EMINENT
DEVELOPMENT CORPORATION

July 24, 2026

Matt Frater, AICP
Community Development Specialist
City of Madison Community Development Division
Phone: (608) 266-4209
Email: mfrater@cityofmadison.com

Dear Mr. Frater,
On behalf of Eminent Development Corporation, I am pleased to submit our application for City of Madison Affordable Housing Funds for The Jackson, a proposed 45-unit affordable housing development for adults ages 55 and older located at 2440 Perry Street.

The Jackson is designed to provide high-quality, affordable housing for older adults while also addressing the needs of veterans and seniors who have experienced homelessness through dedicated supportive housing units and strong partnerships with local service providers. The development reflects our commitment to creating housing that is both affordable and connected to the services residents need to thrive.

As a Madison-based developer, we are proud to continue investing in the community we call home. Building on the success of Park Lofts and our other affordable housing developments, we remain committed to working collaboratively with the City, Dane County, neighborhood stakeholders, and community partners to deliver housing that meets Madison's growing need for safe, stable, and affordable homes.

Thank you for your time and consideration of our application. We appreciate the City's continued investment in affordable housing and look forward to the opportunity to partner with you on this important project. If you have any questions or need additional information, please do not hesitate to contact me.
Sincerely,

Julian Walters
President
Eminent Development Corporation

Application for 2026 Affordable Rental Housing Development: Tax Credit Development (AHF-TC) RFP

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

Key Information:

Lead Applicant/Developer:	Eminent Development Corporation		
Name of Development:	The Jackson		
Site Address:	2440 Perry Street	Amount of Funds Requested:	$1,800,040
Total Number of Units:	44	Number of Units 60% AMI or less:	44
LIHTC Application Type:	☒ 4% only ☐ 4+4% ☐ 9%		

Mailing Address:	3910 Dallas Dr, Madison, WI 53719		
Telephone:	6082355837		
Admin Contact:	Johnetta Walters	Email Address:	jdwalters@eminentdc.com
Lead Project Contact:	Julian Walters	Email Address:	jwalters@eminentdc.com
Financial Contact:	Julian Walters	Email Address:	
Website:	www.eminentdc.com		
Legal Status of Maj. Owner:	☒ For-profit ☐ Non-profit ☐ Tribal Government		

Federal EIN:	93-4074708	SAM/UEI #:*	LXGZBJDF41M4

* 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: Julian Walters   Date: 7/24/26

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

Requirements Summary

Confirm meeting minimum RFP requirements as a component of this application. You will have the opportunity to further describe your commitments in subsequent application questions.

Eligible Applicants

- ☒ Applying for Noncompetitive Credits in 2026 Program
- ☐ Applying for Noncompetitive Credits in 2027 Program
- ☐ Applying for State + Federal 4% Credits in 2027 Program
- ☐ Applying for Federal 9% Credits in 2027 Program

Geographic Eligibility

- ☒ In an eligible area based on type of development

Unit Mix & Affordability:

- ☒ 20% of total units at or under 30% AMI
- ☐ Proportionate distribution of bedroom sizes by income
- ☒ Minimum 40-Year Period of Affordability
- ☐ If indicating interest in PBVs, placement of PBVs on 50% or 60% AMI units

Property Management:

- ☒ Property will be continuously supported, staff trained, and management sufficiently responsive
- ☒ No other associated property is the subject of an unresolved dispute, legal complaint, or enforcement action of any government
- ☒ Annual Lease Renewals will not increase rent greater than 2%
- ☒ Non-renewals will only be issued for serious violations or repeated violations
- ☒ TSP and AMP meet attached City Standards

Supportive Housing:

- ☒ 20% of units set-aside as supportive housing units
- ☒ Units set aside for households with homeless experience as referred though CE Manager
- ☒ Ongoing coordination between Property Manager, Developer, and Service Providers

Sustainability & Resilience:

- ☒ Enrolled in Focus on Energy Program and minimum 20% EUI savings (if New Construction)
- ☐ Energy Audit Completed (if Rehabilitation/Preservation)
- ☐ Minimum 30kW solar array
- ☒ Parking minimized as much as is feasible

Design & Accessibility:

- ☒ Proposals incorporate Universal Design components in minimum 50% of total units, minimum 50% of units are Type A (or Type B convertible), and all tenant-accessible spaces are visitable
- ☐ At least one playspace onsite (non-Age Restricted only)
- ☒ Community Room or large Common Space available to tenants at no/nominal cost

Development Team & Financing:

- ☒ Realistic and feasible sources of funding, including other soft sources of financing the development is eligible for
- ☒ Maximum feasible deferred developer fee, unless utilizing fee for services
- ☒ All codevelopers have been and will remain active in 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 Eligibility

☐ Preferred TOD Area

Unit Mix & Affordability:

☒ Permanent Period of Affordability

☐ Maximum points obtained in “Serves Lowest Income Families” category

☐ At least 40% of units income- and rent-restricted under 50% AMI

☐ 50% and 60% AMI rents modeled at no more than 90% of maximum

☒ Unit mix includes income- and rent-restricted units at 40% AMI level

☐ At least 20% of total units contain 3 or more bedrooms (Non-Age Restricted)

Supportive Housing:

☒ Hard set-aside units for households with homeless experience

☒ Dedicated space onsite for provision of supportive services

Sustainability & Resilience:

☐ Full electrification of HVAC systems and appliances

☐ Points obtained for WHEDA Advanced Sustainability certification

☐ EPA Indoor airPLUS certification

☒ ENERGY STAR certified appliances, equipment, materials

☐ Photovoltaic array sized to offset 20% of building annual load or 70% common area annual load

☒ Building designed for future photovoltaic array expansion

☒ Additional energy efficiency, renewable, or decarbonization features

Design & Accessibility:

☒ Unique & creative use of commercial space and/or community service facility

☒ As many units meeting WHEDA Universal Design requirements as is feasible

☐ Low- or no-cost commercial space leased to a neighborhood-enhancing tenant (pre-identified)

☐ Creative outdoor amenities as usable open space

Development Team & Financing:

☒ Creative or nontraditional financing solutions

☒ Minimum 24% stake for emerging developers and/or ACRE graduates

☐ Local non-profit ownership involvement, option, or controlling interest

Overview

1. Describe the following aspects of the proposed development:

Type of Construction: ☒ New Construction ☐ Acquisition/Rehab or Preservation

Type of Project: ☐ Non-Age Restricted ☒ Senior

Total number of units: **44**

Total number of affordable units (≤60% AMI): **44** Percentage of units that are affordable (≤60% AMI): 100

Total amount of funds requested per affordable unit: **40,910**

Number of units supported by Project-Based Vouchers (PBV): 0 PBV Issuing Agency: ______

Indicate interest in potential PBVs issued by CDA for this development: ☒ Interested ☐ Not Interested

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, and what aspects of your proposal do you consider to be unique and creative components that advance goals of the City's guiding policy documents (Section II of RFP)?

The Jackson will create 45 permanently affordable homes serving households between 30% and 60% of Area Median Income (AMI), directly advancing the goals of the 2025–2029 Consolidated Community and Neighborhood Development Plan and Housing Forward by expanding Madison's supply of long-term affordable housing in a high-opportunity area. By providing stable, quality housing for low-income households, the development supports Dane Forward by helping prevent housing instability and reducing the risk of homelessness through increased access to affordable homes. The project also aligns with Imagine Madison by promoting equitable growth, expanding housing choices, and creating a sustainable, inclusive neighborhood that connects residents to jobs, services, and community amenities. Through long-term affordability, strategic public-private partnerships, and thoughtful community investment, The Jackson advances the City's vision for a more equitable and resilient Madison.

4. Describe how this development fills gaps or addresses barriers that are otherwise not being addressed, including through other tax credit development:

The Jackson is a 45-unit affordable housing community designed specifically for adults ages 55 and older, providing safe, stable, and accessible housing for seniors living on fixed or limited incomes. The development will also help address veteran homelessness by partnering with the HUD-VASH program and Lutheran Social Services of Wisconsin and Upper Michigan (LSS) to provide affordable homes for eligible homeless veterans age 55 and older, coupled with comprehensive supportive services such as case management, healthcare coordination, behavioral health resources, and benefits navigation. By combining age-restricted affordable housing with targeted supportive services, The Jackson addresses the unique needs of older adults who are at an increased risk of housing instability, isolation, and homelessness. This integrated approach promotes healthy aging, housing stability, and long-term independence while advancing the City of Madison's goals of expanding affordable senior housing and preventing homelessness among its most vulnerable residents.

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

The primary risks associated with The Jackson are similar to those of most affordable housing developments; however, a key advantage is that the project is not dependent on the highly competitive 9% LIHTC allocation cycle. Instead, the development is structured around non-competitive 4% Low-Income Housing Tax Credits and tax-exempt bonds, providing a more predictable path to financing. With the new WHEDA Qualified Allocation Plan limiting Dane County to only two 9% tax credit awards, this approach allows The Jackson to deliver much-needed affordable housing without relying on an increasingly competitive funding source. While the project remains dependent on securing City of Madison and Dane County affordable housing funds, the development team has identified alternative financing options, including Affordable Housing Program (AHP) funding and subordinate debt, to help address potential funding gaps and maintain project feasibility.

Location / Geographic Eligibility

6. Address of Proposed Site: **2440 Perry St, Madison, WI 53713**

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

☐ Preferred TOD Area
☐ Eligible Core Transit Area
☐ Preservation & Rehab Area
☒ Limited Eligibility Area

8. Neighborhood the site is located in: District 14

9. Date Site Control Secured: 5/20/2026

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

The Jackson site was identified through a longstanding relationship with the Jackson family. Prior to his passing, Larry Jackson Sr. expressed a desire to see the underutilized commercial property transformed into something that would positively impact the South Madison community. His wife is now honoring that vision by selling the property to Eminent Development Corporation, allowing us to redevelop the site into 45 new affordable homes for adults ages 55 and older. The site has a walk score of 57, mass transit score of 44 and a bike score of 61. Mechanical and electrical systems were chosen to achieve energy savings of 30+%. The roof will hav 15Kw solar panels with ability to scale up to achieve net zero goals by 2035.

South Madison has a growing population of seniors who wish to age in the neighborhood they have called home for decades, yet the supply of quality, affordable senior housing remains limited. The Jackson will provide modern, energy-efficient apartments with accessible design, on-site amenities, and proximity to public transit, healthcare, grocery stores, and other essential services. By transforming a vacant commercial property into much-needed affordable senior housing, the development preserves Mr. Jackson's legacy while creating lasting community benefits and expanding housing opportunities for Madison's aging population.

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

To combat the highway noise, we can include STC glass in all south facing residential windows and patio doors. This will improve the STC rating from ~27 to 34-40 (manufacturer and size dependent). Windows and doors are the largest offender of passive exterior noise. The exterior walls will be constructed of 2x6 wood studs with R-21 (5 ½” thick) batt insulation. Depending on exterior cladding, we can expect an STC rating between 38-42 for siding clad walls and 50-54 for areas with brick cladding.

12. Non-Age Restricted Proposals only; respond to the following questions on potential impact to schools:

Describe the connectivity of the site for children to get to elementary and middle schools if MMSD Yellow Bus Service is not provided. Describe the Metro Transit Route for middle and high school students.

