REVIVE
COMMUNITY DEVELOPMENT

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July 24, 2026

Matt Frater, AICP
Community Development Specialist
City of Madison Community Development Division
215 Martin Luther King Jr. Blvd., Suite 300
Madison, WI 53703

Re: Bashford — 2026 Affordable Rental Housing Development: Tax Credit RFP

Mr. Frater,

Revive Community Development is pleased to submit this application requesting $4,000,000 in Affordable Rental Housing Development: Tax Credit funds for Bashford, a proposed 64-unit affordable housing development at 329 North Street in the Eken Park neighborhood. The site sits within the City's Preferred Transit-Oriented Development Area and is the former home of Bashford United Methodist Church.

At its core, Bashford is about taking an underutilized church property and returning it to active neighborhood use. The project will create 64 new affordable homes alongside 6,500 square feet of community and worship space, preserving the site's long-standing role as a local resource, including its history as a food pantry, polling place, and neighborhood meeting site. Fifty-eight of the 64 units (90%) will be restricted at or below 60% AMI, including 20 units at or below 30% AMI. The development also includes 20 integrated supportive housing units: 12 for households experiencing homelessness through Coordinated Entry, in partnership with The Road Home, and 8 supported by Section 811 PRA vouchers. The unit mix intentionally includes two- and three-bedroom townhouse-style homes for families, along with an on-site playground and dog run.

The development team brings the right mix of affordable housing, supportive services, design, construction, and legal experience. Lutheran Social Services of Wisconsin and Upper Michigan (LSS), as co-developer and property manager, brings more than 40 years of affordable housing experience, owns, operates, or manages more than 1,400 units statewide, and currently manages LIHTC housing in Madison, including a scattered-site development for the Madison Community Development Authority. Hope Community Capital's Dave Porterfield has personally developed more than 3,000 units of housing. Engberg Anderson, Connery Construction, The Road Home, and

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Carlson Black round out a team with a strong and practical track record delivering affordable and supportive housing in Wisconsin.

Bashford is also being designed with long-term stewardship in mind. The project is pursuing Wisconsin Green Built Homes Gold Zero Energy certification, supported by a rooftop photovoltaic array and participation in the Focus on Energy program. The team has engaged the Eken Park Neighborhood Association and Alder Julia Matthews, and has incorporated feedback from the City's Development Assistance Team. That feedback helped shape several meaningful changes, including scaling the project from an initial 80-unit concept to 64 units and reorienting the site plan to preserve a mature terrace tree.

In addition to this request, the development team is pursuing 9% Low-Income Housing Tax Credits from WHEDA, Dane County Fair Chance Housing Funds, and the Dane County Affordable Housing Fund, and is in active discussions with the City regarding Tax Increment Financing. AHF-TC funding is an important piece of closing the capital stack and moving this project from concept to reality.

We also want to note two items for review in the application: the operating budget reflects a negative operating balance beginning in year 23 because the pro forma does not permit us to show the anticipated repayment of the second mortgage in year 17, which is expected to resolve the later negative cash flow issue; and in Question 21, the housing formula tied to the unit mix table appears to be calculating incorrectly, reflecting 85 rather than 64 units.

We are grateful for the City's consideration and for the opportunity to bring new affordable homes, supportive housing, and renewed community space to the Eken Park neighborhood. Please feel free to contact me with any questions.

Sincerely,

Matthew Kautzky
President & CEO
608.469.1800
mkautzky@revivecommdev.org

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:	Revive Community Development		
Name of Development:	Bashford		
Site Address:	329 North Street	Amount of Funds Requested:	$4,000,000
Total Number of Units:	64	Number of Units 60% AMI or less:	58
LIHTC Application Type:	☐ 4% only ☐ 4+4% ☒ 9%		
Mailing Address:	750 Windsor Street Sun Prairie, WI 53590		
Telephone:	608-817-2508		
Admin Contact:	Matthew Kautzky, mkautzky@revivecommdev.org	Email Address:	
Lead Project Contact:	Matthew Kautzky, mkautzky@revivecommdev.org	Email Address:	
Financial Contact:	Elizabeth Yanke eyanke@revivecommdev.org	Email Address:	
Website:			
Legal Status of Maj. Owner:	☐ For-profit	☒ Non-profit ☐ Tribal Government	
Federal EIN:	99-4570166	SAM/UEI #:*	

* If seeking federal funds

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

LOBBYING RESIGTRATION
Notice regarding lobbying ordinance: If you are seeking approval of a development that has over 40,000 gross square feet of non-residential space, or a residential development of over 10 dwelling units, or if you are seeking assistance from the City with a value of over $10,000 (this includes grants, loans, TIF, or similar assistance), then you likely are subject to Madison's lobbying ordinance, sec. 2.40, MGO. You are required to register and report your lobbying by registering with the City Clerk's at https://www.cityofmadison.com/clerk/lobbyists/lobbyist-registration. Please consult the City Clerk for more information. Failure to comply with the lobbying ordinance may result in fines of $1,000 to $5,000.

CITY OF MADISON CONTRACTS
If funded, applicant agrees to comply with all applicable local, state and federal provisions. A sample contract that includes standard provisions may be obtained on the Community Development Division Funding Opportunities Website for this RFP. If funded, the City of Madison reserves the right to negotiate the final terms of a contract with the selected agency.

SIGNATURE OF APPLICANT

Enter Name: ______________________ Date: ______________________

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 MK 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: **64**

Total number of affordable units (≤60% AMI): **58** Percentage of units that are affordable (≤60% AMI): 90%

Total amount of funds requested per affordable unit: **$68,965**

Number of units supported by Project-Based Vouchers (PBV): 8 PBV Issuing Agency: WHEDA

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 Bashford project will transform an underutilized site within the Eken Park neighborhood into 64 new units of affordable housing, a community center, and worship space. Formerly the home of Bashford United Methodist Church, which has provided a neighborhood food pantry, community space, and served as a polling site, the existing building will be razed to create a new mixed-use building, which will continue to serve as a neighborhood resource for the next 50+ years. This use directly advances the RFP's preference for creative, neighborhood-serving activation of first-floor space.

The site is located within a residential neighborhood in close proximity to rich amenities including public transit, commercial corridors, and public schools. It is within the Preferred Transit Oriented Development Area on the 2026 City of Madison Affordable Housing Targeted Area Map. The project seeks to meet several city priority housing needs as stated in the guiding policy documents including: 1) increase housing choice; 2) create affordable housing for a range of income levels and 3) work to end homelessness through integrated supportive housing units.

The 64 units of housing that will be constructed are a mix of one, two, and three bedrooms, including three-bedroom townhouse style, 'walk-up' units, that face a shared outdoor space with a playgrournd and dog-run. The unit mix will include 20 units at or below 30% AMI, 11 units at 40% AMI, 12 units at 50% AMI, 15 units at 60% AMI, and six units at market rates. Eight of the 30% units will be funded by 811 PRA vouchers, and the project will be open to and accept Section 8 and VASH vouchers.

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

This project is unique in that, while not age restricted, it includes a significant number of two and three-bedroom units, suitable for families with young children. It also includes an on-site playground easily accessible to residents of the building, as well as a number of townhouse style units, which enhance the feeling of home. In addition, this project is targeting justice-involved households where at least one member has had a former involvement with the criminal justice system.

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

Development projects always have a level of financial risk, and this project is no different. Primary risks include: the ability to secure all the capital sources in our capital stack, increases in the cost of construction materials and supplies, and federal interest rate and legislative changes.

