Common Wealth
DEVELOPMENT

1501 WILLIAMSON STREET | MADISON WI 53703
608.256.3527 | WWW.CWD.ORG

June 4, 2026

City of Madison
Community Development Division
215 Martin Luther King Jr. Blvd.
Madison, WI 53703

Dear Review Committee,

Common Wealth Development (CWD) is pleased to submit this application for the 2026 Affordable Rental Housing Development: Non-Tax Credit RFP (ARHD-NTC). We are requesting $3,758,902 in support of the Baldwin-Wilson Development, a proposed 14-unit permanently affordable mixed-use development located at 215 S. Baldwin Street, 221 S. Baldwin Street, and 1312 E. Wilson Street in the Marquette neighborhood of Madison.

This project reflects CWD's longstanding commitment to expanding and preserving affordable housing opportunities in Madison's urban core. The property historically served low-income residents, housing St. Vincent de Paul's (SVDP) men's shelter program from the 1970s through the early 2020s. Following the closure of the program, CWD acquired the property in 2025 with the goal of continuing SVDP's mission while strengthening long-term housing stability. By transitioning the former congregate shelter into permanent, independent housing, the project will provide dignified, affordable homes for low- and moderate-income households.

The proposed development is well-positioned to advance the City's housing and equity goals. Located within a Preferred Transit-Oriented Development area, the site offers exceptional walkability, direct access to multiple transit routes, and proximity to employment, schools, grocery stores, childcare, and healthcare services. While these neighborhood assets make the area highly desirable, they also contribute to displacement pressures. Preserving long-term affordability at this location will help ensure that low- and moderate-income households can remain connected to the opportunities, services, and resources that support economic mobility and quality of life.

The development also aligns with the goals of Housing Forward, Dane Forward, Imagine Madison, and the City's Sustainability Plan through its emphasis on infill development, permanent affordability, racial equity, and transit-oriented, low-carbon living.

CWD brings more than 40 years of experience in affordable housing development, ownership, and management in the Madison area. Our staff is deeply embedded in the Marquette neighborhood and the broader Williamson Street corridor, and we maintain established relationships with community-based organizations, service providers, and

HEALTHY HOUSING – EQUITABLE ECONOMIC DEVELOPMENT – SUSTAINABLE LAND USE

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city agencies that will support thoughtful outreach, tenant selection, and long-term property stewardship. We are committed to affirmative marketing practices that prioritize households facing the greatest barriers to housing access, reaching prospective residents through culturally responsive, linguistically accessible outreach.

We are grateful for the City of Madison's continued investment in deeply affordable housing and are confident that the Baldwin-Wilson Development represents a strong, mission-aligned use of ARHD-NTC funds. We appreciate your consideration and welcome the opportunity to discuss this proposal further.

Sincerely,

Justice Castañeda
Lead Project Contact
Common Wealth Development, Inc.
justice@cwd.org
(608) 256-3527

HEALTHY HOUSING – EQUITABLE ECONOMIC DEVELOPMENT – SUSTAINABLE LAND USE

Application for 2026 Affordable Rental Housing Development: Non-Tax Credit Development (ARHD-NTC) RFP

This application form should be used for proposals to Affordable Rental Housing Development: Non-Tax Credit Development in the 2026 application cycle. See RFP for deadline and submission instructions.

Key Information:

Lead Applicant/Developer:	Common Wealth Development, Inc.		
Name of Development:	Baldwin-Wilson Development		
Site Address:	215 S Baldwin St, 221 S Baldwin St & 1312 E Wilson St, Madison, WI 53703	Amount of Funds Requested:	$3,758,902
Total Number of Units:	14	Number of Units 60% AMI or less:	100%

Mailing Address:	1501 Williamson Street, Madison, WI 53703		
Telephone:	(608) 256-3527		
Admin Contact:	Evelyn Betts	Email Address:	evelyn@cwd.org
Lead Project Contact:	Justice Castañeda	Email Address:	justice@cwd.org
Financial Contact:	Stefan Davidson	Email Address:	stefan@cwd.org
Website:	cwd.org		
Legal Status of Maj. Owner:	☐ For-profit ☒ Non-profit ☐ Housing Cooperative		
Federal EIN:	39-1323500	SAM/UEI #:*	

* If seeking federal funds

AFFIRMATIVE ACTION

If funded, applicant hereby agrees to comply with the City of Madison Ordinance 39.02 and file an Individual Developer Affirmative Action Plan with the Department of Civil Rights. A Model Affirmative Action Plan and instructions are available at https://www.cityofmadison.com/civil-rights/contract-compliance/affirmative-action-plan/individual-developers.

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 by registering with the City Clerk's at https://www.cityofmadison.com/clerk/lobbyists/lobbyist-registration. Please consult the City Clerk for more information. Failure to comply with the lobbying ordinance may result in fines of $1,000 to $5,000.

CITY OF MADISON CONTRACTS

If funded, applicant agrees to comply with all applicable local, state and federal provisions. A sample contract that includes standard provisions may be obtained on the Community Development Division Funding Opportunities Website for this RFP. 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: Justice Castañeda Date: 6/4/2026

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 initials you are electronically signing your name as the submitter of the application and agree to the terms listed above.

Requirements Checklist

Please attest that the following statements are true and that the RFP requirements will be met:

Geographic Eligibility

☒ Project site meets the geographic eligibility requirements (see page 10 of RFP).

☒ Site control is secured or the site is owned or controlled by the City of Madison or Dane County.

Unit Mix & Affordability

☒ At a minimum, the Project agrees to a Period of Affordability that is at least 40 years secured by a Land Use Restriction Agreement (LURA).

☒ Project will create affordable housing defined as units at or below 60% AMI.

☒ Project site is located within the City of Madison.

☒ Proposal will create or rehab a minimum of four new net units (less any existing units demolished).

Property Management

☒ The Project will be continuously supported by property management sufficient to carry out responsibilities associated with managing tenant relations, handling property maintenance and repairs, collecting rent, screening tenants, and ensuring legal compliance.

☒ Property management staff have undergone training, including fair housing training.

☒ Property manager, or designated responsible point person, will be registered as an emergency contact with Building Inspection and will respond in a timely and sufficient manner to inquiries, concerns or complaints from tenants, neighboring properties and City of Madison law enforcement, legal counsel, building inspection and civil rights officials

☐ The Applicant is not the sole or part owner of any property which is subject of an unresolved dispute, legal complaint or enforcement action involving agencies of city government.

☒ Rent increases will be limited to 2% annually for lease renewals.

☒ Non-renewal of leases will only be issued in response to serious lease violations or a repeated pattern of minor violations and will contain written notification to the tenant with an opportunity to appeal.

☒ Project will utilize a Tenant Selection Plan (TSP) and Affirmative Marketing Plan (AMP) that is consistent with the City of Madison TSP/AMP Standards for all units in the development throughout the period of affordability.

Sustainability & Resilience (new construction only)

☒ Project has enrolled in Focus on Energy's Income-Qualified Housing (IQH) Track (Energy Design Assistance) to obtain an analysis of the proposed project that will identify energy efficiency strategies and financial incentives.

Sustainability & Resilience (rehab proposals only)

☐ Project has obtained an Energy Audit to identify energy efficiency strategies, financial incentives, and rebates.

OR

As a non-traditional multifamily building (cooperative or SROs), the Project has consulted with the City of Madison Office of Sustainability to explore the most appropriate building evaluation and energy efficiency prioritization options.

☐ If present, the Project will replace all knob and tube wiring.

☐ If present, the Project will replace all wood, propane, or oil heating systems with high-efficiency gas or electric heating systems.

☐ Project will replace all non-LED lightbulbs with LED bulbs.

Design & Accessibility

☒ The Project will meet all applicable City of Madison minimum housing standards and building codes.

☒ (new construction only) The Project will ensure that all common spaces, offices, and areas accessible to tenants, including first floor units and elevator accessible units, are fully visitable.

☒ (new construction and serves families) The Project will include at least one on-site play space for children, either indoor or outdoor, unless deemed infeasible due to site constraints.

Development Team & Financing

☒ The Project proposes to use realistic and feasible sources of funding in its financial model.

☒ The Project capital budget and scope of work is based on sound cost projections.

☒ The Project's operating budget includes a complete list of reasonable expenses, including property management and adequate cash flow over the period of affordability.

☒ The Applicant's team members will play active roles in all aspects of the development process.

Preferences Summary

Mark a summary selection of the RFP preferences you are committing to as part of this application, above and beyond baseline RFP requirements. You will have the opportunity to further describe your commitments in subsequent application questions.

Geographic Preferences

☒ Proposal is located within Preferred TOD area.

☒ Proposal has excellent proximity to amenities such as employment, grocery stores, health facilities, schools, childcare facilities, and parks.

Unit Mix & Affordability

☒ Project is electing permanent affordability.

Property Management

☒ Property management has experience working in the Madison affordable housing market.

☒ Property management has experience engaging with community organizations that provide outreach and services to households facing barriers to housing and are at least likely to apply.

Sustainability & Resilience

☒ (new construction) Project will select energy efficiency options that will yield at least 20% projected Energy Use Intensity (EUI) savings over baseline energy code.

☒ Will use ENERGY STAR certified appliances, equipment, and materials.

☒ HVAC system and appliances will be fully electric.

☐ Proposal includes photovoltaic array

☒ Proposal optimizes building design to accommodate maximized future photovoltaic capacity (e.g. solar ready for photovoltaic expansion)

☐ Proposal includes additional energy efficiency, renewable energy, and/or decarbonization features that exceed minimum requirements, such as EV charger installation, etc.

Sustainability & Resilience – Rehab Only

☐ Project will insulate and air seal attic at R-49

☐ Project will achieve an air infiltration (ACH50) rate of 3.

☐ Project will insulate wall cavity at R-20.

☐ Project will install or replace fans with a minimum of 50 CFM in bathrooms and 300 CFM in kitchens.

☐ Project will install ducted air source heat pumps.

☐ Project will obtain a more in-depth energy assessment, such as an ASHRAE Level 2 Analysis.

Design & Accessibility

☒ Proposal incorporates universal design guidelines to the greatest extent possible.

☒ Proposal exceeds minimum code requirements of a percentage of units classified as Type A units, or Type B units convertible to Type A.

☐ (rehab only) The Project will make all common spaces, offices, and areas accessible to tenants, including first floor units and/or elevator accessible units, will be fully visitable.

☐ (rehab only & serves families) The Proposal will add on-site play space for children, either indoor or outdoor.

Development Team & Financing

☐ Proposal provides minimum 24% stake in all aspects of the development for emerging developers and/or ACRE graduates

☒ Proposal is from a non-profit entity, currently providing services or development within the Madison community

Overview

1. Describe the following aspects of the proposed development:

Type of Construction: ☒ New Construction ☐ Rehab

Type of Project: ☒ Family ☐ Senior

☐ Rental Cooperative

Are you proposing to acquire property?

☐ Yes ☒ No

Total number of units: **14**

Total number of affordable units (≤60% AMI): **14** Percentage of units that are affordable (≤60% AMI): 100%

Total amount of AHF requested per affordable unit: **$268,493**

2. Period of Affordability Commitment:

☒ Permanent Affordability (electing waiver of shared appreciation in long-term deferred note)

☐ 40 years – Baseline requirement

3. Provide a brief overview of the intent of your proposal. Why are you proposing this specific development? What aspects of your proposal do you consider to be unique and creative components that advance goals of the City's guiding policy documents (pg. 6 of RFP)?

The intent of this proposal is to preserve and expand affordable housing opportunities on Madison's Isthmus while preventing the displacement of long-term residents and maintaining the historic character and diversity of the Marquette neighborhood. Common Wealth Development (CWD) acquired the property in 2025 after a former affordable single-room occupancy (SRO) housing site on the parcel closed due to unsafe structural conditions. Given the property's longstanding role in serving low-income residents, the proposed redevelopment will build upon that legacy by accommodating more residents than the previous structure and providing long-term housing stability through independent, permanently affordable housing for low- to moderate-income residents.

Located in a high-opportunity area with strong walkability and access to transportation, employment, education, and neighborhood amenities, the project advances equitable access to stable, affordable housing in one of Madison's most amenity rich neighborhoods.

A unique component of the proposal is its commitment to maintaining affordability within Madison's urban core, where rising housing costs continue to limit access for lower-income households. The Marquette neighborhood has experienced steady appreciation and a gradual loss of naturally occurring affordable housing, making the preservation of affordable units increasingly difficult. In this context, the proposed development represents a rare opportunity to secure long-term affordability in a high-demand neighborhood.

Creatively, the proposal utilizes a micro-infill approach to increase residential density without requiring large-scale redevelopment or disrupting the historic low-scale character of the surrounding neighborhood. Rather than replacing the site with market-rate housing, the project builds upon the historic mission of the former SRO by extending it into permanently affordable independent housing opportunities for low- and moderate- income residents in a rapidly tightening housing market.

The project advances the goals of the City's Housing Forward initiative through the creation of new housing units with long-term affordability protections. The permanent affordability of the development supports boarder city goals related to reducing displacement, addressing residential segregation, and enabling residents across a wider range of incomes to live in high-opportunity neighborhoods.

The proposal also aligns with the goals of Dane Forward through its emphasis on racial equity, community stability, and inclusive development. By preserving affordability in a centrally located, downtown adjacent neighborhood, the development seeks to foster deep rooted community connection, housing stability, and equitable access to the urban core resources.

Consistent with Imagine Madison, the proposal respects the site's future land use designation by introducing appropriately scaled residential density within an established low- to medium-residential and mixed-use neighborhood context. The redevelopment supports continuity with the surrounding urban fabric while improving the quality, safety, and functionality of the current site.

Finally, the proposal advances the City's Sustainability Plan by concentrating new housing within a highly walkable, transit accessible area. Increasing density in a sustainable transportation corridor supports reduced reliance on private vehicles, while promoting walkability, transit use, and environmentally sustainable living patterns.

4. Describe how this development fills gaps or addresses barriers that are otherwise not being addressed:

This development addresses a critical gap in the availability of affordable housing within high-opportunity, complete neighborhoods – areas that provide strong access to economic mobility, services, and daily necessities. Currently, low- to moderate-income households are systematically excluded from these areas due to market trends and development patterns that prioritize luxury units over affordability.

