



JON PLUMER

STATE REPRESENTATIVE • 42nd ASSEMBLY DISTRICT

Assembly Committee on Housing and Real Estate May 18, 2023

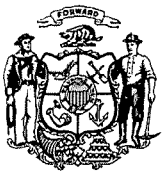
Thank you Chairman Brooks and members of the Assembly Committee on Housing and Real Estate for your consideration of Assembly Bill 96.

Tax Incremental Financing, commonly known as TIF, is an economic development tool that allows counties and local governments to invest in infrastructure and other improvements upfront. A common argument against TIF states that participating municipalities carry a risk that the development and private investment in the project will fall short of projected revenues, and taxpayers are left footing the bill.

This legislation works to minimize that risk, utilizing an alternative method of financing: developer-financed TIF, also known as “pay-go” TIF. Under the description included in this bill, all project costs will be paid by direct financing through a developer, who may utilize a private lender, or by the city from the special fund of a developer financed tax incremental district.

To further encourage economic development and growth, AB 96 exempts developer-financed TIF from the 12% cap on equalized value, also known as the 12% rule, and allows developer financed TIF to include areas that are non-contiguous. In addition, we crafted an amendment that provides TIF funds may be used for workforce housing and residential infrastructure.

Assembly Bill 96 is a tool in the toolbox of municipalities statewide, and opens up regulations that limit Wisconsin’s ability to build workforce housing. Thank you again for your consideration of this testimony.



DAN FEYEN

STATE SENATOR

18th Senate District
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<http://legis.wisconsin.gov/senate/18/feyen>

To: The Assembly Committee on Housing and Real Estate
From: Sen. Dan Feyen
Re: Assembly Bill 96

Hello members of the committee, thank you for taking the time to hear testimony on AB 96.

One economic development tool that counties and municipalities have is Tax Incremental Financing, or TIF. A TIF allows local government to invest money on the front end to redevelop an area. The local government then collects the increase in property taxes that result from this new development to pay for their initial investment.

One drawback to TIF districts is that local government can often be left “footing the bill” if the development fails to produce the increases in property taxes that were projected.

AB 96 can help solve this problem by creating a “developer-financed TIF”. This means the developer assumes the majority of the risk and project costs would be paid by developer financing, or a special fund of a developer financed Tax Incremental District.

This bill also expands the economic development power of a developer-financed TIF by allowing the area to be larger than the 12% of equalized value cap that is placed on current TIF districts.

AB 96 helps to solve some of our workforce housing issues by allowing Towns, who typically have much less authority to use TIFs, to create a developer-financed TIF. Under the bill, towns can only do so if they are adjacent to a city with a population greater than 4,000 and the project costs are only used for housing-related infrastructure.

Thank you again for having a public hearing on this bill. I am happy to answer any questions.

TO: Members of the Assembly Committee on Housing and Real Estate
FROM: Terrence Wall
DATE: May 18, 2023
RE: Support for Assembly Bill 96

Dear Chairman Brooks and Committee Members,

I am a local developer with over 30 years of experience and have developed numerous successful multifamily housing projects from Wausau to Green Bay to Milwaukee to LaCrosse and all over the state. I want to thank Representative Plumer and Senator Feyen for introducing Assembly Bill 96 (AB 96) – relating to developer-financed TIF.

This legislation is an innovative way to help communities remove some of the financial risk associated with tax incremental financing. Giving communities the option to let developers take on the risk instead of the municipality is another tool in the tool box for economic development. AB 96 has a lot of support in the economic development community.

AB 96 allows a city or village to create a tax incremental district (TID) designated as a developer-financed TID. To create a TID as a developer-financed TID, the local legislative body must adopt a resolution and the joint review board must approve the creation of the TID as a developer-financed TID. Under the bill, developer-financed TIDs differ from other TIDs in that the 12 percent rule does not apply and a developer-financed TID may contain noncontiguous areas. All project costs must be paid directly from value increments generated by the developer-financed TID or financed by the developer and a city or village may share not more than 10 percent of the positive tax increments allocated for a developer-financed TID in a year with any other TID created by that city. If a developer secures a loan from a private lender to finance project costs, the city and the parties to the loan must agree that the debt is the responsibility of the borrower and not the city. The city may not issue tax incremental bonds or notes for financing a developer-financed TID.

Also, this bill allows towns that are adjacent to a city and that have a population of more than 4,000 to create developer-financed TIDs if the project costs are used solely for the construction of housing-related infrastructure.

Please join me in supporting this pioneering idea to help develop more economic development in Wisconsin.

terrence@twallenterprises.com



660 John Nolen Drive, Suite 320
Madison, Wisconsin 53713-1469

DATE: May 18, 2023

TO: Members of the Assembly Committee on Housing and Real Estate

FROM: Brad Boycks Mike Howe Robert Procter
WBA Executive Director WBA President WBA Outside Legal Council

SUBJECT: Support for Assembly Bills 96, 266, 264, 265, 268, and 267 Relating to Workforce Housing

On behalf of the nearly 4,000 members of the Wisconsin Builders Association (WBA), we ask for your support of:

- **Assembly Bill 96 (AB 96)**, relating to developer financed tax incremental districts
- **Assembly Bill 266 (AB 266)**, relating to judicial review of local governmental decisions related to certain land development, local approval of residential housing development, and amendment of zoning ordinances
- **Assembly Bill 264 (AB 264)**, relating to residential housing infrastructure revolving loan fund and revolving loan program
- **Assembly Bill 265 (AB 265)**, relating to a main street housing rehabilitation revolving loan fund and loan program
- **Assembly Bill 268 (AB 268)**, relating to commercial-to-housing conversion revolving loan fund and loan program
- **Assembly Bill 267 (AB 267)**, relating to housing rehabilitation loans awarded by the Wisconsin Housing and Economic Development Authority

For the past several months, we have been working with Assembly Housing and Real Estate Chair Brooks, Senate Housing, Rural Issues, and Forestry Chair Quinn and Vice-Chair Jagler, the Wisconsin Realtors Association, the Wisconsin League of Municipalities, the Wisconsin Towns Association, and the Wisconsin Counties Association on the policy items contained in AB 266, 264, 265, 268, and 267.