The development team is addressing these risks by aligning the project with funder goals, selecting an experienced construction partner, with experience value-engineering, and relying on the backstop of the Wisconsin Conference of the United Methodist Church to ensure this project successfully achieves completion.

Location / Geographic Eligibility

6. Address of Proposed Site: **329 North Street, Madison , WI 53704**

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: Eken Park

9. Date Site Control Secured: 05/2024

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 site was chosen as a community-serving adaptive infill project to pay homage to its previous use as Bashford United Methodist Church. The new Bashford project will retain worship and community functions in a separate condo, and will provide 64 much needed units of affordable housing to the neighborhood. As is the case with many faith communities the site is embedded within a neighborhood residential community, which has been owned by the UMC for decades. It is located on a highly accessible, amenity rich neighborhood that is suitable for a mixed use residential property. The site location aligns with all stated housing goals.

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

N/A

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.

The site is located less than half a mile to Emerson Elementary School and 0.8 miles from Madison East High School, with safe walking routes to both schools that do not require children to cross major transit corridors. The middle school serving ths neighborhood, Sherman Middle School, is located just over 1.5 miles from the project site and MMSD Yellow Bus Service is provided. The site is also less than 0.2 miles from multiple Metro Transit routes on East Washington Avenue, that transit by East High school.

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

The Bashford project is in the catchment area for Emerson Elementary School, Sherman Middle School, and East High School. Emerson has a current capacity of 416, current enrollment of 300. Their five year enrollment projection is 255, and they are projected to be under capacity. Sherman Middle School has a current operational capacity of 851, current enrollment of 385.

Their five year enrollment projection is 373. They are projected to be under capacity. East High School has a current operational capacity of 2666, current enrollment of 1650. Their five year projected enrollment is 1506. They are projected to be under capacity. All data is from the MMSD 2024 Long Range Facilities Plan.

Approximately how many elementary and middle school children do you anticipate based on your proposed unit mix: 40

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	Pick 'n Save Woodman's Food Market African & American grocery store	0.6 1.5 0.2
Public Elementary School	Emerson Elementary School	0.2
Public Middle School	Sherman Middle School	1.1
Public High School	East High School	0.4
Full Service Medical Clinic or Hospital	UW Health Union Corners Clinic	0.4
Public Library	Hawthorne Public Library	0.3
Public Park with playground equipment or athletic facilities, or hiking/biking trail	Demetral Park	0.1
Job-Training Facility, Community College, or Continuing Education Programs	Operation Fresh Start Madison Area Technical College – Commercial Avenue Campus Dane County Job Center Mentoring Positives	0.5 0.3 0.8 0.3
Childcare	Red Caboose Childcare Center	0.4

Planning Principles & Plan Consistency

14. Current zoning of the site: TR-C4
Generalized Future Land Use designation of the site: TR-V2

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 current zoning designation is TR-C4, which reflects the previous use of the site as a place of worship, a low-density nonresidential use. Revive is pursuing a change in zoning to TR-V2 to permit a mixed-use development that permits multifamily housing and a community space. Revive is also pursuing approval from the City to demolish the existing structure to facilitate the new development. The City of Madison's Comprehensive Plan identifies the parcel for low density residential, again reflecting the prior use of the site. The parcel is adjacent to parcels designated as Neighborhood Mixed Use, which permits density up to 70 dwelling units per acre.

The site is located between the East Washington Regional Corridor and in area designated as a Transitioning Neighborhood Activity Center Growth Priority Area. While this parcel was not specifically identified for a higher density of residential development, this use falls within many of the strategies identified in the Comprehensive Plan – Neighborhoods and Housing: 1) Create complete neighborhoods across the city where residents have access to transportation options and resources needed for deaily living, 2) Support development of a wider mix of housing types, sizes, and costs throughout the city, 3) Increase the amount of of available housing, 4) Integrate lower priced housing, including subsidized housing, into complete neighborhoods, and 5) Provide housing options with health and social services for residents who need it most, including residents experiencing homelessness.

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?

City staff noted concern with the initial 80 unit concept. The proposed project was scaled back to 64 units to incorporate their feedback. In addition, at DAT, concern with noted with driveway alignment and preserving a large tree in the terrace. The concept design was 'flipped' to better align the driveway with North Street and to preserve the terrace tree.

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?

Revive has been proactive in reaching out to the Eken Park neighborhood association and soliciting feedback. In their informal conversations neighbors have been supportive of the project, understand the need for affordable housing, and are in favor of more housing for moderate income people in their neighborhood. In addition neighbors have used the existing building as a polling place, food pantry, and neighborhood association meeting place and are glad space will be provided for those functions in the new project. The project team has also been in regular conversation with Alder Julia Matthews who has also been supportive. The formal neighborhood meeting has been scheduled through the Common Council ofice and is scheduled for Wednesday, July 29, 2026.

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:	329 North Street								
	0	64	0	0	0	64	1,500,000	30,000,000	0
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:

No residential units will be displaced.

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 site houses a religious building in the Eken Park neighborhood in Madison, WI. It sits on a flat parcel in the middle of a residential neighborhood.The building has not been used for the past few years due to water leaks. It previously housed community space and religious services. Notably the building provided meeting space for the neighborhood association, served as a polling place, and housed a food pantry operated by the congregation. The new building will raze the existing 1960s building, and add 64 new units of affordable housing, plus worship and community space back to the site. A Phase 1 ESA has been completed and no existing conditions of environmental significance have been found.

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:	329 North Street										
		# of Bedrooms					Projected Monthly Unit Rents, Including Utilities Utilities included: ☒ Water/Sewer ☐ Electric ☐ Gas ☐ Free Internet In-Unit ☒ Washer/Dryer ☐ Other: _______				
							UA Studio: $0	UA 1 BR: $91	UA 2 BR: $124	UA 3 BR: $158	UA 4 BR: $0
% 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%	20	0	8	6	6	0		1482	913	1055	
40%	11	0	4	4	3	0		1015	1218	1407	
50%	12	0	4	5	3	0		1151	1382	1599	
60%	15	0	5	5	5	0		1380	1657	1916	
Affordable Sub-total	**58**	**0**	**21**	**20**	**17**	**0**					
80%		0	0	0	0	0		0	0	0	
Market*	6	0	1	2	3	0		1815	2000	2200	
Total Units	**85**	**0**	**30**	**30**	**25**	**0**	Notes/Utility Allowance Assumptions:all rents above include utilities. The 8 one bedroom units with a 30%AMI rent of $1482 will be financed by 811 PRA Vouchers 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 units designated for 50% and 60% AMI residents will have rents limited to 90% of the maximum LIHTC rents. 8 of the one-bedroom 30% AMI units will be supported by 811 PRA vouchers. The project will also accept Section 8 and VASH vouchers.

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? Turnover for LSS in 2024, was 19.10% (voluntary) and 28.14% overall.

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: 6 Percent of Supportive Housing Units: 50%

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:

The Road Home employs experienced Housing Advocates, Program Coordinators, Program Managers, and leadership staff who specialize in supporting families as they obtain and maintain permanent housing. Staff work collaboratively with property managers, developers, healthcare providers, behavioral health agencies, schools, and other community organizations to address barriers to housing stability. Because many of the families we serve have experienced multiple episodes of homelessness, housing instability, trauma, or involvement with the justice system, our staff have significant experience supporting households with complex service needs through individualized, strengths-based case management.

The Road Home serves a diverse population, with more than 80% of participants identifying as Black or African American. Advancing racial equity is a core organizational value, and we actively work to address systemic inequities that contribute to homelessness. Staff participate in ongoing professional development related to anti-racism, fair housing, implicit bias, historical housing discrimination, and the systemic inequities that disproportionately affect families of color. These efforts help ensure that services are delivered through an equity-focused and trauma-informed lens.

