

TOGETHER WE BUILD WISCONSIN®

December 30, 2021

Edward A. Blazel  
Assembly Chief Clerk  
17 West Main Street; Room 401  
Madison, WI 53703

Dear Mr. Assembly Chief Clerk,

Section 234.45(6) of the Wisconsin Statutes, as created in Section 9 of 2017 Wisconsin Act 176 requires that WHEDA submit a report by December 31<sup>st</sup> of each year that includes the following items:

- a) A statement of the number of qualified developments for which the Authority issued allocation certificates that year.
  - i. 8 developments, Allocation Certificates Enclosed
- b) A description of each qualified development for which the authority issued an allocation certificate that year, including the geographic location of the development, the household type and any specific demographic information available concerning the residents intended to be served by the development, the income levels of residents to be served by the development, and the rents or set-asides authorized for each development.
  - i. State of Wisconsin Housing Tax Credit Program Development Log – Calendar Year 2021 Reporting enclosed
- c) An analysis of housing market and demographic information that shows how the qualified developments for which the authority has issued allocation certificates at any time are addressing the need for affordable housing within the communities those developments are intended to serve and an analysis of any remaining disparities in the affordable of housing in those communities.
  - i. State of Wisconsin Housing Tax Credit Program Development Log – Calendar Year 2021 Reporting enclosed

Sincerely,



Emily Francis  
Tax Credit Program Manager

Enclosures:

- Allocation Certificates
- State of Wisconsin Housing Tax Credit Program Development Log – Calendar Year 2021 Reporting



**State of Wisconsin Housing Tax Credit Program Development Log**

Calendar Year 2021 Annual Reporting

December 30, 2021



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**WHEDA #6370 – The Depot at 300 River Street – River Falls, WI**

To be eligible for the State of Wisconsin Housing Tax Credit Program, the project must submit a Market Study Analysis conforming to WHEDA standards. This information is compiled from the WHEDA compliant Market Study for the proposed project issued on June 28, 2018, prepared by Lexington Realty Services. A full copy of the report is available upon request.

**Description of the Development and Geographic Location of the Development**

The Depot at 300 River Street is located at 315 River Street, River Falls, Wisconsin serving residents 55 or older with incomes between 50% - 80% of County Median Income. Each apartment features the following amenities: stove, refrigerator, air conditioner, microwave, dishwasher, disposal, miniblinds, pantries, and laundry rooms. The building will also include owner paid heat, hot water, sewer and water, trash, Internet, and basic cable television for each apartment unit. This building also features community rooms that include gaming and a library area, a kitchen for preparing potlucks and space for residents' social gatherings. This development project also features an exercise facility and other community areas within the building for the use of each individual resident. The building also features 42 below grade parking to the residents at no additional charge, provided through a remote garage door access.

