an applicant is denied, a written notice will be given explaining the reasons for denial that match our TSP criteria. We will comply with the Violence Against Women Act. Background checks will take into consideration the nature and severity of a conviction, the amount of time that has passed since the criminal conduct occurred, and any evidence that the individual has maintained a good tenant history after the criminal conduct occurred. The supportive housing units are targeted for Veterans or persons with a disability with no age-restrictions in place. Applicants will not be denied solely due to a lack of housing history, a low credit score (provided they have a cosigner or enrolled in a credit repair program), or information on a credit report that is or has been formally disputed, in repayment, or unrelated to a past housing or utility obligation. Furthermore, applicants will not be denied solely for owing money to a prior landlord for rent or damages, or a utility company if they have entered into a payment arrangement with the creditor and is currently on the repayment arrangement. All applicants will be required to provide a security deposit equal to one-half month's rent. For tenants with conditional credit, limited rental histories, or other limiting factors: a security deposit equal to one-half month's rent with a cosigner, or a deposit equal to one month's rent. For units and/or tenants with rental payments guaranteed through an operating subsidy the lower or standard security deposit amount should be imposed, regardless of credit history.

12. Describe the planned approach, relationship and coordination between the Property Manager and the lead Supportive Service Coordination Agency for lease up and ongoing services. How will these entities work together to ensure a successful development in the context of the greater neighborhood and community?

Saturday Properties will take the lead on all lease-up activities consulting with LSS and their Service Coordinator to reach a wide array of potential tenants. LSS has over 100 organizations that they are connected with throughout the Madison area that they will market our promotional fliers and lease-up materials to. The Program Manager for Housing Service Provision at LSS will host an on-site introduction meeting with the Service Coordinator designated to the site and property management prior to the beginning of lease-up. The Service Coordinator designated to the site at the time will remain with the site until the end of the contract, or if the employee should change roles or jobs. During lease-up, the Service Coordinator will make monthly site visits to assist with the completion of an intake assessment for Veteran residents and develop a case management plan for individuals who completed the assessment to provide additional services specific to the individual or family.

After lease-up, the Service Coordinator will make quarterly site visits, in addition to being available by telephone and email outside of the designated times. An annual meeting facilitated by LSS will be held on-site where tenants

and management can meet to discuss any issues or concerns. Property management will directly reach out to LSS should any questions or concerns arise on the site surrounding the availability of resources or tenants. It is our expectation that the two groups will work closely together to ensure the success of the property for all residents of the building. The property management team will provide tenants with the means to reach LSS and any other services previously recommended. Both groups will work together to engage with the community and provide an environment of understanding and tackle any issues that may arise.

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

All occupancy standards will follow local, State and Federal law guidelines. The standard lease form allows only the persons listed as Resident can live in the Apartment. No other persons may live, use, regularly stay, or "share" the Apartment. Resident shall not allow any non-Resident to stay in the Apartment or in the Apartment Community through any private or public home-sharing, room letting, swapping, vacation rental, bartering or any other accommodation sharing or similar service, whether long term or short term (by way of non-exclusive example: VRBO.com, homeaway.com or Airbnb.com). Any Resident who makes such an arrangement or allows an individual to stay in an Apartment or in the Apartment Community is in breach of the Lease. The Landlord has the right at all times during the Term to confirm the identity of Resident or other persons in the Apartment Community. If a person is found to be staying, regularly using or spending the night in the Apartment who is not a Resident approved by Landlord, or if Resident provides Resident's keys or access device to a non-Resident without the knowledge and pre-approval of Landlord, Resident will be in breach of the Lease. Only the persons identified as Resident on this Lease shall be issued a Certificate of Rent Paid.

In addition, all guests staying for an extended stay (i.e. longer than seven (7) consecutive nights) must be pre-registered with Landlord prior to arrival. Resident agrees to obey and to require that guests comply with all Lease and Community Rules pertaining to use of the Apartment and the Apartment Community. Guests are only allowed to use common areas and Apartment Community amenities when accompanied by a Resident.

14. Describe your affirmative marketing strategy and any other strategies to engage your intended population. Specifically outline how you will embrace the City of Madison's Affirmative Marketing Plan Best Practices (Attachment B-2 of the RFP), especially for Asian and Latinx populations which tend to be under-represented in AHF Completion Reports.

Saturday's marketing strategy would start approximately 18 months prior to the building's opening date. From the very beginning, our team works with a branding expert to establish a strong brand for the property and the community. A property website will be developed where potential residents can see the unit mix, site renderings, contact information, and also be able to virtually chat with an agent about the property. Additionally, they'll be able to sign up for an Insider's List and will receive email updates on construction, tours, the neighborhood, etc.

The property will be promoted online through Facebook and Google Ads, Craigslist, and affordable housing sites. Offline, we'll promote the property with banners on the building, local marketing flyers/pamphlets, and publications in local news sources. The marketing flyers will be sent to community establishments, LSS's organization and individual contacts, local businesses, and neighborhood groups. Staff will be available on-site daily to show an example unit three months prior to the building obtaining its certificate of occupancy. Lease-up agents will walk to nearby businesses and ask the managers to provide our flyers to staff and employees notifying them of the nearby housing option.

Saturday will specifically reach out to the Latino Consortium for Action, and the organizations within it that make up the Dane County Latinx community, to provide them with materials about the property and host information events, if desired. In addition, we will reach out to the following organizations to also provide information about the site and application process: Bengali Association of Madison, Filipino American Association of Wisconsin, and the Wisconsin Malayalee Association.

15. How will you affirmatively market to populations that will be identified as least likely to apply? Please reference successful past practices, relationships with agencies and/or marketing materials used.

Saturday and LSS will work together to reach a broad network of people throughout the Madison area. This will be done through a handful of tactics, including but not limited to: directly reaching out to nearby employers, partnering and learning about local organizations to share information, and posting on various websites and social platforms. Veterans and persons with disabilities will be directly targeted through LSS's network to reach a broad demographic of individuals. They will send the flyer to the COC and other list servers they have that fit the profile of the property. In addition, Saturday will reach out to local organizations that target our intended population and either hold informational events, volunteer with their organization, and provide information about the site. All online promotion will direct potential residents to our property's website where they can find various information about the property, chat with an agent online, sign up for our Insider's List, and find resources to get in contact with on-site staff for a conversation or tour. Flyers and print promotion will be left with local community agencies, volunteer organizations and outreach groups to connect with an even larger population of individuals. The flyers will highlight the variety of housing options on-site and various ways to get in contact with staff for more information or how to apply.

16. Describe the proposed development's security deposit policy (e.g., ½ or 1x's rent, other set amount(s), criteria for variations if credit is conditional, etc.). What is the policy for units with a guaranteed rent subsidy or voucher?

All applicants will be required to provide a security deposit equal to one-half month's rent. For tenants with conditional credit, limited rental histories, or other limiting factors: a security deposit equal to one-half month's rent with a cosigner, or a deposit equal to one month's rent. For units and/or tenants with rental payments guaranteed through an operating subsidy the lower or standard security deposit amount should be imposed, regardless of credit history.

17. Describe the proposed development's policy on limiting rent increases for lease renewals? How will prospective long-term tenants be protected from significantly and rapidly rising contract rents allowed by WHEDA?

All units will see a potential change in rent after the expiration of the signed lease term. The changes will be made to meet all of the rules required by Section 42 of the tax code and WHEDA. Notice will be given to tenants two months before lease expiration with any changes to the rent. Tenant's under the supportive services program will be contacted to discuss any changes to rate that is proposed and issues that may arise because of the change.

PUBLIC PURPOSE AND RISK

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

Zor Shrine is currently the home of a small amount of office space and a gathering space for the Zor Shriners. By creating the mix of uses at this site, this can become an area that people can live and be very close to where they work. The future bike path extension is proposed to run on the south end of the property. At this time we do not see an area East of High Point Road that will allow for convenient access by neighbors to the North and West of our property. By creating a public connection to that bike path, many neighbors will benefit from the ability to access the path from a safe and controlled area.

SITE INFORMATION

19. Address of Proposed Site: 575 Zor Shrine Pl, Madison, WI 53719
20. 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 Area (New Construction Only)
- Super-Preferred Area (New Construction Only)
- Eligible Area (New Construction & Acquisition/Rehabilitation)
- Targeted Rehab Area (Ineligible for New Construction, but preferred for acquisition & rehabilitation)
21. Identify the neighborhood in which the site is located: The site isn't located in an identified neighborhood. Therefore, we reached out to the Madison West Neighborhood Association, which is across W Beltline Hwy.
22. Date Site Control Secured: Saturday Properties has a signed Purchase Agreement dated December 13th, 2019 with the current owner of the site.

23. 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 using the AHF Targeted Area Map to show the site in the context of the City.)

This site is located immediately west of the West Towne Mall shopping area and is on the north side of the Beltline. We have pursued this site for redevelopment because it is one of the few sites that can allow for a mix of uses that will be used by residents of the redevelopment, visitors to the area, and people working at the future office space. Creating a project that focuses on providing a mix of uses allows for activity at most hours of the day, which creates a vibrancy that does not exist in an area that is predominantly retail or office. The West Side of Madison has historically been a middle to upper-class part of the City, leaving a massive shortage in affordable housing. The proximity to the multitude of lower wage-jobs in the area and visibility of the site will show that affordable housing is viable and needed in areas that have historically been exclusive of this kind of housing.

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

The site is located at 575 Zor Shrine Place, Madison, WI 53719 and is the current Zor Temple location of The Madison Shrine Club ("Zor Shrine"). Zor Shrine is moving its headquarters to a different location in Madison and will completely vacate the site by closing. The 8.87 acre site consists of a single, one-story building and surface parking lot. After the closing of the site, and prior to redevelopment, the building and surface parking lot will be demolished to make way for the new development.

25. 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	Metcalfe's Market	0.6
Public Elementary School	John Muir Elementary School	1.9
Public Middle School	Thomas Jefferson Middle School	1.3
Public High School	James Madison Memorial High School	1.3
Job-Training Facility, Community College, or Continuing Education Programs	MATC West Campus	2.3
Childcare	The Well - Preschool and Child Care	0.2
Public Library	Madison Public Library - Alicia Ashman	1.9
Neighborhood or Community Center	Elver Park Neighborhood Center	2.1
Full Service Medical Clinic or Hospital	UW Health West Towne Clinic	0.9
Pharmacy	Walgreens Pharmacy	0.8
Public Park or Hiking/Biking Trail	Sunset Memory Gardens	0.7
Banking	Old National Bank	0.8
Retail	West Towne Mall	0.5
Other (list the amenities):	West Beltline Bike Path Extension	0.8
	West Towne Bike Path	1.3
	Ganser Heights Bike Path	0.6
	Future On Site Path	On Site

26. What is the actual walking distance between the proposed site and the nearest seven-day per week transit stops (i.e. weekday and weekends)? List the frequency of service at that bus stop during both the weekday and on the weekends (e.g., hourly, ½ hour, commuter hours). List the bus route(s) numbers, seven-day transit stop street intersections and describe any other transit stops (include street intersections and schedule) located near the proposed site. Please do not include full bus schedules.

The site is a 0.2 mile (4 minute) walk from the West Towne & D'onofrio (EB) bus stop servicing the 67 bus route. The 67 route serves Mineral Point Rd, Memorial HS, West Towne Way, and West Transfer Point. The 67 bus provides service on weekdays, weekends, and during holidays. Bus frequency is every 1/2 hour during the weekday and weekends and hourly over the holidays.

27. Describe the walking and transit routes for children to get to their elementary and middle schools.

Children going to John Muir Elementary School would walk less than a half-mile (8 minute walk) from the apartment building to the intersection of Carrington Dr. and S High Point Rd. The walk is through a residential area and some small business with the option to take a sidewalk the whole route. Once at the intersection of Carrington and High Point Rd, a public school bus (Bus #195 for the yellow route) will arrive at 8:15 am to pick the children up. The bus drops them off at the school by 8:25 am. After school, the same bus picks the children up at 3:37 pm and drops them off at the same intersection at 3:57 pm.

Children going to Thomas Jefferson Middle School can walk less than a half-mile (9 minute walk) along the sidewalk of Zor Shrine Place to the corner of West Towne Rd and D'Onofrio where the 67 bus comes every 30 minutes. They will be on the bus for five stops before getting off at the intersection of Mineral Point Rd and S Gammon Rd. From there, they will walk north along the sidewalks of S Gammon Rd until they get to the entrance to Thomas Jefferson Middle School - less than a half-mile (5 minute walk). Total travel time is estimated to be less than 20 minutes.

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

Many of the services listed are within walking distance of the site. In addition, the site is located less than a half-mile from the West Towne & D'onofrio (EB) bus stop servicing the 67 bus route. This is a seven-day per week transit route, scheduled to arrive at 30 minute intervals, providing access to many other routes and transit options throughout the area.

29. Describe the impact this housing development will have on the schools in this area. What percent are the current enrollment and 5-year projected capacities for the area schools? Ideal enrollment is considered 90%. Are the schools projected to be at, above, or below capacity? 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. CDD recommends contacting Kristian Chavira at the Madison Metropolitan School District for information on potential impact to public schools at kachavira@madison.k12.wi.us. Existing school capacity information can also be found at: https://accountability.madison.k12.wi.us/files/accountability/uploads/2019-11_fall_enrollment_reports.pdf

John Muir Elementary School has a current capacity of 495 students with a current enrollment of 410 students, creating a current utilization of 82.8%, which is below capacity. The five-year projection shows an enrollment of 427 students for utilization of 86.2%, leaving room for more students before hitting an ideal enrollment utilization.