The Road Home also recognizes the importance of lived experience in delivering effective supportive services. The agency intentionally recruits and hires individuals with lived experience of homelessness and housing instability, recognizing that these experiences strengthen our ability to build trust and effectively support participants. The agency previously removed a higher education requirement for many direct service positions to reduce barriers to employment and place greater value on lived experience and relevant skills. Currently, The Road Home's Executive Director has lived experience, approximately 40% of direct service staff identify as having lived experience, and two members of the Board of Directors also bring lived experience that informs agency leadership and decision-making.

The Road Home continues to build a workforce that reflects the communities we serve. Approximately 40% of staff and 36% of Board members identify as people of color. While representation remains an ongoing organizational priority, we also ensure that all participants receive culturally responsive services through individualized, participant-centered case management, ongoing staff training, partnerships with culturally responsive community organizations, and a commitment to listening to and incorporating participant voice into service planning. These practices help ensure that every family receives respectful, equitable, and culturally responsive support regardless of the background or identity of the staff member providing services. The Road Home also intentionally incorporates participant voice into program evaluation and organizational planning. Each year, the agency solicits feedback from program participants to better understand their experiences and identify opportunities for improvement. Participant feedback directly informs program development, service delivery, and strategic planning efforts.

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

The Development Team has broad and diverse experience with developing integrated supportive housing.

Lutheran Social Services of Wisconsin and Upper Michigan (LSS) has a longstanding history as a developer, owner, property manager, and supportive services provider of affordable and supportive housing throughout Wisconsin and Upper Michigan. LSS has been involved in HUD-subsidized housing for more than 40 years and currently owns, operates, and manages 426 units across 30 affordable housing projects, while also contract-managing nearly 1000 additional units in Wisconsin. LSS has served as a nonprofit sponsor, development partner, owner, property manager, and service provider on numerous affordable housing and Low-Income Housing Tax Credit (LIHTC) developments that integrate housing with supportive services for older adults, individuals with disabilities, veterans, individuals experiencing homelessness, and other vulnerable populations.

As a development entity, LSS has co-developed 19 LIHTC communities and maintains a portfolio that includes integrated supportive housing communities in urban, suburban, and rural markets throughout Wisconsin, including Madison, Milwaukee, Beloit, and other communities. LSS's approach combines affordable housing with service coordination, housing stabilization services, and connections to community resources that promote long-term housing stability and resident well-being.

Through partnerships with experienced developers and participation in WHEDA-administered Low-Income Housing Tax Credit (LIHTC) programs, LSS has helped expand access to quality affordable housing while supporting long-term resident stability and community well-being. The organization's experience includes development, ownership, property management, supportive service coordination, regulatory compliance, and long-term asset stewardship.

Over his career Dave Porterfield, Community Development Consultant - Affordable Housing at Hope Community Capital has developed over 3,000 units of multifamily rental and owner-occupied housing, the development of mixed-use commercial real estate, and the creation and support of specialized nonprofit housing organizations. He has extensive experience in all aspects of affordable multifamily housing development resulting in over a dozen tax credit financed projects in Wisconsin. Dave has served on a variety of government policy committees and is currently the Chairperson of the Federal Home Loan Bank of Chicago's Community Advisory Council.

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
12	0	8	20

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

Given The Road Home's role as the supportive service provider, the primary target population for the 12 CE referral supportive housing units are families, with children in the home, who are experiencing homelessness. This target fits with the number of two and three bedroom units in the development that are sized to fit families.

The 8 one-bedroom units, funded by 811 PRA vouchers are included in the total count of supportive units but are not coordinated entry referrals or The Road Home clients. Residents in those units will be served individually through previously established relationships with agencies that specialize in independent living support for people with a disability and funded through Medicaid waiver reimbursement.

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.

The Road Home works collaboratively with the applicant, property management, and a network of community partners to provide comprehensive supportive services that promote housing stability and long-term housing retention. Each partner has a clearly defined role that allows tenants to receive both the accountability and support necessary to successfully maintain permanent housing.

Property managers and developers are responsible for the day-to-day management of the property, including lease enforcement, rent collection, unit inspections, and communication regarding lease compliance. When lease concerns arise, such as late rent payments or other lease violations, property management follows standard procedures by issuing notices as appropriate. The Road Home's Housing Advocates then work directly with the tenant to understand the underlying barriers, develop an action plan to resolve the issue, communicate this plan to the property manager, connect the household with needed resources, and monitor progress. The Road Home and property management will meet twice each month to discuss shared tenants, identify emerging concerns, coordinate interventions, and engage in collaborative problem-solving. This partnership allows tenants to experience the responsibilities of independent tenancy while receiving individualized support that helps prevent evictions and promotes long-term housing stability.

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:

The Road Home is an active member of the Dane County Homeless Services Consortium (HSC) and is fully engaged in the Coordinated Entry system. Our agency utilizes Coordinated Entry to fill vacancies in our supportive housing programs and works closely with HSC partners to ensure that available units are offered to households with the greatest need. When a current or upcoming vacancy is identified by the property management team, our Program Coordinator contacts the staff responsible for the Coordinated Entry housing priority list to request a referral. We provide program-specific eligibility information, including income requirements, household composition, and unit size, to ensure an appropriate fit. Once a referral is received, the Program Coordinator promptly contacts the referred household to begin the housing process. This includes completing housing applications, gathering required documentation, coordinating appointments with property managers, providing transportation or other logistical support as needed, and maintaining regular communication throughout the process.

After a household is approved and moves into housing, services are transitioned to a Housing Advocate who provides ongoing housing stabilization and supportive services.

In 2025, The Road Home served 231 households through programs connected to the Coordinated Entry system and received 40 Coordinated Entry referrals.

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:

The development team has been carefully curated to pull together organizations, like LSS, Connery Construction, Engberg Anderson Architects, The Road Home, and Hope Community Capital, who have extensive experience developing, designing, constructing, securing the capital for, and providing services to affordable housing and impactful community projects, with Revive, a new entrant to the field, who has responsibility for approximately 400 United Methodist Church properties across the state of Wisconsin. While not all of the UMC properties will be ripe for redevelopment, the Bashford property is the first in a line of adaptive reuses of church spaces to convert them into mixed-use projects that meet the needs of the neighboring communities.

Together, LSS and The Road Home share a philosophy that residents are best served when supportive services and property management work collaboratively while maintaining clearly defined responsibilities. Property management provides consistent and professional operation of the housing community, while supportive services help residents identify goals, access resources, and overcome challenges. Regular communication, early intervention, and coordinated problem-solving allow concerns to be addressed before they escalate into lease violations or housing instability.

Revive's role is to bring together mission-aligned partners capable of delivering housing developments that serve both residents and the broader community. Bashford reflects a shared vision among Revive, LSS, The Road Home, and Hope Community Capital, that affordable housing should be integrated into neighborhoods, connected to services, and designed to create lasting community benefit for residents of all income levels.

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:

The Road Home Dane County provides comprehensive, family-centered supportive services designed to help families experiencing homelessness achieve and maintain long-term housing stability. Each family is assigned a Housing Advocate who provides ongoing case management and develops an individualized housing stability plan. Core services include housing stabilization, landlord engagement and mediation, crisis intervention, income and employment support, benefits navigation, budgeting and financial coaching, connections to healthcare and behavioral health services, childcare and education referrals, transportation assistance, and linkage to community resources. Families also receive support in developing life skills, increasing self-sufficiency, and overcoming barriers to maintaining permanent housing.