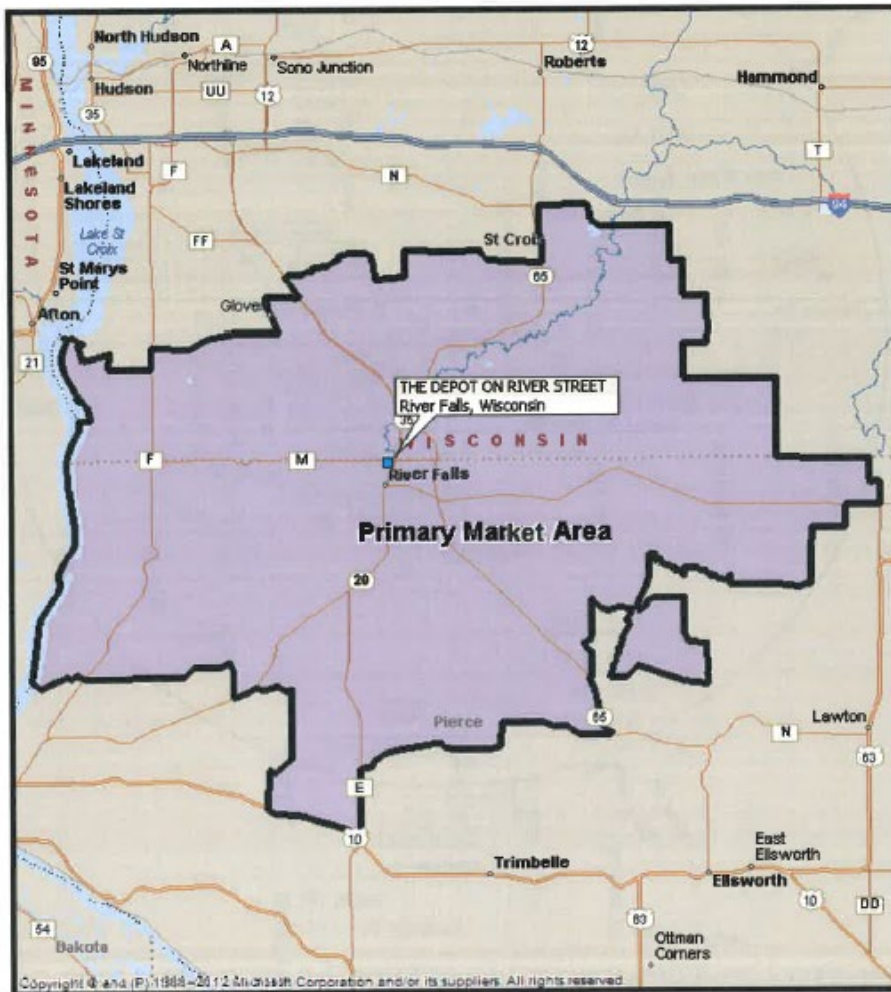
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# MARKET AREA ANALYSIS

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## PRIMARY MARKET AREA DEFINITION

The subject's primary market area is defined by the geographic boundaries from which it will attract most of its residents and in which it will compete with existing and proposed multi-family developments. For purposes of comparing demand and supply of similar housing, we have defined the subject's primary market area as Zip Code area 54022. This area is comprised of the City of River Falls and all or portions of the townships surrounding the city. These outlying communities are included in the defined primary market area as they do not have independent senior tax credit rental housing and River Falls is the largest employment, retail, medical services, and population center in the area. The following is a Market Area Map.



Household Type

50 Senior Units

Demographic Information of the Residents Served

TARGET MARKET DATA				
The Depot on River Street				
Population <sup>(1)</sup>	2000	2010	2018	2023
Total Population - Census & Envirionics Analytics (1)	19,411	22,290	22,849	23,336
Under Age 65		20,394	20,042	19,841
Age 65 and over		1,896	2,807	3,495
% Change in Population (from previous period)		14.8%	2.5%	2.1%
% Change in Population <65			-1.7%	-1.0%
% Change in Population 65+			48.0%	24.5%
Households - Per Census & Envirionics Analytics (1)	6,646	7,752	8,271	8,574
Percentage Change in Households (from previous)		16.6%	6.7%	3.7%
Average Household Size (1)			2.49	2.47
Household Income <sup>(2)</sup>	Age 65+ Households		2018	2023
\$0-\$9,999			52	59
\$10,000-\$14,999			136	152
\$15,000-\$19,999			177	209
\$20,000-\$24,999			107	127
\$25,000-\$29,999			118	143
\$30,000-\$34,999			76	92
\$35,000-\$39,999			142	158
\$40,000-\$49,999			141	157
\$50,000-\$74,999			337	406
\$75,000-\$99,999			208	265
\$100,000-\$149,999			209	276
\$150,000-\$199,999			30	47
\$200,000+			40	64
Total Age 65+ Households			1,773	2,155
Estimate of Target Market Households				
			Income-Restricted Households <sup>(3)</sup>	
			2018	2023
2018 Age 65+ HH's, 32% to 80% AMI - \$24,120 to \$57,550 HH Income			598	
2023 Age 65+ HH's, 32% to 80% AMI - \$25,590 to \$61,070 HH Income				713
Age 65+ Household Renter Percentage <sup>(4)</sup>			50.3%	50.3%
Age 65+ Income-Restricted Target Market Households			301	359
<p>(1) Source: 2000 &amp; 2010 US Census, Projections from Envirionics Analytics.</p> <p>(2) Source: Envirionics Analytics - Household Income By Age of Householder</p> <p>(3) 2023 Income Range calculated by increasing 2018 target market income range by 6.1% based on Envirionics Analytics' projected increase in market area median household income between 2018 and 2023.</p> <p>(4) Source: Projected from 2010 Census data</p>				