N/A site is for 55+ persons

Describe the anticipated impact this development will have on the schools in the catchment area. What are the 5-year projected capacities for these schools, and are they projected to be at, above, or below capacity? Reference the MMSD 2024 Long Range Facilities Plan (pgs. 12-14) or Wisconsin Wise Data Portal

Approximately how many elementary and middle school children do you anticipate based on your proposed unit mix:

13. 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	Luna's Market	.4
Public Elementary School	Abraham Lincoln Elementary School	.4
Public Middle School	Cherokee Heights Middle School	3.7
Public High School	Madison West	3
Full Service Medical Clinic or Hospital	Unity Point Health	2
Public Library	Goodman South Madison Public Library	.5
Public Park with playground equipment or athletic facilities, or hiking/biking trail	Penn Park	.7
Job-Training Facility, Community College, or Continuing Education Programs	Madison College Goodman South Campus	.1
Childcare	One City Schools Preschool/ Early Learning	.8

Planning Principles & Plan Consistency

14. Current zoning of the site: CC-T
Generalized Future Land Use designation of the site: Residential

15. Will the proposed development need a Zoning Map Amendment and/or a Conditional Use Permit?
☐ Zoning Map Amendment ☐ Conditional Use Permit ☐ To be determined ☒ None

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

The proposed development is a permitted use under the applicable zoning and area plans for the site. The Jackson has been thoughtfully designed to comply with all City of Madison development standards, including parking requirements, building height limitations, setbacks, and allowable residential density. The project will utilize the site efficiently while remaining consistent with the City's planning objectives and surrounding neighborhood character. By adhering to all applicable land use and zoning requirements, the development is well-positioned to move through the entitlement process and deliver much-needed affordable housing for adults ages 55 and older.

17. 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?

Our pre-application meeting with City of Madison Planning and Zoning staff confirmed that The Jackson is consistent with the site's permitted use and aligns with the City's planning expectations. During the meeting, staff provided valuable feedback, including the recommendation to incorporate a community room for resident programming and social engagement, which has since been integrated into the building design. We also discussed strategies to mitigate noise associated with the site's proximity to the highway, and the project team will incorporate appropriate building materials and design measures to enhance resident comfort. The feedback received during the pre-application process has strengthened the project and positioned it for a more efficient entitlement and review process. Our DAT meeting brought up concerns about parking up to the street and the lack of sidewalk. The building height transition and building position against a residential neighborhood was also a point of contention. All points that will be addressed as we develop designs.

18. Describe the response of the alder(s), neighborhood association, and/or residents at the neighborhood meeting to your proposal. Were any issues or concerns identified? How have you adjusted or refined your proposal in response?

The alder seems to be interested and in support of the project as it is understood that we need more affodable housing in Madison and in District 14. We have made contact with common council and will be hosting a neighborhood meeting before August 13. We are targeting a date of between August 5, 6 or 7th. From the alder we have not heard an opposition at this time.

19. 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:	2440 Perry Street, Madison, WI 53713								
	0	45	0	0	0	45	450000	15,000,000	600,000
Address:	Enter Address 2								
Address:	Enter Address 3								

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

N/A

20. 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 project site is currently a vacant commercial building that has been unoccupied for more than two years. Based on our preliminary assessment, the existing structure has reached the end of its useful life and is not considered a viable candidate for adaptive reuse. As a result, the proposed development contemplates demolition of the existing building to facilitate new construction. A Phase I Environmental Site Assessment has not yet been completed but will be commissioned during the due diligence period as part of the development and financing process. Any recommendations or findings will be addressed in accordance with applicable environmental regulations and funding requirements.

Unit Mix & Affordability

21. 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:	**2440 Perry Street, Madison, WI 53713**										
		# of Bedrooms					**Projected Monthly Unit Rents, Including Utilities** **Utilities included:** ☒ Water/Sewer ☒ Electric ☒ Gas ☐ Free Internet In-Unit☒ Washer/Dryer ☒ Other: _______				
							UA Studio: $94	**UA 1 BR:** $107	**UA 2 BR:** $135	**UA 3 BR:** $	**UA 4 BR:** $
% of Area Median Income (AMI)	**Total # of units**	**# of Studios**	**# of 1 BRs**	**# of 2 BRs**	**# of 3 BRs**	**# of 4+ BRs**	**$ Rent Studios**	**$ Rent 1 BRs**	**$ Rent 2 BRs**	**$ Rent 3 BRs**	**$ Rent 4 BRs**
≤30%	9	2	7	0	0	0	617	654			
40%	2	0	2	0	0	0		908			
50%	10	5	5	0	0	0	1091	1162			
60%	24	5	16	3	0	0	1328	1416	1692		
Affordable Sub-total	**47**	**12**	**30**	**3**	**0**	**0**					
80%	0	0	0	0	0	0					
Market*	0	0	0	0	0	0					
Total Units	**47**	**12**	**30**	**3**	**0**	**0**	Notes/Utility Allowance Assumptions:yes Utilities Allowance Used: ☒ CDA ☐ DCHA				

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

Note: For proposals contemplating project-based vouchers (PBVs), list vouchered units under the same AMI designation that you will be representing to WHEDA. Include a comment in the Notes, e.g., Eight (8) 50% CMI units will have PBVs.

22. At what percentage of maximum LIHTC rents will rents be set for 50% and 60% AMI units? Will any other levels of income- and rent-restricted units have rents set below the maximum allowable?

The Jackson will use 100% of the maximum allowable LIHTC rents for each AMI designation, adjusted for the applicable utility allowance.

Property Management

23. Describe the proposed property management's experience with unique needs of the Madison affordable housing market. If the property management entity does not have experience in the Madison market, describe experience in similar markets.

LSS Property Management has extensive experience managing a diverse portfolio of affordable housing throughout Wisconsin. Our portfolio includes Low-Income Housing Tax Credit (LIHTC) developments, HUD-assisted housing, Project-Based Voucher (PBV) communities, Housing Choice Voucher (HCV) programs, Rural Development properties, and mixed-finance developments.

Our onsite teams serve a broad range of resident populations, including seniors, families, veterans, individuals with disabilities, and households with a variety of housing needs and life circumstances. Managing affordable housing requires balancing regulatory compliance, financial performance, property operations, resident relations, Fair Housing requirements, and customer service while maintaining quality housing communities.

Regardless of the funding source, our goal is to operate every property as a quality apartment community where residents are treated with respect, expectations are communicated clearly, and policies are applied consistently. We believe responsive management, well-maintained properties, and strong working relationships with residents and community partners contribute to successful communities.

24. Describe the planned approach/relationship between the Property Manager and the Supportive Service Coordinator(s) for both lease-up and ongoing service provision and coordination. Describe how these entities will collaborate to ensure ongoing success of the development and increased resident stability, including proactively addressing concerns prior to eviction filing:

Property management and supportive service providers each have clearly defined responsibilities and play an important role in the success of supportive housing.

During lease-up, property management and supportive service providers coordinate to support an efficient leasing process while ensuring applicants understand both the lease requirements and the services available to them.

Once the property is occupied, property management is responsible for the day-to-day operation of the community, including leasing, compliance, maintenance, rent collection, lease enforcement, and resident communication. Supportive service providers work directly with residents to identify needs, connect them with resources, and assist in addressing barriers that may affect successful tenancy.

While each organization has a different role, regular communication and collaboration allow concerns to be addressed early and help support positive outcomes for residents and the community.

25. 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?

LSS Property Management is committed to providing equal housing opportunities to all eligible applicants. Our affirmative marketing efforts are designed to reach households throughout the communities we serve while complying with all applicable Fair Housing requirements.

We partner with housing authorities, municipalities, community organizations, service agencies, and referral partners to promote housing opportunities and reach eligible households. Marketing information is distributed through multiple channels to ensure broad access, and applicants are evaluated using objective screening criteria that are applied consistently and fairly.

Reasonable accommodations are available throughout the application and leasing process to ensure qualified applicants have equal access to housing opportunities.

26. Address the experience of the Property Manager in implementing inclusive, trauma-informed property management practices, including language access, community building, conflict resolution, and making reasonable accommodations:

LSS Property Management is committed to providing professional, respectful, and consistent service to every applicant and resident.

Staff receive ongoing training in Fair Housing, regulatory compliance, customer service, conflict resolution, and the processing of reasonable accommodations and reasonable modifications. Language assistance resources and accessible communication methods are available when needed to ensure applicants and residents have meaningful access to housing and property management services.

We believe successful communities are built through clear communication, responsive management, consistent application of policies, and treating residents with dignity and respect.

27. Describe staffing challenges or shortages that the Property Management company has recently experienced at the on-site level. Describe the Management's standard retention policies, and response to staffing issues as they arise:

Like any organization, LSS Property Management experiences occasional staffing transitions. Our focus is on maintaining continuity of operations through strong regional support, cross-training, and a collaborative team approach.

When additional support is needed, regional managers and other LSS property management staff work together to provide operational assistance and temporary coverage. Our housing team operates collaboratively, and staff routinely support one another across the portfolio to ensure residents continue to receive consistent service and property operations remain uninterrupted.

28. What percentage of on-site staff turnover has the PM experienced in 2024? 28.14%

Supportive Housing

29. Confirm that Applicant has read and submitted with this application a Supportive Services Plan developed jointly with the Support Service Coordinator(s) and Property Manager
    ☒ Yes, I confirm

30. Confirm that a letter from the Supportive Service Provider(s) affirming the services they intend to provide to residents of the supportive housing units, the cost of those services, and how the structure of financial support is attached to this application.
    ☒ Yes, I confirm

31. Is the Applicant willing to commit to Supportive Housing units for households experiencing homelessness having a hard set-aside?

    ☐ Yes, in MFA ☐ No ☒ Not through WHEDA MFA, but will commit to City hard set-aside for portion of units

    If yes, number of units: 9 Percent of Supportive Housing Units: 20%

32. Describe the supportive services agency's experience providing services in Madison to the target population. If applicable, list other similar projects the support services agency is involved with:

LSS has extensive experience supporting many housing communities throughout Madison providing housing supportive services and coordinated entry referrals. LSS currently supports over 15 housing communities in Madison, in various capacities, with multiple partners, including RISE Madison, Tennyson Ridge Apartments, The Derby, Generations and Carbon at Union Corners, University Park Commons, and Valor. Through these partnerships, LSS provides resident-centered supportive services that may include outreach, assessment and referral support, housing stabilization planning, and referrals and resource connection to local community services. LSS is experienced in working with individuals and families who have experienced homelessness, housing instability, behavioral health needs, disabilities, and other barriers to long-term housing stability. This experience allows LSS to bring a trauma-informed, and collaborative approach to serving the tenant population in supportive housing units.

33. Describe briefly the Developer's experience with developing integrated supportive housing, including number of projects, number of units, and location:

In 2024, Eminent Development Corporation was awarded competitive 9% Low-Income Housing Tax Credits through the Wisconsin Housing and Economic Development Authority (WHEDA) under the Supportive Services set-aside for Park Lofts, a 44-unit affordable housing development located at 1150 S. Park Street in Madison, Wisconsin.

As part of the development, 11 units are permanently designated for young adults ages 18–24 who have aged out of the foster care system, addressing a critical housing need for one of Dane County's most vulnerable populations. These units were awarded Project-Based Vouchers (PBVs) through the Community Development Authority (CDA), ensuring long-term affordability and housing stability for residents.

To provide comprehensive resident support, Eminent Development partnered with JustDane, which delivers on-site supportive services focused on housing stability, life skills, employment, education, and connections to community resources. Resident referrals and lease-up for the supportive housing units are coordinated through the Dane County Department of Human Services' Coordinated Entry system, ensuring that individuals with the greatest housing needs are prioritized.

Park Lofts demonstrates Eminent Development Corporation's ability to successfully develop, finance, and deliver high-quality affordable housing while building strong partnerships with local government, housing authorities, and nonprofit service providers.

34. Provide the number of Integrated Supportive Housing Units proposed:

Number of Homeless Supportive Housing Units (CE Referral)	Number of Homeless Veteran Supportive Housing Units (HUD-VASH)	Number of Disabled/Other Supportive Housing Units	Total Number of Supportive Housing Units
4	5		9

35. Describe the target population(s) for Supportive Housing units, including homeless and any other categories:

The supportive housing units will primarily serve veterans who have experienced homelessness and adults ages 55 and older who have experienced homelessness. The goal is to provide permanent, stable housing combined with supportive services that help residents maintain housing stability and improve their overall quality of life.

Veteran households will be referred through the HUD-VASH (Veterans Affairs Supportive Housing) program, ensuring eligible veterans have access to both rental assistance and ongoing case management. In addition, our supportive services provider will partner with Dane County's Coordinated Entry (CE) system to identify and refer households experiencing homelessness to four dedicated supportive housing units within the development.