The Road Home Dane County provides supportive services Monday through Friday from 8:30 a.m. to 4:30 p.m., with core service hours of 9:00 a.m. to 3:00 p.m. Housing Advocates maintain regular contact with families through scheduled appointments, home visits, on-site meetings, phone calls, virtual meetings, and email based on each family's individualized service plan and level of need. Supportive services are provided primarily in the family's home, at The Road Home offices, within partner housing developments, and in community settings, depending on the family's needs and preferences. A Housing Advocate will be positioned in an onsite office at the property, allowing participants to access support through scheduled appointments as well as walk-in meetings when needs arise. This onsite presence allows Housing Advocates to build trusting relationships with participants, respond to emerging needs, and provide proactive support to promote long-term housing stability. When services are not available on-site, Housing Advocates assist families with transportation planning and connect them to community resources, including public transportation options, transportation assistance when available, and referrals to partner agencies.

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:

A service reserve of $900,000 has been created, which will be funded by the developer.

41. Amount of annual funding allocated to Supportive Service Coordination as a guaranteed commitment: $60,000

Amount per unit of supportive housing: $5,000

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:

Only 12 households will be supported by The Road Home staff. The 8 one-bedroom units, funded by 811 PRA vouchers are included in the total count of supportive units but are not coordinated entry referrals or The Road Home clients. They will be served individually through previously established relationships with agencies that specialize in independent living support for people with a disability and funded through Medicaid waiver reimbursement.

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:	☐		

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:

As non-profit organizations the development team is focused on the environment and incorporating sustainability into all that they do. The project team is glad to be working with Focus on Energy to develop a property that will be Net Zero and will mitigate the long-term operating costs of the building and enhance the quality of life for the residents.

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 project will be built to achieve a Wisconsin Green Built Homes Gold Net Zero certification. The building will include Energy Star certified appliances greater than 12 IAQ; blower door testing for units with a threshold of 0.30 cfm/sf; a rooftop photovoltaic array that will offset at least 80% of the electricity use for the building's common areas; and green roof with stormwater management features.

49. Size of solar array commitment (in Kw): **30 Kw array**
Percentage of total building annual load to be offset via solar: **20%**
Percentage of common area annual load to be offset via solar: **80%**

Describe, if necessary:

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)	☒	4 of the parking stalls will have EV charging station installed, with 19 additional stalls ready for future installation of additional EV charging stations.
f. Battery storage	☐	
g. Other:	☒	a green roof with stormwater management features will help reduce fossile fuel consumption, achieve decarbonization, and improve air quality, while providing residents with a desirable and beautiful place to live.
h. Other:	☐	

51. Parking:

Total number of parking stalls:	92
i. Underground/Wrapped/Podium stalls	
ii. Surface stalls	92
Parking ratio	1:1.4
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 project will include in-unit laundry, a community room, an on-site food pantry, fitness room, and dedicated on-site social service provider space. All spaces include adequate daylighting and visibility to promote a feeling of safety and wellbeing

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

The exterior of the building will provide an outdoor playground, dog-walk, and community patio as well be in easy walking distance to neighborhood amenities.

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":

The project will include 6,500 square feet of dedicated community center space. It will be owned and operated by the Wisconsin Conference of the United Methodist Church as a separate condo. The community center will be used for a worship community as well as neighborhood-serving uses including hosting meetings for neighborhood association gatherings, being available as polling place, hosting a food pantry, and containing an office space dedicated to the property's Social Service provider.

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:

No

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

Certain art-work or structural timber from the existing building may be used to pay homage to the former functions of the site. In addition, large expanses of glass are included to reference the openness and transparency of the existing building.

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:

LSS has substantial experience operating within the Madison and Dane County affordable housing market. LSS has served as a development partner as well as property manager, including currently managing LIHTC housing communities in Madison and one scattered-site development for the Madison Community Development Authority (CDA). LSS has collaborated closely with development partners, public agencies, and community stakeholders to address the unique challenges of the Madison market, including limited housing inventory, increasing development costs, growing demand for affordable housing, and the need for integrated supportive services for vulnerable populations.

Beyond its direct development experience, LSS has extensive experience working with Madison-area housing systems, including partnerships with the Madison CDA, the City of Madison, Dane County housing initiatives, Continuum of Care programs, and local affordable housing providers. This experience has provided the development team with a strong understanding of local funding priorities, community engagement expectations, fair housing considerations, supportive housing needs, and the regulatory environment specific to Madison and Dane County.

Hope Community Capital (HCC), Development Advisor, has extensive experience supporting the planning, financing, and implementation of affordable housing developments utilizing the Low-Income Housing Tax Credit (LIHTC) program. As an owner's development advisor, HCC works alongside nonprofit organizations, faith-based institutions, housing authorities, and mission-driven developers to guide affordable housing projects from initial concept through completion.

HCC currently provides development advisory services on multiple affordable housing developments that utilize or are pursuing LIHTC financing, including rehabilitation, new construction, permanent supportive housing, and mixed-use developments. Active projects include the Elven Sted Rehabilitation, Housing Initiatives' S3 Permanent Supportive Housing development, Revive Community Development's Bashford Redevelopment, and church-owned property redevelopment initiatives that incorporate LIHTC as a key component of the financing.

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.

See attached document.

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
Matthew Kautzky	Revive Community Development	lead developer / project sponsor	mkautzky@revivecommdev.org	608-469-1800
Dennis Hanson	Lutheran Social Services (LSS)	co-developer & property manager	dennis.hanson@lsswis.org	414-246-2300
Carrie Sanders	Hope Community Capital	development advisor & co-developer		816.807.9295 carrie@hopecommunitycapital.com

Felipe Ornelas	Engberg Anderson	architect		414.944.9000, felipeo@engberganderson.com
John Medenwald	Connery Construction	general contractor		johnm@conneryconstruction.com 608-839-3740
Nicole Christen	The Road Home	Supportive service provider		608-219-2978 nicolec@trhome.org
Daniel LaFrenz	Carlson Black	project attorney	daniel.lafrenz@carlsonblack.org	414.344.8598

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**	**#**	**%**	**#**	**%**	**#**
Revive	Developer	0	0	1	33.33%	3
LSS	Co-Developer	190	23	669	81%	830
HCC	Co-Developer	0	0	4	57%	7
Connery	General Contractor	6	18%	6	16%	39
LSS	Property Manager	190	23	669	81%	830
Engberg Anderson	Architect	8	21%	17	45%	38
The Road Home	Service Provider	6	32%	15	79%	19

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 project will be owned by a single purpose entity to be formed. The LIHTC equity provider is expected to hold 99.99% ownership of this entity for the duration of the 15 year compliance period. The remaining 0.01% ownership will be held and controlled as follows: Revive Community Development - 94% owner, managing member; Lutheran Social Services - 5% owner, co-developer; Hope Community Capital - 1% owner, co-developer/development consultant.

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:

Revive Community Development Corporation is the property development arm of the United Methodist Church. Revive, collaborates with faith-based organizations to reimagine their site use and configuration. Our focus is on sustainability and effectiveness, allowing these organizations to return to their core mission of ministry.

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:

Both Revive Community Development and LSS are non-profit entities. Revive is receiving 55% of the developer fee, while the remaining 45% is being split among other members of the development team. The site is currently, and will continue to be owned by the Wisconsin Conference of the United Methodist Church, through intermediary project-level, legal entities. The Wisconsin Conference of the United Methodist Church is the parent organization of Revive. Revive holds the controling interest in the project.