WBA is also supportive of AB 96 which will allow a city or village to create a TID designated as a developer-financed TID. To create a TID as a developer-financed TID, the local legislative body must adopt a resolution making certain findings, and the joint review board must approve the creation of the TID as a developer-financed TID.

AB 266 will help streamline the approval process for residential housing and also assure that only a simple majority is required to rezone land and establishes that only those that have an owner interest in the property that is subject to approval, or will sustain damages and has provided a statement or has testified at a previous public meeting, may seek review of the land use proposal.

AB 264, AB 265, and AB 268 all create zero interest loans to create more workforce, single family homes, workforce multifamily housing, and senior housing, and requires municipalities to show changes that they have implemented to reduce the cost of housing in the projects being considered for a zero-interest loan from WHEDA. Those cost saving items include “voluntarily revising zoning ordinances, subdivision regulations, or other land development regulations to increase development density, expedite approvals, reduce impact, water connection, and inspection fees, or reduce parking, building, or other development costs with respect to the development of residential housing supported by the project.”

WBA believes that passage of AB 264 will be beneficial to spur the additional development and construction of single-family workforce homes. When we have surveyed our membership over the past several years asking them what can be done to bring down the cost of workforce housing, we have learned the main costs drivers can be traced to the cost of residential infrastructure and the requirements passed by local units of government (impact fees and minimum lot sizes to name a few).

AB 264 addresses both of these issues by requiring a local unit of government to work with a developer to find ways to make changes on the local level to voluntarily reduce the cost of housing and provide a zero-interest loan at an amount that does not exceed 20 percent of the total cost of the project including land.

AB 268 establishes a zero-interest loan program that can be used for the remodeling or demolition of vacant commercial buildings that can then be used for workforce multifamily housing or senior housing.

Finally, AB 267 is a follow up to 2021 Act 221, which created a loan program for the remodeling of existing workforce homes administered by the Wisconsin Housing and Economic Development Authority (WHEDA). AB 267 makes some changes to the homes that may qualify for these loans in addition to including work done for the remove of asbestos and the repair or replacement of interior walls, ceilings, or floors.

According to our National Association of Home Builders, excessive and outdated regulations add over \$93,000 to the final price of a new home, increasing the total by nearly 24 percent.

Additionally, in a 2019 report titled *Falling Behind: Addressing Wisconsin’s Workforce Housing Shortage*, Wisconsin has created 75 percent fewer lots and 55 percent fewer new homes than pre-recession averages, in just the last 11 years. This scarcity has been compounded by a series of other factors, such as lot and other local government restrictions, volatile interest rates, and inflated costs of materials. These bills will go a long way in assisting the many challenges faced in the creation of workforce housing.

WBA members from across the state would ask for your support for **Assembly Bills 96, 266, 264, 265, 268, and 267** to increase the supply of workforce and senior housing throughout Wisconsin.



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To: Assembly Committee on Housing and Real Estate
From: Toni Herkert, Government Affairs Director, League of Wisconsin Municipalities
Date: May 18, 2023
RE: Workforce Affordable Housing Package – AB 96, AB 264, AB 265, AB 266, AB 267,
and AB 268

Chairman Brooks, Vice-Chair Penterman, and Committee Members,

My name is Toni Herkert, and I am the Government Affairs Director with the League of Wisconsin Municipalities. The League represents almost all of the 606 cities in villages, large and small, throughout the state.

Thank you for the opportunity to provide testimony on the important topic of workforce housing and the package of bills before you today. The suite of housing legislation on your agenda is the result of several months of discussion on the housing problems facing every corner of the state. The League appreciates the opportunity to participate in the conversations that led to the creation of these bills. We also want to thank Representative Brooks and Senator Quinn for their leadership and all the authors for introducing this package. Finally, thanks to our partners in this process including the Realtors, Builders, Counties, and Towns for working together to deliver these greatly needed housing solutions. We support the creation of additional workforce, senior, and affordable housing and we support the process that was utilized. The resulting legislation is a step in the right direction and as a state we must act now.

According to a recent report by Forward Analytics, Wisconsin will need approximately 140,000 housing units before 2030 to meet the demand of the under 65 population and that number increases to over 200,000 if the state simultaneously addresses workforce shortages with increased migration into the state for employment.

If there is one thing municipal officials across the state can agree on, besides the need to develop a new way to adequately fund local governments and critical services in Wisconsin, it is that there is a housing crisis in this state. Seemingly every community has a shortage of affordable housing options. Whether in Marinette or Platteville, Columbus or New Richmond, Waukesha or Washburn, the availability and pricing of housing is not meeting the needs of people working in jobs that are vital to the success of Wisconsin communities. It should be a priority in our communities to have housing availability that teachers, nurses, firefighters, police officers, small business owners, and service industry workers can afford.