Through these partnerships, the development will provide a coordinated approach to housing and supportive services, ensuring residents receive the resources necessary to successfully transition from homelessness to permanent housing while promoting long-term stability, independence, and well-being.

36. Due to the transient nature of homelessness, there may be challenges when connecting with households referred from Coordinated Entry (contact information changes, brief stay in institutional setting, etc). Describe how the property management entity will work with the supportive services agency to proactively address challenges and ensure that units set aside for households with homeless experience will be filled.

LSS will work closely with onsite management to provide referrals for individuals and/or families currently listed on the Homelessness Prioritization List. The LSS team will complete a pre-screen assessment with each referral, designed to align with the project’s Resident Selection Plan, to help ensure the household is an appropriate referral and is interested in applying to the community. Some referrals may need support obtaining required application documentation; LSS will coordinate with the management team to assist applicants as needed, either in person or virtually. LSS will also provide input and support in developing a lease-up process document that outlines roles and responsibilities, key steps, and procedures for leasing the Supportive Housing Units.

37. Describe how the property management entity will coordinate with the supportive service agency to ensure referrals from Coordinated Entry are able to be filled, even if households referred are above 30% AMI:

LSS will be available for weekly lease-up communication and check-in calls to establish a consistent time to connect regarding referrals made to the community. These calls will provide an opportunity to review the status of referral applications, identify any follow-up needed from the supportive services provider, address outstanding needs, and receive updated leasing status for the units. Property management will inform LSS of all accepted and denied applications for all referrals, even if referrals are above 30% AMI.

38. Identify the partnership(s) that the Applicant has fostered with the supportive service agency(ies) supporting this application, and describe alignment between ideals of the development team and the agency(ies). Describe the shared philosophy in approaching operation of this development:

Eminent Development Corporation and Lutheran Social Services are Co-developers on Park Lofts, while LSS is also serving as property managemnt. The two organizations have found synergy in this devleopment navigating supportive service partners, leasing up targeted units, and creating an efficeitn process to ensure the success of the devlppment and creating a healthy enviornment for its tenants.

39. Briefly describe the type (e.g., assessment and referral, on-site intensive case management, etc.) and level of supportive services that will be provided to residents of the proposed project:

LSS will provide voluntary, onsite, resident-centered supportive services designed to promote housing stability, successful tenancy, and connection to supports and services within the community. Services will include resident outreach and engagement, intake and assessment, individualized housing stabilization planning and support, referral support, and resource navigation. The level of service will be flexible and based on each resident's needs. LSS will maintain regular communication with property management while respecting resident confidentiality, with the shared goal of helping residents remain stably housed and connected to appropriate supports.

40. How is the development paying for the supportive services committed to the project?

☒ Operating Expense ☒ Deferred Developer Fee or Cash Flow ☐ Services Reserve ☐ Other

Describe:

41. Amount of annual funding allocated to Supportive Service Coordination as a guaranteed commitment: $$124,031.00

Amount per unit of supportive housing: $13,781.22

Support services FTE equivalent dedicated to this development: 1 FTE

If the caseload is anticipated to be greater than 12 families or 20 individuals per 1.0 FTE (above HUD recommended case management ratios), briefly detail how adequate and timely services will be provided/coordinated:

no

42. Is the Applicant requesting a portion of the AHF Award be used to fund a capitalized support service and/or operating reserve?

☐ Yes ☒ No

43. Will WHEDA require this development to fund a capitalized support service and/or operating reserve as a condition of financing/credit award?

☒ Yes ☐ No

Sustainability & Resilience

44. Will the proposed development claim points in the WHEDA MFA for Stretch or Advanced goals in this category?

☐ Yes ☒ No

45. Check all applicable Energy Efficiency & Sustainability third-party certifications that will be sought.

Program			
Wisconsin Green Built	☐ Gold Standard	☐ Gold Plus	☐ Gold Zero Energy
Enterprise 2020 Green Communities	☒ Criteria	☐ Certification	☐ Certification Plus 5.4b Criterion
ENERGY STAR Multifamily New Construction	☐ Equivalency	☐ Certification	

EPA AirPLUS	☐ Equivalency	☐ Certification	
LEED®	☒ LEED Silver	☐ LEED Gold/ Platinum	☐ LEED Zero Energy
Passive House (PHIUS)	☐	☐ PHIUS Core	☐ PHIUS Zero
WELL	☐		
Other: Green Globes	☒		

46. Briefly describe your organization's approach to developing projects that incorporate extraordinary sustainability, energy efficiency, decarbonization/electrification, and/or green building design. List any third-party certifications or awards achieved on projects developed in the past five years:

The Jackson will be built in a built-up urban area with ready access to mass transit. Design will incorporate mechanical and electrical upgrades to achieve 30% energy savings. The roof will have 15kW solar photovoltaic capacity installed with the capability to expand to net zero abilities by 2035.

47. Confirm that the Focus on Energy Energy submittal confirmation page has been submitted with this application.
☒ Yes, I confirm

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

The roof will have a 15kW photovoltaic capacity on its roof.

49. Size of solar array commitment (in Kw): **15**
Percentage of total building annual load to be offset via solar: **10%**
Percentage of common area annual load to be offset via solar: **50%**

Describe, if necessary:

N/a

50. 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. Other:	☒	High efficiency DX cooling
h. Other:	☒	high efficiency NG Heating and HW

51. Parking:

Total number of parking stalls:	25
i. Underground/Wrapped/Podium stalls	9
ii. Surface stalls	16
Parking ratio	.56
Monthly parking cost	0
Will parking cost vary by AMI level	☐ Yes ☒ No

Design & Accessibility

52. What type of required onsite play space will the development have (Non-Age Restricted only)?

☐ Indoor ☐ Outdoor ☐ Both

53. Describe other interior common area amenities that will be available to tenants and guests (e.g., community room(s), lounges on individual floors, additional play spaces, exercise room, business center, etc.):

The development will feature a comprehensive suite of resident amenities designed to enhance quality of life and foster community engagement. Interior amenities will include a resident club room with an adjoining outdoor patio, a dedicated commercial space, in-unit washers and dryers, complimentary high-speed Wi-Fi throughout the property, secure bicycle storage, an on-site property management office, and a supportive services office. These amenities are intended to promote resident convenience, encourage social interaction, and provide easy access to housing management and supportive resources.

54. Describe other exterior amenities that will be available to tenants and guests (e.g., community gardens, patio, green space, etc.):

The development's exterior amenities have been thoughtfully designed to promote resident wellness, sustainability, and community interaction. Residents will have access to a rooftop patio and green roof that provides an inviting outdoor gathering space for relaxation, social activities, and community events while enhancing the building's environmental performance through stormwater management and reduced heat absorption. The building will also incorporate rooftop solar panels to generate renewable energy, reduce operating costs, and support the project's long-term sustainability goals. Together, these amenities create a more resilient, environmentally responsible development while offering meaningful outdoor space for residents to enjoy.

55. For proposals with first floor commercial space, has a use and/or tenant of the space been pre-identified?

☐ Yes ☒ No

If yes, identify the use and describe whether this space will be low/no-cost and/or "neighborhood-serving":

56. Does the proposed project meet the minimum requirements described in the RFP that at least half of the total units be Type A units or convertible to Type A units?

☒ Yes ☐ No

57. Does the proposed project exceed WHEDA's minimum accessibility design standards?

☒ Yes ☐ No

58. Does the proposed project go above and beyond WHEDA's Universal Design requirements in any way? Describe:

n/a

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

Throughout The Jackson, artwork will celebrate the history, culture, and identity of Madison, with a particular emphasis on South Madison and its residents. The development will feature locally inspired art that reflects the community's rich heritage and diversity. A prominent display honoring Larry Jackson Sr., a respected pillar of Madison's Black community, will include his portrait and a biography recognizing his lasting contributions and legacy. The development site was formerly owned by Mr. Jackson and was once home to a thriving neighborhood restaurant that served as a gathering place for the community. By preserving and sharing this history within the building, The Jackson will honor his vision and ensure his impact on South Madison continues for generations to come. Culturally inspired furniture, fixtures, and equipment will be thoughtfully incorporated throughout the common areas, creating a warm and welcoming environment that reflects the character and history of the neighborhood. These intentional design elements will foster a strong sense of place and ensure residents and visitors alike feel connected to the community The Jackson is proud to serve.

Development Team & Financing

60. Describe the Development Team's experience with the unique needs of the Madison affordable housing market. If any development entity does not have experience in the Madison market, describe experience in similar markets:

Eminent Development Corporation is the lead developer of Park Lofts, a 100 percent affordable housing development in Madison that includes 11 units specifically reserved for youth ages 18 to 24 who have aged out of foster care. The project demonstrates the firm's ability to successfully develop housing that serves a targeted population while coordinating a diverse group of public and nonprofit partners. Park Lofts was made possible through strong collaboration with the City of Madison, Dane County, the Community Development Authority, JustDane, and Lutheran Social Services. These partnerships reflect Eminent Development Corporation's ability to build meaningful relationships and align stakeholders around a shared mission of expanding access to quality affordable housing. The project was financed through a combination of Low Income Housing Tax Credit equity, American Rescue Plan Act funding, Dane County affordable housing funds, and permanent debt. Successfully assembling this complex capital stack demonstrates the developer's expertise in securing competitive financing sources and navigating the affordable housing landscape in the Madison market. Park Lofts serves as a strong example of Eminent Development Corporation's capacity to deliver impactful, community focused developments that address critical housing needs.

61. Confirm that the Developer Experience attachment to this application addresses the following information. If it does not, briefly describe experience developing multifamily housing for low-income households in the text box:

a. Experience obtaining and implementing Low Income Housing Tax Credits; including number, type, and location of proposed and completed LIHTC projects and units developed.
b. Experience obtaining and implementing any other federal, state, city, and other financing resources, including number, type, and location of proposed and completed projects and units.
c. Leadership/key development team staff qualifications.
d. Years the organization has been in existence.
e. Financial capacity of the organization to secure financing and complete the proposed project.

☒ Yes, I confirm ☐ No, See text box

Please limit responses to two pages if completed within this application as opposed to attachment. Do not duplicate information here and attached.

Since its founding in 2023, Eminent Development Corporation has been awarded three 9% Low Income Housing Tax Credit awards through WHEDA, demonstrating the firm's ability to successfully compete for Wisconsin's most sought after affordable housing financing. In 2024, the company was awarded tax credits for Park Lofts and Ellis Potter, both located in Madison. These developments are currently completing construction and are expected to begin leasing in 2026. The Xchange, a 50 unit, 100 percent affordable housing development in Neenah, received a 2026 WHEDA tax credit award and is anticipated to begin construction with lease up expected in 2028.

As the company has grown, so has its organizational capacity. Eminent Development Corporation now employs four full time staff members who oversee development activities, project management, financing, and community engagement across the company's portfolio. In addition, the firm partners with Baker Tilly to provide financial consulting, tax credit expertise, and development advisory services, ensuring each project is supported by experienced industry professionals. Together, this internal team and external partnership provide the capacity and expertise necessary to successfully deliver complex affordable housing developments throughout Wisconsin. Please see the attached experience forms and organizational chart for additional information.

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

Contact Person	**Company**	**Role in Development**	**E-mail**	**Phone**
Julian Walters	Eminent Development Corporation	Lead Developer	jwalters@eminentdc.com	6082355837
RossTreichel	Sketchworks Architecture, LLC	Architect	rtreichel@sketchworksarch.com	608-836-7570
Dennis Hanson	Lutheran Social Services	Property Manager/ Suportive Service Provider	dennis.hanson@lsswis.org	262-745-1000
Caleb Kreklow	Supreme Structures	General Contractor	caleb.kreklow@supremestructures.com	(608) 697-5950

63. 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**	**#**	**%**	**#**	**%**	**#**
Eminent Development Corporation	Developer	4	100	2	50	2
	Co-Developer					
	Co-Developer					
Supreme Structures	General Contractor	1	1.5	14	20.89	67
Lutheran Social Services	Property Manager	190	23	669	81	830

Sketchworks Architecture	Architect	0	0	12	37.5	32
Lutheran Social Services	Service Provider	190	23	669	81	830

64. Describe the project's organizational structure. Please attach an organizational chart detailing the roles of the applicant, all partnerships, ownership and controlling interest percentages of each entity.