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:

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:

As nonprofit organizations Equity, inclusion, and meaningful community engagement are central to the development team's approach to housing development and community services. LSS engages community partners and program participants to better understand barriers to housing access, identify community priorities, and ensure that project design and service delivery reflect the needs of the people and neighborhoods served.

LSS has extensive experience serving diverse communities, including Black, Indigenous, Latinx, immigrant, refugee, and other populations that have been disproportionately affected by housing instability and homelessness. Across its housing and human services programs, LSS uses culturally responsive, trauma-informed, and community-informed practices to guide planning, outreach, resident services, and supportive housing models.

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):

We are requesting that 25% of the City of Madison ARHD funds be provided in the form of cash flow promissory note and 75% provided in the form of a long-term deferred promissory note. The project is committed to a Permanent Period of Affordability and is deferring 40% of the developer fee. The high number of units restricted to extremely-low income and very low-income households results in minimal cash flow generated by the project. What cash flow exists will be largely dedicated the operating expenses, debt service, and repayment of deferred fee for the first 14 years of operation.

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 development team is targeting the 9% LIHTC application this November, have submitted the funding application for Dane County Fair Chance Housing Funds - for households that have encountered the criminal justice system, and are submitting the application for the Dane County Affordable Housing Fund by the end of July, 2026, in addition to applying for funding through this City of Madison Affordable Rental Housing Development application. Other funding sources will be targeted and applied to in the Spring 2027 funding cycle.

The development team is in active discussions with the the City of Madison regarding Tax Increment Financing (TIF). City staff are open to considering creating a TID for the project as the project is currently not located in one. The team is also applying for City of Madison Affordable Rental Housing Funds and will be applying to waive City of Madison Park Impact Fees based on the City's recent provision of waiving those fees for income-restricted housing units

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

N/A

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

Question 1 - 5 = N/A. For question #6, please see below:

LSS is subject to various complaints and legal actions in the normal course of business. We are a large organization with 800 employees, serving nearly 30,000 individuals each year.

Below are legal matters from the past five years. We intend to vigorously defend all pending matters as we believe they have no merit. Although such matters are subject to many uncertainties and the ultimate exposure cannot be ascertained, management does not believe the final outcome of these actions will have a material adverse effect on the consolidated financial position or results of operations of the Agency.

Date Complaint Filed Where Filed Description Parties Involved Current Status

4/2024 – amended 5/2024 U.S. District Court- Eastern District of Wisconsin Alleged employment discrimination Former employee CD vs. LSS Closed. Filed motion to dismiss. Received dismissal from U.S. District Court. Decision appealed. Received final dismissal from U.S. Court of Appeals for 7th district.

1/27/2026 State of Wisconsin Circuit Court Housing Complaint – Fair Housing

LSS vs Client MM Open

Former resident at a transitional housing program that LSS operates on behalf of the State of Wisconsin was removed from the program pursuant to program regulations and requirements. Client, who represents themself, filed a complaint with numerous incoherent ramblings that seem to indicate client believes his eviction was related to the program's desire to not have to follow ADA requirements (the program does follow this requirements). Client names the State, several staff members of the State as individuals, and LSS as respondents to their compliant. Original lawsuit moved to Federal court. LSS maintains that there is no merit to the complaints.

3/5/2026 Bayfield County Court

Potential improper recommendation of adoptive home resulting in abuse

Former client vs. LSS and employee of LSS Open. LSS has been served and legal counsel is reviewing and working on response. Currently awaiting a date for a scheduling conference and next steps on the case.

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)	June 18, 2026
1st Development Assistance Team Meeting	June 25, 2026
1st Neighborhood Meeting	July 29, 2026
Submission of Land Use Application	August 24, 2026
Plan Commission Consideration	October 19, 2026
Urban Design Commission Consideration, if applicable	
Initial Project Concept Application to WHEDA	November 2026
Full LIHTC Application to WHEDA	February 2027
Anticipated WHEDA Award/Commitment	April 2027
Complete Equity & Debt Financing	January - February, 2028
Acquisition/Real Estate Closing	March 2028
Rehab or New Construction Bid Publishing	March 2028
New Construction/Rehab Start	April, 2028
Begin Lease-Up/Marketing	June 2029
New Construction/Rehab Completion/ Certificates(s) of Occupancy Obtained	October 2029
Complete Substantial Lease-Up	December 2029

Activity/Benchmark	Estimated Date of Completion
Request Final AHF Draw	November 2028

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
Lisa Daniels, Administrative Services Manager, Community Development Authority, Madison	municipal client	ldaniels@cityofmadison.com	608-267-8709
Chris Jillings, Senior VP, Business Development, Cinnaire	investor	cjillings@cinnaire.com	608-234-5290
Bryan Schreiter, Senior Vice President, Associated Bank	provided financing	Bryan.Schreiter@AssociatedBank.com	414-278-1055

APPLICANT & PROJECT NAME: **Revive Community Development - Bashford project**

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:							
First Mortgage	$ 3,000,000	N	6.85%	30	35	$226,214	Spring 2027
Subordinate Loan 1-Lender Name:							
Dane Workforce Housing Fund	$ 600,000	N	4.50%	17	30	$36,481	Spring 2027
Subordinate Loan 2-Lender Name:							
City of Madison Deferred Note 2	$ 1,000,000	Y	2.75%	16	30	$48,989	December 2026
Tax Exempt Loan-Bond Issuer:							
City Request (AHF, HOME, TIF)							
City of Madison TIF	$ 400,000	Y	0.00%	40			December 2026
Subordinate TIF Loan-Lender Name:							
AHP Loan (List FHLB):							
FHLBC AHP	$ 1,100,000						October 2027
Dane County AHDF:							
Dane County AHDF	$ 3,000,000	Y		40			December 2026
Other-Specify Lender/Grantor:							
Vacancy to Vitality	$ 1,000,000	Y		30			October 2027
Other-Specify Lender/Grantor:							
City of Madison Deferred Note 1	$ 3,000,000	Y		30			December 2026
Tax Credit Equity	$ 11,478,852						
Historic Tax Credit Equity (Fed and/or State)	$ -						
Deferred Developer Fees	$ 644,431						
Owner Investment	$ 1,950,000						
Other-Specify:	*$ 1,700,000*						
Total Sources	**$ 28,873,283**						

Do you plan on submitting an application for TIF? *Yes*

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan 1-Lender Name:			
Construction Loan	$ 10,383,082	7.40%	24
Construction Loan 2-Lender Name:			
Construction Loan 3-Lender Name:			
Construction Loan 4-Lender Name:			
Bridge Loan-Lender Name:			
Housing Tax Credit Equity:			
Federal LIHTC Equity (during construction)	$ 2,295,770		
Historic Tax Credit Equity:			
Historic Tax Credit Equity:	$ -		
Other-Specify:			

Other (soft loans, grants, sponsor equity, deferred devel	$ 16,194,431		
Total	***$ 28,873,283***		

Estmated pricing on sale of Federal Tax Credits: $0.82 per $1.00 of federal credit

Estmated pricing on sale of State Tax Credits: *N/A - no State Tax Credits requested*
(if applicable)

Remarks Concerning Project Funding Sources:

The $4,000,000 AHF-TC request is structured as two notes per the application's alternative loan terms request: a $1,000,000 cash-flow note (City of Madison Deferred Note 1, 2.75%) and a $3,000,000 deferred note due at sale or end of term (City of Madison Deferred Note 2, 0%). A prior draft of this workbook double-counted the $3,000,000 Deferred Note 2 against a combined 'Deferred Note 2 & TIF' line; that has been corrected (see row 17 comment). Total Sources now ties to Total Development Cost ($28,873,283) per the pro forma.