More communities, particularly small and rural, of which there are many in Wisconsin, have been frustrated with the traditional approach of waiting for the private sector to create

additional housing. A market for new housing does not exist in many Wisconsin communities regardless of the regulatory situation. Many communities could have no zoning or subdivision regulations and still not attract development. Some of these municipalities, as a result, have taken matters into their own hands to increase the availability of housing in their communities. Lancaster, Benton, Shullsburg, Fort Atkinson, and Hillsboro, for example, have acquired land, subdivided it, placed the utilities and infrastructure, and sold lots for single-family homes, duplexes, and apartments on their own to support residents and the business community. These incentives bills will encourage growth in some communities that may not be seeing growth.

While most communities choose not to become their own housing developer, many should review their zoning code and remove outdated and unnecessary zoning regulations and policies that inadvertently restrict the creation of more housing. It is critical to make the process of adapting existing housing stock and building more varied housing, including apartments, easier.

The League decided that municipalities needed a road map or tool kit for making zoning code adjustments that could remove such barriers. In 2021, the League partnered with the Congress for the New Urbanism (CNU) and a broad group of Wisconsin organizations (Wisconsin Realtors Association, Wisconsin Builders Association, AARP-Wisconsin, Wisconsin Housing and Economic Development Authority (WHEDA), National Association of Industrial and Office Parks (NAIOP-Wisconsin), and the American Planning Association-Wisconsin, to develop a Wisconsin centric guide to aid communities in making small zoning code changes designed to make it easier to create workforce and missing middle housing within a community. The guide, *Enabling Better Places: A User's Guide to Neighborhood Affordability* is posted on the League's website.

Examples of zoning code changes recommended in the guide include the following:

- Allow multi-unit housing as permitted uses in single-family zoning districts which have historically included two-family and multifamily.
- Realign lot widths and areas to match historic patterns favoring narrower lots.
- Reduce setbacks to historic distances to allow greater use of existing lots.
- Allow accessory dwellings for all single-family zoning districts.
- Permit residential uses within downtown and Main Street zoning districts.
- Permit residential uses, including multi-family, in commercial districts.
- Reduce or eliminate parking minimums.
- Assess and streamline the subdivision and workforce housing application process, including standards that direct development outcomes and establish a time limit on municipal response, such as 90 days.

Any of these modifications will put a community in a better position for decreasing development costs and increasing the housing supply over time. However, municipal regulations are not the sole or **even the primary** reason that we have a housing shortage in Wisconsin. Contributing factors include the lack of construction workers, increased costs of labor and materials, climbing interest rates and seniors staying in their homes longer. All these



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factors create a perfect storm and equate to a drastic need for housing in the state and nationwide.

The League not only produced the zoning guidebook, but we also have been focusing on providing workshops and trainings on housing and innovative ideas for municipalities to adopt in their communities. In addition, we have been an active participant at the table during the conversations on most of the housing bills before you today.

The League supports AB 264 which provides for a residential housing infrastructure revolving loan fund and program, AB 265 relating to a main street housing rehabilitation revolving loan fund and program, and AB 268 addressing commercial to housing conversions. All these bills require communities to lower the cost of housing through zoning ordinance modifications related to proposed projects or more comprehensively throughout the city or village. Modifications can include increasing density, reducing setbacks or lot sizes, lowering impact fees, minimizing parking requirements or others. Items our members should recognize from our zoning guidebook.

While not dependent on modifications to municipal zoning or regulatory modifications, the League also supports the following proposals before you today:

- AB 96 which allows developer financed tax incremental districts to be exempted from the 12 percent rule. Under current law the equalized value of taxable property of a new TID plus the value increment of all existing TIDs in a city or village may not exceed 12 percent of the total equalized value of taxable property in the city or village. The exemption in AB 96 would be positive for municipalities and another tool in the toolbox to remedy our housing shortage. The bill is voluntary, so no requirements are placed on cities or villages.
- AB 267 which makes modifications to the housing rehabilitation loan fund and program created in 2021 Act 221 also introduced by Representative Penterman and Senator Stroebel which the League supported.

Finally, while the League supports the goal of incentivizing and creating additional workforce, senior, and affordable housing in Wisconsin and values the partnership in crafting the legislation in this package, we are taking a neutral position on AB 266. Assembly Bill 266, which the League has titled the Truth in Zoning bill, has three main provisions:

AB 266 provides a requirement that political subdivisions must approve an application for a permit or administrative approval required to proceed with a residential housing development if the application is complete at the time of submission and the development meets the political subdivision's existing requirements that must be satisfied to obtain the permit. The bill retains

municipality's legislative control over zoning while requiring administrative approval if a project meets all requirements in place at the time of application. In addition, Assembly Bill 266 eases the process for rezoning by requiring a simple majority vote of the governing body to amend a political subdivision's zoning ordinance.

The bill also modifies the process for certiorari review of certain decisions of political subdivisions relating to zoning and residential land use by modifying the following provisions:

- Narrowing the persons who may seek review of these decisions to those that 1) submitted the application for approval; 2) have an ownership interest in the real property that is the subject of the application for an approval; 3) sustain actual damages or will imminently sustain actual damages that are personal to the person and distinct from damages that impact the public generally; or 4) are certain governmental actors.
- Requiring that the certiorari action be filed within 30 days of the final decision of the political subdivision.
- Specifying that a court's decision is based on the record provided by the political subdivision and may only affirm or reverse the decision or remand for further proceedings.
- Identifying deadlines for various steps in the review process to expedite the court's review.

Because our membership is very diverse from Big Falls with a population of 57 to the City of Milwaukee, we do not have consensus on this bill. When the League lacks consensus we stay neutral on a provision. But I guarantee that we will work diligently to inform and educate our members on the provisions in this bill. It does not represent a monumental shift in current practice and the local governing body retains the ability to set standards and permitted uses in local ordinances. It does drive home the point that once permitted uses are established communities must approve the associated administrative permits when all requirements are met.