In Madison, particularly on the isthmus where the development is proposed, recent housing growth has largely consisted of high-end developments such as Livingston Place Apartments, The Irwin, and Williamson Place. These developments command rents that are out of reach for many working households, reinforcing a pattern where lower-income residents are displaced to the city's periphery. This produces a spatial imbalance where access to employment, services, and amenities remains concentrated in central neighborhoods, while affordable housing opportunities are increasingly displaced to the urban fringe.

For low- to moderate-income households, especially those with limited or unreliable access to vehicles, this displacement significantly reduces access to employment opportunities, healthcare, childcare, and other essential services. These challenges are compounded for workers with nontraditional or inflexible schedules, such as second- or third-shift employees, who face additional transportation constraints. At the household level, placement to the urban fringe also lengthens distances to schools, community resources, and support networks that are more readily available in central, complete neighborhoods.

This proposal directly responds to these unmet needs by providing affordable housing within a high-opportunity, well-connected neighborhood. This location will reduce transportation barriers, increase proximity to jobs, opportunities, and essential services, and support greater economic stability and upward mobility for households underserved by the housing market.

5. Describe the potential financial risks associated with this development, and how you plan to proactively address those risks:

This development faces financial risks common to affordable housing projects, particularly those located in high-opportunity areas with elevated land, construction, and operating costs.

One primary risk is cost escalation, including increases in construction materials, labor, and financing costs. These pressures are especially pronounced in strong real estate markets, where competition for contractors and limited supply can drive prices upward. To mitigate this risk, the project will maintain both hard and soft cost contingencies and engage a general contractor early to improve cost certainty during design development. The development team also intends to secure a Guaranteed Maximum Price (GMP) contract, which caps construction cost exposure and transfers overrun risk to the contractor. Where necessary, the project will use targeted value engineering to adjust non-essential design elements while preserving long-term durability and housing quality.

Moreover, funding uncertainty, particularly reliance on layered financing sources such as public subsidies, grants, and tax credit equity, poses additional financial risk. Reductions or gaps in funding awards could affect project timing or feasibility. To mitigate this risk, the development team will pursue multiple funding sources at various stages of the project and structure applications so that earlier awards help secure subsequent funding commitments. The team will also maintain strong relationships with local and state funding partners and align the project with current housing and equity priorities to improve the likelihood and consistency of funding awards. More specifically, the project will be designed to closely match the scoring criteria and policy priorities of key funders, strengthening competitiveness, and reducing the risk of funding shortfalls.

Another consideration is long-term operating sustainability, including rising maintenance, insurance, and utility costs. The project addresses this risk through durable, low-maintenance building systems and incorporating energy-efficient design features intended to reduce long-term utility consumption and operating expenses. These design decisions are paired with structured replacement reserves and ongoing financial monitoring to ensure the property can meet future capital and operating needs without compromising affordability or service levels.

Location / Geographic Eligibility

6. Address of Proposed Site: **215 S Baldwin St, 221 S Baldwin St & 1312 E Wilson St, Madison, WI 53703**

7. In which areas on the Affordable Housing Targeted Area Map is the site located? Select all that apply.

- [x] Preferred TOD Area
- [ ] Eligible Core Transit Area
- [ ] Preservation & Rehab Area
- [ ] Limited Eligibility Area

8. Neighborhood the site is located in: Marquette

9. Date Site Control Secured: 3/17/2025

10. Explain why this site was chosen. How does it align with the Program Goals and Objectives (pg. 6 of RFP), and how will it benefit residents living in this location?

This location was selected to continue and build upon the long-standing legacy of nonprofit, mission-driven housing within the Marquette neighborhood and the broader Williamson Street–South Baldwin Street corridor. The site is part of a historic continuum of supportive housing activity associated with the St. Vincent de Paul's men's program, which operated on the current site from the 1970s through the early 2020s. That program provided low-barrier emergency and transitional housing for men experiencing homelessness, serving as a critical stabilization resource within central Madison.

Over time, the existing structures reached end-of-life, creating an opportunity to reimagine the site in a way that preserves its housing mission while responding to contemporary needs for permanent, deeply affordable housing. This redevelopment allows the project to transition the site from a short-term, congregate shelter model to long-term independent housing, while maintaining its identity as a place rooted in housing stability and social support.

The decision to redevelop in place also reflects a land-use efficiency rationale. Located in the Marquette neighborhood, the site offers direct access to downtown employment centers, schools, healthcare services, and essential community amenities. It is also well served by major transit routes and is highly walkable, supporting residents who rely on transit, biking, or walking for daily mobility.

The project directly advances program goals by increasing the supply of permanent affordable housing in a central location where housing cost pressures have continued to displace low- and moderate-income residents.

11. If the site is in a Limited Eligibility Area, describe how the relevant concerns will be addressed:

The site is not in a limited eligibility area. It is located within a preferred transit oriented development area.

12. Identify the distance from the proposed site to the nearest of the following amenities. Use MMSD's Find My School as the closest school is not always assigned.

Type of Amenity	Name of Facility	Distance from Site (in miles)
Full Service Grocery Store	Willy Street Co-Op East	0.20
Public Elementary School	Marquette Elementary Scool	0.40
Public Middle School	Georgia O'Keeffe Middle Schgool	0.40
Public High School	East Madison High School	1.1
Full Service Medical Clinic or Hospital	UW Health Union Corners	1.2
Public Library	Madison Public Library	1.6
Public Park with playground equipment or athletic facilities, or hiking/biking trail	Morrison Park	0.5
Job-Training Facility, Community College, or Continuing Education Programs	Job Employment & Training Services	1.3
Childcare	Tenney Preschool and Childcare	0.4

Planning Principles & Plan Consistency

13. Current zoning of the site: NMX and TR-C4
Generalized Future Land Use designation of the site: Low Density Residiential

14. Will the proposed development need a Zoning Map Amendment and/or a Conditional Use Permit?

☒ Zoning Map Amendment ☐ Conditional Use Permit ☐ To be determined ☐ Not Applicable

15. Describe the proposed project's consistency with the land use recommendations and goals and objectives of relevant Plans, including the Imagine Madison, Area Plans, the Generalized Future Land Use Map, and any other relevant Planning documents:

The proposed development is strongly aligned with the goals, recommendations, and policy direction of the City of Madison Comprehensive Plan, Imagine Madison, and the Generalized Future Land Use Map. The project advances these frameworks by expanding affordable housing opportunities within an established, transit-served, highly walkable, and amenity-rich neighborhood on the Isthmus.

With respect to the Comprehensive Plan, the proposal supports Strategy 2 by expanding the diversity of housing types, sizes, and affordability levels. The development includes a 14-unit multifamily building with a mix of studio and one-bedroom apartments, serving low- and moderate-income workforce households. The project also advances Strategy 3 by increasing the overall housing supply, replacing a temporary congregate housing model that reached the end of its functional life with permanently affordable residential units that support long-term housing stability.

Most notably, the proposal supports Strategy 4 by integrating lower-cost housing into a complete neighborhood. The Marquette neighborhood is one of Madison's most walkable and amenity-rich areas, with direct access to public transit, employment centers, schools, parks, healthcare services, grocery stores, and community resources. The site's proximity to transit provides convenient connections across Madison, with especially strong access to downtown and the East Sude, supporting residents' access to economic mobility opportunities.

Studies in transportation accessibility research show that even moderate increases in transit travel time substantially reduce the number of jobs realistically obtainable from a given origin, due to the cumulative effects of route structure, wait times, and transfers (Where the Jobs Are: Employer Access to Labor by Transit, Tomer, 2012, Brookings Institution). As such, locating affordable housing in central, transit-accessible neighborhoods helps reduce transportation barriers and supports more reliable access to employment. This improved accessibility can contribute to greater job stability and retention among low- and moderate-income households.

With respect to the Generalized Future Land Use Map, while the proposal introduces a low- to medium-density residential development within a primarily low-density block, the scale and character of the project are consistent with the evolving urban form of the Williamson–Marquette corridor. The redevelopment reflects broader City policy direction supporting infill development, anti-urban sprawl formation, increased housing production, transit-oriented development, and more sustainable land use patterns.

Overall, the project reflects the intent of Imagine Madison by preserving affordability, promoting transit use, and advancing environmentally sustainable development patterns. Planning literature commonly defines a ¼-mile buffer around bus stops as the primary walkable catchment area for transit access, with a ½-mile buffer often used as a broader service range. The site is located within a ¼-mile of Williamson Street transit routes and within a ½-mile of East Washington Avenue transit corridors. Importantly, the Marquette neighborhood already contains the built infrastructure that supports transit-oriented living, including continuous sidewalks, high intersection density, mixed land uses, and strong pedestrian connectivity, which collectively make transit use feel more natural and integrated into daily life for residents. Research shows that transit ridership is higher in more walkable environments, and that built environment factors such as sidewalk connectivity, density, and land use mix significantly increase transit use (Ryan & Frank, 2009, Pedestrian Environment and Transit Ridership). As such, the site's surrounding built environment supports lower-carbon outcomes.

16. Briefly detail staff comments during your pre-application meeting with City of Madison Planning and Zoning staff and at Development Assistance Team. How have you adjusted or refined your proposal in response? If Development Assistance Team is not required, please enter "N/A."

During the pre-application meeting with City of Madison Planning and Zoning staff and the Development Assistance Team, CWD presented two conceptual development renderings for the site: a 14-unit and a 17-unit residential building, each with ground-floor space for property management. Staff indicated that both concepts are likely admittable from a zoning and land use perspective, noting that residential development at a low-moderate level is feasible and appropriate for the Baldwin-Wilson block.

Planning staff advised that the proposed development would require a rezoning to Neighborhood Mixed-Use (NMX) and consolidation of the three existing parcels into a single development parcel. And while staff recognized that the proposal is not irrefutably consistent with the current Future Land Use Map designation, the site's proximity to East Washington Avenue, along with access to bicycle and trail infrastructure and Bus Rapid Transit (BRT) service, are mitigating factors that support consideration of the request.

In support of the project, City staff further noted that buildings up to three stories and 24 dwelling units are permitted within the proposed zoning district, demonstrating strong feasibility to add a 14-unit mixed-use development on parcel. Additional guidance focused on compliance with NMX standards, including setbacks, lot coverage, and commercial frontage requirements. Specifically, staff advised that at least 50% of the ground-floor commercial frontage should face the primary street, bicycle parking be provided at a rate of one stall per unit plus two additional stalls for staff, and lot coverage should not exceed 75%.

In response to staff feedback, CWD continues to refine the site plan and building layout to better align with NMX development standards. Since the pre-application meeting, CWD has elected to advance the 14-unit concept based on project-specific design, financing, and operational considerations. The development team will continue to refine the proposal as it moves through the entitlement process.

During discussions regarding project financing, staff also encouraged the development team to present a realistic funding request that accurately reflects the full cost of constructing and maintaining long-term affordable housing.

17. Enter the site address(es) of the proposed development and complete rows for each site:

	# of Units Prior to Purchase	# of Units Post-Project	# Units Occupied at Time of Purchase	# Business or Residential Tenants to be Displaced	Current # of Units Accessible	Number of Accessible Units Post-Project	Current Appraised Value (Or Estimated)	Appraised Value After Project Completion (Or Estimated)	Purchase Price
Address:	221 South Baldwin St, 215 S Baldwin St & 1312 E Wilson St, Madison WI 53703								
	2	14	0	0	0	1	$650,000	$5,200,000	*$650,000 (all 3 buildings)
Address:									
Address:									

For units currently occupied and identified as potentially displaced above, describe the relocation requirements, plan, and assistance that will be implemented:

The site is currenely inhabitable and unoccupied; development will not cause resident displacement.

18. Describe the existing use of the site and identify if a Phase I Environmental Site Assessment has been completed. Identify any environmental remediation activities planned, completed, or underway, and/or any existing conditions of environmental significance:

The existing three buildings on the site, located on separate parcels, are currently vacant and no longer suitable for residential occupancy due to significant structural and building system deficiencies. As a result, the development team is pursuing full-site demolition and redevelopment. A Phase I Environmental Site Assessment has been completed for the site and identified only minimal environmental concerns associated with the existing improvements. Demolition planning is underway, and the project team is currently evaluating contractor bids to identify the most cost-effective and feasible approach.

The assessment identified two existing cisterns located in the rear yards of 215 S Baldwin Street and 1312 E Wilson Street. In addition, asbestos-containing window materials were identified at 221 S Baldwin Street.

To further evaluate demolition-related environmental conditions, the development team commissioned a comprehensive hazardous materials survey for all three buildings to identify any additional asbestos-containing materials, lead-containing materials, or other hazardous building components requiring special handling. Based on the findings, the team has contracted with TRC to coordinate the required abatement work through qualified subcontractors prior to demolition. This approach is intended to ensure that all identified materials are effectively managed and removed in accordance with applicable regulatory requirements before redevelopment proceeds.

Unit Mix & Affordability

19. Provide the following information for your proposal. If this is a scattered site or phased proposal, list each address or phase in its own table by attaching additional pages.

ADDRESS #1:		**215 S Baldwin St, 221 S Baldwin St & 1312 E Wilson St, Madison, WI 53703**									
		# of Bedrooms					**Projected Monthly Unit Rents, Including Utilities** **Utilities included:** ☒ Water/Sewer ☐ Electric ☐ Gas ☒ Free Internet In-Unit ☐ Washer/Dryer ☐ Other: _____				
% of Area Median Income (AMI)	**Total # of units**	**# of Studios**	**# of 1 BRs**	**# of 2 BRs**	**# of 3 BRs**	**# of 4+ BRs**	**UA Studio:** $116 **$ Rent Studios**	**UA 1 BR:** $133 **$ Rent 1 BRs**	**UA 2 BR:** $ **$ Rent 2 BRs**	**UA 3 BR:** $ **$ Rent 3 BRs**	**UA 4 BR:** $ **$ Rent 4 BRs**
≤30%	0	0	0	0	0	0					
40%	0	0	0	0	0	0					
50%	3	3	0	0	0	0	1069				
60%	11	6	5	0	0	0	1152	1349			
Affordable Sub-total	**14**	**9**	**5**	**0**	**0**	**0**					
80%	0	0	0	0	0	0					
Market*	0	0	0	0	0	0					
Total Units	**28**	**18**	**10**	**0**	**0**	**0**	Notes/Utility Allowance Assumptions: Utilities Allowance Used: ☒ CDA ☐ DCHA				

*40% = 31-40% AMI; 50% = 41-50% AMI; 60% = 51-60% AMI; 80% = 61-80% AMI; Market = >81% AMI.