Income Levels of Residents and Rents of Set-Asides Authorized

Rent Summary						
Proposed Rents & Maximum Allowed Tax Credit Rents						
Unit Type	Square Feet	Count	Proposed Rent	Utility Allowance	Total Gross Rent <sup>(1)</sup>	Maximum Tax Credit Rent <sup>(1)</sup>
1 BR/1 BA - 50% AMI	700	11	\$750	\$54	\$804	\$885
1 BR/1 BA - 60% AMI	700	12	\$870	\$54	\$924	\$1,062
1 BR/1 BA - 80% AMI	700	5	\$1,150	\$54	\$1,204	\$1,348
2 BR/1 BA - 50% AMI	900	9	\$875	\$68	\$943	\$1,061
2 BR/1 BA - 60% AMI	900	8	\$1,015	\$68	\$1,083	\$1,273
2 BR/1 BA - 80% AMI	900	5	\$1,295	\$68	\$1,363	\$1,618

1. Includes utilities

**Total Units: 50**

AMI - Area Median Income, NA - Not applicable

Proposed Rent Schedule & Estimated Market Rents						
Unit Type	Square Feet	Count	Proposed Rent	Proposed Rent/SF	Estimated Market Rent	Estimated Market Rent/SF
1 BR/1 BA - 50% AMI	700	11	\$750	\$1.07	\$915	\$1.31
1 BR/1 BA - 60% AMI	700	12	\$870	\$1.24	\$975	\$1.39
1 BR/1 BA - 80% AMI	700	5	\$1,150	\$1.64	\$975	\$1.39
2 BR/1 BA - 50% AMI	900	9	\$875	\$0.97	\$1,135	\$1.26
2 BR/1 BA - 60% AMI	900	8	\$1,015	\$1.13	\$1,135	\$1.26
2 BR/1 BA - 80% AMI	900	5	\$1,295	\$1.44	\$1,300	\$1.44

AMI - Area Median Income

**Total Units: 50**

1. Eight 50% AMI units are assumed to have only surface parking.



Need for Affordable Housing and Remaining Disparities in the Affordable Housing

MARKET PERFORMANCE MEASURES						
The Depot on River Street						
			50% AMI Units	60% AMI Units	80% AMI Units	Total Units
Subject Units			20	20	10	50
Minimum Gross Rent			\$804	\$924	\$1,204	\$804
Assumed Household Size			1-2 Persons	1-2 Persons	1-2 Persons	1-2 Persons
Lower Income Limit			\$24,120	\$27,720	\$36,120	\$24,120
Upper Income Limit			\$37,750	\$45,300	\$57,550	\$57,550
Income Qualified Households			291	347	353	496
Renter Percentage			49.6%	50.7%	50.9%	56.3%
Target Market Households			144	176	180	279
Comparable Units - Existing (1)			16	9	14	39
Comparable Units - Proposed			0	0	0	0
Unmet Potential Demand			128	167	166	240
<b>Demand and Supply Ratios</b>						
Capture Rate (2)			13.9%	11.4%	5.6%	17.9%
Penetration Rate (3)			24.9%	16.5%	13.4%	31.9%
<p>(1) Five percent of the primary market area's subsidized independent senior apartment units, and all of the primary market area's income-restricted 50% AMI, 60% AMI and market rate units within affordable tax credit independent senior properties are considered to be competitive with the subject. Also, we consider 10% of WellHaven's retirement community units to be competitive with the subject.</p> <p>(2) The percentage of target market required for subject full occupancy - Subject units divided by target market households.</p> <p>(3) The percentage of target market that the subject and its existing and future competition must share - Subject units plus existing competitive units plus proposed competitive units divided by target market households.</p>						