Thomas Jefferson Middle school has a current capacity of 672 students with a current enrollment of 524 students, creating a current utilization of 78.0%, which is below capacity. The five-year projection shows an enrollment of 518 students for utilization of 77.1%, leaving plenty of room for more students before hitting an ideal enrollment utilization.

The project consists mostly of studios and one-bedrooms units with around 22% being two bedrooms. Based on the small unit size and bedroom mix, we expect less than 50 students combined to utilize the elementary and middle school from the development.

30. 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.

A Phase I Environmental Site Assessment was completed by Nova Group on March 24, 2020. The report contains the following summary of the site:

The Property consists of a single tract of land that is approximately 8.87 acres in size. Currently, the Property consists of one (1), one-story building that was constructed in approximately 1985. The Property building is approximately 18,640 square feet in size and is utilized entirely by Zor Shriners. A large asphalt-paved parking lot is located on the Property, directly to the east of the Property Building. The remaining portions of the Property are

comprised of grassy areas and typical perimeter landscaping. No other structures or significant surface features were noted on the Property at the time of the reconnaissance.

Review of the available historical information indicated the existing Property improvements were constructed circa 1985 for use as a banquet hall and/or utilized by local clubs and organizations as a space to conduct meetings or events, prior to which the Property was farmland. Based on the information discussed above, historical research has not identified prior uses such that are expected to have resulted in recognized environmental conditions to the Property.

This assessment has revealed no evidence of RECs, CRECs or HRECs in connection with the Property.

Based on the information available during the course of this assessment, Nova does not recommend further assessment of the Property at this time.

31. Current zoning of the site: SE - Suburban Employment District An interactive version of the Zoning Map can be found linked [here](#).
32. Describe any necessary planning and zoning-related approvals (rezoning, conditional use permit, demolition, etc.) that must be obtained for the proposal to move forward.

At the time of this application, we have met twice with DAT and have had numerous conversations with Kevin Firchow on the planning team. We are going to pursue a CSM of the site to create the parcels needed for the mix of uses and will require they have the property rezoned to a PUD due to the mix of uses. The 2040 Comp. Plan identifies this area as a focus for redevelopment and switches the land use from Employment to Community Mixed-Use. We have focused our design on the principals outlined for Community Mixed-Use.

33. 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), the Generalized Future Land Use Map, and any other relevant plans. An interactive version of the Generalized Future Land Use Map can be found linked [here](#).

This area was specifically modified from an Employment to Community Mixed-Use. We have proposed to have our residential housing to have a mix of 5-6 stories to bring a scale of housing that is more dense than most projects on the West Side. Also, a majority of our parking is enclosed which allows for uses to be closer together as opposed to the sea of surface parking that occurs with most suburban development. We have also designed most of our stormwater to double as green space incorporated with the street and walking paths. Further, we have created a public access point to the bike path to incorporate public purposes on the site. Another aspect we incorporated was shared parking between the hotel and office uses to further minimize surface parking. Specific to the affordable housing project, we have positioned the building so the massing is closer to the street to incorporate urban design principles into a suburban setting. Also, the affordable project is located at the entrance to the site to emphasize that it is a focal point of the entire area, not an afterthought that is placed in the back. The Madison Mall Madness was completed this spring, and the two highest scoring items for the finals were more affordable housing and natural space/stormwater management. We believe our plan emphasizes both of these aspects.

CITY AND COMMUNITY ENGAGEMENT PROCESSES

34. Briefly summarize the staff comments during your Pre-application meeting with City of Madison Planning and Zoning staff. Please include the date.

Our team had a pre-application meeting with members of planning, zoning and, the finance groups on March 11, 2020. That meeting focused on a prior version of our site plan, and the main concern was the massing of the market rate building and the want to set a precedent for a future grid system in the area. The feedback was positive regarding the types and scale of uses we were proposing for the site.

35. Have you presented to the City's Development Assistance Team (DAT)? If so, please summarize the staff comments to your proposal and reference the date of the presentation. If not, what is the anticipated date of the DAT presentation?

Saturday held an initial outreach call with various members of the CPED staff on April 8, 2020 to discuss the entitlement, TIF and affordable housing process.

Saturday Properties and Cuningham presented to the City's Development Assistance Team (DAT) on April 23, 2020 with an initial concept plan. Main comments were surrounding the fire accessibility of the site, massing of the market rate building, and stormwater onsite. After receiving feedback from the group, Saturday and Cuningham went back to the drawing board and came up with a revised site plan for review by DAT.

A second DAT meeting was held on July 9, 2020 where we presented the current site plan. The substantial changes to our plan were well received by the staff on the call with little to no comments. Based on their positive feedback we intend to use our current version of the site plan for our land use and site plan applications.

36. Describe the response of the alderperson in which the proposal is located, as well as the adjacent alderperson(s), if applicable. What issues or concerns with the project did s/he identify, if any? How will those be addressed?

Angie Black, our land use attorney had a phone call with Paul Skidmore on March 11, 2020. We were supposed to meet in person on that day but he was unavailable due to illness. The feedback from the phone call was that Alder Skidmore would be in support of our project. We have also reached out to Alder McKinney to introduce the project to receive feedback since this site is across the Beltline from her district. Going forward we plan to provide monthly updates via Zoom or phone calls with the Alderpersons to keep them apprised on any tweaks to the design and our overall progress.

37. Describe the neighborhood and community input process, including notification to and input from the nearby Neighborhood Association(s), already underway and planned. What issues or concerns with the project has been identified, if any? How will those be addressed?

This property is not located within an established neighborhood association. However, we have reached out to West Madison Neighborhood Association due to their boundaries being across the Beltline from our site. We have sent several messages via their website, but have not heard back as of the date of this application. We plan to have an introductory meeting via Zoom and offer to provide further updates on a quarterly basis to keep them apprised on any changes to the project design and/or schedule. We will also be including LSS in those conversations since there will likely be questions regarding the supportive services units that will be at the property.

38. Amid the environment created by the COVID-19 pandemic, how will you engage and communicate with residents and stakeholders differently than in years past?

We have recently participated in numerous City Council, City Staff, and Neighborhood meetings on other projects via Zoom, Microsoft Teams or similar mediums. We have been surprised how effective these have been in getting people involved in the process. Specific to neighborhood meetings, I have seen an increase in attendance with Zoom due to those meetings being after work and people are often unable to leave kids at home to attend neighborhood meetings. Also, we will create a landing page for the redevelopment that will allow us to share information on the project and create another way for people to contact us with questions, comments or concerns.

39. Describe your plans for supplemental neighborhood meetings and other ways of engaging residents. How will residents be engaged or given the opportunity to participate in the design process (e.g., steering committee, charrette, survey, presentations, website, etc.)?

Every one of our projects has had a substantial amount of neighborhood involvement due to the nature of the projects we pursue. Based on our experience, we feel the best way to gather feedback is by having presentations. This allows for the most people to be involved, as opposed to limiting it to several people in the neighborhood. Also, a key step is to collect information to those that attended and follow up to make sure they know how to provide additional feedback. People are often wary to ask questions in a large group setting, but having a method to reach us directly allows for the greatest amount of feedback.

40. Describe how this development will promote social equity in the community and the greater Madison area. How will the proposal embrace the City's [Racial Equity and Social Justice Initiative](#)?

The redevelopment of the entire project site consists of a variety of uses from multifamily housing to office and potentially a hotel. This mixed-use plan provides an array of opportunities for both the residents and the community. In addition to utilizing a vacating site, a new public bike path extension will be created along the site perimeter with a direct connection through the site for neighboring sites. The property is well located close to job opportunities and public transport, allowing residents the ability to easily get around.

The property proposed for the RFP is a 100% affordable multifamily building with a mix of 80%, 60% and 30% AMI units. This mix allows for a diversity of tenants and will be further bolstered by community events and supportive services for residents of the 30% units and the whole site. The supportive services will be based on the needs of the tenants and will be altered to meet each tenant's needs. The services include helping residents prepare for a job interview, discussing child care options, connecting them with other services that may be of use, etc.

Saturday Properties works to be an equal opportunity employer and focuses on hiring the best people to manage each site. New property managers will be hired for both the affordable and market-rate housing on the site. This group will work together to provide the best service possible to all tenants within the buildings. Saturday has also been working with the local Planning Commission and CPED members to determine the best design and layout of the site to meet the needs of the area. We are focused on designing a site that will be of value to the company and the community. In addition, we are reaching out to a local neighborhood group nearby to hear ways in which we can continue to embrace the needs of the area.

SITE AMENITIES

41. Describe the exterior amenities that will be available to tenants and guests (e.g., tot lot or play structure, outdoor exercise equipment, patio, permanent tables and chairs, greenspace, grill area, gardens, etc.).

The affordable project will have an outdoor playground with a nearby patio and grilling station. These will be conveniently located by the affordable project, but the playground equipment is also likely to be utilized by residents of the market rate project. This is intentional. Having shared amenities creates a place for people of different backgrounds to come together and create a sense of community between the different phases of the project. The affordable project will have its own outdoor patio and grill station area with nearby seating to allow for small or larger groups to assemble. The adjacent walkways connecting the different phases, also create a safe connection to the future bike trail. By having the affordable project at the entry of the site, it is located closest to the nearest transit stops.

42. Describe the interior common area amenities that will be available to tenants and/or guests (e.g., community rooms, exercise room, business center, etc.). What parking will be provided and at what cost? Will the cost vary by CMI level? For family developments, will there be a year-round indoor play space for children?

We will create a community room to be used by the residents along with a smaller community room that can be reserved for smaller gatherings or by our services provider. We will also be creating a dedicated office for our services provider. Residents will have access to a secured fitness center that will offer a variety of options for residents depending on their physical abilities. We are aiming to have this located near an exterior entry/exit by the walkways to encourage people to have a mix of indoor activities and further highlight the ability to jump on the nearby trail. We offer secure entry at all of our buildings and use a Butterfly access system for guests, deliveries or any other people that may need to access the building. A Luxer package room will also be provided to create a separate, controlled space for picking up packages. We include a refrigerator in our package rooms for those that rely on meal delivery services. Saturday recently launched its own app which allows residents a different way to manage their account or contact maintenance for work orders. This is in addition to our onsite staff and emergency maintenance call system. We will be providing a mix of indoor and outdoor parking. The indoor parking will cost residents \$50 per month, and the surface parking will be included with rent.

43. Describe the interior apartment amenities, including plans for internet service (and cost to tenants, if any) and a non-smoking indoor environment throughout the building.

Our apartments begin with an electronic door entry system which makes it easier for residents who are locked out. Most of the units will have an entry coat closet adjacent to the front door and space for leaving snowy boots and shoes. Each apartment will have a washer and dryer, dishwasher, and garbage disposal in addition to standard kitchen appliances. We provide a luxury vinyl tile (LVT) throughout the kitchen and living room area to allow for easier cleaning and a look that is typical for market-rate apartments. The bedrooms will have carpet since the majority of our residents prefer that as opposed to LVT. We choose a paint color that is a grey, neutral tone to provide a market rate look in the units. Each unit will also have a smart thermostat to best allow for energy efficiency and keep utility bills lower for the residents. For internet services, we provide fiber connection to the utility closets on each floor which allows for maximum speed to the units. We contract with a provider for the project that allows residents to obtain a rate that is lower than the market, and also have the ability to increase the bandwidth if they choose. Our latest project allowed for residents to obtain access to high-speed internet for \$26 per month. We have realized that not all residents take advantage of the high-speed internet, as some use their unlimited data

packages on their cellular phone. All of our properties require residents to sign a non-smoking addendum as a part of their lease to ensure that we can enforce any violations of the Smoke-Free policy throughout the building.

PROPOSAL TIMELINE

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

Activity/Benchmark	Estimated Month/Year of Completion
Draft Site Plan Ready to Submit to Dev. Assistance Team (DAT) [<i>Target/Actual Month/Date</i>]	04/20/2020
1 st Development Assistance Team/ Meeting (Due by 8/6/20) [<i>Target/Actual Month/Date</i>]	04/23/2020
1 st Neighborhood Meeting (Due by 8/19/20) [<i>Target Month/Date</i>]	8/10/2020
Submission of Land Use Application (Zoning Map Amendments Due by 9/16/20)	9/1/2020
Submission of Land Use Application (Permissively Zoned Due by 10/7/20)	N/A - See above
Plan Commission Consideration (If Rezoning, Due by 11/23/20 for 12/1/20 Common Council)	11/1/2020
Urban Design Commission Consideration, if applicable [<i>Target Month/Date</i>]	11/2020
Application to WHEDA	1/2021
Complete Equity & Debt Financing	6/2021
Acquisition/Real Estate Closing	6/2021
Rehab or New Construction Bid Publishing	3/2021
New Construction/Rehab Start	6/2021
Begin Lease-Up/Marketing	4/2022
New Construction/Rehab Completion	9/2022
Certificates(s) of Occupancy Obtained	9/2022
Complete Lease-Up	4/2023
Request Final AHF Draw	10/2022

HOUSING INFORMATION & UNIT MIX

45. 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.