As you have heard today, the workforce and affordable housing shortage in Wisconsin is a significant concern and one that the League has been willing and remains committed to tackle by working with our members and the Legislature on measures that can be successful and sustainable within our communities today and for years to come. Housing is not just a developer, realtor, business, workforce, financing, or municipal issue, it is a State of Wisconsin issue, and we are here today to help problem solve.

The League would like to thank Chairman Brooks and committee members for your leadership on this critical issue and your time and patience today. Thank you for your consideration. I would be happy to take questions now or you can contact me at your convenience at therkert@lwm-info.org.



CITY OF MIDDLETON

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Written Testimony to the Assembly Committee on Housing and Real Estate on AB 96
May 18, 2023

Chair Brooks and members of the Committee on Housing and Real Estate, good morning and thank you for the opportunity to write in support of AB 96 on behalf of Mayor Emily Kuhn and the Middleton Common Council. My name is Bryan Gadow and I am the City Administrator for Middleton.

As my colleagues from the League of WI Municipalities and Wisconsin Economic Development Association may have already pointed out, municipalities are uniquely situated to be facilitators in the growth and development of our local economies. We are often the first phone call that a real estate developer or site selector firm makes when determining where to locate a new project or invest in an expansion of an existing facility.

Tax Increment Financing (TIF) is the primary economic development tool that municipalities have at their disposal to assist qualified projects in installing the infrastructure and amenities that are often cost prohibitive, but necessary to make a project successful. However, communities that have very successful TIF Districts or alternatively limited total equalized values are significantly limited in the options they have available to attract new development by the 12% threshold under current state law.

Due to the long timeframe for TIF agreements and the need to maintain TID contiguity, it is often not possible for municipalities to close existing TIF Districts early or to subtract enough properties with active TIF agreements to get under the 12% limit.

For example, in the City of Middleton, our TID#3 has successfully generated over \$1 Billion in tax incremental value, through strategic investments in infrastructure, such as roads and sanitary and water systems, as well as park amenities for new and existing residents. We have also provided financial support for renewable energy technology installations on some of our multiple family residential structures, and developer grants to close project funding gaps when warranted. As our TIF agreements are paid off, the City has made several subtractions to TID#3, adding over \$480 Million in property value back to the general tax base. Despite these subtractions, the City is still at 15.6% of its equalized value in its two existing TIDs. This limits our ability to proactively recruit or pursue new business developments within the community, as we are constrained to add any additional properties to our TIF Districts, without subtracting enough properties to compensate.

Limiting the payment of project costs under developer financed TIDs to the increment generated and requiring that financing be obtained privately by developers protects the general taxpayers from having to cover the costs of an unsuccessful TID. If AB 96 is adopted, communities that utilize developer financed TIDs would benefit from the additional tax base created that may not have been possible without the availability of this TID option.

Thank you again for the opportunity to provide written support of AB 96.



TO: Chairman Brooks and Members of the Assembly Housing and Real Estate Committee
FROM: Michael Welsh, V.P. of Legislative Affairs – Wisconsin Economic Development Association
DATE: May 18, 2023
RE: Please Support Assembly Bill 96 – *Pay-As-You-Go TIF Bill*

On behalf of the Wisconsin Economic Development Association (WEDA), I would like to take this opportunity to request your support for Assembly Bill 96. This important economic development legislation would allow municipalities that have exceeded the state’s 12 percent tax increment finance (TIF) limit to create a new TIF district, if it is a developer-financed TIF district, better known as a pay-as-you-go (PAYGO) TIF.

Wisconsin communities currently have very few economic development tools available to them to spur growth. In fact, TIF is the only consistently reliable financial incentive local governments have at their disposal to spur economic development and additional tax base growth. This unique funding tool has been used successfully in Wisconsin since 1975 to fund public infrastructure, redevelopment, and other incentives to attract new and expanding businesses. In fact, as of 2020, active Wisconsin TIF districts had collectively created \$27.8 billion in new tax increment value.

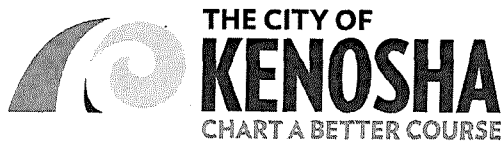
Unfortunately, many communities across the state – most of them smaller, rural municipalities – have exceeded the statutory TIF limit and can no longer utilize TIF as an economic development tool. AB 96 would provide critical TIF flexibility for “TIF-ed out” communities by permitting them to create a PAYGO TIF. A pay-as-you-go TIF requires no up-front costs by a municipality, but rather requires the developer to shoulder the upfront project costs. Ultimately, the municipality and developer agree to share in future tax revenue generated by the TIF until the developer is paid back.

Another key provision of the bill would allow certain towns adjacent to a city to create a PAYGO TIF solely for the purpose of constructing housing-related infrastructure. This limited TIF authority for towns would help communities across the state address Wisconsin’s severe housing shortage.

Speaking of the need to attend to the state’s housing crunch and increase construction of housing that is affordable for Wisconsin workers and families, WEDA supports Assembly Amendment 1 to AB 96. This amendment would increase the amount of residential development permitted in a “mixed-use” TIF district from 35% to 100% of the district, if the residential development that exceeds 35% is used for workforce housing.

In closing, WEDA would again request your support AB 96. This proposal would expand the local economic development toolbox in Wisconsin, help drive growth in rural communities, and leverage the power of TIF to boost much-needed workforce housing construction.

Thank you for your consideration.