Property Management

20. Describe how property management will be administered at the property. How it will be ensured that all federal, state and local laws, including but not limited to the Fair Housing Act, will be applied. If using a property management company, describe the entity's experience with the unique needs of the Madison affordable housing market.

Property management for the development will be administered directly by Common Wealth Development (CWD), which will oversee all day-to-day operations of the property, including leasing, tenant relations, maintenance coordination, financial management, and regulatory compliance. On-site property management staff will be available Monday through Friday, 9:00 AM-5:00 PM, to implement operational procedures and serve as the primary point of contact for residents.

Compliance with all applicable federal, state, and local requirements will be ensured through established internal policies, staff training, and ongoing oversight by CWD. This includes adherence to Fair Housing Act requirements, Wisconsin landlord-tenant law, City of Madison housing and building codes, and all applicable affordability and reporting obligations. CWD will maintain standardized compliance procedures, including documented lease protocols, income certification processes, maintenance tracking systems, and periodic internal reviews to ensure consistent compliance across all regulatory frameworks. Staff also participate in mandatory biannual training.

Notably, CWD has extensive experience managing affordable housing properties in the Marquette neighborhood and throughout Madison. Property management staff are currently based at 1501 Williamson Street, with additional operations at Yahara Riverview Apartments on the Isthmus and periodically at The Alliance at Meadowood Apartments in Southwest Madison. This established local presence ensures responsive on-site management and continuity of services. Collectively, these operations reflect more than 40 years of experience in the development, ownership, and management of affordable housing.

21. Describe the affirmative marketing strategy to engage target populations. Have you engaged with community organizations that provide services to historically peripheralized households in development of this proposal?

CWD's affirmative marketing strategy is designed to proactively reach households in the lowest three income quintiles across Madison through a multi-prong approach that combines internal housing pathways, service-provider referrals, and partnerships with trusted community-based organizations.

First, CWD will prioritize housing continuity for current residents living at "Falconer," CWD's existing property located at 1001–1007 Williamson Street, in anticipation of the proposed Baldwin-Wilson Development. CWD operates eight housing units at the Falconer site and plans to redevelop the property in the near future to accommodate over 30 units. Existing households will be informed early and regularly about redevelopment plans associated with the Baldwin-Wilson Development, allowing ample time for planning and minimizing the risk of displacement. Where eligible, current Falconer residents will receive priority access to the new units. This approach is intended to preserve housing stability and ensure continuity of residency throughout the redevelopment process.

CWD will also leverage its existing service-based housing partnerships to support targeted outreach and referrals. This includes coordination with The Road Home through the Housing and Hope program in the Meadowood neighborhood, where participating families may be referred to vacant units as part of ongoing housing stability planning. In addition, our tenants in the Meadowood neighborhood, Early Childhood Initiative and Joining Forces for Families, will be informed of housing opportunities through established networks.

Finally, CWD will engage culturally specific community organizations to ensure outreach is trusted, accessible, and responsive to resident needs. Collaborations with organizations such as Urban League of Greater Madison, Centro Hispano of Dane County, Unidos Against Domestic Violence, The Hmong Institute, and the Southeast Asian Healing Center will support culturally and linguistically appropriate communication. These partners may also assist households facing language barriers or limited familiarity with housing systems. Together, this multi-channel approach ensures that marketing is not only broad in reach but also grounded in existing relationships.

Sustainability & Resilience

22. Briefly describe in what ways the project will incorporate sustainability, energy efficiency, decarbonization/electrification, and/or green building design:

CWD will pursue Wisconsin Green Built Homes certification, establishing a clear performance framework from the outset of design. The certification requirements will guide envelope design, mechanical systems, material choices, and construction quality standards.

The building will be designed to meet or exceed 20% energy savings per the 2021 International Energy Conservation Code (IECC). Key strategies include:

- High-performance building envelope: The project will incorporate enhanced insulation levels, a continuous air barrier targeting ≤3.0 ACH50, and high-performance windows with a U-factor of 0.25 or better to minimize heat loss and reduce overall energy load.
- High-efficiency mechanical systems: All 14 residential units and the ground-floor property management office will be served by energy recovery ventilation (ERV). Final HVAC system selection will be determined during design, prioritizing high-efficiency and electric-ready equipment.
- High-efficiency lighting: All communal areas, residential units, and exterior spaces will utilize 100% LED lighting throughout
- Electric vehicle readiness: The project will accommodate EV charging infrastructure in the surface lot parking area.
- Cool Roof: The project will incorporate a high-albedo (reflective) roofing surface to reduce solar heat gain, lower cooling demand, and extend roof lifespan.

An energy consultant will be engaged at project initiation to develop an energy model during schematic design, confirm that performance targets are being met, and identify additional cost-effective efficiency measures prior to the finalization of construction documents. This approach supports the City of Madison's climate goals while reducing long-term utility costs for affordable housing residents.

23. If applicable, describe below any renewable energy systems to be included in the development:

CWD is currently engaged in an energy efficiency consultation to evaluate opportunities to reduce energy consumption and environmental impact. The development is being designed to accommodate future rooftop solar panels and prioritize electric building systems where feasible, reducing reliance on fossil fuels. The results of the assessment will help inform the renewable energy and energy efficiency measures ultimately incorporated into the project.

24. Size of solar array commitment (in Kw), if applicable: **TBD**

25. Indicate sustainable design features and equipment included in the proposed development that will help to reduce fossil fuel consumption, achieve decarbonization, and improve air quality:

Sustainability Design Features & Equipment	YES	Comments
a. Air-source or ground source heat pumps	☐	
b. Full electrification of all appliances and HVAC systems	☒	
c. Electric or heat-pump water heaters	☒	
d. Electric stoves	☒	
e. Installed EV charging station(s)	☒	
f. Battery storage	☐	
g. Solar ready for future photovoltaic installation	☒	
h. Other:	☐	
i. Other:	☐	

26. Parking:

Total number of parking stalls:	5
i. Underground/Wrapped/Podium stalls	0
ii. Surface stalls	5
Parking ratio	5:14
Monthly parking cost	$45.00
Will parking cost vary by AMI level	☐ Yes ☒ No

Rehabilitation Proposals

The following questions are for rehabilitation proposals only. Please enter "N/A" if this is not a rehabilitation proposal.

26. For rehab proposals, which of the following have been completed to determine the scope of work for this property so that it will meet the RFP requirements upon completion (including minimum housing code, rehabilitation standards, lead based paint & asbestos abatement, etc.)? Note: All outstanding Building Code violations on file with the City Building Inspection Unit must be incorporated into the preliminary scope of work attached and submitted with this application.

- ☐ Self-performed Minimum Housing Code Inspection
- ☐ General Contractor Cost Estimation
- ☐ Property Purchase Inspection
- ☐ Capital Needs Assessment

27. For rehab proposals, please describe the extent of the scope of work (e.g., minor, moderate, major/gut rehab). If proposal includes rehabilitation of occupied properties will be phased over more than a year, please describe the phasing plan.

N/A

28. For rehab proposals with potential existence of Lead Based Paint, was the property constructed before 1978? If so, will you assume Lead Based Paint or obtain a Lead Based Paint Risk Assessment?

N/A

29. For rehab proposals with potential existence of Asbestos, will rehab activities disturb any asbestos containing materials? If so, have you obtained an Asbestos Pre-Renovation Risk Assessment?

N/A

Design & Accessibility

30. If applicable, describe interior common area amenities that will be available to tenants and guests (e.g., community room(s), lounges, play spaces, exercise room, business center, etc.):

Under the proposed 14-unit model, the development would include:

- An exercise room (699 sq feet)
- A property management office (2,539 sq feet)
- A lobby / mail room (727 sq feet)

31. If applicable, describe exterior amenities that will be available to tenants and guests (e.g., community gardens, patio, green space, etc.):

The development will include five on-site parking spaces. While this results in a near 1:3 ratio, the site's location within the urban core and a transit-oriented development (TOD) corridor, including access to Madison Metro Transit and Bus Rapid Transit (BRT) service, supports reduced reliance on private vehicles. To further support multimodal transportation, the development will provide bicycle parking at a 1:1 ratio to residential units, ensuring adequate storage for residents.

The project also incorporates an outdoor shared green space located in the northeast corner of the parcel. The green space will function as a small-scale community amenity to encourage resident interaction and outdoor use. Planned features include outdoor seating areas or picnic tables, a community grill, native landscaping, and low-level lighting to support evening use.

The development team is also exploring incorporating a mural on the exterior building facade. One location under consideration is the wall adjacent to the resident parking area and pedestrian pathway, creating a visual focal point for residents and visitors entering the site. Another option is the facade facing East Wilson Street, which would enhance the streetscape experience along this corridor.

32. If applicable, to what extent will the project incorporate universal design guidelines and accessibility features? (E.g., % of units, common spaces, etc.)

CWD intends to incorporate universal design standards into dwelling units to the greatest extent feasible. Where practicable, unit layouts will include adequate maneuvering clearances in kitchen areas to support accessibility and ease of use. In addition, 100% of common areas will be designed to be accessible while remaining functional, welcoming, and comfortable for all residents.

26. Describe the development team's approach to inclusion of art and/or other cultural infrastructure in this development:

The development team views art and cultural infrastructure as important components of creating a welcoming, community-oriented living environment that reflects the neighborhood's character, diversity, and history.

One proposed feature includes a large-scale exterior mural integrated into the building facade. Potential locations under consideration include the wall adjacent to the resident parking and pedestrian entry area, as well as the East Wilson Street-facing elevation, where the artwork would contribute to the public streetscape and reinforce neighborhood identity. The mural would be developed in partnership with local artists.

Development Team & Financing

27. Briefly describe your experience developing multifamily housing for low-income households. Include your experience obtaining and implementing any other federal, state, municipal, and private financing sources

Since its founding in 1979, CWD has developed and preserved affordable housing for low-income households through both new construction and rehabilitation projects. The organization has delivered two new affordable housing developments totaling 71 units and rehabilitated 24 properties totaling 89 units. All projects have been developed by CWD staff and remain under CWD management as permanently affordable housing, demonstrating a long-term commitment to housing preservation and affordability.

CWD's recent construction project, The Alliance at 5802 Raymond Road, was completed in 2021 and includes 11 permanently affordable housing units and an office suite serving community-focused organizations. The project was financed through a combination of HOME funds, Dane County loans, and community bank financing.

Yahara River View Apartments, completed in 2003, added 160 permanently affordable housing units and remains the largest affordable housing development on the Isthmus. Financing includes Low-Income Housing Tax Credits (LIHTC), WHEDA loans, and Affordable Housing Program (AHP) funds.

CWD also has extensive experience preserving affordable housing through rehabilitation, including 47 units across properties at 1518, 1528, and 1538 Jenifer Street, as well as The Alliance. These projects were financed through HOME funds, AHP funds, and community bank financing.

Through these developments and preservation efforts, CWD has successfully secured and administered a wide range of federal, state, local, and private financing sources, including HOME funds, LIHTC, WHEDA financing, AHP funds, Dane County loans, and conventional lending. This experience demonstrates CWD's capacity to structure and implement complex financing packages while ensuring long-term affordability.

28. Identify all key roles in your project development team, including any co-developers, property management agent, architect, general contractor, legal counsel, and any other key consultants as applicable, if known.

Contact Person	Company/Organization	Role in Development	E-mail	Phone
Justice Castañeda	CWD	Executive Director	justice@cwd.org	6085350197
Stefan Davidson	CWD	Finance Director	stefan@cwd.org	6085160872
Evelyn Betts	CWD	Real Estate Development Coordinator	evelyn@cwd.org	6085165760
Summer Mitchell	CWD	Real Estate Development Coordinator	summer@cwd.org	6086207934
Kelly Cochran	CWD	Housing Director	kelly@cwd.org	6085169443
Kevin Burow	Knothe & Bruce	Architect	kburow@knothebruce.com	6082708125
Lauren Lofton	Bardston LLC	Legal Counsel	llofton@bardston.com	6082130535

29. For the following development team roles, please identify the number and/or percentage of women and persons of color employed by that company or organization as well as the total employees for each firm.

		BIPOC		Women		Total Employees
Company	Role in Development	#	%	#	%	#
CWD	Developer	12	46%	15	58%	26
	Co-Developer	n/a	n/a	n/a	n/a	n/a
	Co-Developer	n/a	n/a	n/a	n/a	n/a
	General Contractor	n/a	n/a	n/a	n/a	n/a

CWD	Property Manager	3	60	4	80	5
Knothe & Bruce	Architect*	4	12	11	32	34

*if applicable

30. Describe the project's organizational ownership structure.

This project will be 100% owned and operated by Common Wealth Development, Inc. (CWD), a federally tax-exempt 501(c)(3) nonprofit organization. As the sole owner, CWD will maintain full legal, financial, and operational responsibility for the project, including governance, oversight, compliance, asset management, and long-term stewardship. The project will be managed in accordance with CWD's mission, policies, and procedures, under the direction of its Board of Directors and executive leadership.

31. Does this proposal have a non-profit lead applicant or codeveloper?

☒ Yes ☐ No

If yes, describe the purpose and mission of the organization as it relates to this proposal:

Common Wealth Development (CWD), the sole and lead nonprofit applicant, is dedicated to preserving and enhancing the vitality of neighborhoods in the Madison Metropolitan area. The organization's mission is to advance "healthy community and economic development" through a people-centered approach grounded in racial equity, housing stability, and community well-being.

In practice, CWD focuses on expanding access to safe, affordable housing and supporting long-term housing stability, social mobility, and economic opportunity.