**WHEDA**

Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: <b>THE DEPOT AT RIVER STREET, LLC</b>	FEIN: <b>61-1848846</b>
Street Address or PO Box Number: <b>100 6TH ST NORTH STE A</b>	Project Number: <b>6370</b>
City: <b>LA CROSSE</b>	Placed in Service Date: <b>8/28/2020</b>
State: <b>WI</b>	Certificate Issue Date: <b>7/19/2021</b>
Zip: <b>54601</b>	Taxable Year End:
Tax Year 1 Credit Amount: <b>\$349,635</b>	Tax Year 4 Credit Amount: <b>\$349,635</b>
Tax Year 2 Credit Amount: <b>\$349,635</b>	Tax Year 5 Credit Amount: <b>\$349,635</b>
Tax Year 3 Credit Amount: <b>\$349,635</b>	Tax Year 6 Credit Amount: <b>\$349,635</b>

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

WHEDA Authorization: 

Date: 7/26/2021

Shreedhar Ranabhat  
Manager, Commercial Lending

## **WHEDA #6372 – Fitchburg Senior Housing – Fitchburg, WI**

To be eligible for the State of Wisconsin Housing Tax Credit Program, the project must submit a Market Study Analysis conforming to WHEDA standards. This information is compiled from the WHEDA compliant Market Study for the project issued on June 18, 2018, prepared by Tracy Cross & Associates, Inc. A full copy of the report is available upon request.

### **Description of the Development and Geographic Location of the Development**

Fitchburg Senior Housing is located at 2001 Traceway Drive, Fitchburg, Wisconsin. The project is an age-restricted affordable housing development containing 160 apartment units targeting households age 55 and older. One and two-bedroom units are available to residents at various income levels ranging from 30% AMI to 80% AMI. Two thirds of the units available are designated for seniors earning at or below 60% AMI. The project utilizes energy-efficient construction technologies.

The unit amenities include individually controlled heat and air conditioning, laminate plank-style wood flooring in the kitchen and bathroom, designer kitchens with energy-efficient black or stainless steel appliances (including a full sized washer and dryer) and walk in closets. All units also provide internet and cable connectivity and some level of in-unit storage, with select units including a balcony.

To encourage a community atmosphere, the development includes a well-appointed reception lobby with a separate mail center, a great room outfitted with a fireplace and plasma TV, a service kitchen to facilitate social gathers, a fitness studio, and a furnished patio/grill area for outdoor socializing.

Located just one mile from Fish Hatchery Road, the site is within close proximity to Madison's Beltline which links residents of Fitchburg to virtually all areas of Dane County. The property is well situated relative to daily consumer necessities, major transportation arterials and civic and recreational amenities. Within one mile of the property is the Fitchburg Community Center which serves as the Senior Center. The Senior Center sponsors a variety of continuing education classes, exercise programs and health and wellness fairs, along with garden clubs, lectures, card parties, pot luck dinners, etc.





## GEOGRAPHIC ORIENTATION: DANE COUNTY MARKET AREA



Source: Microsoft Streets & Trips and Tracy Cross & Associates, Inc.