The ownership structure for The Jackson has been designed to reflect a traditional Low Income Housing Tax Credit partnership while maintaining developer control through the General Partner. The Jackson, LLC, which will be formed for this development, will serve as the ownership entity for the project. Eminent Development Corporation will own 100 percent of The Jackson MM, LLC, which will be formed to act as the Managing Member and General Partner of The Jackson, LLC. Through this structure, The Xchange MM, LLC will hold a 0.01 percent ownership interest in the project and will oversee the development, construction, and long term asset management of the property. See org chart in PDF.

65. Does this proposal have a non-profit or tribal government lead applicant or codeveloper?

☐ Yes ☒ No

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

If yes, describe the non-profit or tribal government role in the development, such as controlling interest, Right of First Refusal, or General Partner Purchase Option. Describe briefly the compensation structure, including percentage of the developer fee allocated. Describe how the non-profit or tribal governement will be involved in long-term ownership:

66. 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:

Julian Walters, President of Eminent Development Corporation, is a 2023 graduate of the ACRE Program and has also completed the Developing Emerging and Diverse Developers (DEED) program and WHEDA's Emerging Developer Program. These nationally and state recognized programs have provided him with advanced training in affordable housing development, real estate finance, and public private partnerships.

Eminent Development Corporation is a 100 percent minority owned development company wholly owned by Julian Walters. The ownership entity formed for this development will be owned 100 percent by Eminent Development Corporation as the General Partner, demonstrating the firm's long term commitment to the project and its continued investment in creating high quality affordable housing throughout Wisconsin.

67. 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:

Eminent Development Corporation has extensive experience engaging with Black, Indigenous, Latinx, and other historically underserved communities through both its development work and ongoing community leadership. As a Black owned development company led by Julian Walters, a lifelong South Madison resident, the organization understands the importance of building trust, creating authentic relationships, and ensuring that residents have a meaningful voice in shaping the neighborhoods in which they live.

Beyond affordable housing development, Eminent Development Corporation leads and supports community initiatives that directly serve Black and Brown families. Each year, the organization hosts JuJu's Block Party, a free community celebration held in South Madison that brings together hundreds of families through school supply giveaways, free backpacks, athletic shoes, haircuts, hairstyles, health resources, youth activities, and connections to local service providers. While the event is intentionally designed to address disparities experienced by Black and Brown communities, it is open to and welcoming of all residents, reflecting the organization's commitment to creating inclusive spaces where every family feels valued and supported.

This same philosophy guides Eminent Development Corporation's approach to neighborhood engagement during the development process. Prior to advancing new developments, the team actively engages neighborhood associations, community organizations, elected officials, residents, and local stakeholders to gather input and incorporate feedback into project design. Community meetings are conducted in an open and transparent manner that encourages participation from individuals of all backgrounds, ensuring that developments respond to neighborhood needs while fostering broad community support. By combining cultural competency with an inclusive engagement process, Eminent Development Corporation has built a reputation for delivering developments that reflect and strengthen the communities they serve.

68. Indicate acceptance of the standard loan terms for this proposal as described in Section V of the RFP.
☒ Yes, I confirm

69. 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

70. What other major sources of soft funding are being sought for the proposed development (e.g., TIF, Dane County AHDF, Federal Home Loan Bank Affordable Housing Program, Dane Workforce Housing Fund, Housing Trust Funds, etc.)? List the funds, and provide status of those funds/anticipated commitment dates:

The project will apply to the Dane County Affordable Housing Development Fund (AHDF), with applications due on July 28. If the project is not awarded City or County funds, we will explore the Dane Workforce Housing Fund as an additional financing source.
We also plan to apply for WHEDA's Vacancy-to-Vitality program when the next funding round opens in Spring 2027, which we expect will complete the financing package.
Once funding is in place, we will move quickly toward closing and begin construction as soon as possible.

71. Describe any terms of anticipated funding sources that are incongruent with this RFP:

All the projected sources are congruent with the terms of this RFP.

72. 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

Eminent Development Corporation does not have any forclosures, defaults or bankruptcy or pending litigation. The firm has no nuisance abatement cases, unresolved building inspections. Eminent Development Corporation is in good standing as it relates to any of the concerns listed above.

Timeline

73. 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.

Activity/Benchmark	**Estimated Date of Completion**
Draft Site Plan Ready to Submit to Dev. Assistance Team (DAT)	7/17/26
1st Development Assistance Team Meeting	7/23/26
1st Neighborhood Meeting	8/5/26
Submission of Land Use Application	11/1/26
Plan Commission Consideration	11/27/26
Urban Design Commission Consideration, if applicable	10/15/26
Initial Project Concept Application to WHEDA	9/1/26
Full LIHTC Application to WHEDA	9/1/26
Anticipated WHEDA Award/Commitment	11/30/26
Complete Equity & Debt Financing	5/30/27
Acquisition/Real Estate Closing	5/30/27
Rehab or New Construction Bid Publishing	2/1/27
New Construction/Rehab Start	6/1/27
Begin Lease-Up/Marketing	5/1/28
New Construction/Rehab Completion/ Certificates(s) of Occupancy Obtained	8/1/28
Complete Substantial Lease-Up	10/31/28
Request Final AHF Draw	11/31/28

References

74. 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**
John Vogt	City of Madison Community Development Specialist	JVogt@cityofmadison.com	608-267-0742
Jenna Wuthrich	Dane County Lead Housing Program Specialist	wuthrich.Jenna@danecounty.gov	608-338-7466
Miranda Walker	Emerging Markets Manager	miranda.walker@usbank.com	612-391-5380

APPLICANT & PROJECT NAME: **Julian Walters The Jackson**

1. CAPITAL BUDGET

Enter ALL proposed project funding sources.

FUNDING SOURCES

Source	Amount	Non-Amortizing (Y/N)	Rate (%)	Term (Years)	Amort. Period (Years)	Annual Debt Service	Financing Approval Antcipated (Mo/Yr)
Permanent Loan-Lender Name:							
US Bank	$ 2,850,000	Y	7.00%	15	35	$269,826	2027
Subordinate Loan 1-Lender Name:							
WHEDA Vacancy to Vitality	$ 4,049,960	y	0.00%	15	35	$115,713	2027
Subordinate Loan 2-Lender Name:							
Tax Exempt Loan-Bond Issuer:							
City Request (AHF, HOME, TIF)							
AHF	$ 1,800,040	d long term affordability					
Subordinate TIF Loan-Lender Name:							
AHP Loan (List FHLB):							
Dane County AHDF:							
	$ 1,800,000	long term affordabilty					
Other-Specify Lender/Grantor:							
Other-Specify Lender/Grantor:							
Tax Credit Equity	$ 3,625,000						
Historic Tax Credit Equity (Fed and/or State)							
Deferred Developer Fees	$ 375,000						
Owner Investment							
Other-Specify:							
Total Sources	**$ 14,500,000**						

Do you plan on submitting an application for TIF? No

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan 1-Lender Name:			
US Bank	$ 9,608,426	7.00%	24
Construction Loan 2-Lender Name:			
Construction Loan 3-Lender Name:			
Construction Loan 4-Lender Name:			
Bridge Loan-Lender Name:			
Housing Tax Credit Equity:			
Historic Tax Credit Equity:			
Other-Specify:			

Total	**$ 9,608,426**

Estmated pricing on sale of Federal Tax Credits:	$ 0.80
Estmated pricing on sale of State Tax Credits: (if applicable)	

Remarks Concerning Project Funding Sources:

This project will be applying for non-competitive 4% tax credits.

APPLICANT: Eminent Development Corporation, The Jackson

2. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	Amount
Land	$600,000
Existing Buildings/Improvements	$0
Other (List)	
	$0
Construction:	
Construction/Rehab Costs	$9,608,426
E - Equipment & Furnishings	$95,000
F - Special Construction & Demolition	$0
Accessory Buildings	$0
Personal Property/FF&E	$0
Site Work Costs (on-site & off-site)	$0
Landscaping	$0
Contractor Fees:	
General Requirements	$512,081
Construction Overhead	$204,832
Construction Profit	$512,081
Construction Supervision	$0
Contingency Funds:	
Construction Contingency	$522,081
Other Contingency	$0
Construction Period Expenses/Soft Costs:	
Construction Loan Origination Fee	$83,584
Construction Loan Credit Enhancement/LOC	$0
Cost of Bond Issuance	$110,000
Bridge Loan Fees and Expenses	$0
Construction Loan Interest	$269,610
Construction Loan Origination Fee	$100,000
Construction Period Real Estate Taxes	$0
Title and Recording	$0
Builder's Risk/Property Insurance	$70,000
Temporary Relocation Assistance	$0
Permanent Relocation Assistance	$0
Other Interim/Construction Costs (list)	
	$0
Permanent Financing Expenses:	
Permanent Loan Origination Fee	$0
Credit Enhancement	$0
Other Permanent Loan Fees	$0
Legal Fees - Real Estate	$0
Architectural & Engineering:	
Architect - Design	$364,010
Architect - Supervision	$61,000

<---

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

Engineering	$35,000
Survey	$15,000
Other Architect/Engineering (list)	
	$0
Syndication Fees & Expenses:	
Organizational Fees	$0
Other Syndication Costs (list)	
	$0
Capitalized Reserves:	
Operating Reserve	$0
Replacement Reserve	$0
Lease-Up Reserve	$0
Debt Service Reserve	$0
Capital Needs Reserve	$0
Other Reserves	$0
Escrows	$0
Other Capitalized Reserves (list)	
	$0
Reports, Studies & Related Work:	
Appraisal	$10,000
Market Study	$7,000
Environmental Reports	$12,000
Capital Needs Assessment Report	$0
Other (list)	
	$0
Other Soft Costs:	
Tax Credit Fees - Application	$2,000
Tax Credit Fees - Compliance	$2,420
Tax Credit Fees - Allocation	$30,000
Permits & impact fees - water, sewer, etc.	$0
Cost Certification/Accounting fees	$133,875
Lease-Up Period Marketing	$15,000
Title Insurance and Recording	$0
Capital Needs Assessment (rehab only)	$0
Legal	$0
Other (list)	
	$0
Developer Earned Fees & Expenses:	
Developer's Fee	$1,125,000
Developer Overhead	$0
Consultant Fees	$0
Other fees (list)	
	$0
Total Costs:	**$14,500,000**