ADDRESS #1:		575 Zor Shrine Place, Madison, WI 53719					Projected Monthly Unit Rents, Including Utilities					
% of County Median Income (CMI)	Total # of units	# of Bedrooms					\$ Rent for Studios	\$ Rent for 1 BRs	\$ Rent for 2 BRs	\$ Rent for 3 BRs	\$ Rent for 4+ BRs	
		# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs						
≤30%	26	5	7	6	0	8	486	515	611		515	
40%	0	0	0	0	0	0						
50%	0	0	0	0	0	0						
60%	64	13	18	14	0	19	1028	1095	1307		1095	
LIHTC Sub-total	90	18	25	20	0	27						
Market*	36	7	10	8	0	11	1150	1450	1750		1250	
Total Units	126	25	35	28	0	38	Notes: Unable to reformat, so Alcove units are in "# of 4+ BRs" sections. Market rate units are 80% AMI.					

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

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

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

NOTE: For proposals contemplating project-based vouchers (PBVs), please list vouchered units under the same CMI designation that you will be representing to WHEDA (e.g. if the LIHTC application to WHEDA presents 8 PBV units as 50% CMI or 60% CMI units, please include those on the "50%" or "60%" row in the above table(s)). The City of Madison will enforce this income designation in the AHF Loan Agreement, if this proposal is awarded funds. Include a comment in the Notes, e.g., Eight (8) 50% CMI units will have PBVs.

46. Utilities/amenities included in rent: Water/Sewer Electric Gas Free Internet In-Unit
 Washer/Dryer Other: Trash & Hot Water

ENERGY EFFICIENCY, RENEWABLE ENERGY & SUSTAINABLE DESIGN

47. What is your organization's track record of developing projects that incorporate extraordinary sustainable, energy efficient, and/or green building design techniques? Please list any awards, industry standards or third-party certifications achieved on projects developed in the past ten years, LEED®, WELL, Passive House, etc.

Our firm has received two separate grant awards from the Metropolitan Council in Minnesota for stormwater efforts. We have incorporated green roofs into the projects and an advanced stormwater storage system to help minimize the impact on the watershed district.

48. Please describe how this proposed development will contribute to the City's goal of 100% renewable energy and zero-net carbon emissions (originally adopted March 21, 2017). For more information, see [100% Renewable Madison Report](#).

Saturday will plan to implement smart thermostats throughout the building to help minimize heating and cooling in hours when residents and staff are less likely to be using corridors and common areas. Common areas will close at 10 pm and have motion censored, LED lighting to help minimize electricity usage. Electricity and gas usage for units and common areas will be submetered. This will allow us to first identify areas that are using too much energy, and then to react and make improvements. All units will have low flow showerheads and toilets in order to reduce water use. Saturday will also be using the services of Focus on Energy and use their Design Assistance Program for feedback.

49. Please describe the proposed project's energy efficiency goals. Please attach a copy of the confirmation page demonstrating that your organization has submitted an [Initial Application](#) for Focus on Energy's Energy Design Assistance program. Identify any third party certification, such as LEED®, WELL, Passive House or similar, that will be sought.

The goal set by Saturday is based on having continual improvement in the amount of electricity and gas used at the building. This project will be designed with multiple items that will work to decrease the overall electricity, gas, and water usage. This goal will be measured through Saturday's ability to submeter units and common areas. We will follow any requirements made by WHEDA.

50. How will this project contribute to creating a walkable, human-scaled community inside and outside the property lines?

One of the main reasons we have pursued this project is the City of Madison's change of land use to Community Mixed-Use. By creating a more pedestrian friendly and centered development, we believe that will encourage people to use the connection with the bike path to access the adjacent retail as opposed to driving the short distance. We have also located the housing to be closest to the transit stop, to further encourage people to utilize transit for their commute if they are not within walking or biking distance of their employer. We have also intentionally limited the amount of surface parking, so when people drive by or approach the site they realize that cars are not the main focus of this project. Rather, the focus is on the relationship between the uses and how they are interconnected by design features and the walking path.

51. Describe how the local south-Central Wisconsin climate will inform the design of the proposed development and the challenges it will present.

Our company focuses on development in the upper Midwest, and Cuningham Group (our architecture firm) is also based in Minnesota. Our collective group has extensive experience in designing and development of apartment buildings that have mechanical systems that can handle the range of temperatures and moisture that occur in our climate. A majority of our parking is indoors and tempered to accommodate those that are not able to or do not wish to clean off their cars.

52. Describe this development's proposed strategies to reduce reliance on municipal water sources (i.e. water efficiency). Will the development incorporate systems to recapture and/or reuse water generated on-site?

The main driver of water savings we have seen in our sites is within the apartments. All showers and toilets have low-flow features. We contract with UMS, a third-party utility assessment firm, to identify areas that are using more water than others in the project. Since water is included in rent, some residents may not be as proactive in managing their water usage in their units. UMS can help us pinpoint which units are the leading culprits in wasting water, and then educate those residents on ways to help reduce their water usage. One other main culprit of water waste are pools and hot tubs. This is a relatively standard amenity for communities in our area which puts us at a competitive disadvantage, however, we hope to reduce that disadvantage by informing potential residents of the amount of water we are able to save each year. At this time, we have not incorporated a recycled rainwater irrigation system into our plans, but we will consider its inclusion as we advance our design process.

53. What building design and HVAC considerations will your team include to enhance community resiliency for building inhabitants in the face of a potential future pandemic?

From a management standpoint, we have reduced the occupancy limits in our amenity areas and also limited the number of guests allowed in our building. From a design aspect, we are going to be providing individual PTAC or MagicPak heating and cooling systems for each apartment. The fresh air makeup for these units is also individualized for each unit. This allows for any resident that may be at risk or in need fo quarantining to be able to stay in their home without worrying about getting any of their neighbors sick via shared ventilation systems.

54. Describe this development's approach to accessibility, including the number and percent of accessible units proposed for each of level of accessibility. Will this development meet or exceed the minimum requirements? For rehab, describe the accessibility modifications that will be incorporated into the existing development.

All of the units in the project will be Type B, and 7% are Type A ADA. Another 3% of units will be accessible for those with sensory impairments. This is over the minimum requirement for the project. As a property management company overseeing 2,000 apartments, we are set up to handle ADA accommodation requests and have a set process that is followed for each of our sites.

55. 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.

This is not applicable for this project. The development is 100%, new construction.

REAL ESTATE PROJECT DATA SUMMARY

56. 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	# Biz or Residential 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:	575 Zor Shrine Pl., Madison, WI 53719								
	0	126	0	1	0	12	\$1,750,000	\$24,600,000	\$1,750,000
Address:	Enter Address 2								
Address:	Enter Address 3								

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

The only building currently located on the site is the home of the Zor Shrine. This houses several administrative offices along with a gathering space. The Shriners currently are in discussions to share office space with a similar group in another area of Madison. We are updating the sellers (the Shriners) at least every other month with our closing status so they have ample time to relocate out of the building. As a part of the redevelopment, the existing Zor Shrine building will be demolished due to it being situated at the main connection point of the other uses of the site. We have conducted environmental assessments of the structure and have not identified any material amount of hazardous materials. Our contractor is familiar with the demolition requirements for the City of Madison.

58. 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 Zor Shriners are the sellers and sole occupants of the building. They have already been in discussions to utilize the excess office space of another fraternal organization. The price we are paying for the property ultimately includes the cost to relocate the Shriners. We are providing them updates at least every other month so that they can accurately convey to their members when they expect to move.

DEVELOPMENT TEAM

59. 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.

Saturday Properties is a boutique property management and development firm. Here is a list of the key members and their roles.

Brent Rogers - Founder - 80% Owner. Brent focuses on the vision of the company, by determining which areas and project types we choose to focus our development efforts and the client base that we manage properties.

Tanya Rogers - Co-founder - 20% Owner.

Jaime Perron - President. Jaime is the integrator of the vision assembled by Brent. Jaime oversees the Development, Property Management, Accounting, and HR functions of the Saturday team. Jaime's experience as a property manager ensures that underwriting and operating assumptions made by the Development Team are feasible to be executed by the Property Management Team.

Mark Laverty - Director of Development. Mark identifies new project opportunities and is the lead of the development team's efforts throughout the site identification, underwriting, due diligence, entitlement, financing, design/build, and construction administration processes.

Kim Van Dyn Hoven - Development Associate. Kim is responsible for the underwriting of all projects, leading in all applications and carrying out the countless tasks associated with the processes listed above.

60. For projects that will be co-developed with a non-profit partner, please explain the non-profit's role in the development. State if the non-profit will have a controlling interest, Right of First Refusal, or General Partner Purchase Option. If not, please elaborate on how the non-profit organization will be involved in the long-term ownership of the development.

Lutheran Social Services is participating in the project as a services provider. The MOU provided in this application provides further insight into their roles. For the planning stages, we plan to have calls at least once a month to provide project updates and gather their feedback on design, lease-up, and operations. LSS's experience in development, managing and providing supportive services in affordable projects throughout the area is an invaluable asset to the team.

61. 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.

Contact Person	Company	Role in Development	E-mail	Phone
Brent Rogers	Saturday Properties	Developer	brogers@saturdayproperties.com	612-360-3113
Mark Laverty	Saturday Properties	Developer	mlaverty@saturdayproperties.com	612-360-3113
Kim Van Dyn Hoven	Saturday Properties	Developer	kvandynhoven@saturdayproperties.com	612-360-3113
Jaime Perron	Saturday Properties	Property Manager	jperron@saturdayproperties.com	612-360-3113

David Stahl	Cunningham	Architect	dstahl@cunningham.com	612-379-5506
Angie Black	Carlson Black O'Callaghan & Batttenberg	Consultant	angie.black@carlsonblack.com	608-888-1683
Leah Gubin	Lutheran Social Services	Supportive Services	leah.gubin@lssiws.org	920-225-1756
Matt Hartenstein	Stevens Construction Corp.	General Contractor	mhartenstein@stevensconstruction.com	608-222-5100

62. 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
Saturday	Developer	57.3%	40.6%
Stevens	General Contractor	9.8%	13.5%
Saturday	Property Manager	57.3%	40.6%
Cunningham	Architect	49%	20%
Leah Gubin	Service Provider	79%	16%

DEVELOPMENT TEAM EXPERIENCE AND CAPACITY

Please describe the development team's experience in obtaining and successfully implementing LIHTC developments in accordance with the Additional Application Materials Section 2.4, Item 2 of the RFP.

REFERENCES

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

Name	Relationship	Email Address	Phone
Bill Neuendorf	Public Partner	bneuendorf@edinamn.gov	952.826.0407
Erik Schmitt	Mortgage Broker	erik.schmitt@colliers.com	612.317.2081
Mark McLane	Construction	mark.mclane@krausanderson.com	612.255.2433

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

- 1. A completed Application Budget Workbook, showing the City's proposed financial contribution and all other proposed financing.
- 2. Description of the Development Team's Experience and Capacity per Section 2.4, Item 2 of the RFP.
- 3.a. Letter(s) from Supportive Service Provider(s) detailing what services are necessary to be adequate for the number of supportive housing units and target population as well as what level of services they intend to provide.
- 3.b. A detailed map of the site and a second map using the AHF Affordable Housing Targeted Area Map showing the site in the context of the City.
- 3.c. A preliminary site plan and drawings, if available.
- 3.d. 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.
- 4. A confirmation page demonstrating that an Initial Application for Energy Design Assistance was submitted to Focus on Energy
- 5. Written confirmation from the Zoning Administrator of permissive zoning or a letter confirming the proposed site's zoning status and process.

NOTE: If a preliminary site plan is not available at the time of application, submittal will be required for DAT on August 6, 2020 with submittal with week prior. If the Capital Needs Assessment is not available at the time of application for a rehab project, submittal will be required by August 19, 2020.