JOHN M. ANTARAMIAN
Mayor

May 16, 2023

To The Wisconsin State Legislature;

Re: Assembly Bill 96

The City of Kenosha, like every municipality in the State is experiencing historically low levels of single family development, especially in more moderately priced “workforce housing”. Assembly Bill 96 would provide new tools that would enable us to work with private developers to significantly increase the construction of single family homes at reasonable prices.

Allowing municipalities to create developer funded TIF’s for workforce housing would lead to infill development on a number of sites in the central part of our city, as well as mid-sized parcels in our municipal boundary growth area that cannot be served efficiently with traditionally funded sewer, water and roads. The assessments that would be required for these 4 – 10 acre parcels make the cost of infrastructure prohibitive for home builders and home buyers.

We are supportive of the discussion around allowing workforce housing TIF’s to exceed the 12% cap on total assessed value within TIF districts, and the potential for non-contiguous TIF funded sites would allow us to work with developers on smaller, “scattered” sites in our edge growth areas. We hope the legislature will support this and other initiatives to increase the development of single family homes that the majority of working class individuals and families can afford.

Sincerely,
CITY OF KENOSHA

John M. Antaramian
Mayor

features homes sold during the second quar- mike@pratt.com.

Home Affordability Report

	LOWEST THIRD		MIDDLE THIRD		HIGHEST THIRD	
	Sales Price	Monthly Payment	Sales Price	Monthly Payment	Sales Price	Monthly Payment
Bayside	\$355,000	\$2,539	\$450,000	\$3,246	\$550,000	\$4,024
Belgium	\$242,500	\$1,589	\$285,750	\$1,883	\$425,000	\$2,746
Brookfield	\$444,900	\$2,277	\$464,500	\$3,068	\$700,000	\$4,665
Brown Deer	\$208,000	\$1,472	\$269,900	\$1,880	\$336,000	\$2,447
Cedarburg	\$361,750	\$2,339	\$476,000	\$3,107	\$682,000	\$4,439
Cudahy	\$191,500	\$1,372	\$248,000	\$1,738	\$296,050	\$2,059
Delafield	\$405,500	\$2,624	\$725,000	\$4,632	\$1,200,000	\$7,624
Eagle	\$310,000	\$1,999	\$450,000	\$2,864	\$595,000	\$3,813
Elm Grove	\$460,000	\$3,077	\$570,000	\$3,884	\$745,000	\$5,006
Fox Point	\$380,000	\$2,698	\$460,750	\$3,342	\$762,500	\$5,985
Franklin	\$330,500	\$2,283	\$439,500	\$3,019	\$625,000	\$4,321
Genesee	\$375,000	\$2,376	\$473,500	\$3,081	\$635,000	\$4,074
Genoa	\$347,500	\$2,295	\$445,500	\$2,972	\$612,500	\$4,057
Glendale	\$218,000	\$1,559	\$280,000	\$2,006	\$423,250	\$2,888
Grafton	\$320,500	\$2,071	\$435,000	\$2,709	\$552,000	\$3,710
Greendale	\$256,000	\$1,814	\$320,000	\$2,255	\$415,000	\$2,923
Greenfield	\$223,000	\$1,569	\$280,000	\$1,965	\$375,000	\$2,611
Hales Corners	\$270,000	\$1,844	\$341,015	\$2,377	\$447,500	\$3,109
Hartford	\$244,750	\$1,580	\$370,000	\$2,360	\$472,500	\$2,728
Harland	\$350,000	\$2,216	\$490,000	\$3,104	\$872,161	\$5,630
Jackson	\$265,000	\$1,766	\$385,000	\$2,535	\$435,000	\$2,971
Lisbon	\$365,000	\$2,304	\$448,000	\$3,439	\$677,450	\$4,326
Menomonee Falls	\$283,438	\$1,860	\$370,000	\$2,408	\$578,042	\$3,789
Mexgoon	\$405,000	\$2,645	\$565,000	\$3,695	\$928,700	\$6,141
Merton	\$324,900	\$2,059	\$386,500	\$3,364	\$726,700	\$4,660
Milwaukee	\$100,000	\$700	\$192,000	\$1,363	\$280,000	\$1,992
Mukwonago	\$312,500	\$1,997	\$432,500	\$2,753	\$604,900	\$3,950
Muskego	\$350,000	\$2,260	\$442,500	\$2,855	\$625,000	\$4,050
New Berlin	\$325,000	\$2,136	\$400,000	\$2,623	\$580,000	\$3,798
Oak Creek	\$299,500	\$2,085	\$358,950	\$2,523	\$462,000	\$3,215
Oconomowoc	\$350,000	\$2,261	\$498,996	\$3,264	\$687,500	\$4,541
Ottawa	\$315,000	\$2,003	\$500,000	\$3,183	\$704,750	\$4,439
Pewaukee	\$368,566	\$2,344	\$495,050	\$3,227	\$765,000	\$5,000
Port Washington	\$265,000	\$1,734	\$335,000	\$2,212	\$450,000	\$2,961
Richtfield	\$355,000	\$2,289	\$586,000	\$3,718	\$882,950	\$4,440
Shorewood	\$400,000	\$2,889	\$547,500	\$3,928	\$772,500	\$5,722
Slinger	\$381,000	\$2,307	\$505,000	\$3,299	\$544,950	\$3,578
South Milwaukee	\$212,000	\$1,476	\$266,550	\$1,840	\$336,500	\$2,357
Sussex	\$350,000	\$2,217	\$488,583	\$3,249	\$615,000	\$3,999
Vernon	\$361,000	\$2,314	\$440,000	\$2,807	\$580,000	\$3,703
Waukesha	\$250,750	\$1,700	\$360,000	\$2,418	\$500,000	\$3,396
Wauwatosa	\$260,000	\$1,798	\$357,500	\$2,465	\$475,500	\$3,273
West Allis	\$171,000	\$1,218	\$220,000	\$1,543	\$274,000	\$1,846
West Bend	\$246,000	\$1,638	\$307,000	\$2,010	\$439,250	\$2,954
Whitefish Bay	\$415,000	\$2,820	\$580,000	\$3,960	\$960,000	\$6,963