The Williamson Street-Marquette corridor has a longstanding history as a diverse, mixed-use neighborhood shaped by residential, commercial, and community-serving uses, and it continues to support a range of household incomes through its varied housing types and urban character. This context supports continued reinvestment in community-oriented housing within an established urban neighborhood.

This proposal builds directly on that foundation by advancing CWD's mission through the expansion of permanently affordable housing in a transit-accessible, centrally located area. It supports housing stability through permanent affordability, deepens affordability by setting income-restricted rents at ½ to ¾ of maximum allowable levels, and promotes economic mobility through proximity to employment, services, and amenities in a well-connected urban neighborhood.

32. Is this proposal led or co-led by an emerging developer and/or ACRE grad as a development partner, codeveloper, employee, or internship opportunity?

☐ Yes ☒ No

If yes, describe the role in the development, such as if they will have a controlling interest, Right of First Refusal, or General Partner Purchase Option. Describe briefly the compensation structure, including percentage of the developer fee allocated. Describe the involvement in long-term ownership:

N/A

33. Describe the development team's experience in engaging with Black, Indigenous, Latinx, and/or other historically peripheralized (historically least likely to apply) populations in informing development proposals:

CWD's credibility within BIPOC and underserved communities is rooted in more than 40 years of experience in affordable housing development and property management in Madison. This long-standing presence is reflected in sustained demand for its housing portfolio, including waiting lists that exceed 100 households. This level of demand demonstrates that awareness of CWD's housing is primarily driven by community networks, resident referrals, and established relationships rather than formal advertising alone.

Importantly, inquiries regarding CWD housing come from across Dane County, not solely from residents within the Marquette neighborhood. This broader geographic reach reflects CWD's visibility and reputation throughout the region's affordable housing and service-provider networks, rather than localized awareness or neighborhood-based advantage.

In addition to this organic demand, CWD maintains active outreach and referral pathways through established service partnerships, including Housing and Hope and Joining Forces for Families, which connect households experiencing housing instability with available affordable housing opportunities. These partnerships ensure that households with the highest need across Madison are aware of and supported in accessing CWD housing resources.

Historically, for larger developments, such as Yahara River View Apartments, CWD has conducted community information and engagement events to increase awareness of housing opportunities. However, given the small scale of the proposed 14-unit development and CWD's established presence within Madison's affordable housing network, it is anticipated that demand will be strong and efficiently filled through a combination of existing community recognition, word of mouth, and formal referral partnerships.

34. Indicate acceptance of the standard loan terms for this proposal as described in Section 2 of the RFP.

☒ Yes, I confirm

35. Applicants requesting alternative loan terms and/or wishing to provide additional information regarding financing structure, detail below (including description and justification of the request):

N/A

36. For each development partner with any ownership interest in any project currently underway or completed, list the following information and provide a current status for the team member and/or any related entity, as applicable:

1. List any foreclosure, default, or bankruptcy within the past ten years.
2. List any litigation completed, pending, or underway in relation to any financing or construction project within the past five years.
3. List any Chronic Nuisance Abatement or Nuisance Case notifications issued by Madison Police Department and/or Building Inspection in the past five years
4. List any unresolved Building Inspection citations resulting in a Municipal Court Complaint in the past five years
5. List any litigation in the past five years with the City of Madison, including but not limited to Federal, State, or Municipal Court proceedings
6. List any litigation in the past five years in the State of Wisconsin, including but not limited to Federal, State, or Municipal Court proceedings

Not applicable to CWD.

Timeline

37. List the estimated/target completion dates, or actual completion dates where applicable, associated with the following activities. Reference Attachment A of the RFP for deadlines by which these activities must be completed. *N/A if proposed project is rehab not requiring land use approval.

Activity/Benchmark	**Estimated Date of Completion**
Draft Site Plan Ready to Submit to Dev. Assistance Team (DAT)*	6/5/2026
1st Development Assistance Team Meeting*	6/18/2026
1st Neighborhood Meeting*	6/25/2026
Submission of Land Use Application*	8/24/2026
Plan Commission Consideration*	10/19/2026
Urban Design Commission Consideration, if applicable*	N/A

Activity/Benchmark	Estimated Date of Completion
Complete Debt Financing	3/15/2027
Acquisition/Real Estate Closing	N/A
Rehab or New Construction Bid Publishing	4/1/2027
New Construction/Rehab Start	8/1/2027
Begin Lease-Up/Marketing	9/15/2027
New Construction/Rehab Completion/ Certificates(s) of Occupancy Obtained	10/1/2027
Complete Substantial Lease-Up	10/15/2027
Request Final AHF Draw	11/1/2027

References

38. Please list at least three municipal/financing references who can speak to work on similar developments completed by your team:

Name	Relationship	Email Address	Phone
Mark Kramer	Organizational Financial Contact	mkraemer@lakeridge.bank	6082235155
Lauren Lofton	Legal Counsel	llofton@bardston.com	6082130530
Linette Rhodes	Municipal Contact	lrhodes@cotyofmadison.com	6082619240

APPLICANT & PROJECT NAME: **Common Wealth Development, The Port**

2. 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: WHEDA	$ 1,123,600	N	6.90%	30	30	$88,800
Subordinate Loan-Lender Name:						
Subordinate Loan-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
FHLB-AHP Loan						
City Loan Request (AHF/HOME)	$ 3,758,902					
City-Loan HOME-ARP (Develoipment Funds)						
City-Loan Request (TIF)						
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Historic Tax Credit Equity						
Deferred Developer Fees	$ 258,000					
Owner Investment						
Other-Specify:						
Total Sources	**$ 5,140,502**					

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan-Lender Name: WHEDA	$ 1,123,600	8.00%	12
Bridge Loan-Lender Name:			
Historic Tax Credit Equity:			
Total	**$ 1,123,600**		

Remarks Concerning Project Funding Sources:

APPLICANT: **Common Wealth Development**

3. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	**Amount**
Land	$650,000
Existing Buildings/Improvements	$0
Other (List)	
	$0
Construction:	
Construction/Rehab Costs	$2,735,141
Construction Profit	$154,095
Construction Overhead	$54,703
General Requirements	$136,757
Construction Supervision	$0
FF&E/Personal Property	$5,000
Demolition	$200,000
Site Work	$0
Landscaping	$5,000
Letter of Credit/P&P Bond	$0
Construction Contingency	$329,070
Other (List)	
	$0
Architectural & Engineering	
Architect - Design	$110,000
Architect - Supervision	$10,000
Engineering	$50,000
Other (List)	
Hazardous Material plan	$20,000
Interim/Construction Costs	
Builder's Risk/Property Insurance	$35,000
Construction Loan Interest	$83,000
Construction Loan Origination Fee	$500
Real Estate Taxes	$10,000
Park Impact Fees	$0
Other Impact Fees	$0
Other (List)	
	$0
Financing Fees	
Cost of Bond Issuance	$0
Permanent Loan Origination Fee	$11,236
Credit Enhancement	$0
Other Permanent Loan Fees	$500
Soft Costs	
Appraisal	$6,000
Market Study	$7,000

<--- 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	$4,000
Survey	$10,000
Permits	$0
Lease-Up Period Marketing	$25,000
Accounting/Cost Certification	$0
Title Insurance and Recording	$5,000
Relocation	$0
FF&E	$0
Capital Needs Assessment (if rehab)	$0
Legal	$20,000
Other (List)	
Green Certification	$35,000
Fees:	
Bridge Loan Fees	$0
Organizational Fees	$0
Syndication Fees	$0
Total Development Fee	$0
Developer Overhead	$400,000
Other Consultant Fees	$0
Other (List)	
	$0
Reserves Funded from Capital:	
Lease-Up Reserve	$28,500
Operating Reserve	$0
Replacement Reserve	$0
Capital Needs Reserve	$0
Debt Service Reserve	$0
Escrows	$0
Other: (List)	
	$0
TOTAL COSTS:	**$5,140,502**

APPLICANT: **Common Wealth Development, Inc.**

4. 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	202,386	206,434	210,562	214,774	219,069	223,450	227,920	232,478	237,127	241,870	246,707	251,642	256,674	261,808	267,044	272,385
Less Vacancy/Bad Debt	10,119	10,322	10,528	10,739	10,953	11,173	11,396	11,624	11,856	12,094	12,335	12,582	12,834	13,090	13,352	13,619
Income from Non-Residential Use*		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	192,267	196,112	200,034	204,035	208,116	212,278	216,524	220,854	225,271	229,777	234,372	239,059	243,841	248,717	253,692	258,766
Expenses:																
Office Expenses and Phone		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Real Estate Taxes		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising, Accounting, Legal Fees	1,443	1,486	1,531	1,577	1,624	1,673	1,723	1,775	1,828	1,883	1,939	1,997	2,057	2,119	2,183	2,248
Payroll, Payroll Taxes and Benefits		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	6,910	7,117	7,331	7,551	7,777	8,011	8,251	8,498	8,753	9,016	9,286	9,565	9,852	10,148	10,452	10,766
Mtc, Repairs and Mtc Contracts	45,155	46,510	47,905	49,342	50,822	52,347	53,917	55,535	57,201	58,917	60,685	62,505	64,380	66,312	68,301	70,350
Utilities (gas/electric/fuel/water/sewer)	9,061	9,333	9,613	9,901	10,198	10,504	10,819	11,144	11,478	11,823	12,177	12,543	12,919	13,306	13,706	14,117
Property Mgmt	17,192	17,708	18,239	18,786	19,350	19,930	20,528	21,144	21,778	22,432	23,105	23,798	24,512	25,247	26,004	26,785
Operating Reserve Pmt		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	5,800	5,974	6,153	6,338	6,528	6,724	6,926	7,133	7,347	7,568	7,795	8,029	8,269	8,517	8,773	9,036
Support Services		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)																
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Operating Expenses	85,561	88,128	90,772	93,495	96,300	99,189	102,164	105,229	108,386	111,638	114,987	118,436	121,990	125,649	129,419	133,301
Net Operating Income	106,706	107,984	109,263	110,540	111,816	113,089	114,359	115,625	116,885	118,139	119,385	120,623	121,851	123,068	124,273	125,464
Debt Service:																
First Mortgage	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800
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
Total Debt Service	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800
Total Annual Cash Expenses	174,361	176,928	179,572	182,295	185,100	187,989	190,964	194,029	197,186	200,438	203,787	207,236	210,790	214,449	218,219	222,101
Total Net Operating Income	17,906	19,184	20,463	21,740	23,016	24,289	25,559	26,825	28,085	29,339	30,585	31,823	33,051	34,268	35,473	36,664
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	17,906	19,184	20,463	21,740	23,016	24,289	25,559	26,825	28,085	29,339	30,585	31,823	33,051	34,268	35,473	36,664
AHF City Interest Loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

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

DCR Hard Debt	1.20	1.22	1.23	1.24	1.26	1.27	1.29	1.30	1.32	1.33	1.34	1.36	1.37	1.39	1.40	1.41
DCR Total Debt	1.20	1.22	1.23	1.24	1.26	1.27	1.29	1.30	1.32	1.33	1.34	1.36	1.37	1.39	1.40	1.41

Assumptions

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

*Please list all fees (per unit per month) and non-residential income:

APPLICANT:

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	277,833	283,389	289,057	294,838	300,735	306,750	312,885	319,142	325,525	332,036	338,676	345,450	352,359	359,406
Less Vacancy/Bad Debt	13,892	14,169	14,453	14,742	15,037	15,337	15,644	15,957	16,276	16,602	16,934	17,272	17,618	17,970
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	263,941	269,220	274,604	280,096	285,698	291,412	297,240	303,185	309,249	315,434	321,743	328,177	334,741	341,436
Expenses:														
Office Expenses and Phone	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Real Estate Taxes	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising, Accounting, Legal Fees	2,316	2,385	2,457	2,530	2,606	2,684	2,765	2,848	2,933	3,021	3,112	3,205	3,301	3,401
Payroll, Payroll Taxes and Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	11,089	11,421	11,764	12,117	12,480	12,855	13,240	13,637	14,047	14,468	14,902	15,349	15,810	16,284
Mtc, Repairs and Mtc Contracts	72,461	74,634	76,873	79,180	81,555	84,002	86,522	89,117	91,791	94,545	97,381	100,302	103,311	106,411
Utilities (gas/electric/fuel/water/sewer)	14,540	14,976	15,426	15,889	16,365	16,856	17,362	17,883	18,419	18,972	19,541	20,127	20,731	21,353
Property Mgmt	27,588	28,416	29,268	30,146	31,051	31,982	32,942	33,930	34,948	35,996	37,076	38,188	39,334	40,514
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	9,307	9,587	9,874	10,170	10,475	10,790	11,113	11,447	11,790	12,144	12,508	12,883	13,270	13,668
Support Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	137,300	141,419	145,662	150,032	154,533	159,169	163,944	168,862	173,928	179,146	184,520	190,056	195,757	201,630
Net Operating Income	126,641	127,801	128,942	130,065	131,166	132,244	133,297	134,323	135,321	136,288	137,222	138,122	138,984	139,806
Debt Service:														
First Mortgage	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800
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	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800	88,800
Total Annual Cash Expenses	226,100	230,219	234,462	238,832	243,333	247,969	252,744	257,662	262,728	267,946	273,320	278,856	284,557	290,430
Total Net Operating Income	37,841	39,001	40,142	41,265	42,366	43,444	44,497	45,523	46,521	47,488	48,422	49,322	50,184	51,006
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	37,841	39,001	40,142	41,265	42,366	43,444	44,497	45,523	46,521	47,488	48,422	49,322	50,184	51,006
AHF City Interest Loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0

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

DCR Hard Debt	1.43	1.44	1.45	1.46	1.48	1.49	1.50	1.51	1.52	1.53	1.55	1.56	1.57	1.57
DCR Total Debt	1.43	1.44	1.45	1.46	1.48	1.49	1.50	1.51	1.52	1.53	1.55	1.56	1.57	1.57

Assumptions

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

Outlook

Fw: Your potential savings and incentives from Focus on Energy

From Evelyn Betts <evelyn@cwd.org>
Date Tue 6/2/2026 5:05 PM
To Summer Mitchell <summer@cwd.org>

From: no-reply@energydesignassistance.com <no-reply@energydesignassistance.com> on behalf of New Construction Online Tool <no-reply@energydesignassistance.com>
Sent: Tuesday, June 2, 2026 3:59 PM
To: Evelyn Betts <evelyn@cwd.org>
Subject: Your potential savings and incentives from Focus on Energy

focus on energy®
Partnering with Wisconsin utilities

As a Focus on Energy® customer, you have access to an array of exclusive products and services that can help you save energy, protect your budget, and make better energy decisions every day.