APPLICANT & PROJECT NAME:

Saturday Properties, LLC for Zor Shrine

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:						
HUD d(4)	\$ 17,500,000	N	3.50%	40	40	\$857,277
Subordinate Loan-Lender Name:						
Subordinate Loan-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
AHP Loan						
City-AHF Deferred Loan	\$ 587,500	Y	0.00%	30	0	\$0
City-AHF Interest/Cash Flow Loan	\$ 587,500	N	1.15%	16	30	\$23,230
City-TIF Loan	\$ 1,420,000					
Other-Specify Lender/Grantor:						
Letter of Credit - TBD	\$ 1,225,000					
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Tax Credit Equity	\$ 6,600,000					
Historic Tax Credit Equity						
Deferred Developer Fees	\$ 1,417,162					
Owner Investment						
Other-Specify:						
Total Sources	\$ 29,337,162					

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan-Lender Name:			
TBD - HUD d(4)	\$ 17,500,000	3.50%	40
Bridge Loan-Lender Name:			

Tax Credit Equity:			
Total	\$	17,500,000	

Estimated pricing on sale of Federal Tax Credits: \$ 0.87

Estimated pricing on sale of State Tax Credits:
(if applicable) \$ 0.65

Remarks Concerning Project Funding Sources:

APPLICANT:

Saturday Properties, LLC

PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs

Amount

Land	\$1,750,000
Existing Building/Improvements	\$0
Other (List)	
Broker Commission	\$52,500

Construction:

Construction/Rehab Costs	\$16,755,625
Construction Profit	\$0
Construction Overhead	\$0
General Requirements	\$0
Construction Supervision	\$0
FF&E/Personal Property	\$0
Demolition	\$0
Site Work	\$1,088,104
Landscaping	\$0
Letter of Credit/P&P Bond	\$2,688
Construction Contingency	\$54,041
Other (List)	

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

Total Cost:

\$0

Architectural & Engineering

Architect - Design	\$373,712
Architect - Supervision	\$0
Engineering	\$373,712
Other (List)	
	\$0

Interim/Construction Costs

Builder's Risk/Property Insurance	\$62,453
Construction Loan Interest	\$1,044,395
Construction Loan Origination Fee	\$0
Real Estate Taxes	\$34,757
Park Impact Fees	\$140,328
Other Impact Fees	\$0
Other (List)	
Year 1 Insurance Premium	\$15,750

Financing Fees

Cost of Bond Issuance	\$280,847
Permanent Loan Origination Fee	\$0
Credit Enhancement	\$0
Other Permanent Loan Fees	\$691,213

Soft Costs

Appraisal	\$0
Market Study	\$0
Environmental Reports	\$15,000

Survey	\$45,000
Permits	\$96,358
Lease-Up Period Marketing	\$126,000
Tax Credit Fees - Application	\$2,000
Tax Credit Fees - Compliance	\$198,782
Tax Credit Fees - Allocation	\$33,826
Accounting/Construction Certification	\$0
Title Insurance and Recording	\$90,750
Relocation	\$0
FF&E	\$315,000
Capital Needs Assessment (if rehab)	\$0
Legal	\$520,000
Other (List)	
Soft Cost Contingency	\$152,897
Fees:	
Bridge Loan Fees	\$104,549
Organizational Fees	\$0
Syndication Fees	\$0
Total Development Fee	\$2,271,081
Developer Overhead	\$0
Other Consultant Fees	\$11,500
Other (List)	
	\$0
Reserves Funded from Capital:	
Lease-Up Reserve	\$525,000
Operating Reserve	\$758,294
Replacement Reserve	\$0
Capital Needs Reserve	\$700,000
Debt Service Reserve	\$0
Escrows	\$0
Other: (List)	
Start Up Operation Costs	\$37,800
TOTAL COSTS:	\$29,337,162

PROJECT LOCANT: Saturday Properties, LLC

3. PROJECT PROFORMA

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

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Gross Income	1,635,524	1,684,590	1,735,127	1,787,181	1,840,797	1,896,021	1,952,901	2,011,488	2,071,833	2,133,988	2,198,007	2,263,948	2,331,800	2,401,822	2,473,877
Less Vacancy/Bad Debt	114,487	117,921	121,459	125,103	128,856	132,721	136,703	140,804	145,028	149,379	153,861	158,476	163,231	168,128	173,171
Income from Non-Residential Units	112,800	116,184	119,670	123,260	126,957	130,766	134,689	138,730	142,892	147,178	151,594	156,142	160,826	165,651	170,620
Total Revenue	1,633,837	1,682,852	1,733,338	1,785,338	1,838,898	1,894,065	1,950,887	2,009,414	2,069,696	2,131,787	2,195,741	2,261,650	2,329,461	2,399,345	2,471,326
Expenses:															
Office Expenses and Phone	50,400	51,912	53,469	55,073	56,726	58,427	60,180	61,986	63,845	65,761	67,733	69,765	71,856	74,014	76,239
Real Estate Taxes	110,026	143,197	147,493	151,917	156,475	161,169	166,004	170,984	176,114	181,397	186,835	192,444	198,218	204,164	210,289
Advertising, Accounting, Legal Fees	12,500	12,978	13,367	13,768	14,181	14,607	15,045	15,496	15,961	16,440	16,933	17,441	17,965	18,504	19,059
Payroll, Payroll Taxes and Benefits	189,000	194,670	200,510	206,525	212,721	219,103	225,676	232,446	239,420	246,602	254,000	261,620	269,469	277,553	285,879
Property Insurance	31,500	32,445	33,418	34,421	35,454	36,517	37,613	38,741	39,903	41,100	42,333	43,603	44,911	46,259	47,647
Mtc, Repairs and Mtc Contracts	81,900	83,571	86,888	89,494	92,179	94,945	97,793	100,727	103,748	106,957	110,067	113,369	116,770	120,273	123,881
Utilities (gas/electric/fuel/water/sewer)	88,200	90,840	93,571	96,379	99,270	102,248	105,315	108,475	111,729	115,087	118,533	122,089	125,752	129,523	133,410
Property Mgmt	50,340	51,850	53,406	55,008	56,658	58,358	60,109	61,912	63,769	65,682	67,653	69,682	71,773	73,926	76,144
Operating Reserve Pmt		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	31,500	32,445	33,418	34,421	35,454	36,517	37,613	38,741	39,903	41,100	42,333	43,603	44,911	46,259	47,647
Support Services	3,750	3,863	3,978	4,098	4,221	4,347	4,478	4,612	4,750	4,893	5,040	5,191	5,347	5,507	5,672
Other (List)															
Turnover	12,600	12,978	13,367	13,768	14,181	14,607	15,045	15,496	15,961	16,440	16,933	17,441	17,965	18,504	19,059
Total Operating Expenses	690,816	711,540	732,887	754,873	777,519	800,845	824,872	849,617	875,105	901,358	928,399	956,251	984,938	1,014,487	1,044,921
Net Operating Income	943,021	971,312	1,000,451	1,030,465	1,061,379	1,093,220	1,126,015	1,159,797	1,194,591	1,230,429	1,267,342	1,305,362	1,344,523	1,384,859	1,426,405
Debt Service:															
First Mortgage	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271
Second Mortgage		0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)															
Total Debt Service	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271
Total Annual Cash Expenses	1,548,087	1,568,811	1,590,158	1,612,144	1,634,790	1,658,116	1,682,147	1,706,888	1,732,376	1,758,629	1,785,670	1,813,522	1,842,209	1,871,758	1,902,192
Total Net Operating Income	85,750	114,041	143,180	173,194	204,108	235,949	268,746	302,526	337,320	373,158	410,071	448,091	487,252	527,588	569,133
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	85,750	114,041	143,180	173,194	204,108	235,949	268,746	302,526	337,320	373,158	410,071	448,091	487,252	527,588	569,133
AHF City Interest Loan	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230

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

DCR Hard Debt	1.10	1.13	1.17	1.20	1.24	1.28	1.31	1.35	1.39	1.43	1.48	1.52	1.57	1.62	1.66
DCR Total Debt	1.07	1.10	1.14	1.17	1.21	1.24	1.28	1.32	1.36	1.40	1.44	1.48	1.53	1.57	1.62

Assumptions

Vacancy Rate	7.0%
Annual Increase Income	3.0%
Annual Increase Expenses	3.0%
Other	

*Please list all fees (per unit per month) and net residential income: \$50/space for indoor parking
\$50/unit for pet fees, recovery, miscellaneous

Year 16
2,548,093
178,367
175,739
2,545,465

78,522
216,598
19,630
294,456
49,076
127,598
137,413
78,428
0
49,076
5,842

19,630
0
1,076,269
1,469,198
857,271
0

0
0
857,271
1,933,540
611,925
0
0
611,925
23,230

1.71
1.67

APPLICANT: Saturday Properties, LLC

3. PROJECT PROFORMA (cont.)

Enter total revenue and expense information for the proposed project for a 30 year period.

	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30
Gross Income	2,624,536	2,703,272	2,784,370	2,867,901	2,953,938	3,042,556	3,133,833	3,227,848	3,324,684	3,424,424	3,527,157	3,632,971	3,741,961	3,854,219
Less Vacancy/Bad Debt	183,718	189,229	194,906	200,753	206,776	212,979	219,368	225,949	232,728	239,710	246,901	254,300	261,937	269,795
Income from Non-Residential Use*	181,011	186,441	192,034	197,795	203,729	209,841	216,136	222,621	229,299	236,178	243,263	250,571	258,078	265,821
Total Revenue	2,621,829	2,700,484	2,781,499	2,864,944	2,950,892	3,039,419	3,130,601	3,224,519	3,321,255	3,420,893	3,523,519	3,629,224	3,738,102	3,850,249
Expenses:														
Office Expenses and Phone	80,877	83,304	85,803	88,377	91,028	93,759	96,572	99,468	102,453	105,526	108,687	111,953	115,312	118,771
Real Estate Taxes	223,096	229,789	236,682	243,783	251,096	258,629	266,388	274,380	282,611	291,090	299,822	308,817	318,081	327,624
Advertising, Accounting, Legal Fees	20,219	20,826	21,451	22,094	22,757	23,440	24,143	24,867	25,613	26,382	27,173	27,988	28,828	29,693
Payroll, Payroll Taxes and Benefits	312,000	312,388	321,760	331,413	341,353	351,596	362,144	373,008	384,198	395,727	407,596	419,824	432,418	445,391
Property Insurance	50,546	52,065	53,627	55,235	56,893	58,599	60,357	62,168	64,033	65,954	67,933	69,971	72,070	74,232
Mtc, Repairs and Mtc Contracts	131,425	135,368	139,429	143,612	147,921	152,358	156,929	161,637	166,486	171,480	176,625	181,924	187,381	193,003
Utilities (gas/electric/fuel/water/sewer)	141,535	145,781	150,155	154,659	159,299	164,078	169,000	174,070	179,293	184,671	190,211	195,916	201,795	207,849
Property Mgmt	80,781	83,221	85,700	88,271	90,920	93,647	96,457	99,350	102,331	105,401	108,563	111,820	115,174	118,630
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	50,546	52,065	53,627	55,235	56,893	58,599	60,357	62,168	64,033	65,954	67,933	69,971	72,070	74,232
Support Services	6,018	6,198	6,381	6,576	6,773	6,976	7,185	7,399	7,623	7,852	8,087	8,330	8,580	8,837
Other (List)														
Turnover	20,219	20,826	21,451	22,094	22,757	23,440	24,143	24,867	25,613	26,382	27,173	27,988	28,828	29,693
Total Expenses	1,108,557	1,141,814	1,176,068	1,211,350	1,247,691	1,285,121	1,323,675	1,363,385	1,404,287	1,446,415	1,489,808	1,534,502	1,580,537	1,627,953
Net Operating Income	1,513,272	1,558,671	1,605,431	1,653,594	1,703,201	1,754,297	1,806,926	1,861,134	1,916,968	1,974,477	2,033,712	2,094,722	2,157,565	2,222,296
Debt Service:														
First Mortgage	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271	857,271
Second Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
Total Debt Service	857,271													
Total Annual Cash Expenses	1,965,828	1,999,085	2,033,339	2,068,621	2,104,962	2,142,392	2,180,946	2,220,656	2,261,558	2,303,686	2,347,079	2,391,773	2,437,808	2,485,224
Total Net Operating Income	656,001	701,400	748,160	796,323	845,930	897,026	949,655	1,003,863	1,059,697	1,117,206	1,176,441	1,237,452	1,300,294	1,365,022
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	656,001	701,400	748,160	796,323	845,930	897,026	949,655	1,003,863	1,059,697	1,117,206	1,176,441	1,237,452	1,300,294	1,365,022
AHF City Interest Loan	299,851	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														
DCR Hard Debt	1.77	1.82	1.87	1.93	1.99	2.05	2.11	2.17	2.24	2.30	2.37	2.44	2.52	2.59
DCR Total Debt	1.77	1.82	1.87	1.93	1.99	2.05	2.11	2.17	2.24	2.30	2.37	2.44	2.52	2.59
Assumptions														
Vacancy Rate	7.0%													
Annual Increase Income	3.0%													
Annual Increase Expenses	3.0%													
Other														



Saturday Properties Development Resume

History

Formed by Brent Rogers in May 2015, Saturday Properties develops around the philosophy that the most successful properties incorporate a creative approach to project design, operations, staffing, and marketing from the very start of the process. Developers at heart, we manage each property with that same attention to detail and critical eye. We are constantly pushing the boundaries of the industry to provide an exceptional resident experience and increase the value of our buildings. We have the most talented property management team in the industry. We are focused on cultivating and developing this talent to create and execute Core Processes for the key facets of our business.

Expertise

Each member of our company reflects our Core Values, and we use those Core Values in our hiring and review process, as well as to help us determine why someone might not be meeting performance expectations. Each member of the Saturday Team knows where the company is headed and is committed to helping us achieve that vision. We focus on team engagement, and the result is a best-in-class team with market-leading employee retention. We have grown to a team of 95 employees in less than five years.

Development

Whether it is the adaptive reuse transformation of a 1916 warehouse into a mix of creative office and restaurant or new construction mixed-use with ground floor retail, Saturday creates and shapes the development concept into the existing urban fabric. What we are not is a “formula developer” that repeats the same project in multiple locations or cities. Each Saturday project has a fresh approach and no two developments are the same.

We approach the development process in a unique, holistic fashion that brings the same attention to detail and focus throughout the entire process from site selection, project design, construction management, project launch and asset management. We are data-driven and draw on both previous experience and market knowledge in order to make objective decisions at each stage of development.

The result of this process is a project that enhances its community, creates value for partners and investors, provides a new place to live and do business, as well as outperform the competitive set.

Low- and moderate-income housing

The principals of Saturday have a combined 11 years of experience working for Dominion, one of the largest owners and developers of affordable housing in the country. During our tenures, we obtained federal LIHTC through the State of Missouri, Texas and Minnesota. Other projects involved preserving affordable housing in the city by acquiring properties that were on the verge of losing their tax credits during the 10 year credit period by working with lenders, tax credit investors and state housing agencies. These projects also had a variety of HOME loans issued by states or the local counties along with forms of tax abatements or TIF. Several of these projects involved working with a local nonprofit partner to maintain



their involvement in the project to keep those firms from going out of business. These preservation efforts occurred in the above states along with Arizona, Arkansas and Idaho.