Estimated Maximum Family Income Limits at 100% of HUD Estimated 2022 County Median Income

FAMILY SIZE	ONE	TWO	THREE	FOUR	FIVE	SIX	SEVEN	EIGHT	NINE
COUNTY :									
Brown	63,200	72,200	81,200	90,200	97,500	104,700	111,900	119,100	126,300
Calumet	67,000	76,600	86,200	95,700	103,400	111,100	118,700	126,400	134,000
Chippewa	62,700	71,600	80,600	89,500	96,700	103,900	111,000	118,200	125,300
Columbia	64,800	74,000	83,300	92,500	99,900	107,300	114,700	122,100	129,500
Dane	80,800	92,300	103,800	115,300	124,600	133,800	143,000	152,200	161,500
Dodge	57,100	65,200	73,400	81,500	88,100	94,600	101,100	107,600	114,100
Door	57,700	65,900	74,100	82,300	88,900	95,500	102,100	108,700	115,300
Douglas	59,800	68,300	76,800	85,300	92,200	99,000	105,800	112,600	119,500
Dunn	57,500	65,700	73,900	82,100	88,700	95,300	101,900	108,400	115,000
Eau Claire	62,700	71,600	80,600	89,500	96,700	103,900	111,000	118,200	125,300
Fond du Lac	59,000	67,400	75,800	84,200	91,000	97,700	104,500	111,200	117,900
Grant	56,300	64,300	72,300	80,300	86,800	93,200	99,600	106,000	112,500
Green	62,200	71,100	80,000	88,800	96,000	103,100	110,200	117,300	124,400
Green Lake	56,300	64,300	72,300	80,300	86,800	93,200	99,600	106,000	112,500
Iowa	63,400	72,400	81,500	90,500	97,800	105,000	112,300	119,500	126,700
Jefferson	61,700	70,500	79,300	88,100	95,200	102,200	109,300	116,300	123,400
Kenosha	62,700	71,600	80,600	89,500	96,700	103,900	111,000	118,200	125,300
Kewaunee	63,200	72,200	81,200	90,200	97,500	104,700	111,900	119,100	126,300
La Crosse	63,100	72,100	81,100	90,100	97,400	104,600	111,800	119,000	126,200
Lincoln	57,100	65,200	73,400	81,500	88,100	94,600	101,100	107,600	114,100
Manitowoc	56,500	64,600	72,700	80,700	87,200	93,700	100,100	106,600	113,000
Marathon	61,400	70,100	78,900	87,600	94,700	101,700	108,700	115,700	122,700
Milwaukee	66,100	75,600	85,000	94,400	102,000	109,600	117,100	124,700	132,200
Monroe	57,100	65,200	73,400	81,500	88,100	94,600	101,100	107,600	114,100
Oconto	56,300	64,300	72,300	80,300	86,800	93,200	99,600	106,000	112,500
Oneida	56,700	64,800	72,900	81,000	87,500	94,000	100,500	107,000	113,400
Outagamie	67,000	76,600	86,200	95,700	103,400	111,100	118,700	126,400	134,000
Ozaukee	66,100	75,600	85,000	94,400	102,000	109,600	117,100	124,700	132,200
Pepin	57,000	65,100	73,200	81,300	87,900	94,400	100,900	107,400	113,900
Pierce	82,200	93,900	105,600	117,300	126,700	136,100	145,500	154,900	164,300
Polk	56,300	64,300	72,300	80,300	86,800	93,200	99,600	106,000	112,500
Portage	63,000	72,000	81,000	89,900	97,100	104,300	111,500	118,700	125,900
Racine	60,500	69,100	77,700	86,300	93,300	100,200	107,100	114,000	120,900
Rock	57,100	65,200	73,400	81,500	88,100	94,600	101,100	107,600	114,100
St. Croix	82,200	93,900	105,600	117,300	126,700	136,100	145,500	154,900	164,300
Sauk	57,600	65,800	74,000	82,200	88,800	95,400	102,000	108,600	115,100
Sheboygan	59,300	67,700	76,200	84,700	91,400	98,200	105,000	111,700	118,500
Trempealeau	57,100	65,200	73,400	81,500	88,100	94,600	101,100	107,600	114,100
Walworth	61,600	70,400	79,200	88,000	95,100	102,100	109,200	116,200	123,200
Washington	66,100	75,600	85,000	94,400	102,000	109,600	117,100	124,700	132,200
Waukesha	66,100	75,600	85,000	94,400	102,000	109,600	117,100	124,700	132,200
Waupaca	57,100	65,200	73,400	81,500	88,100	94,600	101,100	107,600	114,100
Winnebago	59,500	68,000	76,500	85,000	91,800	98,600	105,400	112,200	119,000
Wood	56,300	64,300	72,300	80,300	86,800	93,200	99,600	106,000	112,500

Income limits for the counties below are based on the 2022 Median Family Income for the Neometropolitan portions of the state.