Thanks for your interest in Energy Design Assistance from Focus on Energy!

You submitted details about your **Baldwin-Wilson Redevelopment** project located at 221 S Baldwin St, Madison, WI 53703, USA.

Based on the provided details for your building, we have estimated your potential incentives and energy savings:

- Potential annual energy cost savings **up to $5,500**
- Payback period of **over 10 years**
- Potential incentive **up to $8,680**
- Potential emissions savings **up to 331 trees**

A Focus on Energy representative will contact you soon regarding next steps at the email address you provided.

Applicant: Evelyn Betts
Email: evelyn@cwd.org

If you need immediate assistance, please give us a call at 877.939.1873. For additional information on the program, visit this link.

Common Wealth Development Tenant Selection Plan

Property Name: Common Wealth Development
Property Address: 215 S Baldwin St – 221 S Baldwin St – 1312 E Wilson St,
Madison WI, 53703
Management Company: Common Wealth Development
Developer/Borrower: Common Wealth Development

Objective

This Tenant Selection Plan (TSP) has been developed by Common Wealth Development (CWD) to ensure compliance with applicable local, state, and federal requirements and to promote equitable access to affordable housing. The TSP will be made available to prospective applicants prior to the submission of an application.

Application Process

- All vacancies are filled on a first-come, first-served basis.
- Interested parties should contact a Common Wealth Development (CWD) Housing Specialist to schedule a showing.
- After the showing, an application will be provided to interested applicants. There is no application fee. Currently, applications are only available as hard copies and cannot be completed online.
- Once the application is completed and submitted, the unit will be held while the application is processed.
- TSP will utilize a wait list in the order of applications.

Screening Criteria

Age

- Applicants must be at least 18 years old. Full-time postsecondary students must not solely occupy a household.

Income

- Applicants must demonstrate gross monthly income of at least 1.5 times the rent.
    - If income is below this threshold, a co-signor with a gross monthly income of 3 times the rent is required.
- Gross annual income cannot exceed the current income limit for the unit.
- Subsidies and benefits are included in household income.
- Applicants with income below the minimum requirement cannot be denied if they can show paying a similar rent to income ratio over the past two years or possess a rent subsidy. Acceptable documentation includes letter(s) from prior landlords, bank statements, and rent receipts.

Credit

- No minimum required credit score.
- No credit is acceptable.
- Applicants may have no more than 5 accounts reported in collections in the past 12 months, excluding health related collections.

- Applicants must not have outstanding utility balances.

Rental History

General Requirements

- Applicants provide 2 years of housing history.
- If housing history is sporadic or unconventional, applicants must construct a housing timeline to the best of their ability.
- Former homeownership will be considered a positive reference if the property did not go into foreclosure.
- All rental history provided must be truthful and verifiable. Submitting false or misleading information will result in automatic denial.

Evictions

Applicants *will not be denied* based solely on the following:

- Eviction filings that were dismissed or resulted in a judgement in the applicant's favor.
- Eviction filings that were settled with no judgment or had a writ of recovery/stipulated dismissal.
- Judgments in favor of the landlord that occurred more than 2 years before the application date.
- Insufficient rental history, unless there is clear evidence that information was intentionally withheld in bad faith.

Conditions for Denial

An applicant *may be denied* for the following:

- Evictions within the past 12 months for non-payment of rent, unless the applicant is on a verifiable, current and active payment plan.
- Evictions due to behavioral issues that present acute and imminent danger to residents or property including acts of violence, drug manufacturing or distribution, or severe damage to property.

*These are only grounds for denial if the case was not dismissed by a judge.

Conviction History

Common Wealth Development acknowledges that housing is a basic need and human right and recognizes the systemic racism inherent in our criminal justice system and its disproportionate impact on people of color.
2 years of conviction history is required. Applicants *will not be denied solely* based on:

- An arrest that did not result in a conviction.
- Participation in a court-sanctioned diversion or deferral programs.
- Convictions for an offense that is no longer illegal in Wisconsin or the City of Madison.
- Vacated or expunged convictions.
- A conviction, determination, or adjudication within the juvenile justice system.
- Pending charges will not be taken into consideration, however, any convictions resulting from pending charges may affect future renewal offers.
- A conviction for any misdemeanor offense unless the conviction was substantially related to tenancy, but only if the conviction date was less than 2 years before the date of application.
- A Felony offense where the conviction date was less than 5 years from the date of application, unless the conviction is for an offense that has a "substantial relation to tenancy". A felony may serve as justification for denial only if the conviction date was less than 10 years from the date of application.

Automatic denials include:

- Sex offender registry
- Serious offenses related to violence, property destruction, or drug manufacturing.

Compliance and Protections

Compliance Adherence

Adhere to all federal, state, and local fair housing requirements and comply with all applicable laws and regulations, including but not limited to CDD program requirements, the Fair Housing Act, and Madison General Ordinances.

Tenant Based Rental Assistance (TBRA)

TBRA must be accepted; property management may not refuse to lease to applicants with Housing Choice Vouchers, VASH, Section 8, Rental Assistance, or any form of subsidy.

Reasonable Accommodation

Reasonable accommodation must be provided for applicants with disabilities. No applicant may be denied for being unable to live independently or requiring support services, however, support services must be acquired independently.

Violence Against Women Act (VAWA)

All properties will comply with VAWA 2013 Reauthorization. Protections apply to individuals of all genders and sexual orientations, actual or perceived.

Domestic Violence Protection

No applicant may be denied on the basis that they applicant or a member of the household is or has been a victim of domestic violence, dating violence, sexual assault, or stalking, if the applicant otherwise qualifies for admission.

Occupancy Standards

Based on Wisconsin's standard: two people per bedroom plus one additional person: studios are limited to 1 person; one-bedroom units to 3 people; two-bedroom units to 5 people; and three-bedroom units to 7 people.

Fees

Applicants are not charged an application fee nor associated fees with conducting a criminal records review. Applicants cannot be required to pay a holding or earnest fee to secure housing prior to lease signing beyond the allowable maximum credit check/application fee as defined in ATCP 134.05(4)).

Security Deposit

The security deposit equates to 1 month's rent for conditionally approved applications.

Installment Payment Plans

Security deposits for units at/or below 60% AMI or where prospective tenants will receive case management services, or a rent subsidy must include an installment payment option. The plan must require payment of no more than one-half of the deposit at lease signing, with the remaining balance distributed in the following four months.

Notice of Denial and Appeal Process

Written notice is required for application denials unless waived by the applicant in writing. The notice must clearly explain which TSP criteria were not met and inform the applicant of their appeal rights.

2026 Affordable Rental Housing Development: Non-Tax Credit RFP Supplemental Application Questions

Baldwin-Wilson Development | Common Wealth Development
215 S. Baldwin Street, 221 S. Baldwin Street, 1312 E Wilson Street

Response Submission Due Date: August 14, 2026 @ NOON CT

Instructions to Applicants:

Please respond briefly and succinctly to the questions below, in-line, unless otherwise specified (e.g. if additional documentation is requested), with a maximum 1/3 page response per question. Use this Word document to record your answers and return this completed document to cddapplications@cityofmadison.com with cc: to jvogt@cityofmadison.com. Please refrain from submitting additional documentation not specifically requested at this time or using alternative formats.

Questions:

A. Geographic Eligibility/Proposed Site

1. N/A

B. Planning Principles & Consistency

1. Please describe the feedback received from the Development Assistance Team (DAT) meeting? What changes have been made as a result of this feedback?

Feedback from the City's Development Assistance Team indicated that we need to be prepared to make a strong case for rezoning our parcels to NMX as the site is currently designated as a low-density residential area. We are choosing to continue with NMX and have slightly reduced the number of proposed units, aligning the project with the low-density proposed at that location. We have also worked closely with our architect to ensure setbacks, driveways and lot coverage are consistent with the NMX zoning code. Although we need to make progress on funding before we can retain a civil engineer, we are in the process of vetting engineers recommended by our architect that are skilled in projects of this scale and who are well versed in Madison's zoning code. As recommended, we will also work with an arborist to ensure trees are preserved to the fullest extent possible.

2. Please describe the feedback received from the Neighborhood Meeting? What changes have been made to the project as a result of this feedback?

The primary feedback received while meeting with the neighborhood includes questions regarding the amount of parking available to residents, preserving the existing trees and how the new building will fit in cohesively with the surrounding residential neighborhood. We still plan to offer five off-street parking stalls and are working with our architect to ensure there is a dedicated, easily accessible bike parking area for residents. We have also consulted with City of Madison's Forestry Department and intend to preserve most, and if possible, all trees at our site. The density of our original concept has also reduced

to 11 residential units, in keeping with the medium-low density of the surrounding area. We have also ensured the second and third floors of our building are set back further than the ground floor to provide a smoother transition to the residential neighborhood on E Wilson St and be compliant with zoning.

C. Unit Mix & Affordability

1. N/A

D. Property Management

1. N/A

E. Sustainability & Resilience

1. Please submit the preliminary Bundle Requirements Document (BRD) received from Focus on Energy.

1. Please describe the engagement with Focus on Energy? Have any changes been made to the proposal as a result of these conversations?

Focus on Energy has supported our project by providing helpful feedback on our initially proposed HVAC system. We used their guidance to adjust our selected options to include other high-efficiency HVAC systems. Their assistance coupled with guidance from our architect resulted in an adjusted plan to includes the incorporation of a combination of small condensing units in hallways and common areas, and Magic Paks in our residential units.

F. Design & Accessibility

1. Please submit a site plan for this project.

2. It appears that there is no internal common area for tenants. Given the small units, would it be possible to further divide the common areas as planned to include a smaller interior amenity space?

Our plans include an exercise area and an outdoor green space that will be accessible to tenants. Our lobby area will include some seating available to residents to use at any time. Our site is unique in that it provides close proximity to parks, community centers, restaurants and businesses that are available for public use, alleviating the drastic need for common area amenities. We are flexible and able to convert the current proposed exercise room into a resident lounge if that is deemed more appropriate.

3. Please clarify whether an on-site children's play space is a part of the project. If not, please explain why the project qualifies for the site-constraint exemption.

We will have an outdoor green space that will be landscaped to be fit for an addition of a play structure in the future. We will ensure our stormwater management designs keep an

area clear for a potential structure. Our site is also well within walking distance of several parks and open green spaces. The closest park with a play structure is Orton Park and is an 11-minute walk from our site.

G. Development Team & Financing

1. Please Submit an updated Budget Workbook addressing the following. Please note, questions that do not have a comment box do not require a written response but should be addressed in an updated Budget Workbook:

Capital Budget – Sources

i. Please explain what other alternative funding sources were considered to reduce the funding request and the barriers to securing those funds?

No alternative funding sources were considered.

ii. Which WHEDA loan program is the project seeking financing through? Has WHEDA's Vacancy to Vitality Loan been considered as a potential source of financing?

We are seeking financing through tax exempt bond financing and the Construction Plus loan. WHEDA's Vacancy to Vitality Loan was not considered. The project, as contemplated, does not meet the requirements of the program for renovation as the existing commercial building will be demolished and a new structure will be built. Additionally, the project as it was initially contemplated did not meet the requirements of a minimum of 16 units and the reduction to 11 units in the current form continues to not meet eligibility requirements.

iii. The sources and uses shows that a portion of the developer fee is deferred. The project budget line for developer fee is $0 (although Developer Overhead is $400,000). Was this intended as developer fee?

Yes, this has been changed in the proforma. The developer fee has been adjusted to $340,000.

iv. Please explain the scope of work for the $200,000 demolition cost. Does this include hazardous-material abatement?

The scope of the demolition work is all three buildings and includes hazardous material abatement. The cost estimate was based on the bids received from the contractors at the time of the budget.

Capital Budget – Uses

i. This project may be subject to the Davis-Bacon Act. Has the construction budget already accounted for increased construction costs related to Davis-Bacon? If not, please update the budget workbook.

The project did not consider Davis Bacon Act requirements. The project scope has been scaled to 11 units. In the process, the costs to build the design were reevaluated and found that the residential common spaces had been not accurately included in the build budget. The revised budget shows the most up-to-date estimate for completing the residential project.

ii. Do the construction costs represent the lowest bid amongst the ones received at the time of application or an average of one or more?

No bids were sought to estimate construction costs. Costs were based on information received from a consultant assisting in development planning.

iii. Costs associated with permits are missing in budget workbook.

iv. Please describe the methodology and/or cost estimates around the $25,000 budgeted for Lease up Marketing. How does this compare with final costs for marketing at Raymond Road.

This has been revised down to $5,000. Costs to market at another Common Wealth building, The Alliance, were reflective of staff time and effort.

v. No operating or debt reserves are funded upfront. Does CWD have a loan related to the acquisition? How will CWD continue to cover upfront operating expenses as the property has already been acquired?

This will be funded through Operations.

Proforma

i. Parking income: five stalls are proposed at $45/month, but not listed in the Proforma.

ii. Please detail the expenses anticipated to be included under Maintenance Repairs/Contracts listed at $45,155 in Year 1 in addition to the Replacement Reserves of $5,800

a. Maintenance Staff $4,540
b. Waste Removal $7,646
c. Maintenance contractor costs $27,161
d. Snow Removal $2,265
e. Yard Maintenance $1,081

f. Fire Monitoring $1,195

g. Pest Control $1,343

iii. Please explain which utilities will be owner-paid vs user-paid. Do utilities in the Operating Proforma include CWD's commercial space?

Anticipated user-paid utilites shall include gas & electric (through MG&E). Owner-paid ultilites are anticipated to include water, sewer and trash. The utilites in the Operating Proforma do not include CWD's commercial space.

iv. Deferred Developer Fees of $258,000 are shown in the Capital Budget. No repayment is shown in the Operating Proforma. Please update the Operating Proforma if cash flow will be used for Deferred Developer Fee. If not relying on cash flow, please explain repayment method below.