Public/Private joint ventures

L&H Station is a 5.3 acre site in Minneapolis, MN. Saturday Properties entered into a redevelopment agreement with the Hennepin County HRA to purchase the land for the development of four phases of housing, in addition to developing an office building and public plaza for the county. The housing consist of the following phases: 1) 123-unit apartment restricted to 80% AMI that was completed in December 2018 (along with the Hennepin County Office Building), 2) 124-unit market rate apartment building that will break ground this month (along with the Hennepin County Public Plaza), 3) 113-unit, 100% affordable senior living apartment building expected to be started the summer of 2020, and 4) a 177-unit mixed income, family apartments, expected to start in Fall 2021. The design process for the overall project has been in the works since 2015 and involved meetings with the local neighborhood association several times a year along with meetings with the local elected officials. Saturday and Hennepin County met monthly to provide updates on the project as the site progresses.

Nolan Mains is a 1.5 acre site in Edina, MN. The property was obtained via an RFP by the City of Edina HRA. The developer entered in a redevelopment agreement with the HRA to develop 90 luxury apartments, 10 affordable apartments, 34,000 square feet of retail space, a public plaza and woonerf, and a 500-parking stall for public and private parking ramp. The development is located in the core of Edina’s retail district and added to the surrounding feel. The developer also obtained funds from multiple sources to fund the property including a \$10.1M TIF note from the City of Edina, a loan from the Edina Housing Foundation, a Livable Communities Grant and an Environmental Cleanup Grant. One of the key reasons for the project being selected was the focus on pedestrian connections to the adjacent businesses, parking ramps and existing walkways.

The Maytag historical redevelopment is a 37,000 square foot building conversion of a former hardware store into three floors of creative office space, a restaurant and bar. The project was financed through Federal and State Historic Tax credits, which had a separate approval process led by the State Historic Preservation Office and National Park Service to ensure the historic relevance of the buildings preserved and celebrated in the redevelopment. The project also required additional municipal approvals due to its location in the historic district.

Properties Developed by Saturday

Project Name	Location	Unit Count	Commercial SF	Affordable
Maytag	North Loop, Minneapolis	--	36,400	--
Nolan Mains AMI	50 th & France, Edina	100	32,800	10% / ½ 50%, ½ 60%
Southsider AMI	Corcoran, Minneapolis	123	--	100% / 80%
L & H II Project	Corcoran, Minneapolis	147	--	--



Saturday served as Development Consultant

Project Name	Location	Unit Count	Commercial SF	Affordable
Hello	Golden Valley	172	--	--
HQ	Downtown East, Minneapolis	306	--	--
Chamberlain AMI	Richfield	316	--	20% / 50%
Snelling Project	Midway, St. Paul	137	8,500	2% / 60% AMI

Properties Developed by Saturday Principals

Project Name	Location	Unit Count	Commercial SF	Affordable
Lime	Lyn-Lake / Uptown, Minneapolis	171	8,750	--
Blue Flux	Lyn-Lake / Uptown, Minneapolis	242	11,800	--

Saturday Principals Served as Development Consultant

Project Name	Location	Unit Count	Commercial SF	Affordable
430 Oak Grove	Loring Park, Minneapolis	75	--	--

Key Development Personnel

Brent Rogers - Owner

Leads business development and deal sourcing. Brent has over 20 years of experience developing real estate and overseeing property management. Prior to forming Saturday, he was 50% owner and President of Greco Properties and led the company to managing over 1,000 units with a team of 60 employees.

Jaime Perron - President

Oversees day-to-day operations of Saturday Properties, directly leading the property management and finance teams. Jaime has 15+ years of experience in property management in both onsite and portfolio management and executive leadership roles in the Minneapolis market.

Mark Laverty - Director of Development

Works to grow portfolio by taking projects from initial site selection through entitlements, design, and financing until the project closes. He then works with our partners and construction team until the project transitions to our operations team. Mark has over 8 years of development experience, half of which have been with Saturday.

Financial Capacity

Saturday has established relationships with commercial lenders, mortgage originators for HUD/Fannie Mae/Freddie Mac loans, LIHTC syndicators and direct LIHTC investors. This allows for us to best match



each affordable project with the appropriate financial partners, based on the size, location and target market of the project. These projects also require substantial LIHTC equity bridge loans and letters of credit required by the financing which require personal guarantees by the principals of Saturday. We are happy to provide referrals to any of the above-mentioned groups.

Property Management

Saturday Properties manages approximately 2,000 apartments in the Minneapolis/St. Paul area including approximately 200 affordable units in four different apartment communities. This involves meeting the compliance and reporting requirements for four different jurisdictions. All of these were added in the five years since Saturday was started in 2015, which is a sign of our success in managing these properties. Our clients include institutional pension funds, individuals, third generation companies and our self-developed properties. Our property management services include marketing, leasing, operations, construction management, accounting, reporting and compliance for our clients. We plan to apply in the coming months to be on WHEDA's approved property management companies.

Active Apartment Association Memberships

NAA – National Apartment Association
MMHA – Minnesota Multi Housing Association
ULI – Urban Land Institute
NAIOP – Commercial Real Estate Development Association

Key Contacts

Brent Rogers

brogers@saturdayproperties.com | 612.360.3113

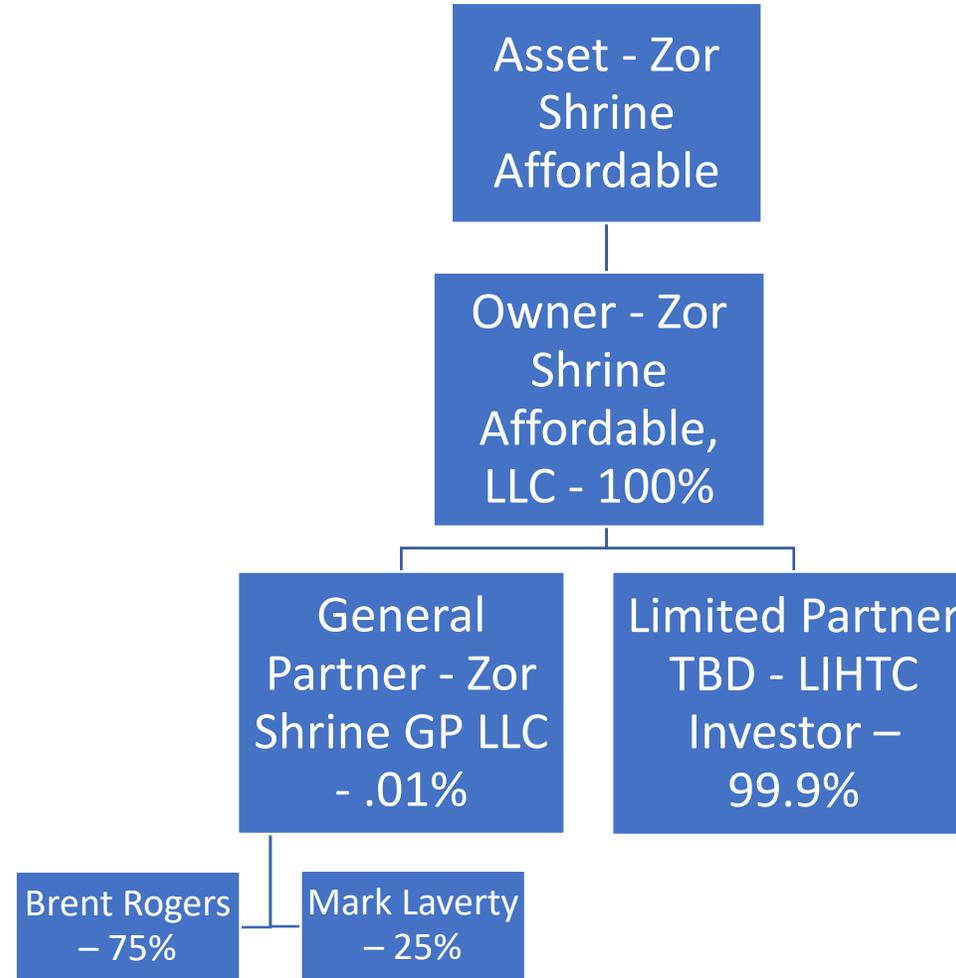
Jaime Perron

jperron@saturdayproperties.com | 612.360.3113

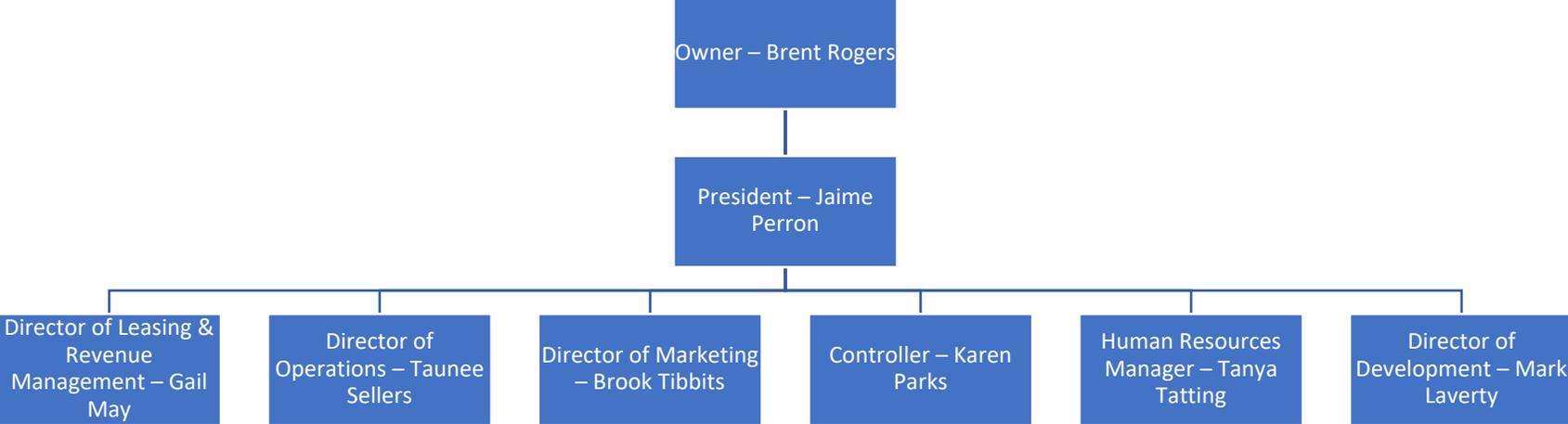
Mark Laverty

mlaverty@saturdayproperties.com | 612.360.3113

Zor Shrine Affordable Ownership Structure



Saturday Properties Organizational Structure



**Memorandum of Understanding and Service/Marketing Plan
For
Zoar Shrien Affordable Project
Madison, WI**

Lutheran Social Services (LSS) represents that it has substantial skill and experience in assisting organizations to provide social and case management services to residents of housing complexes in numerous locations throughout Wisconsin and Upper Michigan, including in Dane County.

Scope of Services:

LSS will provide Service Coordination services to all 126 units, with a focus and emphasis to low-income Veterans and persons with a disability, who require and request access to supportive services to maintain housing. The project will include 26 supportive, low-income units with very low rents (30% CMI units) that can be offered to the target population. A designated Service Coordinator will be responsible for linking the target population at the site with supportive, medical, or advocacy services in the general community for which they are entitled, with a desired outcome of keeping them independent in their units. Specific services to be offered under this agreement include:

- Completion of an intake assessment for Veteran residents. The Service Coordinator will make reasonable effort to engage Veteran residents in this process. It is understood and agreed that the Veteran has to voluntarily agree to participation in the process.
- Development of a case management plan for Veterans completing the intake assessment. This plan may include referral to other resources, including Veteran specific services and resources. Veteran specific services will include linking residents with programs that support independence and self-sufficiency, employment opportunities and financial assistance and management.
- The Service Coordinator will facilitate programming and supportive services for the project. This will be done through:
 - Monthly on site visits by the assigned Service Coordinator during the three month lease of phase and quarterly on site visits by the assigned Service Coordinator quarterly thereafter for the term of this agreement. An assigned service coordinator will also be available by telephone and email outside of the designated times above.
 - Facilitation of an annual meeting where tenants and the management company can meet to discuss any issues or concerns.

- The scheduling of quarterly educational services with an emphasis on presentations designed to assist Veteran residents in overcoming barriers as identified on the tenant assessments. Potential sessions include self-improvement, employment and educational opportunities and financial management, and developing relationships with the County Veterans Service Officer and the Center for Veterans Issues.

In addition LSS agrees to assist the property management group in outreach efforts with community partners to raise awareness of this unique opportunity with the target population. LSS will work with the management company to market the low-income units to the target population as able.

The goal of the Service Coordinator is to enhance the success of Veteran individuals, couples and families, and to promote their ability to remain in their unit. The services identified above will enhance independent living success and promote dignity of residents by addressing needs with a one-on-one approach.