Revive Community Development - Bashford project

2. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	Amount
Land	$0
Existing Buildings/Improvements	$0
Other (List)	
	$0
Construction:	
Construction/Rehab Costs	$18,175,000
E - Equipment & Furnishings	$155,000
F - Special Construction & Demolition	$250,000
Accessory Buildings	$0
Personal Property/FF&E	$0
Site Work Costs (on-site & off-site)	$55,000
Landscaping	$127,200
Contractor Fees:	
General Requirements	*$999,625*
Construction Overhead	*$399,850*
Construction Profit	*$999,625*
Construction Supervision	$0
Contingency Funds:	
Construction Contingency	$1,817,500
Other Contingency	$72,800
Construction Period Expenses/Soft Costs:	
Construction Loan Origination Fee	$120,000
Construction Loan Credit Enhancement/LOC	$10,627
Cost of Bond Issuance	$0
Bridge Loan Fees and Expenses	$0
Construction Loan Interest	$1,500,000
Construction Loan Origination Fee	*$0*
Construction Period Real Estate Taxes	$0
Title and Recording	$15,000
Builder's Risk/Property Insurance	$40,280
Temporary Relocation Assistance	$0
Permanent Relocation Assistance	$0
Other Interim/Construction Costs (list)	
	$30,000
Permanent Financing Expenses:	
Permanent Loan Origination Fee	$30,000
Credit Enhancement	$0
Other Permanent Loan Fees	$10,000
Legal Fees - Real Estate	$110,400
Architectural & Engineering:	

<---

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

Architect - Design	*$318,000*
Architect - Supervision	$0
Engineering	$0
Survey	$9,000
Other Architect/Engineering (list)	
	$0
Syndication Fees & Expenses:	
Organizational Fees	$15,000
Other Syndication Costs (list)	
	$70,000
Capitalized Reserves:	
Operating Reserve	$420,216
Replacement Reserve	$0
Lease-Up Reserve	$20,140
Debt Service Reserve	$0
Capital Needs Reserve	$0
Other Reserves	$900,000
Escrows	$0
Other Capitalized Reserves (list)	
	$0
Reports, Studies & Related Work:	
Appraisal	$7,500
Market Study	$7,500
Environmental Reports	$15,000
Capital Needs Assessment Report	$0
Other (list)	
	$0
Other Soft Costs:	
Tax Credit Fees - Application	$2,500
Tax Credit Fees - Compliance	$3,520
Tax Credit Fees - Allocation	$140,000
Permits & impact fees - water, sewer, etc.	$332,000
Cost Certification/Accounting fees	$45,000
Lease-Up Period Marketing	$50,000
Title Insurance and Recording	$0
Capital Needs Assessment (rehab only)	$0
Legal	$0
Other (list)	
	$0
Developer Earned Fees & Expenses:	
Developer's Fee	$1,600,000
Developer Overhead	$0
Consultant Fees	$0
Other fees (list)	
	$0
Total Costs:	**$28,873,283**

APPLICANT: **Revive Community Development - Bashford project**

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	998,742	1,018,717	1,039,091	1,059,873	1,081,070	1,102,692	1,124,746	1,147,241	1,170,185	1,193,589	1,217,461	1,241,810	1,266,646	1,291,979	1,317,819	1,344,175
Less Vacancy/Bad Debt	69,912	71,310	72,736	74,191	75,675	77,188	78,732	80,307	81,913	83,551	85,222	86,927	88,665	90,439	92,247	94,092
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	928,830	947,407	966,355	985,682	1,005,396	1,025,503	1,046,014	1,066,934	1,088,272	1,110,038	1,132,239	1,154,883	1,177,981	1,201,541	1,225,572	1,250,083
Expenses:																
Office Expenses and Phone	55,000	56,650	58,350	60,100	61,903	63,760	65,673	67,643	69,672	71,763	73,915	76,133	78,417	80,769	83,192	85,688
Real Estate Taxes	130,000	133,900	137,917	142,055	146,316	150,706	155,227	159,884	164,680	169,621	174,709	179,950	185,349	190,909	196,637	202,536
Advertising, Accounting, Legal Fees	20,000	20,600	21,218	21,855	22,510	23,185	23,881	24,597	25,335	26,095	26,878	27,685	28,515	29,371	30,252	31,159
Payroll, Payroll Taxes and Benefits	100,000	103,000	106,090	109,273	112,551	115,927	119,405	122,987	126,677	130,477	134,392	138,423	142,576	146,853	151,259	155,797
Property Insurance	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
Mtc, Repairs and Mtc Contracts	85,000	87,550	90,177	92,882	95,668	98,538	101,494	104,539	107,675	110,906	114,233	117,660	121,190	124,825	128,570	132,427
Utilities (gas/electric/fuel/water/sewer)	90,000	92,700	95,481	98,345	101,296	104,335	107,465	110,689	114,009	117,430	120,952	124,581	128,318	132,168	136,133	140,217
Property Mgmt	65,018	66,969	68,978	71,047	73,178	75,374	77,635	79,964	82,363	84,834	87,379	90,000	92,700	95,481	98,346	101,296
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	19,200	19,776	20,369	20,980	21,610	22,258	22,926	23,614	24,322	25,052	25,803	26,577	27,375	28,196	29,042	29,913
Support Services	*0*	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)																
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Operating Expenses	614,218	632,645	651,624	671,173	691,308	712,047	733,408	755,411	778,073	801,415	825,458	850,221	875,728	902,000	929,060	956,932
Net Operating Income	314,612	314,762	314,731	314,509	314,088	313,456	312,605	311,523	310,199	308,623	306,781	304,662	302,253	299,541	296,512	293,151
Debt Service:																
First Mortgage	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214
Second Mortgage	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481
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	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695
Total Annual Cash Expenses	876,913	895,340	914,319	933,868	954,003	974,742	996,103	1,018,106	1,040,768	1,064,110	1,088,153	1,112,916	1,138,423	1,164,695	1,191,755	1,219,627
Total Net Operating Income	51,917	52,067	52,036	51,814	51,393	50,761	49,910	48,828	47,504	45,928	44,086	41,967	39,558	36,846	33,817	30,456
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	51,917	52,067	52,036	51,814	51,393	50,761	49,910	48,828	47,504	45,928	44,086	41,967	39,558	16,663	0	0
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	0	0	20,183	33,817	30,456
AHF City Interest Loan		0	0	0	0	0	0	0	0	0	0	0	0	20,183	33,817	946,000

*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	1.20	1.20	1.20	1.20	1.20	1.19	1.19	1.19	1.18	1.17	1.17	1.16	1.15	1.14	1.13	1.12
DCR Total Debt	1.20	1.20	1.20	1.20	1.20	1.19	1.19	1.19	1.18	1.17	1.17	1.16	1.15	1.06	1.00	0.24

Assumptions

Vacancy Rate	7.0%
Annual Increase Income	2.0%
Annual Increase Exspenses	3.0%
Other	