APPLICANT: **The Jackson**

3. PROJECT PROFORMA

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

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16
Gross Income	696,096	710,018	724,218	738,703	753,477	768,546	783,917	799,595	815,587	831,899	848,537	865,508	882,818	900,474	918,484	936,854
Less Vacancy/Bad Debt	34,805	35,501	36,211	36,935	37,674	38,427	39,196	39,980	40,779	41,595	42,427	43,275	44,141	45,024	45,924	46,843
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	661,291	674,517	688,007	701,768	715,803	730,119	744,721	759,616	774,808	790,304	806,110	822,232	838,677	855,451	872,560	890,011
Expenses:																
Office Expenses and Phone	550	567	583	601	619	638	657	676	697	718	739	761	784	808	832	857
Real Estate Taxes	69,036	71,107	73,240	75,438	77,701	80,032	82,433	84,906	87,453	90,076	92,779	95,562	98,429	101,382	104,423	107,556
Advertising, Accounting, Legal Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payroll, Payroll Taxes and Benefits		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	52,444	54,017	55,638	57,307	59,026	60,797	62,621	64,500	66,434	68,428	70,480	72,595	74,773	77,016	79,326	81,706
Mtc, Repairs and Mtc Contracts	72,240	74,407	76,639	78,939	81,307	83,746	86,258	88,846	91,511	94,257	97,085	99,997	102,997	106,087	109,269	112,548
Utilities (gas/electric/fuel/water/sewer)	56,025	57,706	59,437	61,220	63,057	64,948	66,897	68,904	70,971	73,100	75,293	77,552	79,878	82,275	84,743	87,285
Property Mgmt	33,899	34,916	35,963	37,042	38,154	39,298	40,477	41,691	42,942	44,231	45,557	46,924	48,332	49,782	51,275	52,814
Operating Reserve Pmt	18,000	18,540	19,096	19,669	20,259	20,867	21,493	22,138	22,802	23,486	24,190	24,916	25,664	26,434	27,227	28,043
Replacement Reserve Pmt	13,200	13,596	14,004	14,424	14,857	15,302	15,761	16,234	16,721	17,223	17,740	18,272	18,820	19,385	19,966	20,565
Support Services	50,000	51,500	53,045	54,636	56,275	57,964	59,703	61,494	63,339	65,239	67,196	69,212	71,288	73,427	75,629	77,898
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	365,394	376,356	387,646	399,276	411,254	423,592	436,300	449,389	462,870	476,756	491,059	505,791	520,964	536,593	552,691	569,272
Net Operating Income	295,897	298,161	300,361	302,492	304,549	306,527	308,422	310,227	311,938	313,548	315,051	316,442	317,713	318,857	319,868	320,739
Debt Service:																
First Mortgage	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000
Second Mortgage	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
Other (List)																
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Debt Service	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000
Total Annual Cash Expenses	623,394	634,356	645,646	657,276	669,254	681,592	694,300	707,389	720,870	734,756	749,059	763,791	778,964	794,593	810,691	827,272
Total Net Operating Income	37,897	40,161	42,361	44,492	46,549	48,527	50,422	52,227	53,938	55,548	57,051	58,442	59,713	60,857	61,868	62,739
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	37,897	40,161	42,361	44,492	46,549	48,527	50,422	52,227	53,938	55,548	57,051	58,442	59,713	60,857	61,868	62,739
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	1.15	1.16	1.16	1.17	1.18	1.19	1.20	1.20	1.21	1.22	1.22	1.23	1.23	1.24	1.24	1.24
DCR Total Debt	1.15	1.16	1.16	1.17	1.18	1.19	1.20	1.20	1.21	1.22	1.22	1.23	1.23	1.24	1.24	1.24

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	955,591	974,702	994,196	1,014,080	1,034,362	1,055,049	1,076,150	1,097,673	1,119,627	1,142,019	1,164,860	1,188,157	1,211,920	1,236,158
Less Vacancy/Bad Debt	47,780	48,735	49,710	50,704	51,718	52,752	53,808	54,884	55,981	57,101	58,243	59,408	60,596	61,808
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	907,811	925,967	944,487	963,376	982,644	1,002,297	1,022,343	1,042,790	1,063,645	1,084,918	1,106,617	1,128,749	1,151,324	1,174,350
Expenses:														
Office Expenses and Phone	883	909	936	964	993	1,023	1,054	1,085	1,118	1,152	1,186	1,222	1,258	1,296
Real Estate Taxes	110,783	114,106	117,529	121,055	124,687	128,427	132,280	136,249	140,336	144,546	148,882	153,349	157,949	162,688
Advertising, Accounting, Legal Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payroll, Payroll Taxes and Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	84,157	86,682	89,282	91,961	94,720	97,561	100,488	103,503	106,608	109,806	113,100	116,493	119,988	123,588
Mtc, Repairs and Mtc Contracts	115,924	119,402	122,984	126,673	130,473	134,388	138,419	142,572	146,849	151,255	155,792	160,466	165,280	170,238
Utilities (gas/electric/fuel/water/sewer)	89,904	92,601	95,379	98,240	101,187	104,223	107,350	110,570	113,887	117,304	120,823	124,448	128,181	132,027
Property Mgmt	54,398	56,030	57,711	59,442	61,225	63,062	64,954	66,903	68,910	70,977	73,106	75,299	77,558	79,885
Operating Reserve Pmt	28,885	29,751	30,644	31,563	32,510	33,485	34,490	35,525	36,590	37,688	38,819	39,983	41,183	42,418
Replacement Reserve Pmt	21,182	21,818	22,472	23,146	23,841	24,556	25,293	26,051	26,833	27,638	28,467	29,321	30,201	31,107
Support Services	80,235	82,642	85,122	87,675	90,306	93,015	95,805	98,679	101,640	104,689	107,830	111,064	114,396	117,828
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	586,350	603,941	622,059	640,721	659,942	679,740	700,133	721,137	742,771	765,054	788,006	811,646	835,995	861,075
Net Operating Income	321,461	322,027	322,428	322,656	322,702	322,556	322,210	321,653	320,875	319,864	318,611	317,103	315,329	313,276
Debt Service:														
First Mortgage	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000
Second Mortgage	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
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	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000
Total Annual Cash Expenses	844,350	861,941	880,059	898,721	917,942	937,740	958,133	979,137	1,000,771	1,023,054	1,046,006	1,069,646	1,093,995	1,119,075
Total Net Operating Income	63,461	64,027	64,428	64,656	64,702	64,556	64,210	63,653	62,875	61,864	60,611	59,103	57,329	55,276
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	63,461	64,027	64,428	64,656	64,702	64,556	64,210	63,653	62,875	61,864	60,611	59,103	57,329	55,276
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	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.24	1.24	1.23	1.23	1.22	1.21
DCR Total Debt	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.24	1.24	1.23	1.23	1.22	1.21

Assumptions

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

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

Eminent Development Corp.
The Jackson

Response Submission Due Date: August 28, 2026 @ NOON

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 mfrater@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. **Question 11 details planned noise attenuation, addressing STE levels. Please additionally identify the anticipated reduction to noise pollution in terms of decibel levels.**

Sound from the Beltline Highway: For this example, we're using vehicles traveling at 60 mph. Sound measured about 50 feet away from this traffic averages between 70-80 decibels. Examples for decibel ratings below.
The Jackson will be approximately 520 feet from the closest lane of the Beltline Highway. The straight-line distance reduced the sound level by approximately 20 decibels, bringing it down to approximately 50-60 decibels, per a distance attenuation calculation, and not taking any other environmental elements into the equation (other buildings, trees, etc.).
Windows and doors are the largest offenders of sound transmission. A standard double pane window, the style that will be used in this development, achieve an STC rating of 28-34, blocking about 20-30 decibels of noise. Similarly, the exterior walls have slightly better STC ratings, approximately 36-39, blocking about 30-35 decibels.
Overall, the exterior walls and windows/doors will bring the decibel ratings of the Beltline Highway noise down to an average of 33 decibels, which is just above the level of human hearing capabilities.

Less than 50	Refrigerator humming (~40 dBA)
50 to 59	Quiet office (~50 dBA)
60 to 69	Conversational speech (~60 dBA)
70 to 79	Vacuum cleaner (~70 dBA)
80 or more	Garbage disposal (~80 dBA)

B. Planning Principles & Consistency

1. **Provide an overview of the feedback and comments received at the Neighborhood Meeting.** The neighborhood meeting was productive and provided valuable feedback from community stakeholders. Attendees emphasized the importance of incorporating

adequate green space and landscaping into the site design, particularly given that the development will serve an older adult population. Stakeholders also expressed a preference for incorporating parking and pedestrian sidewalks in front of the building to improve accessibility and connectivity. There were also questions and concerns regarding the development's supportive housing component and its service to individuals experiencing homelessness. We addressed these concerns by explaining the project's supportive services model, including the resources and ongoing support that will be available to residents. This discussion helped provide additional clarity regarding the project's approach to supportive housing and long-term resident stability.

2.

C. <u>Unit Mix & Affordability</u>

1. **Confirm your final proposed unit mix using the attached table, by unit type and affordability level. The application lists 44, 45, and 47 units in various locations.** There will be 45 units in total (30- 1 bedrooms, 12- studios, 3-2 bedrooms)

ADDRESS #1:	2440 Perry Street, Madison, WI 53713										
	# of Bedrooms						**Projected Monthly Unit Rents, Including Utilities** **Utilities included:** ☒ Water/Sewer ☒ Electric ☒ Gas ☒ Free Internet In-Unit☒ Washer/Dryer ☒ Other: ________				
							UA Studio: $94	**UA 1 BR:** $107	**UA 2 BR:** $135	**UA 3 BR: $**	**UA 4 BR: $**
% of Area Median Income (AMI)	**Total # of units**	**# of Studios**	**# of 1 BRs**	**# of 2 BRs**	**# of 3 BRs**	**# of 4+ BRs**	**$ Rent Studios**	**$ Rent 1 BRs**	**$ Rent 2 BRs**	**$ Rent 3 BRs**	**$ Rent 4 BRs**
≤30%	9	2	7	0	0	0	617	654			
40%	2	0	2	0	0	0		908			
50%	10	5	5	0	0	0		1162			
60%	24	5	16	3	0	0	1328	1416	1692		
Affordable Sub-total	**0**	**0**	**0**	**0**	**0**	**0**					
80%	0	0	0	0	0	0					
Market*	0	0	0	0	0	0					
Total Units	**45**	**12**	**30**	**3**	**0**	**0**	Notes/Utility Allowance Assumptions: yes Utilities Allowance Used: ☒ CDA ☐ DCHA				

2. **Describe why you are not proposing to distribute unit sizes proportionately by income level**. This development is one we are pursuing in a creative way. With the new QAP limiting awards to only two projects per major county, the competitive tax credit process has become even more challenging. However, this increased competition does not diminish the significant need for affordable housing in the community. Because this development is being structured using tax-exempt bonds, conventional debt, and City funding rather than relying on a competitive 9% tax credit award, the project requires a

larger number of units and a broader mix of affordability levels to generate sufficient rental income to support the debt and maintain long-term financial feasibility. The benefit of this approach is that the development remains 100% affordable. Every unit within the building will be restricted at or below 60% of Area Median Income (AMI), allowing the project to serve households across multiple income levels while creating a financially sustainable affordable housing development.

D. <u>Property Management</u>

1. **Confirm that the answer to Question 28 refers to turnover in 2025. If the listed turnover is for 2024 as written, please submit the value for 2025.** The value refers to 2025.

2. **What % FTE will onsite property management be at the property?**

   100%

3. **Which hours do you anticipate onsite property manager will be available at the property?** 20hrs

4. **What % FTE and hours do you anticipate the Maintenance staff will be on-site?**

   100% and 20 hrs

5. **Please explain why payroll, payroll taxes, and benefits are shown as $0 in the operating pro forma.**
   i. **How are onsite staffing, administrative personnel, compliance, maintenance staffing, or other personnel costs being captured?** We have separately identified the anticipated property management fee and property management salary within the applicable line items. The maintenance contract is currently included within the $72,240 repairs and maintenance expense. At this stage, we have combined these costs as we continue to refine the operating budget and obtain more definitive information regarding anticipated maintenance and contractual costs.
   As the project progresses and additional operating information becomes available, these expenses can be separated into individual line items to provide greater detail and transparency. The current presentation is intended to provide a reasonable estimate of the total anticipated operating costs while maintaining flexibility as the final property management and maintenance budgets are established.

6. **Please confirm the number of hard set-aside units, that is, units that will be permanently held open until filled via referral, as proposed to be split between persons experiencing homelessness and HUD-VASH.**
   A total of nine units, representing 20% of the development's 45 units, will be designated as supportive housing. Four units will be filled through referrals for

individuals experiencing homelessness, while five units will be set aside for veterans experiencing homelessness through the HUD-VASH program. These units will be supported by the project's supportive services component to promote long-term housing stability and connect residents with appropriate resources**.**

7. **Describe the process for provision of support services for households living in the building not referred for tenancy through LSS (such as through HUD-VASH).** Households living in the development who were not referred for tenancy through LSS are still eligible to access supportive services through LSS. LSS will make every effort to introduce services to all new tenants within 30 days of move-in. All residents receive an introduction to available services through a welcome packet that includes the service coordinator's contact information, office hours, details about available programming, and instructions for accessing services. Residents are also informed of available supports through newsletters, flyers, orientations, resident programming, open office hours, and direct outreach as needed. Participation is voluntary, and residents may choose to engage in services at any time.