Traditional service provision through LSS has long included services to Veterans, although voluntary reporting of veteran status as a tracked metric is in its infancy. The Business Leadership Team of LSS has identified targeting and expanding services to Veterans as a need and priority. As a result of the above LSS has at least two years' experience working with Veterans. Current LSS programs known to include Veterans as participants/service recipients include:

- HUD Housing and HUD Housing Service Coordination
- Off the Square Club- a daytime drop in center for people with serious and persistent mental illness as well as homelessness. Emotional support, vocational and recreational opportunities, and structuring of individual schedules are available.
- Veterans Housing and Recovery Programming - residential facilities for homeless veterans to receive the job training, education, counseling and rehabilitative services they need to obtain steady employment, affordable housing and the skills to sustain a productive lifestyle
- Dane County Rapid Rehousing Program - a program providing homeless families with rent assistance and supportive case management services
- Outpatient Treatment Services- intensive outpatient treatment for adults and adolescents dealing with addiction.
- Pre-marriage workshops

Annual Budget

The fee for providing Service Coordination as above is \$3500 per year in years 1-5, \$3750 in years 6-10, and \$4000 in years 11-15 of the compliance period. These amounts will be paid by Saturday Properties to LSS commencing with certificate of occupancy for the named project, and annually thereafter through completion of the compliance period, as indicated above, on the anniversary of initial certification of occupancy.

By signature below the parties hereby agree to the terms and conditions above.

SATURDAY PROPERTIES

By: 
Mark Laverty, Director of Development

Date July 14, 2020

LUTHERAN SOCIAL SERVICES OF WISCONSIN AND UPPER MICHIGAN, INC.

By: 
Dennis Hanson, Vice President of Residential Services

Date 7-15-2020

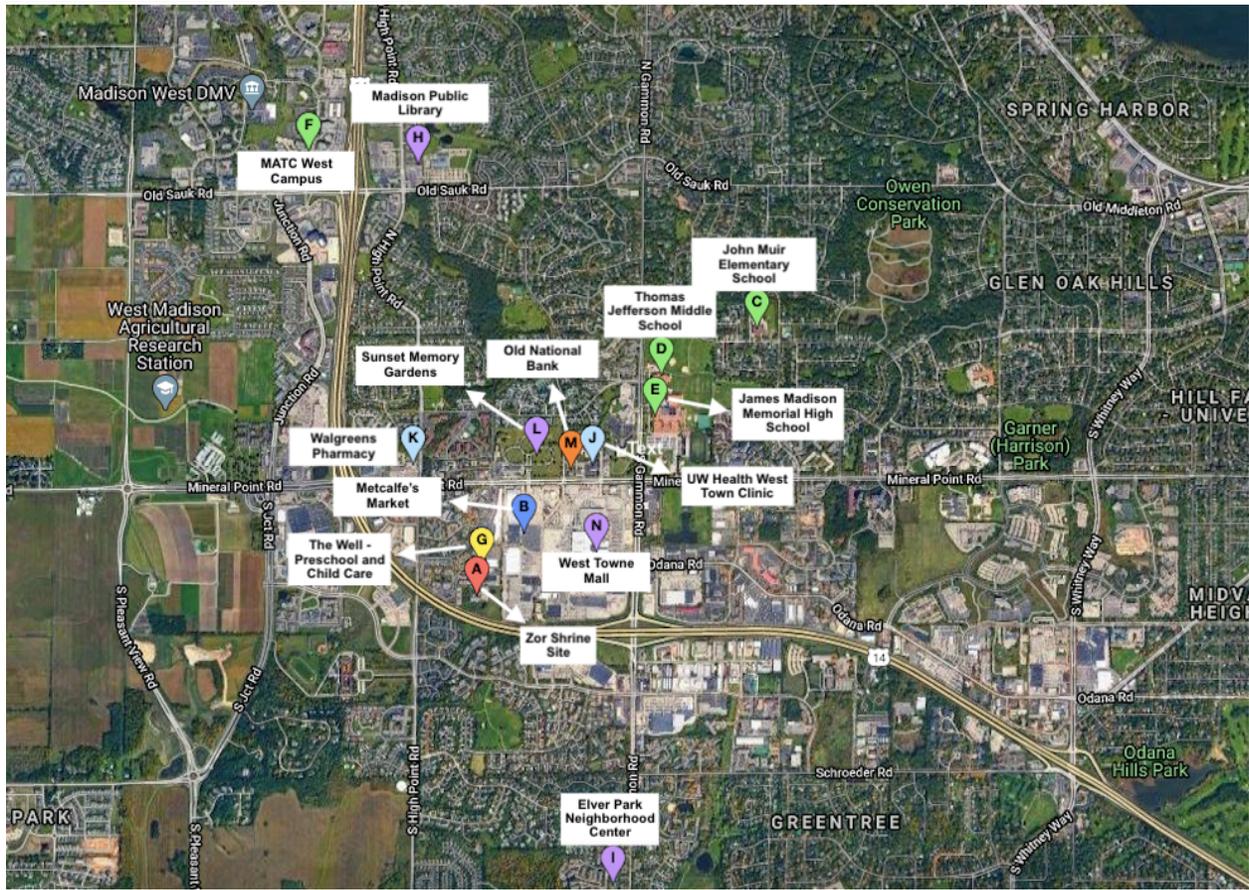
Maps – Zor Shrine Affordable

Aerial Map of Site

- The site currently consists of the Zor Shrine Temple, a parking lot and grassy area

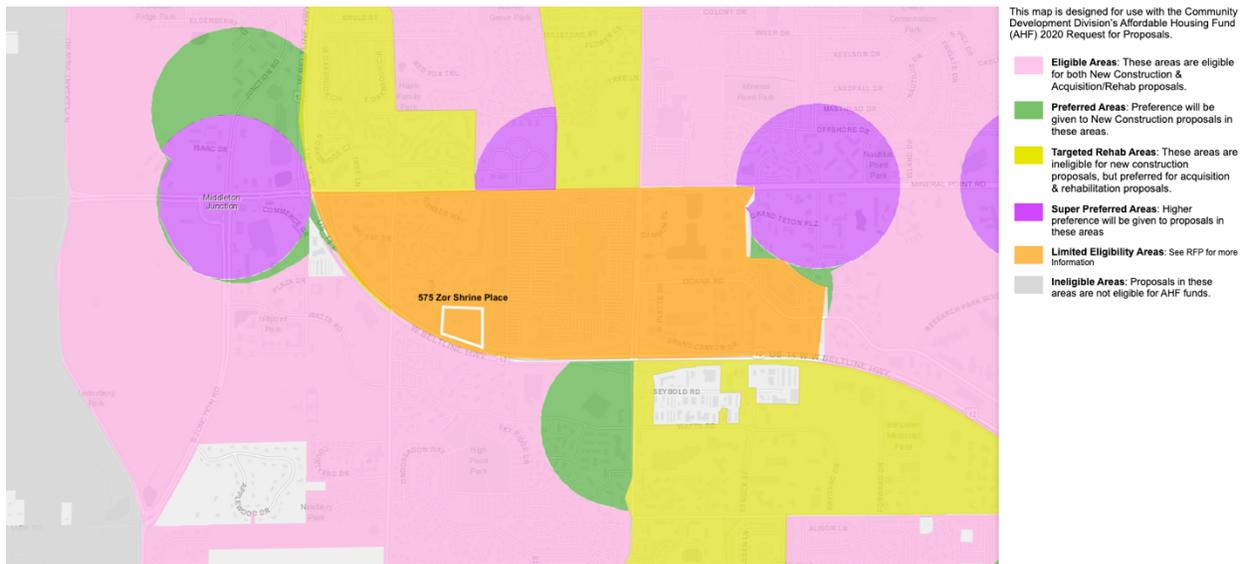


Site with Nearby Amenities



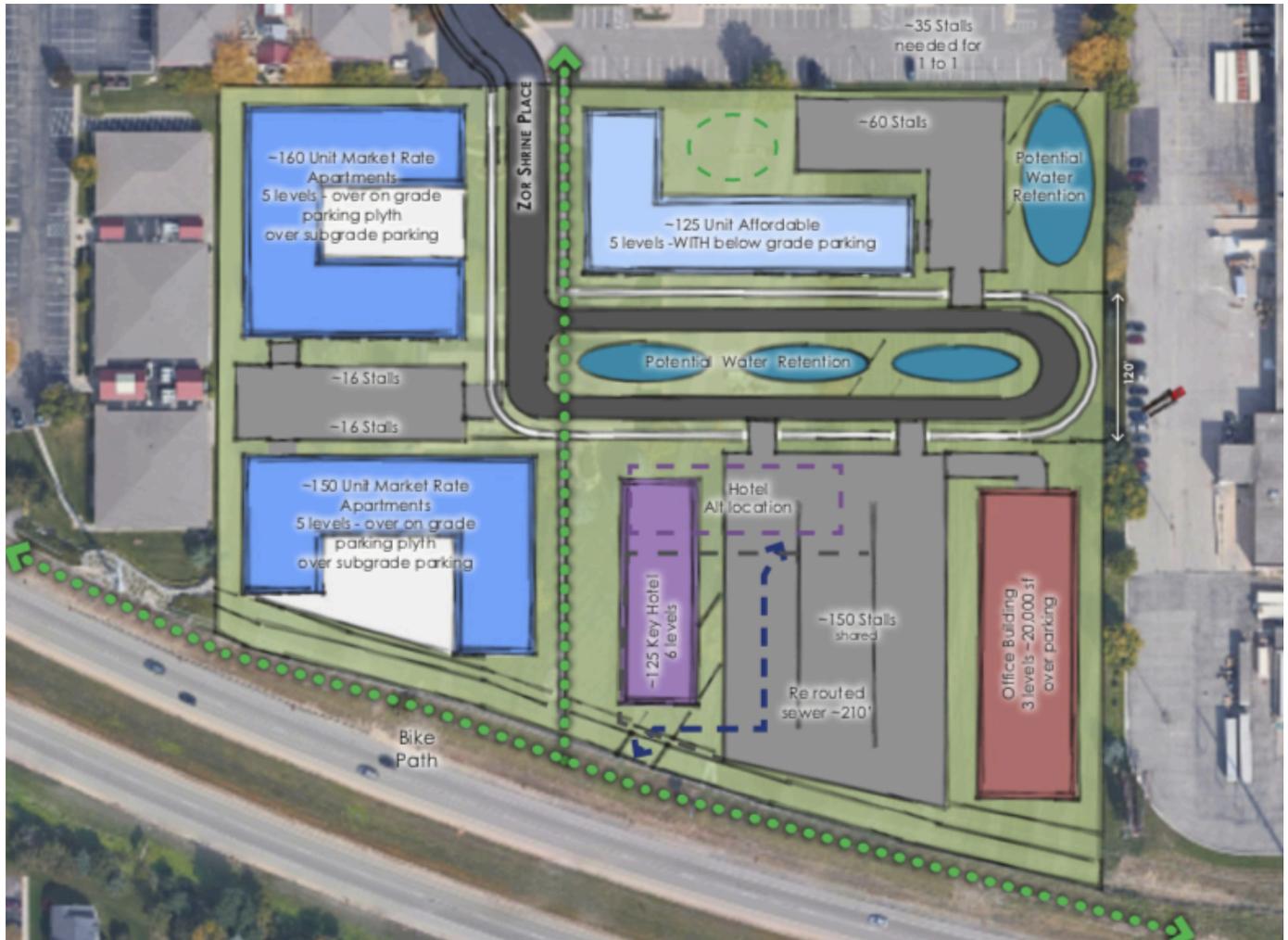
Affordable Housing Targeted Area Map

- The property is located in a Limited Eligibility Area



Preliminary Site Plan

- The overall project consists of a multi-phase development plan for affordable housing, market rate housing, a hotel and medical office building.
- The site proposed for the affordable housing application is a 126-unit building located on the northeast quadrant of the site.
- The below site plan was presented to the DAT committee on July 9, 2020 and received positive feedback.



Saturday Properties, LLC Zor Shrine Affordable

Response Submission Due Date: August 19, 2020 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. Please cc: jspears@cityofmadison.com and etabakin@cityofmadison.com. We ask that you refrain from submitting additional documentation not specifically requested at this time or using alternative formats.

Questions:

Land Use and Community Engagement

- 1. Provide an overview of the feedback and comments that you received from the required neighborhood meeting. What was the method of notification of neighborhood and platform, e.g., Zoom (or another online medium)?**

A meeting is in the process of being set up between Saturday Properties and Joe Ryan, the President of the Madison West Neighborhood Association, Inc. At this time, we are looking to present to the Madison West Neighborhood association by the end of the week of August 31st. Our site is not located in this group's area, but we are proactively reaching out to adjacent groups.

- 2. Has Alder Harrington-McKinney responded to your email from July 13? If so, what feedback or comments did she provide to the development team after Saturday Properties?**

As of now, Alder Harrington-McKinney has not responded to the email from July 13th. A follow up email was also sent on August 11th. There has been no response to the follow up email either. Our site is not located in this district, but we are proactively reaching out to adjacent groups.

Energy Efficiency

- 1. The City expects awarded applicants to continue working with Focus on Energy throughout the building design process. This begins with completing the Building Analysis Summary Report and providing an update as to the recommended strategies most likely to be fully implemented in this project ASAP/by approximately September 15, 2020. Please provide a progress report on the status of this project's FOE Energy Design Assistance Building Analysis. By what date would you anticipate that it would be feasible to provide the Energy Design Assistance staff team with the requested information needed to complete the Building Analysis Summary Report?**

Focus on Energy has informed us that they won't do the Building Analysis Summary Report until floor plans, and an electrical and mechanical narrative is ready for the building. A meeting will be held to discuss the documents needed for analysis by the end of the week of August 24th. Saturday purposefully waits till later on in the process to

submit for a review so that we can be provided with the most useful and detailed report possible.