The Operating Proforma has been updated.

H. Development Schedule and Execution:

1. Please clarify the schedule for demolition, construction start, completion and lease up and explain the contingency if construction extends beyond the assumed 12-month loan term.

Our demolition will be paid for using construction financing which means we are able to secure that financing after we've accounted for our gap financing. If awarded gap financing through the City's ARHD Non-TC fund in fall/winter of 2026, we anticipate the demolition to begin between late winter of 2026 or spring of 2027. Given that anticipated construction start date, we expect construction to take roughly 12 months with the building being ready for occupancy in Q2 of 2028. We estimate there will be high demand for low-income housing in this area and lease-up to take no more than 3 months after receiving our occupancy certificate. The loan product we anticipate acquiring uses the same lender for construction and permanent financing and there is room to negotiate an extended loan term should construction extend beyond 12 months.

APPLICANT & PROJECT NAME: **Common Wealth Development, The Port**

2. 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:						
WHEDA	$ 926,206	N	6.90%	30	30	$88,800
Subordinate Loan-Lender Name:						
Subordinate Loan-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
FHLB-AHP Loan						
City Loan Request (AHF/HOME)						
City-Loan HOME-ARP (Develoipment Funds)	$ 3,758,902					
City-Loan Request (TIF)						
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Historic Tax Credit Equity						
Deferred Developer Fees	$ 247,000					
Owner Investment						
Other-Specify:						
Total Sources	**$ 4,932,108**					

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan-Lender Name:			
WHEDA	$ 895,839	8.00%	12
Bridge Loan-Lender Name:			
Historic Tax Credit Equity:			
Total	**$ 895,839**		

Remarks Concerning Project Funding Sources:

APPLICANT: **Common Wealth Development**

3. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	**Amount**
Land	$650,000
Existing Buildings/Improvements	$0
Other (List)	
	$0
Construction:	
Construction/Rehab Costs	$2,614,988
Construction Profit	$147,787
Construction Overhead	$52,300
General Requirements	$130,749
Construction Supervision	$0
FF&E/Personal Property	$5,000
Demolition	$200,000
Site Work	$0
Landscaping	$5,000
Letter of Credit/P&P Bond	$0
Construction Contingency	$315,582
Other (List)	
	$0
Architectural & Engineering	
Architect - Design	$110,000
Architect - Supervision	$10,000
Engineering	$50,000
Other (List)	
Hazardous Material plan	$20,000
Interim/Construction Costs	
Builder's Risk/Property Insurance	$35,000
Construction Loan Interest	$79,940
Construction Loan Origination Fee	$500
Real Estate Taxes	$10,000
Park Impact Fees	$0
Other Impact Fees	$0
Other (List)	
	$0
Financing Fees	
Cost of Bond Issuance	$0
Permanent Loan Origination Fee	$9,262
Credit Enhancement	$0
Other Permanent Loan Fees	$500
Soft Costs	
Appraisal	$6,000
Market Study	$7,000

<--- 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	$4,000
Survey	$10,000
Permits	$25,000
Lease-Up Period Marketing	$5,000
Accounting/Cost Certification	$0
Title Insurance and Recording	$5,000
Relocation	$0
FF&E	$0
Capital Needs Assessment (if rehab)	$3,500
Legal	$20,000
Other (List)	
Green Certification	$35,000
Fees:	
Bridge Loan Fees	$0
Organizational Fees	$0
Syndication Fees	$0
Total Development Fee	$340,000
Developer Overhead	$0
Other Consultant Fees	$0
Other (List)	
	$0
Reserves Funded from Capital:	
Lease-Up Reserve	$25,000
Operating Reserve	$0
Replacement Reserve	$0
Capital Needs Reserve	$0
Debt Service Reserve	$0
Escrows	$0
Other: (List)	
	$0
TOTAL COSTS:	**$4,932,108**

APPLICANT: **Common Wealth Development, Inc.**

4. 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	184,968	188,667	192,441	196,290	200,215	204,220	208,304	212,470	216,719	221,054	225,475	229,984	234,584	239,276	244,061	248,943
Less Vacancy/Bad Debt	5,549	5,660	5,773	5,889	6,006	6,127	6,249	6,374	6,502	6,632	6,764	6,900	7,038	7,178	7,322	7,468
Income from Non-Residential Use*	2,700	2,754	2,809	2,865	2,923	2,981	3,041	3,101	3,163	3,227	3,291	3,357	3,424	3,493	3,563	3,634
Total Revenue	182,119	185,761	189,477	193,266	197,131	201,074	205,096	209,197	213,381	217,649	222,002	226,442	230,971	235,590	240,302	245,108
Expenses:																
Office Expenses and Phone		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Real Estate Taxes		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising, Accounting, Legal Fees	1,443	1,486	1,531	1,577	1,624	1,673	1,723	1,775	1,828	1,883	1,939	1,997	2,057	2,119	2,183	2,248
Payroll, Payroll Taxes and Benefits		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	6,910	7,117	7,331	7,551	7,777	8,011	8,251	8,498	8,753	9,016	9,286	9,565	9,852	10,148	10,452	10,766
Mtc, Repairs and Mtc Contracts	45,233	46,590	47,988	49,427	50,910	52,437	54,011	55,631	57,300	59,019	60,789	62,613	64,491	66,426	68,419	70,472
Utilities (gas/electric/fuel/water/sewer)	13,972	14,391	14,823	15,268	15,726	16,197	16,683	17,184	17,699	18,230	18,777	19,341	19,921	20,518	21,134	21,768
Property Mgmt	17,192	17,708	18,239	18,786	19,350	19,930	20,528	21,144	21,778	22,432	23,105	23,798	24,512	25,247	26,004	26,785
Operating Reserve Pmt		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	5,800	5,974	6,153	6,338	6,528	6,724	6,926	7,133	7,347	7,568	7,795	8,029	8,269	8,517	8,773	9,036
Support Services		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)																
Internet	3,960	4,079	4,201	4,327	4,457	4,591	4,728	4,870	5,016	5,167	5,322	5,482	5,646	5,815	5,990	6,170
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Operating Expenses	94,510	97,345	100,266	103,274	106,372	109,563	112,850	116,235	119,722	123,314	127,014	130,824	134,749	138,791	142,955	147,244
Net Operating Income	87,609	88,416	89,211	89,992	90,760	91,511	92,246	92,962	93,659	94,335	94,988	95,618	96,222	96,799	97,347	97,865
Debt Service:																
First Mortgage	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200
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
Total Debt Service	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200
Total Annual Cash Expenses	167,710	170,545	173,466	176,474	179,572	182,763	186,050	189,435	192,922	196,514	200,214	204,024	207,949	211,991	216,155	220,444
Total Net Operating Income	14,409	15,216	16,011	16,792	17,560	18,311	19,046	19,762	20,459	21,135	21,788	22,418	23,022	23,599	24,147	24,665
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	12,000	12,000	14,000	14,000	16,000	16,000	18,000	18,000	18,000	20,000	20,000	20,000	20,000	22,000	7,000	
Cash Flow	2,409	3,216	2,011	2,792	1,560	2,311	1,046	1,762	2,459	1,135	1,788	2,418	3,022	1,599	17,147	24,665
AHF City Interest Loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

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

DCR Hard Debt	1.20	1.21	1.22	1.23	1.24	1.25	1.26	1.27	1.28	1.29	1.30	1.31	1.31	1.32	1.33	1.34
DCR Total Debt	1.20	1.21	1.22	1.23	1.24	1.25	1.26	1.27	1.28	1.29	1.30	1.31	1.31	1.32	1.33	1.34

Assumptions

Vacancy Rate	3.0%
Annual Increase Income	2.0%
Annual Increase Exspenses	3.0%
Other	

*Please list all fees (per unit per month) and non-residential income:

$45 per space per month for 5 parking spaces

APPLICANT:

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	253,921	259,000	264,180	269,463	274,853	280,350	285,957	291,676	297,509	303,460	309,529	315,719	322,034	328,474
Less Vacancy/Bad Debt	7,618	7,770	7,925	8,084	8,246	8,410	8,579	8,750	8,925	9,104	9,286	9,472	9,661	9,854
Income from Non-Residential Use*	3,707	3,781	3,856	3,933	4,012	4,092	4,174	4,258	4,343	4,430	4,518	4,609	4,701	4,795
Total Revenue	250,010	255,011	260,111	265,313	270,619	276,032	281,552	287,183	292,927	298,785	304,761	310,856	317,074	323,415
Expenses:														
Office Expenses and Phone	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Real Estate Taxes	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising, Accounting, Legal Fees	2,316	2,385	2,457	2,530	2,606	2,684	2,765	2,848	2,933	3,021	3,112	3,205	3,301	3,401
Payroll, Payroll Taxes and Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	11,089	11,421	11,764	12,117	12,480	12,855	13,240	13,637	14,047	14,468	14,902	15,349	15,810	16,284
Mtc, Repairs and Mtc Contracts	72,586	74,763	77,006	79,316	81,696	84,147	86,671	89,271	91,949	94,708	97,549	100,476	103,490	106,595
Utilities (gas/electric/fuel/water/sewer)	22,421	23,094	23,786	24,500	25,235	25,992	26,772	27,575	28,402	29,254	30,132	31,036	31,967	32,926
Property Mgmt	27,588	28,416	29,268	30,146	31,051	31,982	32,942	33,930	34,948	35,996	37,076	38,188	39,334	40,514
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	9,307	9,587	9,874	10,170	10,475	10,790	11,113	11,447	11,790	12,144	12,508	12,883	13,270	13,668
Support Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
	6,355	6,545	6,742	6,944	7,152	7,367	7,588	7,815	8,050	8,291	8,540	8,796	9,060	9,332
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	151,661	156,211	160,897	165,724	170,696	175,816	181,091	186,524	192,119	197,883	203,819	209,934	216,232	222,719
Net Operating Income	98,349	98,800	99,214	99,589	99,924	100,215	100,461	100,660	100,808	100,903	100,942	100,922	100,841	100,696
Debt Service:														
First Mortgage	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200
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	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200	73,200
Total Annual Cash Expenses	224,861	229,411	234,097	238,924	243,896	249,016	254,291	259,724	265,319	271,083	277,019	283,134	289,432	295,919
Total Net Operating Income	25,149	25,600	26,014	26,389	26,724	27,015	27,261	27,460	27,608	27,703	27,742	27,722	27,641	27,496
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	25,149	25,600	26,014	26,389	26,724	27,015	27,261	27,460	27,608	27,703	27,742	27,722	27,641	27,496
AHF City Interest Loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0

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

DCR Hard Debt	1.34	1.35	1.36	1.36	1.37	1.37	1.37	1.38	1.38	1.38	1.38	1.38	1.38	1.38
DCR Total Debt	1.34	1.35	1.36	1.36	1.37	1.37	1.37	1.38	1.38	1.38	1.38	1.38	1.38	1.38

Assumptions

Vacancy Rate	3.0%
Annual Increase Income	2.0%
Annual Increase Exspenses	3.0%
Other	

ENERGY DESIGN ASSISTANCE

PRELIMINARY BUNDLE REQUIREMENTS DOCUMENT

Baldwin-Wilson Redevelopment

Madison, WI

August 4, 2026
20260771

Prepared by

focus on energy®
Partnering with Wisconsin utilities

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Madison, WI 53703
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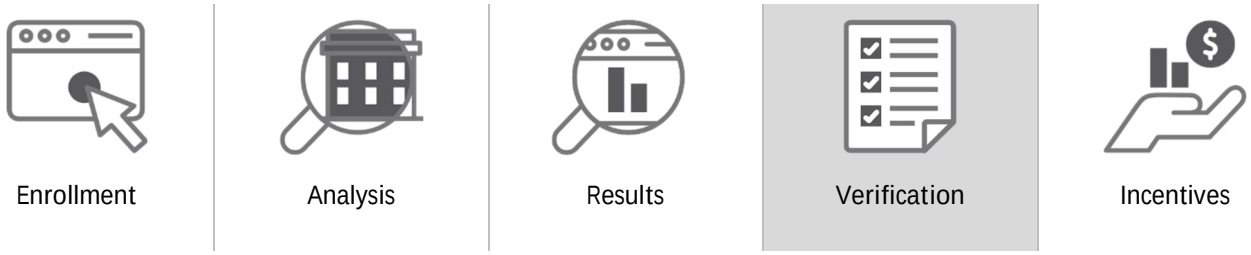
in partnership with

MGE®
your community energy company

Madison Gas & Electric

Executive Summary

This document details the selected strategies, and an approximate timeline for verification. During analysis, the project team and Focus on Energy worked together to understand how the building will use energy and where cost-effective savings can be realized through design.



Focus on Energy serves as a resource to verify that the accepted measures are installed. Construction completion is estimated on October 1, 2027. Verification generally includes the following:

- Focus on Energy sends a PRELIMINARY Bundle Requirements Document to the project team for the City of Madison AHF submission requirement – This Document
- Focus on Energy sends a FINAL Bundle Requirements Document to the project team to assure that the selected bundle is implemented, tailored to the Selected Bundle strategies.
- One month before construction completion, Focus on Energy will request the most recent version of Construction Documents and Specifications (electronic format).
- Focus on Energy completes a field Verification Report, as to status of strategy implementation, and circulates to the design team.
- Focus on Energy provides the final incentive payment to the owner and design team.

The estimated Focus on Energy incentive opportunities are as follows:

- $2,500 to the entity that completes the initial analysis with Express EDA online tool, paid after project approval
- $8,680 to the building owner entity (based on a $620 per dwelling unit rate), paid after final verification
- $5,000 to the design team entity for completing the IQH track, paid after final verification

This document includes:

- Whole building results summary – this section includes savings from energy sources
- List of Selected Strategies – summary list of strategies and their relative impacts
- Selected Strategies and Requirements – detailed requirements for individual strategies
- Detailed Appendices – utility incentive calculations and detailed energy model results

Whole Building Results Summary

The following results are based on an ASHRAE 90.1-2019 ECB baseline.