Adams, Ashland, Barron, Bayfield, Buffalo, Burnett, Clark, Crawford, Florence, Forest, Iron, Jackson, Juneau, Lafayette, Langlade, Marinette, Marquette, Menominee, Price, Richland, Rusk, Sawyer, Shawano, Taylor, Vernon, Vilas, Washburn, Waushara	56,300	64,300	72,300	80,300	86,800	93,200	99,600	106,000	112,500
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250
 \$1,500
 per mo
 for rent

Estimated Maximum Family Income Limits at 140% of HUD Estimated 2022 County Median Income

FAMILY SIZE	ONE	TWO	THREE	FOUR	FIVE	SIX	SEVEN	EIGHT	NINE
COUNTY :									
Brown	88,480	101,080	113,680	126,280	136,500	146,580	156,660	166,740	176,820
Calumet	93,800	107,240	120,680	133,980	144,760	155,540	166,180	176,960	187,600
Chippewa	87,780	100,240	112,840	125,300	135,380	145,460	155,400	165,480	175,420
Columbia	90,720	103,600	116,620	129,500	139,860	150,220	160,580	170,940	181,300
Dane	113,120	129,220	145,320	161,420	174,440	187,320	200,200	213,080	226,100
Dodge	79,940	91,280	102,760	114,100	123,340	132,440	141,540	150,640	159,740
Door	80,780	92,260	103,740	115,220	124,460	133,700	142,940	152,180	161,420
Douglas	83,720	95,620	107,520	119,420	129,080	138,600	148,120	157,640	167,300
Dunn	80,500	91,980	103,460	114,940	124,180	133,420	142,660	151,760	161,000
Eau Claire	87,780	100,240	112,840	125,300	135,380	145,460	155,400	165,480	175,420
Fond du Lac	82,600	94,360	106,120	117,880	127,400	136,780	146,300	155,680	165,060
Grant	78,820	90,020	101,220	112,420	121,520	130,480	139,440	148,400	157,500
Green	87,080	99,540	112,000	124,320	134,400	144,340	154,280	164,220	174,160
Green Lake	78,820	90,020	101,220	112,420	121,520	130,480	139,440	148,400	157,500
Iowa	88,760	101,360	114,100	126,700	136,920	147,000	157,220	167,300	177,380
Jefferson	86,380	98,700	111,020	123,340	133,280	143,080	153,020	162,820	172,760
Kenosha	87,780	100,240	112,840	125,300	135,380	145,460	155,400	165,480	175,420
Kewaunee	88,480	101,080	113,680	126,280	136,500	146,580	156,660	166,740	176,820
La Crosse	88,340	100,940	113,540	126,140	136,360	146,440	156,520	166,600	176,680
Lincoln	79,940	91,280	102,760	114,100	123,340	132,440	141,540	150,640	159,740
Manitowoc	79,100	90,440	101,780	112,980	122,080	131,180	140,140	149,240	158,200
Marathon	85,960	98,140	110,460	122,640	132,580	142,380	152,180	161,980	171,780
Milwaukee	92,540	105,840	119,000	132,160	142,800	153,440	163,940	174,580	185,080
Monroe	79,940	91,280	102,760	114,100	123,340	132,440	141,540	150,640	159,740
Oconto	78,820	90,202	101,220	112,420	121,520	130,480	139,440	148,400	157,500
Oneida	79,380	90,720	102,060	113,400	122,500	131,600	140,700	149,800	158,760
Outagamie	93,800	107,240	120,680	133,980	144,760	155,540	166,180	176,960	187,600
Ozaukee	92,540	105,840	119,000	132,160	142,800	153,440	163,940	174,580	185,080
Pepin	79,800	91,140	102,480	113,820	123,060	132,160	141,260	150,360	159,460
Pierce	115,080	131,460	147,840	164,220	177,380	190,540	203,700	216,860	230,020
Polk	78,820	90,020	101,220	112,420	121,520	130,480	139,440	148,400	157,500
Portage	88,200	100,800	113,400	125,860	135,940	146,020	156,100	166,180	176,260
Racine	84,700	96,740	108,780	120,820	130,620	140,280	149,940	159,600	169,260
Rock	79,940	91,280	102,760	114,100	123,340	132,440	141,540	150,640	159,740
St. Croix	115,080	131,460	147,840	164,220	177,380	190,540	203,700	216,860	230,020
Sauk	80,640	92,120	103,600	115,080	124,320	133,560	142,800	152,040	161,140
Sheboygan	83,020	94,780	106,680	118,440	127,960	137,480	147,000	156,380	165,900
Trempealeau	79,940	91,280	102,760	114,100	123,340	132,440	141,540	150,640	159,740
Walworth	86,240	98,560	110,880	123,200	133,140	142,940	152,880	162,680	172,480
Washington	92,540	105,840	119,000	132,160	142,800	153,440	163,940	174,580	185,080
Waukesha	92,540	105,840	119,000	132,160	142,800	153,440	163,940	174,580	185,080
Waupaca	79,940	91,280	102,760	114,100	123,340	132,440	141,540	150,640	159,740
Winnebago	83,300	95,200	107,100	119,000	128,520	138,040	147,560	157,080	166,600
Wood	78,820	90,020	101,220	112,420	121,520	130,480	139,440	148,400	157,500

Income limits for the counties below are based on the 2022 Median Family Income for the Neometropolitan portions of the state.

Adams, Ashland, Barron, Bayfield, Buffalo, Burnett, Clark, Crawford, Florence, Forest, Iron, Jackson, Juneau, Lafayette, Langlade, Marinette, Marquette, Menominee, Price, Richland, Rusk, Sawyer, Shawano, Taylor, Vernon, Vilas, Washburn, Waushara

78,820	90,020	101,220	112,420	121,520	130,480	139,440	148,400	157,500
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Handwritten notes:
 @ 25%
 78,820
 15,000
 23.8%
 230K @ 6/10/20

REAL ESTATE

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CLOSER LOOK

FINANCING KEY TO TWO APARTMENT PROJECTS

Developers would add 236 units to Walker's Point neighborhood

For two pending affordable housing projects in Walker's Point, the question isn't whether there is demand from people who would rent the apartments, but whether their developers can round up enough money to build them in today's financial environment.