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

APPLICANT: **Revive Community Development - Bashford project**

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	1,371,059	1,398,480	1,426,450	1,454,979	1,484,078	1,513,760	1,544,035	1,574,916	1,606,414	1,638,542	1,671,313	1,704,739	1,738,834	1,773,611
Less Vacancy/Bad Debt	95,974	97,894	99,851	101,848	103,885	105,963	108,082	110,244	112,449	114,698	116,992	119,332	121,718	124,153
Income from Non-Residential Use*	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	1,275,085	1,300,586	1,326,598	1,353,130	1,380,193	1,407,796	1,435,952	1,464,671	1,493,965	1,523,844	1,554,321	1,585,407	1,617,116	1,649,458
Expenses:														
Office Expenses and Phone	88,259	90,907	93,634	96,443	99,336	102,316	105,386	108,547	111,804	115,158	118,613	122,171	125,836	129,611
Real Estate Taxes	208,612	214,870	221,316	227,956	234,794	241,838	249,093	256,566	264,263	272,191	280,357	288,768	297,431	306,354
Advertising, Accounting, Legal Fees	32,094	33,057	34,049	35,070	36,122	37,206	38,322	39,472	40,656	41,876	43,132	44,426	45,759	47,131
Payroll, Payroll Taxes and Benefits	160,471	165,285	170,243	175,351	180,611	186,029	191,610	197,359	203,279	209,378	215,659	222,129	228,793	235,657
Property Insurance	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
Mtc, Repairs and Mtc Contracts	136,400	140,492	144,707	149,048	153,519	158,125	162,869	167,755	172,787	177,971	183,310	188,810	194,474	200,308
Utilities (gas/electric/fuel/water/sewer)	144,424	148,756	153,219	157,816	162,550	167,427	172,449	177,623	182,951	188,440	194,093	199,916	205,913	212,091
Property Mgmt	104,335	107,465	110,689	114,009	117,430	120,953	124,581	128,319	132,168	136,133	140,217	144,424	148,756	153,219
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	30,810	31,735	32,687	33,667	34,677	35,718	36,789	37,893	39,030	40,201	41,407	42,649	43,928	45,246
Support Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	985,640	1,015,209	1,045,665	1,077,035	1,109,346	1,142,626	1,176,905	1,212,212	1,248,579	1,286,036	1,324,617	1,364,356	1,405,286	1,447,445
Net Operating Income	289,445	285,378	280,933	276,095	270,847	265,170	259,047	252,459	245,386	237,808	229,704	221,052	211,829	202,013
Debt Service:														
First Mortgage	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214	226,214
Second Mortgage	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481	36,481
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	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695	262,695
Total Annual Cash Expenses	1,248,335	1,277,904	1,308,360	1,339,730	1,372,041	1,405,321	1,439,600	1,474,907	1,511,274	1,548,731	1,587,312	1,627,051	1,667,981	1,710,140
Total Net Operating Income	26,750	22,683	18,238	13,400	8,152	2,475	-3,648	-10,236	-17,309	-24,887	-32,991	-41,643	-50,866	-60,682
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	26,750	22,683	18,238	13,400	8,152	2,475	-3,648	-10,236	-17,309	-24,887	-32,991	-41,643	-50,866	-60,682
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	1.10	1.09	1.07	1.05	1.03	1.01	0.99	0.96	0.93	0.91	0.87	0.84	0.81	0.77
DCR Total Debt	1.10	1.09	1.07	1.05	1.03	1.01	0.99	0.96	0.93	0.91	0.87	0.84	0.81	0.77

Assumptions

Vacancy Rate	7.0%
Annual Increase Income	2.0%
Annual Increase Exspenses	3.0%
Other	

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

Revive Community Development
Bashford

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. **No questions.**

B. Planning Principles & Consistency

1. **Provide an overview of the feedback and comments received at the neighborhood meeting.**

   (Answer)
   Feedback at the July 29 neighborhood meeting was mixed but generally constructive. Residents raised concerns regarding the building's four-story height and massing, with some expressing a preference for a smaller, three-story development. Other comments focused on stormwater management, exterior lighting, traffic and parking, green space, bicycle infrastructure, and access to the food pantry. Some residents also expressed a preference for lower-density or for-sale housing. At the same time, neighbors voiced support for affordable housing and enthusiasm for retaining community-serving uses, particularly the food pantry and community space, which can continue to host neighborhood meetings and serve as a polling location.
   The development team is incorporating this feedback as the design advances. The project was previously reduced from approximately 80 units to 64 units, and a further reduction to approximately 60 units is being considered depending on the City's zoning decision. The fourth floor is being stepped back to reduce its visual impact and shadowing on neighboring homes, and the food pantry entrance has been relocated to face the parking lot to provide better vehicle access. The team will continue to consider neighborhood feedback as the project moves through the City's review process.

C. Unit Mix & Affordability

1. **No questions.**

Property Management

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.**

(Answer)
Turnover for LSS in 2025 was 18.86% voluntary and 28.14% overall, including voluntary and involuntary turnover.

2. **What % FTE will onsite property management be at the property?**
(Answer)
1 FTE will be on-site 100% during business hours.
3. **Which hours do you anticipate onsite property manager will be available at the property?**
(Answer)
Hours are typically 9:00 a.m. to 5:00 p.m., Monday through Friday, but may be adjusted depending on property and resident needs.
4. **What % FTE and hours do you anticipate the Maintenance staff will be on-site?**
(Answer)
Maintenance staff will be scheduled for approximately 32 hours per week, or 0.80 FTE. Typical work hours are 7:00 a.m. to 3:00 p.m.

D. <u>Supportive Housing Units</u>

1. **Clarify your answer to Question 31 regarding a hard set-aside of supportive housing units (units to be permanently held open until filled via referral):**
    i. **WHEDA no longer includes Supportive Housing as an eligible category of their 2027-2028 QAP. To address WHEDA's shift away from Supportive Housing hard set-asides, please confirm that you will commit to a hard set-aside within City loan documents for the identified 6 of the 12 units listed for referral for individuals experiencing homelessness.**

(Answer)
Yes. We confirm that six of the 12 units designated for households experiencing homelessness will be committed as a hard set-aside through the City loan documents. These units will be held for eligible households referred through Dane County's Coordinated Entry system.
The Road Home and LSS are already part of the development team and will coordinate referrals, lease-up, supportive services, and property management for these units. The Road Home has experience working within Dane County's Coordinated Entry system, and the development team believes this structure will support the successful referral and lease-up of the six hard set-aside units.

2. **It is not typical for us to see no units listed for referral via HUD-VASH, as developments must accept HUD-VASH vouchers and partnership facilitates direct coordination. Describe factors that informed this decision.**

(Answer)
No units were initially identified for referral through HUD-VASH because a formal partnership with the local HUD-VASH program has not yet been established. The development team is currently working to connect with the HUD-VASH program at the William S. Middleton Memorial Veterans Hospital, including HUD-VASH Housing Coordinator Heather Campbell, to better understand opportunities for coordination and referrals.

The development team is also evaluating the Veterans Housing criteria under WHEDA's 2027 9% LIHTC application. The development team plans to pursue Veterans Housing points. Approximately 7–8 units would be designated for veterans, depending on the final unit count, consistent with WHEDA's required 11% set-aside. The property manager, Lutheran Social Services (LSS), has experience with HUD-VASH vouchers and is open to working with the local HUD-VASH program as the development team further defines the referral process and veteran housing strategy.

3. **Describe seeking potential support for this proposal from the Dane County Fair Chance Housing Fund, including how their referral programs for formerly justice-involved individuals overlaps with proposed Supportive Housing referrals through The Road Home, DHS (Section 811), and potentially HUD-VASH.**

(Answer)

Revive submitted an application to the Dane County Fair Chance Housing Fund requesting $1.2 million to support six units within the Bashford development for households experiencing homelessness and impacted by the criminal legal system. These six units are intended to overlap with the project's Coordinated Entry supportive housing units rather than constitute a separate supportive housing set-aside. The six units will include a preference for households that have also experienced involvement with the justice system. The Road Home will serve as the supportive service provider for the Coordinated Entry units, with a focus on families with children. Lutheran Social Services' existing relationships with the Department of Corrections and other community partners will provide an additional resource for connecting justice-involved households with housing opportunities at Bashford.