8. **Support services are listed at a staffing level of 1 FTE. Confirm this is 1 FTE onsite. If not fully onsite, what is the Support Service Provider's remote work policy for service coordinators?** This staffing model is fully onsite. There may be occasions when the service coordinator works offsite or remotely to attend required training or complete job-related responsibilities. Any offsite or remote work must be approved in advance by the service coordinator's supervisor and communicated to property management and tenants, including any resulting changes to office hours or availability.

E. <u>Sustainability & Resilience</u>

1. **The City requires awardees to continue working with Focus on Energy's New Construction Energy Design Assistance throughout the building design process as described in Attachment A. The City will incorporate commitments into the term sheet.**
    a. **Please attach the <u>Preliminary or Final Bundle Requirements Document (BRD)</u>. If for some reason a Preliminary BRD is not yet available, provide an update on the status.** Focus on Energy has paused our BRD processing until after we receive an award. Please find the update quoted "For The Jackson, we've been advised by WHEDA that projects that have not yet received their award should be paused yntil that decision is made. In the meantime, we'll keep your application open on our end so we're ready to pick things back up once you receive an update from WHEDA."
    b. **What percentage of projected Energy Use Intensity (EUI) savings calculated over baseline energy code is anticipated? __%** This is TBD but will be shared with the city as we progress.
    c. **What is the highest feasible Bundle Level to which this project can commit?** TBD
2. **Describe the space heating and cooling systems of the building(s), including any whole-building and in-unit systems and their fuel source(s). Specify whether each**

apartment control its own temperature and if programmable thermostats will be included. Apartments will be able to control their own temperature. The proposed building will utilize individual split-system heating and cooling equipment to provide efficient and reliable climate control throughout the residential units and common areas. The apartments, studio units, corridors, and common areas will be served by single-zone split systems consisting of gas furnaces for heating and direct expansion (DX) air-conditioning systems for cooling. This approach allows the building to provide both heating and air conditioning throughout the residential and shared spaces.
The enclosed garage will be heated using gas-fired unit heaters and will not be mechanically cooled. This system is appropriate for the garage because the space requires heating during colder months but does not require the same level of temperature control as the building's occupied residential and common areas.
Overall, the proposed mechanical system provides dedicated heating and cooling for all regularly occupied portions of the building while utilizing a simpler, heating-only system for the garage.

3. **How many EV charging stations will be installed on-site, and how many plugs will each station have? Will they be level 1, 2, or 3? Will charging be free to tenants?**

   EV charging stations will be provided in compliance with applicable City requirements. Our goal is to make EV charging available to residents at little to no additional cost whenever feasible. While some EV charging vendors utilize a pay-per-use model, we will explore available equipment, vendors, and operating structures to minimize or eliminate charging costs to residents to the greatest extent possible. Regardless of the final EV charging structure, parking at the development will be provided to residents at no cost. There will be no monthly or separate parking fee for tenants.

4. **The minimum solar threshold for this RFP is 30kW, unless physically infeasible. Please explain why the proposed project does not meet this standard.**

   We evaluated the potential for a 30 kW solar PV system; however, preliminary estimates indicate that a system of that size would cost approximately twice as much as the 15 kW system currently contemplated. Given the importance of maintaining overall project feasibility, we elected to model the 15 kW system while still incorporating renewable energy and sustainability measures into the development. However, if the City considers the 30 kW system a firm requirement for the project, we can incorporate it into the design and revise the development budget accordingly. We would welcome the opportunity to work with the City and Focus on Energy to identify potential incentives or other cost-saving measures that could help offset the additional expense.

5. **Please explain why the proposed project does not plan to claim points in the WHEDA MFA for Advanced or Stretch goals in the Energy Efficiency and Sustainability Category.** The stretch goals are typically incorporated for competitive scoring purposes and can result in additional development costs. We remain committed to delivering a highly efficient and sustainable building and will work closely with Focus on Energy to identify and implement energy-efficiency measures that provide meaningful long-term benefits to the property and its residents. However, to the extent that certain stretch goals are not required, we would prefer to maintain flexibility in determining which measures are incorporated into the final design. This flexibility will allow us to balance our sustainability objectives with overall project costs and financial feasibility while still delivering a high-quality, energy-efficient development.

6. **The proposed development does not include the use of electric stoves, water heaters, driers, or space heating equipment. Why not?**

   The Jackson will have electric stoves, in-unit washers and dryers, space heating equipment, and water heaters.

F. <u>Design & Accessibility</u>

1. **No questions.**

G. <u>Development Team & Financing</u>

1. **Capital Budget – Sources:**
   a. **Detail the choice to apply for noncompetitive credits in this proposal, and how that has impacted your financial stack, final unit mix, and affordability**
   The choice to go for noncompetitive credits is a decision made by multiple factors. WHEDA's new QAP limits competitive housing tax credit awards to two developments within major counties, further increasing competition for this limited resource. Our approach with The Jackson is intended to create much-needed affordable housing while avoiding reliance on an increasingly competitive 9% tax credit award. Because the development is eligible for the Vacancy-to-Vitality program and has access to potentially strong municipal gap financing sources, we have identified a viable path forward utilizing 4% tax credits and tax-exempt bonds. The site is also located within a Qualified Census Tract (QCT) and is positioned to score competitively under a traditional 9% tax credit application. However, given the additional resources potentially available to this development, we believe pursuing the 4% structure is a creative and responsible approach to financing the project. If City funding is not awarded, we could explore submitting a future 9% tax credit application to generate additional equity and offset the resulting financing gap. That is not our preferred approach. Successfully advancing The Jackson without a competitive 9% award also preserves an opportunity for another Dane County affordable housing development that may not have access to the same combination of financing resources and may require a 9% award to be financially feasible.

b. **The largest single capital source for this proposal is a WHEDA Vacancy to Vitality loan, which is unusual in our process. Have you had conversations with WHEDA about Vacancy to Vitality loan sizing, underwriting, and competitiveness in the Capital Area Regional Set-Aside? Describe the permanent financing structure, noting the difference between the annual debt service reflected in the Capital Budget and the debt service modeled in the operating pro forma.**

   We have had conversations with WHEDA regarding the Vacancy-to-Vitality program and understand that funding remains available. The primary caveat is that Vacancy-to-Vitality must be the final committed funding source for the development. We anticipate having all other project funding sources committed by the time applications reopen in Spring 2027, which would position the project to pursue Vacancy-to-Vitality as the final source needed to complete the capital stack. Currently, more than $40 million remains available in the overall fund. Of the original $25 million targeted for the senior development set-aside, $23,169,231 remains available. Given the significant amount of funding remaining within the senior set-aside and The Jackson's eligibility as a senior affordable housing development, we believe Vacancy-to-Vitality represents a viable potential source for the project. The project's permanent financing structure is anticipated to include a first mortgage supported by the property's stabilized net operating income, along with subordinate public financing and LIHTC equity. The permanent loan will be sized based on the project's ability to maintain the required debt service coverage ratio (DSCR) while preserving sufficient operating cash flow and reserves throughout the affordability period.The annual debt service reflected in the Capital Budget represents the estimated contractual debt service associated with the permanent financing source based on the current loan assumptions. The operating pro forma, however, is modeled using WHEDA underwriting standards and reflects the debt service necessary to demonstrate the project's ability to meet required DSCR thresholds over the operating period. Any difference between the debt service shown in the Capital Budget and the operating pro forma is therefore a result of the current preliminary financing and underwriting assumptions rather than an additional debt obligation. The project has not yet secured a final lender commitment, and the permanent loan amount, interest rate, amortization period, and resulting annual debt service will be finalized as lender and investor commitments are obtained. At that time, the Capital Budget and operating pro forma will be reconciled to reflect the final permanent financing terms.

c. **Explain the assumptions underlying the construction financing and construction-interest budget, including the anticipated construction-loan draw schedule, equity funding timing.**

   The construction loan is anticipated to fund project costs through monthly draws based on completed work, approved contractor pay applications, and other eligible development costs. As a result, the full construction loan balance will not be outstanding for the entire construction period. Interest has been modeled based on the anticipated gradual increase in the outstanding construction loan balance as construction progresses.

LIHTC equity is also anticipated to fund through multiple installments tied to customary project milestones rather than being contributed entirely at closing. The timing of these installments will ultimately be established through the investor Letter of Intent and partnership agreement and may include funding at or near closing, during construction, at construction completion, upon achievement of stabilized occupancy, and at other required conversion milestones.

The construction-interest budget therefore reflects the anticipated timing and interaction of construction debt draws and equity installments throughout the construction period. The current assumptions are intended to provide a reasonable and conservative estimate for preliminary underwriting purposes. Once a construction lender and tax credit investor are selected, the actual loan draw schedule, equity installment schedule, interest rate, and construction period will be incorporated into the model and the construction-interest budget will be updated accordingly.

d. **Detail the decision to defer only $375,000 of the developer fee. How does this impact your overall budget and funding request?** This figure is subject to change and represents the amount of developer fee that we currently anticipate can be repaid from available project cash flow over the applicable operating period. The project also maintains additional flexibility to defer a greater portion of the developer fee should unforeseen costs or financing gaps arise during development. WHEDA permits up to 50% of the total developer fee to be deferred. Our current model does not require the maximum allowable deferral, which we believe is a positive indicator of the project's financial feasibility. At the same time, the remaining capacity to defer additional developer fee provides the project with another potential source to address cost increases or funding gaps, if necessary, as the financing and construction budgets are finalized.

2. **Capital Budget – Uses:**
    a. **The following costs are currently shown as $0 in the proposal budget. Are these costs included elsewhere within the budget as nonstandard line items? If yes, please identify where. If no, please resubmit the Budget Workbook ensuring all standard costs are reflected in budget.** Please see updated workbook attached.
        i. **Demolition of existing property –** reflected as site work costs in expenses tab
        ii. **Title and recording fees-** reflected in workbook
        iii. **Permits/impact fees-**reflected in workbook
        iv. **Legal fees-**reflected in workbook

v. **Organizational/Syndication fees-**reflected in workbook

b. **Please describe the project's reserve structure at closing. The Capital Budget currently reflects $0 for the operating reserve, lease-up reserve, debt service reserve, replacement reserve, and other capitalized reserves. What reserves will ultimately be required, and where will those costs be reflected?** The updated workbook includes both an operating reserve and a replacement reserve, each of which is anticipated to be initially funded at closing. These amounts are based on current underwriting assumptions and are subject to change as the project progresses through final underwriting and financing. The final reserve requirements and funding amounts will be determined in coordination with WHEDA, the lender, and the tax credit investor prior to closing.

3. **Operating Proforma:**
   a. **Please explain the rationale for modeling a 5% vacancy rate for this proposal, or resubmit with a 7% vacancy rate assumption.**
   WHEDA allows projects to underwrite using a 5% vacancy rate, 2% annual rent growth, and 3% annual expense growth. Our financial model was prepared in accordance with these WHEDA underwriting standards. Given the strength of the Madison rental market and the continued demand for affordable housing, we believe the 5% vacancy assumption is reasonable and appropriate for this development.
   b. **Does the development as proposed have a Letter of Intent that would allow for a 1.15 DSCR in Year 1? Can that DSCR be maintained after accounting for zeroed operating costs yet to be added?**

   In LIHTC transactions, a 1.15x DSCR is commonly used due to the long-term affordability restrictions, equity investment, and overall financing structure of these developments. WHEDA also permits this level of DSCR within its underwriting model, with a minimum requirement of 1.10x. At this stage, we have not yet formally solicited investors or received an investor Letter of Intent (LOI), so the underwriting assumptions remain preliminary and will be further refined as we move through the financing process. Based on WHEDA's requirements and typical LIHTC underwriting standards, we believe the DSCR currently modeled is reasonable and consistent with what is generally seen for comparable affordable housing developments.
   c. **Please explain why advertising, accounting, and legal expenses are shown as $0 throughout the operating pro forma and identify where those ongoing operating costs are being reflected.**
   These costs are typically included as soft costs incurred during the predevelopment and development phases of the project rather than as recurring

annual operating expenses. I have added them to the expense tab of the attached workbook for reference and transparency. If the City prefers to see any of these items modeled as annual operating expenses, we can revise the pro forma accordingly. However, our current treatment reflects how these costs are generally incurred at various stages of the development process rather than on an annual basis.

d. **The operating pro forma includes an annual operating-reserve contribution, while the development budget shows no initial capitalized operating reserve.**
    i. **Please explain how the operating reserve is intended to be funded and maintained.**
    The initial operating reserve will be funded through an equity installment at closing. Following the initial funding, additional contributions to the reserve will be made annually from available project cash flow. These annual contributions are reflected as an expense in the operating pro forma to demonstrate the ongoing requirement to fund and grow the reserve over the applicable period.