Renewable Energy

- 1. Please describe your Renewable Energy systems that will be incorporated into the proposed project (solar photovoltaics (PV), solar thermal, biogas, biomass and wind).**
Please reference Section c of 2020.08.13 – Madison Sustainability attachment

- 2. What is the status of application(s) to Focus on Energy’s Renewable Energy team, MadiSUN, and/or other applicable agency providing incentives to implement renewable energy systems?**

We received a letter of qualification for the design assistance program on July 13th, 2020. Conversations have been had with Focus on Energy about next steps in the process. At this point it has been determined that there is no further action until plans have progressed.

Sustainable Building Design Elements

- 1. Please describe the Sustainable Building Design Elements and strategies that will be incorporated into the proposed project as referenced in the [AIA Framework for Design Excellence](#). Relevant elements and strategies include, but are not limited to:**
 - a. Design for equitable communities**
Please reference Section a of 2020.08.13 – Madison Sustainability attachment

 - b. Optimize site potential**
Please reference Section b of 2020.08.13 – Madison Sustainability attachment

 - c. Optimize energy use**
Please reference Section c of 2020.08.13 – Madison Sustainability attachment

 - d. Protect and conserve water**
Please reference Section d of 2020.08.13 – Madison Sustainability attachment

 - e. Optimize building space and material use**
Please reference Section e of 2020.08.13 – Madison Sustainability attachment

 - f. Enhance indoor environmental quality (IEQ)**
Please reference Section f of 2020.08.13 – Madison Sustainability attachment

 - g. Optimize operational and maintenance practices.**
Please reference Section g of 2020.08.13 – Madison Sustainability attachment

Unit Mix

- 1. Please elaborate why Saturday Properties is not contemplating any three-bedroom units in this development and forgoing the related WHEDA points.**

Saturday Properties decided to not incorporate any three-bedroom units because it wanted to direct the focus towards individuals. Saturday felt that the best target market for this area was young professionals, single parents with a child, or other persons that need either one or two bedrooms.

- 2. At lease renewal, will residents be limited in how much their rent will increase (i.e. no more than a 5% increase)?**

Saturday Properties has agreed to cap the rent growth rate at 5% at lease renewal.

- 3. What utility allowance assumptions is Saturday Properties using for the studio, alcove, one-bedroom, and two-bedroom units?**

We based our numbers off of the “Allowances for Tenant-Furnished Utilities and Other Services” chart that was developed by HUD. The assumptions are displayed below:

	Tenant Pays?	Studio	1	2
Heating - Gas	No	-	-	-
Heating - Electric	Yes	26	31	37
Cooking - Gas	No	-	-	-
Cooking - Electric	Yes	6	7	10
Other Electric	Yes	21	25	35
Water Heater - Gas	No	-	-	-
Water Heater - Electric	No	16	18	23
Trash	No	-	-	-
Water & Sewer	No	32	32	43
Total Utility Allowance		53	63	82

- 1. Many of the hard and soft costs in the submitted development budget appear high for a tax credit development. Please submit revised financials to reflect costs consistent with a tax credit development in the Madison market.**

Based on an Email from Ethan Tabakin, the following costs were identified as being inconsistent with past applications: Site Work, Engineering, Legal, FF&E, and Capitalized Reserves.

Site work – takes into consideration having to put in a new road and move the storm and sanitary easement.

Engineering – Saturday lumps together our architecture and engineering fee as one line item. For the purpose of the workbook, we took that number and split it evenly.

Legal – With past affordable projects, we have found that legal fees tend to be higher than a market rate project. The legal fee also includes Lender Legal Fees.

FF&E – This is our standard fee we apply to all projects, based on the level of finish desired.

Capitalized Reserves – Both HUD and LIHTC require separate reserves

2. Please explain the rationale for not claiming the maximum 20% developer fee allowed by WHEDA for 4% tax credit projects.

Thank you for pointing this out. In the previous model we used the 9% calculation. We have revised our model and attached an updated Budget Workbook.

3. Does your construction budget take into account higher costs associated with Davis-Bacon prevailing wages required when using HUD's 221(d)(4) loan product?

Original construction pricing did not take into account the Davis Bacon prevailing wages that are required when using HUD's 221(d)(4) loan product. We have provided an updated Budget Workbook, in which the construction costs include the Davis Bacon prevailing wages.

4. Please explain why Saturday Properties will not pursue an application to a Federal Home Loan Bank for AHP funding.

We submitted the Madison Affordable Housing Application on July 15th, 2020. Saturday initially went in for a DAT meeting on April 23rd, 2020. During that meeting, it was required that Saturday revisit the site plan for review with the planning group, and have a secondary DAT meeting before any submission of applications. That secondary DAT meeting did not occur until July 9th, 2020. Saturday Properties was not in a position to submit the Federal Home Loan Bank for AHP funding, which had a June 12th, 2020 submittal deadline.

5. This project is not in an existing TID. To create a TID in 2021, this project must come to an agreement with TIF Staff prior to April 15, 2021 to allow the TID to be created prior to the statutory deadline.

Saturday Properties has submitted an initial review with the City of Madison Staff and will submit the TID application at the time of the land uses application in October.

6. If less than \$1.8M is available in TIF funding, how will the applicant fill this gap?

If less than \$1.8M is available, then unfortunately the development team would be unable to provide a project that is 100% affordable. This would likely result in a market rate project.

Tenant Selection and Affirmative Marketing

1. Please confirm which aspects that Saturday Properties will embrace from the City of Madison's Tenant Selection Plan Best Practices, particularly those involving increased flexibility as it pertains to supportive housing units.

- Applicants will not be turned away for not meeting income requirements, if they can demonstrate paying an approximate equivalent rent to income ratio for the previous two years
- Apartments will be rented on a first come, first serve basis
- Background checks will take into account:
 - o Severity of conviction
 - o Time elapsed since criminal conduct occurred, and
 - o Evidence of positive tenant history after criminal conduct occurred
- Applicants will not be denied solely due to:
 - o Lack of housing history
 - o Low credit score
 - o Information on a credit report that has been formally disputed, in repayment, or unrelated to a past housing/utility obligation
 - o For owing money to a prior landlord or utility company if they have entered into a repayment agreement with the creditor and is current on the repayment arrangement
- Applicants will be required to provide a security deposit equal to one-half month's rent. For tenants with conditional credit, limited rental histories, or other limiting factors: a security deposit equal to one-half month's rent with a cosigner, or a deposit equal to one month's rent.
- For units and/or tenants with rental payments guaranteed through an operating subsidy the owner or standard security deposit amount should be imposed, regardless of credit history

2. Would Saturday Properties be willing to adopt a minimum occupancy standard or preference of one person per bedroom to prevent or reduce over-housing residents in such limited affordable housing opportunities?

Saturday's occupancy standard is two persons per bedroom. This allows for a couple to share a one-bedroom unit. Saturday also does not want to preclude a couple with a child living in a two-bedroom unit.

3. Standard Affirmative Marketing practices appear to be ineffective in reaching Asian and Latinx renters. Please elaborate on the approach that Saturday Properties will use to affirmatively market and provide outreach to prospective Asian and Latinx applicants.

We take a multi-faceted approach to our marketing through a variety of different sources (online, print, relocators, mailers). We also engage in community organizations and resources to help with marketing efforts as well. We will reach out to the Latino Consortium for Action, and the organizations within it that make up the Dane County Latinx community, to provide them with materials about the property and host

information events, if desired. In addition, we will reach out to the following organizations to also provide information about the site and application process: Bengali Association of Madison, Filipino American Association of Wisconsin, and the Wisconsin Malayalee Association.

Supportive Housing Units/Supportive Housing Partnerships

1. Describe the consultation between Saturday Properties and LSS to determine the appropriate unit mix for supportive housing units.

There were multiple discussions between Saturday Properties and LSS regarding this matter. Saturday and LSS identified that it will predominantly be single persons using these supportive services. With that being said, Saturday decided to offer mostly studios, alcoves, and one-bedroom units to target the identified market.

2. What services will Lutheran Social Services (LSS) provide to non-Veteran households living in a supportive housing unit?

Services and presentation/workshops provided by LSS are available to all residents at the property. The LSS staff will complete an individualized assessment with tenant's dependent on need and develop a supportive plan accordingly. General targeted areas of support are employment services, education services, benefit and entitlement services, and financial literacy to promote dignity and enhance the success of the tenant at the property.

3. Will LSS refer individuals or families experiencing homelessness on the by-name Priority List?

LSS currently operates two Rapid Rehousing programs in Dane Co. and is an active member in the Dane Co. Continuum of Care (CoC). LSS will assist the property management team in raising awareness of housing opportunities with Saturday Properties including community presentations and providing information to other CoC members. LSS will also work with ICA in identifying and contacting potential applicants currently on the priority list.

4. Please confirm that the supportive service fee paid to LSS will be "above the line" and not payable out of excess cash flow.

The supportive service fee paid to LSS will be "above the line" and not payable out of excess cash flow.

5. Does the description of supportive services contained in the application reflect the full range and frequency of services LSS expects to provide? If so, do you believe those services are sufficient to ensure tenant success?

Yes, based on conversations with LSS, who has substantial experience working with veterans and support services, we feel the bulk of needs is being met by our supportive

services plan. Should additional services become necessary through onsite or tenant request, Saturday Properties and LSS will look into ways of supporting those needs, whether that it be internally or from an outside provider.

6. How many hours per month will the monthly on-site services be? How many hours will LSS staff be accessible to tenants of the supportive housing units outside of those monthly hours?

Monthly onsite visits by the LSS staff member will be provided during the three month lease up phase and quarterly onsite visits thereafter. The assigned staff member will also be available by telephone during standard business hours, Monday-Friday by telephone and email outside the designated times above as needed by tenants. Documentation of interactions is maintained by the LSS employee. If more in person services are needed onsite, LSS will work with Saturday Properties to develop an enhanced service delivery model to meet the needs of the tenants.

Scoring

- 1. Please explain why you are not claiming full points for WHEDA self-score categories in which developers typically claim full points (e.g. Energy Efficiency and Sustainability, Universal Design, In-Unit Internet at No Cost, etc.). Many of these categories are top priorities within the City of Madison and in our experience, need to be maximized for a competitive application to WHEDA. You may also resubmit the WHEDA self-score, if applicable.**

Efficiency and Sustainability

In order to meet The Enterprise green Communities Certification Plus requirements the building would have to meet Net Zero energy emission standards, which is extremely expensive and would require additional grant and funding sources beyond what is typically available. We analyzed the potential to add these energy efficiency standards, but given the incremental costs to provide them, it makes them unfeasible. We will look into additional financing options in order to provide these initiatives.

Universal Design

The points that went unclaimed in this section are primarily from automatic and delayed closing doors. We are intending to construct a secure building. Following ADA requirements, to have a secure building with fabs, automatic doors are prohibited.

In-Unit Internet at No Cost

We will not be providing In-Unit Internet at No Cost because we work directly with providers to give our residents the lowest prices.



CUNNINGHAM
G R O U P

Project: Madison Mixed Use
Location: Madison, Wisconsin
Client: Saturday Properties

Please describe the Sustainable Building Design Elements and strategies:

- a. Design for equitable communities
- b. Optimize site potential
- c. Optimize energy use
- d. Protect and conserve water
- e. Optimize building space and material use
- f. Enhance indoor environmental quality (IEQ)
- g. Optimize operational and maintenance practices.

a. Design for equitable communities

Open Space

- Create publically available open space (Yes, lawns / paths to adjacent parcels)

Bicycle Network and Storage

- Bicycle network includes at least 10 uses, (public transit, bike paths) within 200 yards / 180 meters
- Total bicycle parking to meet Owner / city / LEED requirements

Access to transit

- Multiple transit types (Yes, car, public, bike path)

b. Optimize site potential

Compact development

- Multifamily / low rise only (35 DU/Acre)

Credit Site selection

- Total land area used on site (Yes, 100% of site affected)
- Percent of land within half a mile from project previously developed (90% plus)

Community Resources

- 20 uses or more (Yes, business / commercial adjacent)

c. Optimize energy use

3D modelling

- Energy modelling (Yes, CGA or LEED consultant)
- Energy metering (Yes, MEP engineer)

Clean Buildings

- Allocations for Photovoltaic systems
- Light roof membrane

Cunningham Group
Architecture, Inc.

5001 E. Washington St.
Phoenix, AZ
85034

Tel: 602 744-3660
Fax: 602 744-3679

cunningham.com

d. Protect and conserve water

Advanced Utility tracking :: points for submeter at irrigation for over 1,000 sf (Yes)
Third party metering ((Yes, WegoWise has a builder package with USGBC, 1st year free tracking) Nice option))

Total water use calculator

- MEP to calculate using water budget tool calculator
- Prerequisite education – Operations manual provided (Yes) / Future occupant walkthrough a min. of one hour (yes)

Water metering

- Water meter for each unit (Yes)
- Water unit for entire building (Yes)

e. Optimize building space and material use

Compact development

- Multifamily / low rise only (35 DU/Acre) - (Yes)

Community Resources

- 20 uses or more (Yes, business / commercial adjacent)

Access to transit

- Multiple transit types (Yes, car, public, bike path)

Local Production

- Percentage of locally produced aggregate for concrete and foundation (Yes?)

Heat Island Reduction

- Are of hardscape shaded by plant canopy within 10 years of planting (Yes, white concrete and trees planted / Landscape)

f. Enhance indoor environmental quality (IEQ)

Advanced Utility tracking

Ventilation

- Bathroom exhaust, kitchen exhaust and ventilation will be tested for compliance (Yes)

g. Optimize operational and maintenance practices.