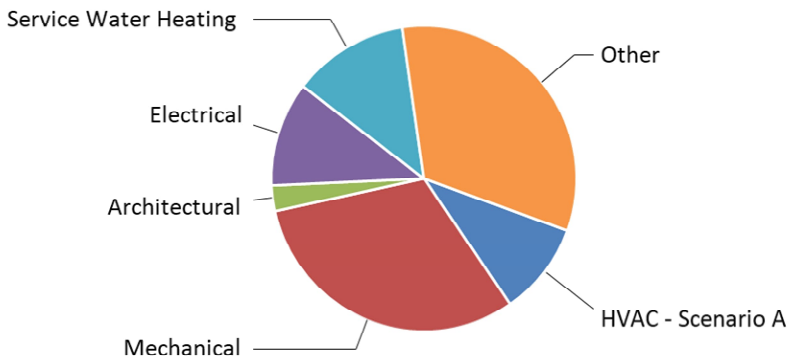
	Baseline	Selected Bundle	Verified Bundle
Annual Energy Cost	$39,478	$29,865	
Annual Energy Cost Savings		$9,613	
% Annual Energy Cost Savings		24%	
Annual Electric Consumption (kWh)	199,874	148,400	
Annual Electric Consumption Savings		51,474	
% Annual Electric Consumption Savings		26%	
Electric Peak (kW)	33.5	24.1	
Electric Peak Savings		9.4	
% Electric Peak Savings		28%	
Electric Winter Peak (kW)	24.3	18.8	
Electric Winter Peak Savings		5.4	
% Electric Winter Peak Savings		22%	
Annual Gas Consumption (Therm)	3,107	2,847	
Annual Gas Consumption Savings		260	
% Annual Gas Consumption Savings		8%	
EUI (kBtu/ft²/yr)	62.0	49.4	
EUI Savings		12.6	
% EUI Savings		20%	
Focus on Energy Estimated Incentive		$8,680	

The Verification process is designed to assist the team in knowing whether or not the strategies are installed as expected. If strategies are not found as expected, notification is given so corrections can be made. If some of the chosen strategies are not implemented within the selected bundle, Focus on Energy will adjust the model inputs.

List of Selected Strategies

The following pages include a summary list of the selected strategies. Please confirm the project timing and inform us if any of these strategies are no longer planned for implementation.

The graph shows the distribution of annual energy cost savings among the major building systems.



Space Asset Area	Strategy Description	Portion of Total $ Savings Modeled
Proposed mechanical system	Difference between utility baseline system and proposed design mechanical system (see details on following pages)	10%
	Mechanical	
Common Areas - Multifamily	Electronically commutated motor	7%
Common Areas - Multifamily	10% improved DX cooling efficiency	< 1%
Common Areas - Multifamily	95% efficient gas furnace	1%
Apartments - Low Rise	Electronically commutated motor	9%
Apartments - Low Rise	10% improved DX cooling efficiency	3%
Apartments - Low Rise	95% efficient gas furnace	4%

Space Asset Area	Strategy Description	Portion of Total $ Savings Modeled
Apartments - Low Rise	Communicating thermostats for Apartments - Low Rise	5%
	Architectural	
Common Areas - Multifamily	Wall R-24	< 1%
Common Areas - Multifamily	Roof R-40	< 1%
Common Areas - Multifamily	Glazing high solar gain w/ argon, metal frame	< 1%
Apartments - Low Rise	Wall R-24	< 1%
Apartments - Low Rise	Roof R-40	< 1%
Apartments - Low Rise	Glazing high solar gain w/ argon, non-metal frame	1%
	Electrical	
Facility	Exterior tradable site lighting reduced to 0.33 kW	2%
Common Areas - Multifamily	Occupancy sensor controls, 75% of space	< 1%
Common Areas - Multifamily	Lighting power in Common Areas - Multifamily reduced to 0.32 W/ft²	2%
Apartments - Low Rise	Lighting power in Apartments - Low Rise reduced to 0.75 W/ft²	7%
	Service Water Heating	
Apartments - Low Rise	Showerheads, WaterSense fixture flow at 1.75 gpm	12%
	Other	
Facility	Traction elevator	19%
Apartments - Low Rise	Clothes washers, ENERGY STAR high efficiency	8%
Apartments - Low Rise	Clothes dryers, ENERGY STAR high efficiency	2%
Apartments - Low Rise	Dishwashers, ENERGY STAR minimum certification efficiency	< 1%
Apartments - Low Rise	Refrigerators, ENERGY STAR high efficiency	3%
Apartments - Low Rise	Bathroom exhaust fan, ENERGY STAR minimum certification efficiency	< 1%
Total Savings		100%

Selected Strategies and Requirements

This section outlines the key design parameters for each measure. These parameters form the basis for projected energy savings, and will be used during the verification phase to confirm that each measure has been implemented as planned.

Mechanical Strategies

Baseline & Proposed Mechanical System

Space Asset Area	UTILITY BASELINE	PROPOSED SYSTEM
Apartments – Low Rise	Packaged terminal air conditioner with gas boiler heating and DX cooling	Single zone air handler with gas furnace heating and DX cooling
Common Areas - Multifamily	Single zone air handler with gas furnace heating and DX cooling	

Mechanical

<table>
<tr><th>Space Asset Area</th><th>Strategy Description</th><th>Design Requirements</th></tr>
<tr><td>Single Zone Air Handler, Apartments - Low Rise</td><td>Electronically commutated motor</td><td>Provide high efficiency electronically commutated motors in place of standard permanent split capacitor motors for the fractional horsepower fan motors.
<table>
<tr><th>Motor hp</th><th>Full Load Efficiency %</th></tr>
<tr><td>1</td><td>86.8</td></tr>
<tr><td>1.5</td><td>87.7</td></tr>
<tr><td>2</td><td>87.5</td></tr>
<tr><td>3</td><td>90.4</td></tr>
<tr><td>5</td><td>90.3</td></tr>
<tr><td>7.5</td><td>92.5</td></tr>
<tr><td>10</td><td>92.4</td></tr>
<tr><td>15</td><td>93.1</td></tr>
<tr><td>20</td><td>93.7</td></tr>
<tr><td>25</td><td>94.2</td></tr>
<tr><td>30</td><td>94.2</td></tr>
<tr><td>40</td><td>94.6</td></tr>
<tr><td>50</td><td>95</td></tr>
<tr><td>60</td><td>95.5</td></tr>
<tr><td>75</td><td>95.9</td></tr>
<tr><td>100</td><td>95.8</td></tr>
<tr><td>125</td><td>95.8</td></tr>
<tr><td>150</td><td>96.2</td></tr>
<tr><td>200</td><td>96.6</td></tr>
<tr><td>250</td><td>96.2</td></tr>
<tr><td>300</td><td>96.2</td></tr>
<tr><td>350</td><td>96.2</td></tr>
<tr><td>400</td><td>96.2</td></tr>
<tr><td>450</td><td>96.2</td></tr>
<tr><td>500</td><td>96.2</td></tr>
</table>
</td></tr>
</table>

<table>
<tr><th>Space Asset Area</th><th>Strategy Description</th><th>Design Requirements</th></tr>
<tr><td>Common Areas - Multifamily</td><td>10% improved DX cooling efficiency</td><td>Improve full load AHRI cooling efficiency to values shown in the table below based on cooling equipment design size:<table><tr><td>Size (tons)</td><td>Efficiencies (EER)</td></tr><tr><td>0 - 2.5</td><td>11.44</td></tr><tr><td>2.5 - 5.42</td><td>12.57</td></tr><tr><td>5.42 - 11.25</td><td>12.10</td></tr><tr><td>11.25 - 20</td><td>11.88</td></tr><tr><td>20 - 63.35</td><td>10.78</td></tr><tr><td>63.35 - 10000</td><td>10.45</td></tr></table></td></tr>
<tr><td>Common Areas - Multifamily, Apartments - Low Rise</td><td>95% efficient gas furnace</td><td>Provide a natural gas furnace with 95% thermal efficiency. Furnaces with greater than 90% efficiency typically require a condensing furnace.</td></tr>
<tr><td>Apartments - Low Rise</td><td>10% improved DX cooling efficiency</td><td>Improve full load AHRI cooling efficiency to values shown in the table below based on cooling equipment design size:<table><tr><td>Size (tons)</td><td>Efficiencies (EER)</td></tr><tr><td>0 - 5.42</td><td>12.10</td></tr><tr><td>5.42 - 11.25</td><td>11.00</td></tr><tr><td>11.25 - 20</td><td>11.00</td></tr></table></td></tr>
</table>

Architectural Strategies

Wall

Space Asset Area	Strategy Description	Design Requirements
Common Areas - Multifamily	Wall R-24	Install a wall with a total thermal resistance, including thermal bridging of R-24 (U-0.042).
Apartments - Low Rise	Wall R-24	Install a wall with a total thermal resistance, including thermal bridging of R-24 (U-0.042).

Roof

Space Asset Area	Strategy Description	Design Requirements
Common Areas - Multifamily	Roof R-40	Install a roof with a total thermal resistance, including thermal bridging of R-40 (U-0.025).
Apartments - Low Rise	Roof R-40	Install a roof with a total thermal resistance, including thermal bridging of R-40 (U-0.025).

Glazing

Space Asset Area	Strategy Description	Design Requirements
Common Areas - Multifamily	Glazing high solar gain w/ argon, metal frame	Unit U-factor: 0.38 Center of glass U-factor: 0.25 Solar heat gain coefficient (SHGC): 0.37 Visible transmittance (VT): 0.70
Apartments - Low Rise	Glazing high solar gain w/ argon, non-metal frame	Unit U-factor: 0.28 Center of glass U-factor: 0.25 Solar heat gain coefficient (SHGC): 0.37 Visible transmittance (VT): 0.70

Electrical Strategies

Lighting Controls

Space Asset Area	Strategy Description	Design Requirements
Common Areas - Multifamily	Occupancy sensor controls, 75% of space	Provide occupancy sensors in 75% of the applicable spaces within the Space Asset Area.

Lighting Power Density

Space Asset Area	Strategy Description	Design Requirements
Facility	Exterior tradable site lighting reduced to 0.33 kW	Reduce tradable exterior site lighting power by 40% below the Baseline allowance. This may be accomplished through lighting technology like LEDs or high efficacy lighting and careful lighting layouts that provide sufficient lighting.
Common Areas - Multifamily	Lighting power in Common Areas - Multifamily reduced to 0.32 W/ft²	Reduce lighting power density by 30% below the baseline specified by Space Asset Area allowances. This may be accomplished through lighting technology like LEDs or high efficacy lighting and careful lighting layouts that provide sufficient lighting for space activities.
Apartments - Low Rise	Lighting power in Apartments - Low Rise reduced to 0.75 W/ft²	Reduce lighting power density by 30% below the baseline specified by Space Asset Area allowances. This may be accomplished through lighting technology like LEDs or high efficacy lighting and careful lighting layouts that provide sufficient lighting for space activities.

Other Strategies

Service Water Heating

Space Asset Area	Strategy Description	Design Requirements
Apartments - Low Rise	Showerheads, WaterSense fixture flow at 1.75 gpm	Install WaterSense showerheads with a flow rate of 1.75 gpm.

Multifamily

Space Asset Area	Strategy Description	Design Requirements
Apartments - Low Rise	Communicating thermostats for Apartments - Low Rise	Provide Wi-Fi enabled programmable thermostats with remote user access to set points or occupancy sensing thermostats.

Appliances

Space Asset Area	Strategy Description	Design Requirements
Apartments - Low Rise	Clothes washers, ENERGY STAR high efficiency	Install clothes washers exceeding the ENERGY STAR criteria or meeting Consortium for Energy Efficiency (CEE) tier 2 criteria with a minimum integrated modified energy factor (IMEF) of 2.93 and integrated water factor (IWF) of less than 3.2 for a standard size clothes washer greater than 2.50 ft^3.
Apartments - Low Rise	Clothes dryers, ENERGY STAR high efficiency	Install electric clothes dryers exceeding the ENERGY STAR criteria or meeting Consortium for Energy Efficiency (CEE) tier 2 criteria with a minimum combined energy factor (CEF) of 4.3 for a standard size clothes dryer 4.40 ft^3 or greater.

Space Asset Area	Strategy Description	Design Requirements
Apartments - Low Rise	Dishwashers, ENERGY STAR minimum certification efficiency	Install dishwashers meeting the ENERGY STAR minimum criteria or Consortium for Energy Efficiency (CEE) tier 1 criteria with a maximum energy use of 270.00 kWh/year and maximum water usage of 3.50 US gallons/cycle for a standard size dishwasher with 8 place settings + 6 serving pieces or greater.
Apartments - Low Rise	Refrigerators, ENERGY STAR high efficiency	Install refrigerators exceeding the ENERGY STAR criteria or meeting Consortium for Energy Efficiency (CEE) tier 2 criteria with 15% less energy usage than the minimum federal efficiency standard (which the kWh/year requirement varies by size and arrangement).
Apartments - Low Rise	Bathroom exhaust fan, ENERGY STAR minimum certification efficiency	Install bathroom exhaust fans meeting the ENERGY STAR minimum efficacy criteria of 2.8 cfm/Watt.

Elevator

Space Asset Area	Strategy Description	Design Requirements
Facility	Traction elevator	Install a traction type elevator instead of a hydraulic baseline lift. This strategy is representative of typical technology performance; strategy savings will vary based on verified elevator power.

Appendix A. Utility Bundle Results and Incentive

Income Qualified Multifamily promotes the implementation of cost-effective bundles of strategies by proposing cash incentives to reduce the added cost of implementing the selected energy conserving strategies.

The results listed on the following pages make the presumption that the selected bundle will be implemented in its entirety. Any changes from the specifications of the selected bundle should be reported to Focus on Energy. If it is deemed that these changes would have a significant impact on energy, then Focus on Energy will make adjustments to the inputs accordingly.