4. **Will this development, if awarded credits and City financing, opt-in to WHEDA's Strategic Business Program?**
Yes. We would work closely with Cross Management Services to ensure that all reporting and compliance requirements are met throughout the project. We would also coordinate with their team to maximize contracting opportunities for disadvantaged businesses and ensure appropriate participation by union workers in accordance with applicable project requirements and goals.

APPLICANT & PROJECT NAME: **Julian Walters The Jackson**

1. CAPITAL BUDGET

Enter ALL proposed project funding sources.

FUNDING SOURCES

Source	Amount	Non-Amortizing (Y/N)	Rate (%)	Term (Years)	Amort. Period (Years)	Annual Debt Service
Permanent Loan-Lender Name:						
US Bank	$ 2,850,000	Y	7.00%	15	35	$269,826
Subordinate Loan 1-Lender Name:						
WHEDA Vacancy to Vitality	$ 4,049,960	y	0.00%	15	35	$115,713
Subordinate Loan 2-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
City Request (AHF, HOME, TIF)						
AHF	$ 1,800,040	long term affordability				
Subordinate TIF Loan-Lender Name:						
AHP Loan (List FHLB):						
Dane County AHDF:						
	$ 1,800,000	long term affordabilty				
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Tax Credit Equity	$ 3,625,000					
Historic Tax Credit Equity (Fed and/or State)						
Deferred Developer Fees	$ 406,200					
Owner Investment						
Other-Specify:						
Total Sources	**$ 14,531,200**					

Do you plan on submitting an application for TIF? No

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan 1-Lender Name:			
US Bank	$ 9,608,426	7.00%	24
Construction Loan 2-Lender Name:			
Construction Loan 3-Lender Name:			
Construction Loan 4-Lender Name:			
Bridge Loan-Lender Name:			
Housing Tax Credit Equity:			
Historic Tax Credit Equity:			
Other-Specify:			

Total	**$ 9,608,426**			

Estmated pricing on sale of Federal Tax Credits: $ 0.80

Estmated pricing on sale of State Tax Credits:
(if applicable)

Remarks Concerning Project Funding Sources:

This project will be applying for non-competitive 4% tax credits.

APPLICANT: **Eminent Development Corporation, The Jackson**

2. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	Amount
Land	$600,000
Existing Buildings/Improvements	$0
Other (List)	
	$0
Construction:	
Construction/Rehab Costs	$9,308,426
E - Equipment & Furnishings	
F - Special Construction & Demolition	$0
Accessory Buildings	$0
Personal Property/FF&E	$95,000
Site Work Costs (on-site & off-site)	$300,000
Landscaping	$0
Contractor Fees:	
General Requirements	$512,081
Construction Overhead	$204,832
Construction Profit	$512,081
Construction Supervision	$0
Contingency Funds:	
Construction Contingency	$522,081
Other Contingency	$0
Construction Period Expenses/Soft Costs:	
Construction Loan Origination Fee	$83,584
Construction Loan Credit Enhancement/LOC	$0
Cost of Bond Issuance	$110,000
Bridge Loan Fees and Expenses	$0
Construction Loan Interest	$269,610
Construction Loan Origination Fee	
Construction Period Real Estate Taxes	$0
Title and Recording	$0
Builder's Risk/Property Insurance	$70,000
Temporary Relocation Assistance	$0
Permanent Relocation Assistance	$0
Other Interim/Construction Costs (list)	
	$0
Permanent Financing Expenses:	
Permanent Loan Origination Fee	$60,000
Credit Enhancement	$0
Other Permanent Loan Fees	$0
Legal Fees - Real Estate	$0
Architectural & Engineering:	

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

Architect - Design	$364,010
Architect - Supervision	$31,000
Engineering	$35,000
Survey	$15,000
Other Architect/Engineering (list)	
	$0
Syndication Fees & Expenses:	
Organizational Fees	$20,000
Other Syndication Costs (list)	
	$0
Capitalized Reserves:	
Operating Reserve	$18,000
Replacement Reserve	$13,200
Lease-Up Reserve	$0
Debt Service Reserve	$0
Capital Needs Reserve	$0
Other Reserves	$0
Escrows	$0
Other Capitalized Reserves (list)	
	$0
Reports, Studies & Related Work:	
Appraisal	$10,000
Market Study	$7,000
Environmental Reports	$12,000
Capital Needs Assessment Report	$0
Other (list)	
	$0
Other Soft Costs:	
Tax Credit Fees - Application	$2,000
Tax Credit Fees - Compliance	$2,420
Tax Credit Fees - Allocation	$30,000
Permits & impact fees - water, sewer, etc.	$30,000
Cost Certification/Accounting fees	$63,875
Lease-Up Period Marketing	$15,000
Title Insurance and Recording	$20,000
Capital Needs Assessment (rehab only)	$0
Legal	$70,000
Other (list)	
	$0
Developer Earned Fees & Expenses:	
Developer's Fee	$1,125,000
Developer Overhead	$0
Consultant Fees	$0
Other fees (list)	
	$0
Total Costs:	**$14,531,200**

Total Cost:

$0

APPLICANT: **The Jackson**

3. PROJECT PROFORMA

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

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16
Gross Income	696,096	710,018	724,218	738,703	753,477	768,546	783,917	799,595	815,587	831,899	848,537	865,508	882,818	900,474	918,484	936,854
Less Vacancy/Bad Debt	34,805	35,501	36,211	36,935	37,674	38,427	39,196	39,980	40,779	41,595	42,427	43,275	44,141	45,024	45,924	46,843
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	661,291	674,517	688,007	701,768	715,803	730,119	744,721	759,616	774,808	790,304	806,110	822,232	838,677	855,451	872,560	890,011
Expenses:																
Office Expenses and Phone	550	567	583	601	619	638	657	676	697	718	739	761	784	808	832	857
Real Estate Taxes	69,036	71,107	73,240	75,438	77,701	80,032	82,433	84,906	87,453	90,076	92,779	95,562	98,429	101,382	104,423	107,556
Advertising, Accounting, Legal Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payroll, Payroll Taxes and Benefits		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	52,444	54,017	55,638	57,307	59,026	60,797	62,621	64,500	66,434	68,428	70,480	72,595	74,773	77,016	79,326	81,706
Mtc, Repairs and Mtc Contracts	72,240	74,407	76,639	78,939	81,307	83,746	86,258	88,846	91,511	94,257	97,085	99,997	102,997	106,087	109,269	112,548
Utilities (gas/electric/fuel/water/sewer)	56,025	57,706	59,437	61,220	63,057	64,948	66,897	68,904	70,971	73,100	75,293	77,552	79,878	82,275	84,743	87,285
Property Mgmt	33,899	34,916	35,963	37,042	38,154	39,298	40,477	41,691	42,942	44,231	45,557	46,924	48,332	49,782	51,275	52,814
Operating Reserve Pmt	18,000	18,540	19,096	19,669	20,259	20,867	21,493	22,138	22,802	23,486	24,190	24,916	25,664	26,434	27,227	28,043
Replacement Reserve Pmt	13,200	13,596	14,004	14,424	14,857	15,302	15,761	16,234	16,721	17,223	17,740	18,272	18,820	19,385	19,966	20,565
Support Services	50,000	51,500	53,045	54,636	56,275	57,964	59,703	61,494	63,339	65,239	67,196	69,212	71,288	73,427	75,629	77,898
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	365,394	376,356	387,646	399,276	411,254	423,592	436,300	449,389	462,870	476,756	491,059	505,791	520,964	536,593	552,691	569,272
Net Operating Income	295,897	298,161	300,361	302,492	304,549	306,527	308,422	310,227	311,938	313,548	315,051	316,442	317,713	318,857	319,868	320,739
Debt Service:																
First Mortgage	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000
Second Mortgage	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
Other (List)																
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Debt Service	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000
Total Annual Cash Expenses	623,394	634,356	645,646	657,276	669,254	681,592	694,300	707,389	720,870	734,756	749,059	763,791	778,964	794,593	810,691	827,272
Total Net Operating Income	37,897	40,161	42,361	44,492	46,549	48,527	50,422	52,227	53,938	55,548	57,051	58,442	59,713	60,857	61,868	62,739
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	37,897	40,161	42,361	44,492	46,549	48,527	50,422	52,227	12,364	0	0	0	0	0	0	0
Cash Flow	0	0	0	0	0	0	0	0	41,574	55,548	57,051	58,442	59,713	60,857	61,868	62,739
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	1.15	1.16	1.16	1.17	1.18	1.19	1.20	1.20	1.21	1.22	1.22	1.23	1.23	1.24	1.24	1.24
DCR Total Debt	1.15	1.16	1.16	1.17	1.18	1.19	1.20	1.20	1.21	1.22	1.22	1.23	1.23	1.24	1.24	1.24

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	955,591	974,702	994,196	1,014,080	1,034,362	1,055,049	1,076,150	1,097,673	1,119,627	1,142,019	1,164,860	1,188,157	1,211,920	1,236,158
Less Vacancy/Bad Debt	47,780	48,735	49,710	50,704	51,718	52,752	53,808	54,884	55,981	57,101	58,243	59,408	60,596	61,808
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	907,811	925,967	944,487	963,376	982,644	1,002,297	1,022,343	1,042,790	1,063,645	1,084,918	1,106,617	1,128,749	1,151,324	1,174,350
Expenses:														
Office Expenses and Phone	883	909	936	964	993	1,023	1,054	1,085	1,118	1,152	1,186	1,222	1,258	1,296
Real Estate Taxes	110,783	114,106	117,529	121,055	124,687	128,427	132,280	136,249	140,336	144,546	148,882	153,349	157,949	162,688
Advertising, Accounting, Legal Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payroll, Payroll Taxes and Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	84,157	86,682	89,282	91,961	94,720	97,561	100,488	103,503	106,608	109,806	113,100	116,493	119,988	123,588
Mtc, Repairs and Mtc Contracts	115,924	119,402	122,984	126,673	130,473	134,388	138,419	142,572	146,849	151,255	155,792	160,466	165,280	170,238
Utilities (gas/electric/fuel/water/sewer)	89,904	92,601	95,379	98,240	101,187	104,223	107,350	110,570	113,887	117,304	120,823	124,448	128,181	132,027
Property Mgmt	54,398	56,030	57,711	59,442	61,225	63,062	64,954	66,903	68,910	70,977	73,106	75,299	77,558	79,885
Operating Reserve Pmt	28,885	29,751	30,644	31,563	32,510	33,485	34,490	35,525	36,590	37,688	38,819	39,983	41,183	42,418
Replacement Reserve Pmt	21,182	21,818	22,472	23,146	23,841	24,556	25,293	26,051	26,833	27,638	28,467	29,321	30,201	31,107
Support Services	80,235	82,642	85,122	87,675	90,306	93,015	95,805	98,679	101,640	104,689	107,830	111,064	114,396	117,828
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	586,350	603,941	622,059	640,721	659,942	679,740	700,133	721,137	742,771	765,054	788,006	811,646	835,995	861,075
Net Operating Income	321,461	322,027	322,428	322,656	322,702	322,556	322,210	321,653	320,875	319,864	318,611	317,103	315,329	313,276
Debt Service:														
First Mortgage	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000
Second Mortgage	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
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	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000
Total Annual Cash Expenses	844,350	861,941	880,059	898,721	917,942	937,740	958,133	979,137	1,000,771	1,023,054	1,046,006	1,069,646	1,093,995	1,119,075
Total Net Operating Income	63,461	64,027	64,428	64,656	64,702	64,556	64,210	63,653	62,875	61,864	60,611	59,103	57,329	55,276
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	63,461	64,027	64,428	64,656	64,702	64,556	64,210	63,653	62,875	61,864	60,611	59,103	57,329	55,276
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	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.24	1.24	1.23	1.23	1.22	1.21
DCR Total Debt	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.24	1.24	1.23	1.23	1.22	1.21

Assumptions

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

APPLICANT & PROJECT NAME: **Julian Walters The Jackson**

1. CAPITAL BUDGET

Enter ALL proposed project funding sources.