Prerequisite education – Operations manual provided (Yes) / Future occupant walkthrough a min. of one hour (yes)



CUNINGHAM
G R O U P

Compartmentalization

- Each residential unit will have sealed penetrations through walls, ceiling, vertical chases at all units (Yes)
- All residential unit doors will have weather stripping (Yes)
- All exterior doors and operable windows will have weather stripping (Yes)

APPLICANT & PROJECT NAME:

Saturday Properties, LLC for Zor Shrine

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:						
HUD d(4)	\$ 18,200,000	N	3.25%	40	40	\$859,130
Subordinate Loan-Lender Name:						
Subordinate Loan-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
AHP Loan						
City-AHF Deferred Loan	\$ 587,500	Y	0.00%	30	0	\$0
City-AHF Interest/Cash Flow Loan	\$ 587,500	N	1.17%	16	30	\$23,230
City-TIF Loan	\$ 1,420,000					
Other-Specify Lender/Grantor:						
Letter of Credit - TBD	\$ 1,274,000					
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Tax Credit Equity	\$ 7,280,000					
Historic Tax Credit Equity						
Deferred Developer Fees	\$ 3,895,254					
Owner Investment						
Other-Specify:						
Total Sources	\$ 33,244,254					

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan-Lender Name:			
TBD - HUD d(4)	\$ 17,500,000	3.50%	40
Bridge Loan-Lender Name:			
Tax Credit Equity:			
Total	\$ 17,500,000		

Estimated pricing on sale of Federal Tax Credits: **\$ 0.87**

Estimated pricing on sale of State Tax Credits: **\$ 0.65**
(if applicable)

Remarks Concerning Project Funding Sources:

APPLICANT:

Saturday Properties, LLC

2. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	Amount
Land	\$1,750,000
Existing Buildings/Improvements	\$0
Other (List)	
Broker Commission	\$52,500
Construction:	
Construction/Rehab Costs	\$17,870,106
Construction Profit	\$0
Construction Overhead	\$0
General Requirements	\$0
Construction Supervision	\$0
FF&E/Personal Property	\$0
Demolition	\$0
Site Work	\$1,088,104
Landscaping	\$0
Letter of Credit/P&P Bond	\$82,688
Construction Contingency	\$574,936
Other (List)	
Architectural & Engineering	
Architect - Design	\$373,712
Architect - Supervision	\$0
Engineering	\$373,712
Other (List)	
	\$0
Interim/Construction Costs	
Builder's Risk/Property Insurance	\$66,003
Construction Loan Interest	\$1,043,495
Construction Loan Origination Fee	\$0
Real Estate Taxes	\$34,757
Park Impact Fees	\$140,328
Other Impact Fees	\$0
Other (List)	
Year 1 Insurance Premium	\$15,750
Financing Fees	
Cost of Bond Issuance	\$280,847
Permanent Loan Origination Fee	\$0
Credit Enhancement	\$0
Other Permanent Loan Fees	\$712,391
Soft Costs	
Appraisal	\$0
Market Study	\$0

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

Total Cost: **\$0**

Environmental Reports	\$15,000
Survey	\$45,000
Permits	\$96,358
Lease-Up Period Marketing	\$126,000
Tax Credit Fees - Application	\$2,000
Tax Credit Fees - Compliance	\$198,782
Tax Credit Fees - Allocation	\$33,826
Accounting/Cost Certification	\$0
Title Insurance and Recording	\$94,180
Relocation	\$0
FF&E	\$315,000
Capital Needs Assessment (if rehab)	\$0
Legal	\$520,000
Other (List)	
Soft Cost Contingency	\$207,285
Fees:	
Bridge Loan Fees	\$104,549
Organizational Fees	\$0
Syndication Fees	\$0
Total Development Fee	\$4,901,422
Developer Overhead	\$0
Other Consultant Fees	\$54,500
Other (List)	
	\$0
Reserves Funded from Capital:	
Lease-Up Reserve	\$546,000
Operating Reserve	\$759,223
Replacement Reserve	\$0
Capital Needs Reserve	\$728,000
Debt Service Reserve	\$0
Escrows	\$0
Other: (List)	
Start Up Operation Costs	\$37,800
TOTAL COSTS:	\$33,244,254

APPLICANT: **Saturday Properties, LLC**

3. PROJECT PROFORMA

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

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16
Gross Income	1,635,524	1,684,590	1,735,127	1,787,181	1,840,797	1,896,021	1,952,901	2,011,488	2,071,833	2,133,988	2,198,007	2,263,948	2,331,866	2,401,822	2,473,877	2,548,093
Less Vacancy/Bad Debt	114,487	117,921	121,459	125,103	128,856	132,721	136,703	140,804	145,028	149,379	153,861	158,476	163,231	168,128	173,171	178,367
Income from Non-Residential Use*	112,800	116,184	119,670	123,260	126,957	130,766	134,689	138,730	142,892	147,178	151,594	156,142	160,826	165,651	170,620	175,739
Total Revenue	1,633,837	1,682,852	1,733,338	1,785,338	1,838,898	1,894,065	1,950,887	2,009,414	2,069,696	2,131,787	2,195,741	2,261,613	2,329,461	2,399,345	2,471,326	2,545,465
Expenses:																
Office Expenses and Phone	50,400	51,912	53,469	55,073	56,726	58,427	60,180	61,986	63,845	65,761	67,733	69,765	71,858	74,014	76,235	78,522
Real Estate Taxes	139,026	143,197	147,493	151,917	156,475	161,169	166,004	170,984	176,114	181,397	186,839	192,444	198,218	204,164	210,289	216,598
Advertising, Accounting, Legal Fees	12,600	12,978	13,367	13,768	14,181	14,607	15,045	15,496	15,961	16,440	16,933	17,441	17,965	18,504	19,059	19,630
Payroll, Payroll Taxes and Benefits	189,000	194,670	200,510	206,525	212,721	219,103	225,676	232,446	239,420	246,602	254,000	261,620	269,469	277,553	285,879	294,456
Property Insurance	31,500	32,445	33,418	34,421	35,454	36,517	37,613	38,741	39,903	41,100	42,333	43,603	44,911	46,259	47,647	49,076
Mtc, Repairs and Mtc Contracts	81,900	84,357	86,888	89,494	92,179	94,945	97,793	100,727	103,748	106,861	110,067	113,369	116,770	120,273	123,881	127,598
Utilities (gas/electric/fuel/water/sewer)	88,200	90,846	93,571	96,379	99,270	102,248	105,315	108,475	111,729	115,081	118,533	122,089	125,752	129,525	133,410	137,413
Property Mgmt	50,340	51,850	53,406	55,008	56,658	58,358	60,109	61,912	63,769	65,682	67,653	69,682	71,773	73,926	76,144	78,428
Operating Reserve Pmt		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	31,500	32,445	33,418	34,421	35,454	36,517	37,613	38,741	39,903	41,100	42,333	43,603	44,911	46,259	47,647	49,076
Support Services	3,750	3,863	3,978	4,098	4,221	4,347	4,478	4,612	4,750	4,893	5,040	5,191	5,347	5,507	5,672	5,842
Other (List)																
Turnover	12,600	12,978	13,367	13,768	14,181	14,607	15,045	15,496	15,961	16,440	16,933	17,441	17,965	18,504	19,059	19,630
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Operating Expenses	690,816	711,540	732,887	754,873	777,519	800,845	824,870	849,617	875,105	901,358	928,399	956,251	984,938	1,014,487	1,044,921	1,076,269
Net Operating Income	943,021	971,312	1,000,451	1,030,465	1,061,379	1,093,220	1,126,017	1,159,797	1,194,591	1,230,429	1,267,342	1,305,362	1,344,523	1,384,859	1,426,404	1,469,196
Debt Service:																
First Mortgage	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130
Second Mortgage		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	0
Total Debt Service	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130
Total Annual Cash Expenses	1,549,946	1,570,671	1,592,017	1,614,003	1,636,650	1,659,975	1,684,000	1,708,747	1,734,235	1,760,488	1,787,529	1,815,381	1,844,068	1,873,617	1,904,051	1,935,399
Total Net Operating Income	83,891	112,182	141,321	171,335	202,249	234,090	266,887	300,667	335,461	371,299	408,212	446,232	485,393	525,729	567,274	610,066
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	83,891	112,182	141,321	171,335	202,249	234,090	266,887	300,667	335,461	371,299	408,212	446,232	485,393	525,729	567,274	610,066
AHF City Interest Loan	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230	23,230

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

DCR Hard Debt	1.10	1.13	1.16	1.20	1.24	1.27	1.31	1.35	1.39	1.43	1.48	1.52	1.56	1.61	1.66	1.71
DCR Total Debt	1.07	1.10	1.13	1.17	1.20	1.24	1.28	1.31	1.35	1.39	1.44	1.48	1.52	1.57	1.62	1.67

Assumptions

Vacancy Rate	7.0%	*Please list all fees (per unit per month) and non-residential income:	<div style="border: 1px solid black; padding: 5px;"> \$50/space for indoor parking \$50/unit for pet fees, recovery, miscellaneous </div>
Annual Increase Income	3.0%		
Annual Increase Expenses	3.0%		
Other			

APPLICANT:

Saturday Properties, LLC

3. PROJECT PROFORMA (cont.)

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

	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30
Gross Income	2,624,536	2,703,272	2,784,370	2,867,901	2,953,938	3,042,556	3,133,833	3,227,848	3,324,684	3,424,424	3,527,157	3,632,971	3,741,961	3,854,219
Less Vacancy/Bad Debt	183,718	189,229	194,906	200,753	206,776	212,979	219,368	225,949	232,728	239,710	246,901	254,308	261,937	269,795
Income from Non-Residential Use*	181,011	186,441	192,034	197,795	203,729	209,841	216,136	222,621	229,299	236,178	243,263	250,561	258,078	265,821
Total Revenue	2,621,829	2,700,484	2,781,499	2,864,944	2,950,892	3,039,419	3,130,601	3,224,519	3,321,255	3,420,893	3,523,519	3,629,225	3,738,102	3,850,245
Expenses:														
Office Expenses and Phone	80,877	83,304	85,803	88,377	91,028	93,759	96,572	99,469	102,453	105,526	108,692	111,953	115,312	118,771
Real Estate Taxes	223,096	229,789	236,682	243,783	251,096	258,629	266,388	274,380	282,611	291,090	299,822	308,817	318,081	327,624
Advertising, Accounting, Legal Fees	20,219	20,826	21,451	22,094	22,757	23,440	24,143	24,867	25,613	26,382	27,173	27,988	28,828	29,693
Payroll, Payroll Taxes and Benefits	303,290	312,388	321,760	331,413	341,355	351,596	362,144	373,008	384,198	395,724	407,596	419,824	432,418	445,391
Property Insurance	50,548	52,065	53,627	55,235	56,893	58,599	60,357	62,168	64,033	65,954	67,933	69,971	72,070	74,232
Mtc, Repairs and Mtc Contracts	131,425	135,368	139,429	143,612	147,921	152,358	156,929	161,637	166,486	171,480	176,625	181,924	187,381	193,003
Utilities (gas/electric/fuel/water/sewer)	141,535	145,781	150,155	154,659	159,299	164,078	169,000	174,070	179,292	184,671	190,211	195,918	201,795	207,849
Property Mgmt	80,781	83,204	85,700	88,271	90,920	93,647	96,457	99,350	102,331	105,401	108,563	111,820	115,174	118,630
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	50,548	52,065	53,627	55,235	56,893	58,599	60,357	62,168	64,033	65,954	67,933	69,971	72,070	74,232
Support Services	6,018	6,198	6,384	6,576	6,773	6,976	7,185	7,401	7,623	7,852	8,087	8,330	8,580	8,837
Other (List)														
Turnover	20,219	20,826	21,451	22,094	22,757	23,440	24,143	24,867	25,613	26,382	27,173	27,988	28,828	29,693
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	1,108,557	1,141,814	1,176,068	1,211,350	1,247,691	1,285,121	1,323,675	1,363,385	1,404,287	1,446,415	1,489,808	1,534,502	1,580,537	1,627,953
Net Operating Income	1,513,272	1,558,671	1,605,431	1,653,594	1,703,201	1,754,297	1,806,926	1,861,134	1,916,968	1,974,477	2,033,712	2,094,723	2,157,565	2,222,292
Debt Service:														
First Mortgage	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130
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
Total Debt Service	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130	859,130
Total Annual Cash Expenses	1,967,687	2,000,944	2,035,198	2,070,480	2,106,821	2,144,251	2,182,805	2,222,515	2,263,417	2,305,545	2,348,938	2,393,632	2,439,667	2,487,083
Total Net Operating Income	654,142	699,541	746,301	794,464	844,071	895,167	947,796	1,002,004	1,057,838	1,115,347	1,174,582	1,235,593	1,298,435	1,363,161
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	654,142	699,541	746,301	794,464	844,071	895,167	947,796	1,002,004	1,057,838	1,115,347	1,174,582	1,235,593	1,298,435	1,363,161
AHF City Interest Loan	299,851	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.

DCR Hard Debt	1.76	1.81	1.87	1.92	1.98	2.04	2.10	2.17	2.23	2.30	2.37	2.44	2.51	2.59
DCR Total Debt	1.31	1.81	1.87	1.92	1.98	2.04	2.10	2.17	2.23	2.30	2.37	2.44	2.51	2.59

Assumptions

Vacancy Rate	7.0%
Annual Increase Income	3.0%
Annual Increase Expenses	3.0%
Other	