Energy Parameter	Baseline	Bundle 1
Building Results		
Energy Cost	$39,478	$29,865
Energy Cost Savings		$9,613
Percent Energy Cost Savings		24%
Electric Demand (kW)	33.5 kW	24.1 kW
Electric Demand Savings		9.4 kW
Percent Electric Demand Savings		28%
Electric Winter Demand (kW)	24.3 kW	18.8 kW
Electric Winter Demand Savings		5.4 kW
Percent Winter Electric Demand Savings		22%
Electric Consumption	199,874 kWh	148,400 kWh
Electric Consumption Savings		51,474 kWh
Percent Electric Consumption Savings		26%
Gas Consumption	3,107 Therm	2,847 Therm
Gas Consumption Savings		260 Therm
Percent Gas Consumption Savings		8%
Total Results		
Total Incremental First Cost		$35,690
Estimated Total Incentive		$8,680
Simple Payback with Incentive		2.8

** The figures in Bundle 1 are reprinted from the New Construction Online Tool inputs for this project, which were the basis for the original energy savings projections.*
***The total incentive from Focus on Energy is based on a $620 per dwelling unit rate.*

Energy Parameter	Baseline	Bundle 1
Building Results		
Energy Use Intensity (EUI)	62.0 kBtu/ft²/yr	49.4 kBtu/ft²/yr
EUI Savings		12.6 kBtu/ft²/yr
Percent EUI Savings		20%

Note: Subject to the following qualifications, the computer model offers sophisticated predictions of energy savings with estimations as good as any other means available for a building that has not been built.

The strategy and bundle results compare relative differences in net energy use for design alternatives. The results are not appropriate for system design and/or equipment selection; these are responsibilities of the registered design professionals of record.

The actual energy use of this building will be different from simulated results. Building systems and other operating parameters provided by the design team and modeled by Focus on Energy approximate actual conditions, but differences in weather, operating parameters, occupancy level, and changes that occur through the bidding and construction process will result in annual energy costs that will be different from what is predicted here. However, when a bundle of strategies is selected relative to other alternatives, its energy (and dollar) conserving value can be expected to remain constant relative to the other alternatives, and the magnitude of the cost should be approximately as predicted.

Thus, implementation of a bundle of strategies offers the opportunity for energy savings, but the realization of those savings is the responsibility of the owner/operator of the building – not Focus on Energy. Savings are not guaranteed.

Appendix B. Project Information

Building Summary		
Location	Madison, WI	
Narrative	Multifamily	
Space Asset Areas	**Area**	**Number of Stories**
Common Areas - Multifamily	2,157 ft²	3
Apartments - Low Rise	13,843 ft²	3
Total	16,000 ft²	3
Exterior lighting	810 ft²	
Utilities		
Electric Utility	Madison Gas & Electric	
Gas Utility	Madison Gas & Electric	
Schedule		
Construction Documents Complete		
Construction Start		
Occupancy	10/01/2027	
Baseline Reference	Utility protocol baseline based on ASHRAE 90.1-2019 ECB	
Other Notes		
Systems Summary		
HVAC Scenario A	Common Areas - Multifamily: single zone air handler with gas furnace and DX; Apartments - Low Rise: single zone air handler with gas furnace and DX	

Contact Information	
Enrollment Number	WISMFIQ-6E9F8-33831
Submitted by	Evelyn Betts on June 2, 2026

Appendix C. Isolated Selected Strategy Results

The savings indicated is based on the performance of the individual strategy relative to the proposed HVAC system illustrating the impact of each strategy alone. The reported savings does not account for the interaction between multiple strategies, and as a result, the summation of the individual savings *may* not equal the total anticipated savings. The savings shown for the proposed HVAC system are in comparison to the baseline mechanical system.

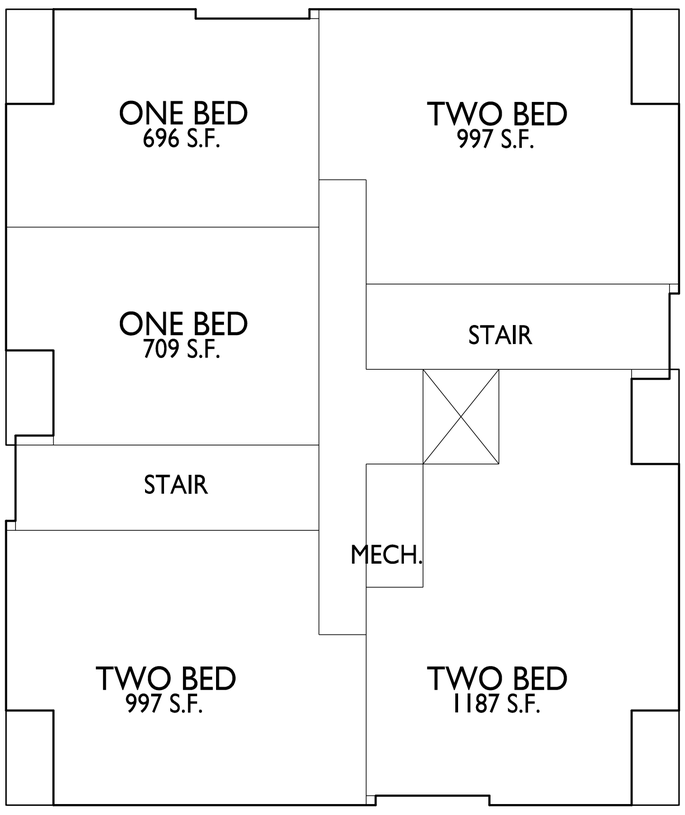
Space Asset Area	Strategy Description	Peak kW Savings	kWh Savings	Gas Savings (Therm)	Energy Cost Savings	Inc. Cost
HVAC	Proposed mechanical system	1.7	6,127	-149	$959	-$13,676
Common Areas - Multifamily	Electronically commutated motor	0.6	4,299	-74	$707	$299
Common Areas - Multifamily	10% improved DX cooling efficiency	0.2	452	0	$84	$800
Common Areas - Multifamily	95% efficient gas furnace	0	0	128	$132	$983
Apartments - Low Rise	Electronically commutated motor	0.5	5,514	-97	$905	$1,917
Apartments - Low Rise	10% improved DX cooling efficiency	0.6	1,595	0	$292	$5,134
Apartments - Low Rise	95% efficient gas furnace	0	0	386	$395	$6,310
Apartments - Low Rise	Communicating thermostats for Apartments - Low Rise	0.5	2,074	118	$502	$1,482
Common Areas - Multifamily	Wall R-24	0	35	76	$88	$1,670
Common Areas - Multifamily	Roof R-40	0	4	11	$14	$521
Common Areas - Multifamily	Glazing high solar gain w/ argon, metal frame	0	107	-40	-$19	$274
Apartments - Low Rise	Wall R-24	0	-16	52	$53	$1,293
Apartments - Low Rise	Roof R-40	0	1	-11	-$8	-$431

Space Asset Area	Strategy Description	Peak kW Savings	kWh Savings	Gas Savings (Therm)	Energy Cost Savings	Inc. Cost
Apartments - Low Rise	Glazing high solar gain w/ argon, non-metal frame	0.2	564	29	$135	-$9,022
Facility	Exterior tradable site lighting reduced to 0.33 kW	0	961	0	$176	$333
Common Areas - Multifamily	Occupancy sensor controls, 75% of space	0	293	-5	$48	$101
Common Areas - Multifamily	Lighting power in Common Areas - Multifamily reduced to 0.32 W/ft²	0.2	1,000	-16	$164	$423
Apartments - Low Rise	Lighting power in Apartments - Low Rise reduced to 0.75 W/ft²	0.5	4,214	-75	$692	$2,715
Facility	Traction elevator	2.6	10,241	0	$1,860	$7,936
Apartments - Low Rise	Clothes washers, ENERGY STAR high efficiency	0.7	4,468	-54	$760	$6,923
Apartments - Low Rise	Clothes dryers, ENERGY STAR high efficiency	0.2	1,292	-17	$219	$9,692
Apartments - Low Rise	Dishwashers, ENERGY STAR minimum certification efficiency	0	452	3	$88	$1,385
Apartments - Low Rise	Refrigerators, ENERGY STAR high efficiency	0.2	1,520	-19	$258	$8,308
Apartments - Low Rise	Bathroom exhaust fan, ENERGY STAR minimum certification efficiency	0	0	0	$0	$0
Apartments - Low Rise	Showerheads, WaterSense fixture flow at 1.75 gpm	0.7	6,565	0	$1,193	$322

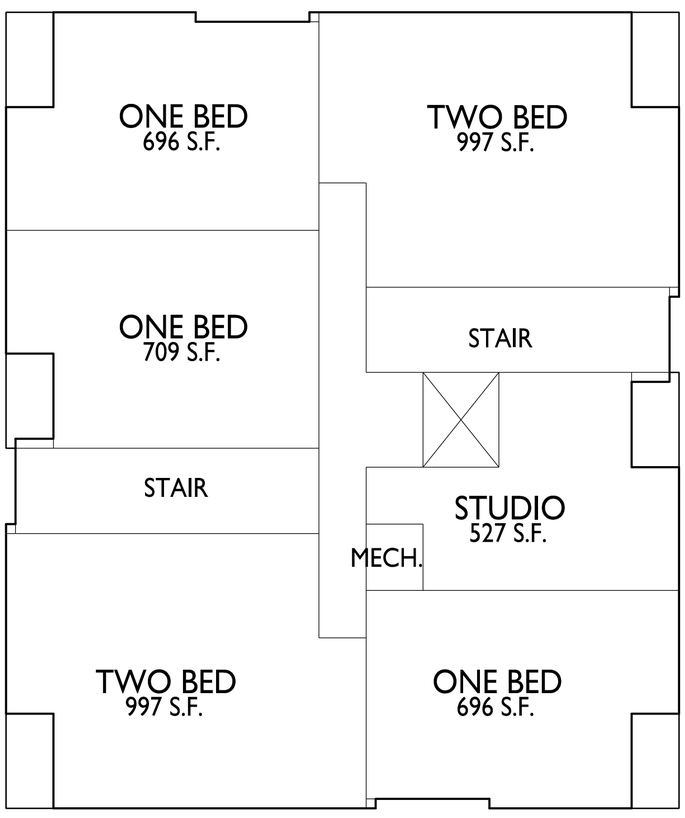
Appendix D. Project Participants

Name	Company
Evelyn Betts	Common Wealth Development
Erica Talajkowski	Focus on Energy

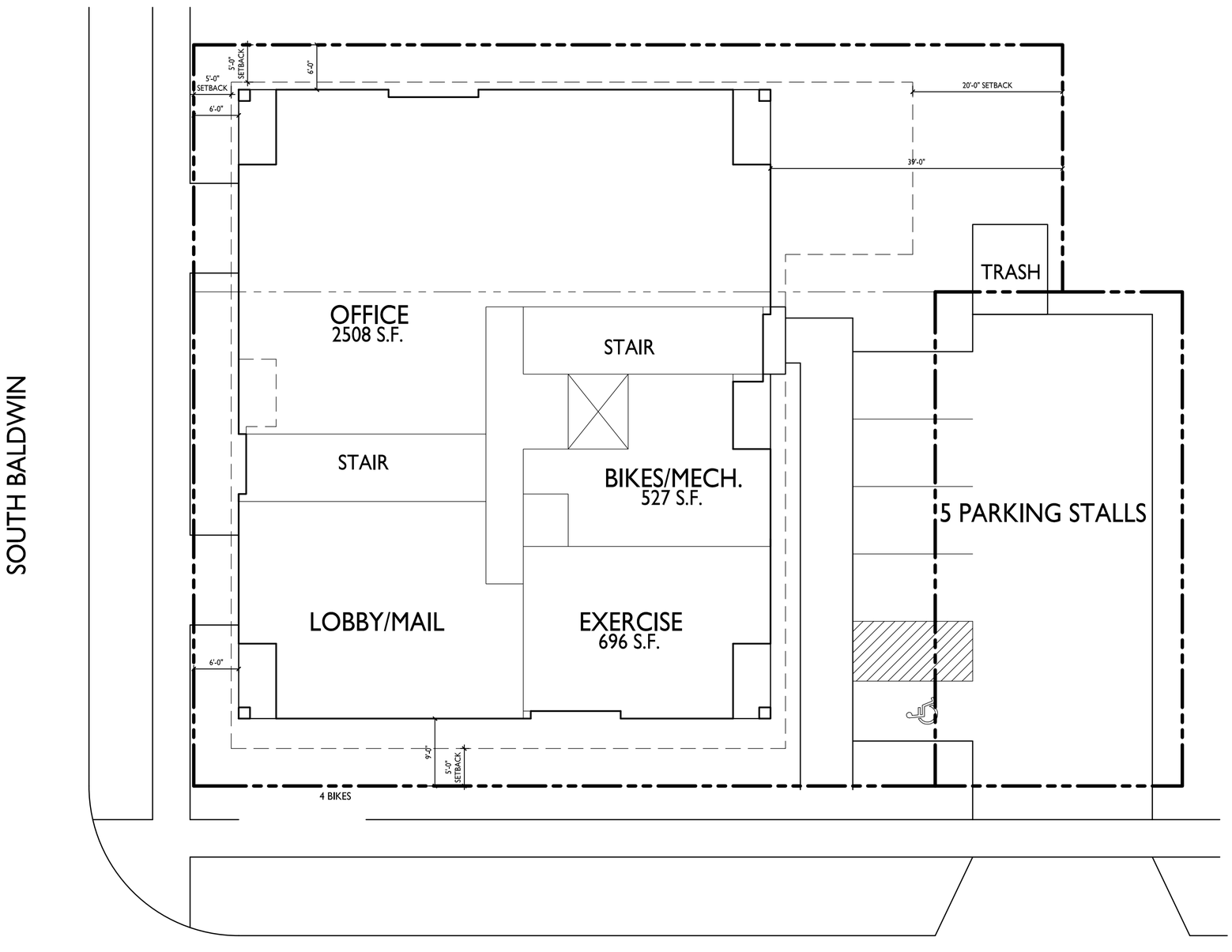
For program information:
877-938-1588
newconstruction@focusonenergy.com



THIRD FLOOR PLAN



SECOND FLOOR PLAN



UNIT MIX:

STUDIO	1
ONE BED	5
TWO BED	5
	11

FIRST FLOOR/SITE PLAN