FUNDING SOURCES

Source	Amount	Non-Amortizing (Y/N)	Rate (%)	Term (Years)	Amort. Period (Years)	Annual Debt Service
Permanent Loan-Lender Name:						
US Bank	$ 2,850,000	Y	7.00%	15	35	$269,826
Subordinate Loan 1-Lender Name:						
WHEDA Vacancy to Vitality	$ 4,049,960	y	0.00%	15	35	$115,713
Subordinate Loan 2-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
City Request (AHF, HOME, TIF)						
AHF	$ 1,800,040	d long term affordability				
Subordinate TIF Loan-Lender Name:						
AHP Loan (List FHLB):						
Dane County AHDF:						
	$ 1,800,000	long term affordabilty				
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Tax Credit Equity	$ 3,625,000					
Historic Tax Credit Equity (Fed and/or State)						
Deferred Developer Fees	$ 406,200					
Owner Investment						
Other-Specify:						
Total Sources	**$ 14,531,200**					

Do you plan on submitting an application for TIF? No

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan 1-Lender Name:			
US Bank	$ 9,608,426	7.00%	24
Construction Loan 2-Lender Name:			
Construction Loan 3-Lender Name:			
Construction Loan 4-Lender Name:			
Bridge Loan-Lender Name:			
Housing Tax Credit Equity:			
Historic Tax Credit Equity:			
Other-Specify:			

Total	**$ 9,608,426**			

Estmated pricing on sale of Federal Tax Credits:	$ 0.80
Estmated pricing on sale of State Tax Credits: (if applicable)	

Remarks Concerning Project Funding Sources:

This project will be applying for non-competitive 4% tax credits.

APPLICANT: Eminent Development Corporation, The Jackson

2. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	Amount
Land	$600,000
Existing Buildings/Improvements	$0
Other (List)	
	$0
Construction:	
Construction/Rehab Costs	$9,308,426
E - Equipment & Furnishings	
F - Special Construction & Demolition	$0
Accessory Buildings	$0
Personal Property/FF&E	$95,000
Site Work Costs (on-site & off-site)	$300,000
Landscaping	$0
Contractor Fees:	
General Requirements	$512,081
Construction Overhead	$204,832
Construction Profit	$512,081
Construction Supervision	$0
Contingency Funds:	
Construction Contingency	$522,081
Other Contingency	$0
Construction Period Expenses/Soft Costs:	
Construction Loan Origination Fee	$83,584
Construction Loan Credit Enhancement/LOC	$0
Cost of Bond Issuance	$110,000
Bridge Loan Fees and Expenses	$0
Construction Loan Interest	$269,610
Construction Loan Origination Fee	
Construction Period Real Estate Taxes	$0
Title and Recording	$0
Builder's Risk/Property Insurance	$70,000
Temporary Relocation Assistance	$0
Permanent Relocation Assistance	$0
Other Interim/Construction Costs (list)	
	$0
Permanent Financing Expenses:	
Permanent Loan Origination Fee	$60,000
Credit Enhancement	$0
Other Permanent Loan Fees	$0
Legal Fees - Real Estate	$0
Architectural & Engineering:	

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

Architect - Design	$364,010
Architect - Supervision	$31,000
Engineering	$35,000
Survey	$15,000
Other Architect/Engineering (list)	
	$0
Syndication Fees & Expenses:	
Organizational Fees	$20,000
Other Syndication Costs (list)	
	$0
Capitalized Reserves:	
Operating Reserve	$18,000
Replacement Reserve	$13,200
Lease-Up Reserve	$0
Debt Service Reserve	$0
Capital Needs Reserve	$0
Other Reserves	$0
Escrows	$0
Other Capitalized Reserves (list)	
	$0
Reports, Studies & Related Work:	
Appraisal	$10,000
Market Study	$7,000
Environmental Reports	$12,000
Capital Needs Assessment Report	$0
Other (list)	
	$0
Other Soft Costs:	
Tax Credit Fees - Application	$2,000
Tax Credit Fees - Compliance	$2,420
Tax Credit Fees - Allocation	$30,000
Permits & impact fees - water, sewer, etc.	$30,000
Cost Certification/Accounting fees	$63,875
Lease-Up Period Marketing	$15,000
Title Insurance and Recording	$20,000
Capital Needs Assessment (rehab only)	$0
Legal	$70,000
Other (list)	
	$0
Developer Earned Fees & Expenses:	
Developer's Fee	$1,125,000
Developer Overhead	$0
Consultant Fees	$0
Other fees (list)	
	$0
Total Costs:	**$14,531,200**

Total Cost:

$0

APPLICANT: **The Jackson**

3. PROJECT PROFORMA

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

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16
Gross Income	696,096	710,018	724,218	738,703	753,477	768,546	783,917	799,595	815,587	831,899	848,537	865,508	882,818	900,474	918,484	936,854
Less Vacancy/Bad Debt	34,805	35,501	36,211	36,935	37,674	38,427	39,196	39,980	40,779	41,595	42,427	43,275	44,141	45,024	45,924	46,843
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	661,291	674,517	688,007	701,768	715,803	730,119	744,721	759,616	774,808	790,304	806,110	822,232	838,677	855,451	872,560	890,011
Expenses:																
Office Expenses and Phone	550	567	583	601	619	638	657	676	697	718	739	761	784	808	832	857
Real Estate Taxes	69,036	71,107	73,240	75,438	77,701	80,032	82,433	84,906	87,453	90,076	92,779	95,562	98,429	101,382	104,423	107,556
Advertising, Accounting, Legal Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payroll, Payroll Taxes and Benefits		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	52,444	54,017	55,638	57,307	59,026	60,797	62,621	64,500	66,434	68,428	70,480	72,595	74,773	77,016	79,326	81,706
Mtc, Repairs and Mtc Contracts	72,240	74,407	76,639	78,939	81,307	83,746	86,258	88,846	91,511	94,257	97,085	99,997	102,997	106,087	109,269	112,548
Utilities (gas/electric/fuel/water/sewer)	56,025	57,706	59,437	61,220	63,057	64,948	66,897	68,904	70,971	73,100	75,293	77,552	79,878	82,275	84,743	87,285
Property Mgmt	33,899	34,916	35,963	37,042	38,154	39,298	40,477	41,691	42,942	44,231	45,557	46,924	48,332	49,782	51,275	52,814
Operating Reserve Pmt	18,000	18,540	19,096	19,669	20,259	20,867	21,493	22,138	22,802	23,486	24,190	24,916	25,664	26,434	27,227	28,043
Replacement Reserve Pmt	13,200	13,596	14,004	14,424	14,857	15,302	15,761	16,234	16,721	17,223	17,740	18,272	18,820	19,385	19,966	20,565
Support Services	50,000	51,500	53,045	54,636	56,275	57,964	59,703	61,494	63,339	65,239	67,196	69,212	71,288	73,427	75,629	77,898
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	365,394	376,356	387,646	399,276	411,254	423,592	436,300	449,389	462,870	476,756	491,059	505,791	520,964	536,593	552,691	569,272
Net Operating Income	295,897	298,161	300,361	302,492	304,549	306,527	308,422	310,227	311,938	313,548	315,051	316,442	317,713	318,857	319,868	320,739
Debt Service:																
First Mortgage	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000
Second Mortgage	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
Other (List)																
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Debt Service	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000
Total Annual Cash Expenses	623,394	634,356	645,646	657,276	669,254	681,592	694,300	707,389	720,870	734,756	749,059	763,791	778,964	794,593	810,691	827,272
Total Net Operating Income	37,897	40,161	42,361	44,492	46,549	48,527	50,422	52,227	53,938	55,548	57,051	58,442	59,713	60,857	61,868	62,739
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	37,897	40,161	42,361	44,492	46,549	48,527	50,422	52,227	12,364	0	0	0	0	0	0	0
Cash Flow	0	0	0	0	0	0	0	0	41,574	55,548	57,051	58,442	59,713	60,857	61,868	62,739
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.

	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
DCR Hard Debt	1.15	1.16	1.16	1.17	1.18	1.19	1.20	1.20	1.21	1.22	1.22	1.23	1.23	1.24	1.24	1.24
DCR Total Debt	1.15	1.16	1.16	1.17	1.18	1.19	1.20	1.20	1.21	1.22	1.22	1.23	1.23	1.24	1.24	1.24

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	955,591	974,702	994,196	1,014,080	1,034,362	1,055,049	1,076,150	1,097,673	1,119,627	1,142,019	1,164,860	1,188,157	1,211,920	1,236,158
Less Vacancy/Bad Debt	47,780	48,735	49,710	50,704	51,718	52,752	53,808	54,884	55,981	57,101	58,243	59,408	60,596	61,808
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	907,811	925,967	944,487	963,376	982,644	1,002,297	1,022,343	1,042,790	1,063,645	1,084,918	1,106,617	1,128,749	1,151,324	1,174,350
Expenses:														
Office Expenses and Phone	883	909	936	964	993	1,023	1,054	1,085	1,118	1,152	1,186	1,222	1,258	1,296
Real Estate Taxes	110,783	114,106	117,529	121,055	124,687	128,427	132,280	136,249	140,336	144,546	148,882	153,349	157,949	162,688
Advertising, Accounting, Legal Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Payroll, Payroll Taxes and Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Insurance	84,157	86,682	89,282	91,961	94,720	97,561	100,488	103,503	106,608	109,806	113,100	116,493	119,988	123,588
Mtc, Repairs and Mtc Contracts	115,924	119,402	122,984	126,673	130,473	134,388	138,419	142,572	146,849	151,255	155,792	160,466	165,280	170,238
Utilities (gas/electric/fuel/water/sewer)	89,904	92,601	95,379	98,240	101,187	104,223	107,350	110,570	113,887	117,304	120,823	124,448	128,181	132,027
Property Mgmt	54,398	56,030	57,711	59,442	61,225	63,062	64,954	66,903	68,910	70,977	73,106	75,299	77,558	79,885
Operating Reserve Pmt	28,885	29,751	30,644	31,563	32,510	33,485	34,490	35,525	36,590	37,688	38,819	39,983	41,183	42,418
Replacement Reserve Pmt	21,182	21,818	22,472	23,146	23,841	24,556	25,293	26,051	26,833	27,638	28,467	29,321	30,201	31,107
Support Services	80,235	82,642	85,122	87,675	90,306	93,015	95,805	98,679	101,640	104,689	107,830	111,064	114,396	117,828
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	586,350	603,941	622,059	640,721	659,942	679,740	700,133	721,137	742,771	765,054	788,006	811,646	835,995	861,075
Net Operating Income	321,461	322,027	322,428	322,656	322,702	322,556	322,210	321,653	320,875	319,864	318,611	317,103	315,329	313,276
Debt Service:														
First Mortgage	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000	188,000
Second Mortgage	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
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	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000	258,000
Total Annual Cash Expenses	844,350	861,941	880,059	898,721	917,942	937,740	958,133	979,137	1,000,771	1,023,054	1,046,006	1,069,646	1,093,995	1,119,075
Total Net Operating Income	63,461	64,027	64,428	64,656	64,702	64,556	64,210	63,653	62,875	61,864	60,611	59,103	57,329	55,276
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	63,461	64,027	64,428	64,656	64,702	64,556	64,210	63,653	62,875	61,864	60,611	59,103	57,329	55,276
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	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.24	1.24	1.23	1.23	1.22	1.21
DCR Total Debt	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.24	1.24	1.23	1.23	1.22	1.21

Assumptions

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