The project's Section 811 units will serve eligible persons with disabilities through the applicable DHS referral process and are generally separate from the Fair Chance targeting. Bashford will also accept HUD-VASH vouchers, although the development team does not currently have a formal HUD-VASH referral partnership. These populations are not necessarily mutually exclusive, and an eligible household may meet more than one targeting criterion; however, each referral and rental assistance program will operate in accordance with its respective eligibility and program requirements.

4. **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?**

(Answer)

The position is 1.0 FTE and will be based at the property, with an on-site office available for scheduled appointments and walk-in meetings with residents. The Road Home allows approximately 10–16 hours of remote work per week for administrative responsibilities; however, the amount of remote work may be adjusted based on resident, property, and partner needs.

5. **Your capitalized support services reserve is listed at $900,000 in application materials, drawing $60,000 in annual payments to The Road Home to support a 1 FTE case manager. What additional financial sources are being utilized above and beyond drawdown of the reserve to reach 1 FTE?**

(Answer)

The $60,000 annual draw from the capitalized support services reserve will provide the base funding commitment for The Road Home's 1.0 FTE case manager. Revive anticipates supplementing this funding through annual fundraising efforts to support the full cost of the position. Revive was established by and operates under the umbrella of the Wisconsin Conference of the United Methodist Church and has begun discussions with Conference leadership regarding potential fundraising support for the project. These efforts could include leveraging the Conference's broader network of churches and ministries to support the project's mission and ongoing supportive services. Specific fundraising strategies and commitments will be further developed as the project advances.

E. Sustainability & Resilience

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 Preliminary or Final Bundle Requirements Document (BRD). If for some reason a Preliminary BRD is not yet available, provide an update on the status.**

(Answer)
Attached is the Preliminary Bundle Requirements Document dated July 10, 2026. The project will continue working with Focus on Energy through design and construction, with a Final Bundle Requirements Document to be issued as the design progresses.

   b. **What percentage of projected Energy Use Intensity (EUI) savings calculated over baseline energy code is anticipated?**

(Answer)
34%

   c. **What is the highest feasible Bundle Level to which this project can commit?**

(Answer)
Bundle 1

2. **Describe the space heating and cooling system 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.**

(Answer)
Each apartment will control its own temperature. The proposed heating and cooling system for both apartments and common areas consists of air-source heat pumps with natural-gas backup heating. The heat pumps provide both heating and cooling and include measures that improve cooling efficiency by 20% and heating efficiency by 20%, along with 95% efficient gas furnaces. Programmable thermostats will be included in all units.
The common-area system also includes:

- Variable-speed fans capable of reducing flow to 67% of design flow;
- High-efficiency DX compressor part-load performance; and
- Total heat recovery with 75% effective sensible and latent heat recovery on 80% of building exhaust air.

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?**

(Answer)
Four parking stalls will have Level 2 EV charging stations, with 19 additional stalls ready for future installation. Charging will not be free for tenants.

4. **The proposal indicates that this project will achieve Wisconsin Green Built Gold Zero Energy. This certification requires projects to install or procure renewable energy equivalent to the building's annual energy consumption. Key strategies for reaching net zero energy are electrification of appliances and building systems and generation or acquisition of renewable electricity. The proposed development does not electrify space or water heating and only includes the minimum solar installation capacity of 30kW. Please describe the overall strategy for achieving a high-performance building with net zero emissions, including key efficiency features and renewable energy generation or acquisition strategies.**

Bashford's strategy is to maximize building efficiency through a high-performance building envelope, high-efficiency HVAC systems, heat-pump water heating, ENERGY STAR appliances, smart thermostats, and on-site solar generation. The development team has worked with Focus on Energy and Eco Achievers to establish a pathway toward Wisconsin Green Built Gold Zero Energy certification through a combination of energy-efficiency measures, renewable energy generation, and renewable energy procurement. The project is currently projected to achieve a 34% Energy Use Intensity (EUI) reduction compared to the baseline energy code. To achieve Wisconsin Green Built Gold Zero Energy, the project will need to conform with the following:

Energy + Envelope

- Complete all mandatory measures of Energy Star for Homes v3. Achieve a HERS Index rating that meets or exceeds the Energy Star v3 HERS target.
- At least one of the following appliances must be ENERGY STAR qualified and installed in each dwelling unit: refrigerator, dishwasher, or clothes washer.
- All duct runs must be fully ducted.

GBH Requirements

- Minimum 240 points on the GBH Multifamily checklist.
- Integrative design participation via Focus on Energy Design Assistance.
- Indoor air quality: either EPA Indoor airPLUS or 12 IAQ points
- Unit compartmentalization testing with a threshold of 0.30 cfm/sf of shell area at 50pa.

Net Zero Commitments

- On-site solar serving 80% of the common-area load. If that is not feasible, the project may shift to serving 20% of the full building load. This will be determined during design.
- Residual emission coverage for three years via either:
  - Green-e RECs (with a good-faith effort to source Wisconsin-based if cost-competitive), or
  - A building-wide, 3-year enrollment in MGE’s Green Power Tomorrow

These strategies will continue to be refined through the design process in coordination with Focus on Energy, Eco Achievers, WHEDA, and the City of Madison to ensure the project achieves the highest feasible level of energy performance while maintaining long-term affordability for residents.

F. **Design & Accessibility**

1. **No questions.**

G. **Development Team & Financing**

1. **Capital Budget – Sources:**

   i. **Your application states you have already applied for Dane County Fair Chance Housing Funds, but it is not listed as a source. Is this the $1.7M listed as "Other"? Please elaborate.**

(Answer)
The form does not have enough distinct "Other" lines for every pro forma source, so the Infrastructure Access Loan of $500,000 and the Dane County Fair Chance Housing Fund request of $1,200,000 were combined as the $1,700,000 "Other" source.

   ii. **You have requested a 75/25 split into the City's Deferred Note vs Cash Flow Note. Please further describe the impact to your proposal should a typical 50/50 split of City funding be necessary.**

The requested 75% Deferred Note / 25% Cash Flow Note structure reflects the project's limited residual cash flow during the initial operating period. Due to the anticipated LIHTC structure, available cash flow must first be used to repay the deferred developer fee. Based on the revised operating pro forma, the deferred developer fee is not fully repaid until Year 14, leaving no cash flow to repay the City Cash Flow Note during Years 1–13.

After repayment of the deferred developer fee, projected residual cash flow remains insufficient to support the approximately $55,000 annual payment required under a 50/50 City loan structure. The revised pro forma projects approximately $20,000 of available cash flow in Year 14, $34,000 in Year 15, and $30,000 in Year 16. Therefore, a 50/50 split would create a City repayment obligation that projected property cash flow cannot support without negatively affecting the project's financial feasibility.

For this reason, Revive is requesting the 75% Deferred Note / 25% Cash Flow Note structure. This structure better aligns the City repayment obligation with the cash flow the development is projected to generate after satisfying its senior debt obligations and deferred developer fee repayment. The revised pro forma reflecting the 50/50 scenario is provided to demonstrate the impact.

2. **Capital Budget – Uses:**

   i. **No questions.**

3. **Operating Proforma:**

   i. **No questions.**

4. **Will this development, if awarded credits and City financing, opt-in to WHEDA's Strategic Business Program?**

Yes. The development intends to opt in to WHEDA's Strategic Business Program. The project's general contractor has experience meeting the program's participation goals and has achieved approximately 30%–32% participation on projects in recent years. Based on this experience and established relationships with qualified DBE subcontractors, the general contractor anticipates being able to meet the program's 25% participation goal for this development.