Those projects with a combined 236 units both were awarded affordable housing tax credits by the Wisconsin Housing and Economic Development Authority on May 3. That same morning, the U.S. Federal Reserve approved another interest rate hike, which could further expand the budget gaps both must plug in order to break ground.

Brandon Rule hopes to close his financing in about a year on a \$42 million development with 140 apartments at Freshwater Commons in Walker's Point. The CEO of Rule Enterprises called the housing tax credits the "most important piece" of the financing package, but said he still must plug an expected budget gap of about \$5 million.

Rule said he's exploring Community Development Block Grant funds, state brownfield money to



CONTINUUM

A rendering of the affordable apartments Rule Enterprises plans on East Greenfield Avenue in Milwaukee's Harbor District.



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help cope with environmental contamination on the site, city of Milwaukee funding, and the Affordable Housing Program that is operated by federal home loan banks.

S.R. Mills, CEO of Bear Development, secured credits for a new building with 96 apartments a few blocks north of Rule's project. Mills said he could also seek city of Milwaukee tax incremental financing and money through the federal home loan bank's AHP program.

milwaukee journal sentinel

WEST SUBURBS

An affordable housing project fell through in Wauwatosa. Storage units are taking its place.



Quinn Clark

Milwaukee Journal Sentinel

Published 6:03 a.m. CT March 24, 2023 | Updated 8:52 a.m. CT March 24, 2023

After plans for over 500 apartments in Wauwatosa fell through last year, property at the site, 1300 N. Glenview Place, sat vacant. Now, a storage company will take its place.

While some alderpersons urged the council to wait until a similar project could come back, plans for Hansen Storage Company passed this month with an 8-5 vote.

Along with the hundreds of units planned, the aborted project, named Glenview Place, included 77 affordable apartments. It won the city's approval in 2021 but was dropped last year for financial reasons.

Wauwatosa needs affordable housing, a recent study showed, but spikes in inflation and interest rates on commercial loans have made it increasingly difficult for such plans to come to fruition.

Milwaukee-based Hansen Storage Company plans to offer indoor space for retailers to store merchandise. There are no plans to demolish or alter the existing buildings, said Peter Hansen, president of the company.

Hansen Storage already has a 300,000-square-foot location in Wauwatosa, at 2880 N. 112th St., which offers both indoor and outdoor storage spaces. Hansen told the city's plan commission that the new site, managed by 10 employees, will be much smaller, occupying a portion of one of the existing buildings at the site which are both under 200,000 square feet.

The exact amount of space Hansen Storage will occupy isn't determined yet. Hansen plans to lease out the remainder of the property to other businesses for storage purposes.

Florida's \$711M affordable housing bill becomes law

It aims to incentivize developers of affordable, workforce housing with tax breaks, zoning workarounds



Gov. Ron DeSantis (Getty)

MAR 29, 2023, 1:10 PM

By

[Katherine Kallergis](#)

Save article

Florida Gov. Ron DeSantis signed affordable housing legislation that will pump \$711 million into housing programs and incentivize developers with major tax breaks.

DeSantis signed [Senate Bill 102](#), known as the Live Local Act, on Wednesday, days after the legislation passed in the Florida House of Representatives. In addition to setting aside funds for affordable housing, the law will supersede local governments' zoning, density and height requirements for affordable housing in areas zoned for commercial or mixed-use development. It also strips local municipalities' ability to enact rent control, which was previously only possible during a housing emergency.

Developers of affordable housing and to a certain extent, those with mixed-use projects, will likely take advantage of the new law. Attorney Keith Poliakoff, of Fort Lauderdale-based Government Law Group, previously told *The Real Deal* that the [legislation](#) "takes a lot of the handcuffs off" of [affordable housing](#) developers.

Local governments would be required to allow multifamily or mixed-use residential projects that set aside at least 40 percent of the residential component for affordable housing for a period of at least 30 years. For projects allocating at least 65 percent of the square footage to residential, a county would not be able to restrict the height of a

~~proposed development below what's currently allowed within one mile of the planned project.~~

The \$711 million could also help fill funding gaps that have resulted in stalled projects across the state, at a time when the need for affordable housing has reached record highs, attorneys say.

South Florida became one of the least affordable housing markets in the country last year, following large gains in home prices and rents during the pandemic. That was in part fueled by the migration of people from out of state.

The funding breaks down to:

- \$259 million for the state's SAIL (State Apartment Incentive Loan) program, which provides low interest loans to workforce housing projects
- \$252 million for the SHIP (State Housing Initiatives Program), to incentivize local governments to partner with developers preserving or building new housing. Florida Housing and Finance Corporation administers SAIL and SHIP funds.
- \$100 million in non-recurring funds for FHFC to put into a competitive loan program that developers could tap to cover inflation-related cost increases for FHFC-approved multifamily developments that haven't broken ground yet.
- \$100 million for the Florida Hometown Heroes Housing Program. The homeownership assistance program, which was created last year, allows some buyers to finance home purchases with no-interest loans to reduce their down payment and closing costs. The law would codify the program and expand eligibility to more people, according to the Senate's analysis. Those buyers include people in law enforcement, military, first responders and teachers.

The Live Local Act also increases the amount of tax credits available through the Community Contribution Tax Credit Program for affordable housing to \$25 million annually, from \$14.5 million. And it provides up to a \$5,000 sales tax refund for building materials used to construct affordable housing units that were funded by FHFC.

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