### Household Type

160 Senior Units

## Demographic Information of the Residents Served



### 2018 POPULATION AND HOUSEHOLD TRENDS: PERSONS AGED 55 AND OLDER -- DANE COUNTY MARKET AREA --

Attribute/Area	2000	2010	2018 (Est.)	2023 (Prd.)	Average Annual Change		
					2000-2010	2010-2018	2018-2023
<b>POPULATION</b>							
Dane County, WI	70,670	106,519	138,311	153,016	3,585	3,974	2,941
Fitchburg PMA	33,312	49,408	63,184	65,039	1,610	1,722	371
City of Fitchburg	2,394	4,851	6,470	7,224	246	202	151
Remainder of Market Area	37,358	57,111	75,127	87,977	1,975	2,252	2,570
<b>HOUSEHOLDS</b>							
Dane County, WI	44,604	67,633	87,979	97,638	2,303	2,543	1,932
Fitchburg PMA	21,232	31,437	40,986	45,186	1,021	1,194	840
City of Fitchburg	1,356	2,973	4,020	4,487	162	131	93
Remainder of Market Area	23,372	36,196	46,963	52,452	1,282	1,350	1,092
<b>2018 HOUSEHOLD TENURE (PERCENT OF TOTAL COHORT HOUSEHOLDS)</b>							
Attribute	Dane County Market Area			Fitchburg PMA			
	Aged 55-74	Aged 75-84	Aged 85+	Aged 55-74	Aged 75-84	Aged 85+	
Total Cohort Households	88,393	13,143	6,443	31,700	6,032	3,254	
Owner-Occupied	53,962	9,555	3,518	25,201	4,434	1,790	
Percent	78.9	72.7	54.6	79.5	73.5	55.0	
Renter-Occupied	14,431	3,588	2,925	6,499	1,598	1,464	
Percent	21.1	27.3	45.4	20.5	26.5	45.0	

Source: U.S. Census Bureau: Census 2000, 2010; and Envrionics Analytics



### 2018 HOUSEHOLD INCOMES: HOUSEHOLDS AGED 55+ -- DANE COUNTY MARKET AREA --

Income Range	Dane County Market Area		Fitchburg PMA		Remainder of Market Area	
	Number	Percent	Number	Percent	Number	Percent
Under \$15,000	6,606	7.5	3,297	8.0	3,309	7.0
15,000-24,999	6,784	7.7	2,827	6.9	3,957	8.4
25,000-34,999	6,802	7.7	2,932	7.2	3,870	8.2
35,000-49,999	11,266	12.8	4,832	11.8	6,434	13.7
50,000-74,999	15,895	18.1	7,061	17.2	8,834	18.8
75,000-99,999	11,990	13.6	5,332	13.0	6,658	14.2
100,000-149,999	14,329	16.3	6,673	16.3	7,656	16.3
150,000-199,999	6,311	7.2	3,063	7.5	3,248	6.9
200,000 and Over	7,996	9.1	4,971	12.1	3,025	6.4
<b>Total</b>	<b>87,979</b>	<b>100.0</b>	<b>40,988</b>	<b>100.0</b>	<b>46,991</b>	<b>100.0</b>
<b>Median</b>	----- \$71,965 -----		----- \$75,903 -----		----- \$68,530 -----	
<b>Householders Earning Less Than \$35,000:</b>	<b>20,192</b>	<b>23.0</b>	<b>9,056</b>	<b>22.1</b>	<b>11,136</b>	<b>23.7</b>

Source: U.S. Bureau of the Census, Census 2010; and Envrionics Analytics

Income Levels of Residents and Rents of Set-Asides Authorized



**PROPOSED RESIDENTIAL MATRIX: FITCHBURG SENIOR APARTMENTS  
-- FITCHBURG, WISCONSIN --**

Bedroom Type / Income Category	Total Units	Average Unit Size (Sq. Ft.)	Gross Rent <sup>(1)</sup>		Utility Allowance	Net Rent <sup>(1)</sup>	
			\$/Mo.	\$/Sq. Ft.		\$/Mo.	\$/Sq. Ft.
<b>One Bedroom</b>							
At or Below 30.0% AMI	5	850	\$516	\$0.79	\$45	\$471	\$0.72
30.0 to 40.0% AMI	10	850	688	1.06	45	643	0.99
40.0 to 50.0% AMI	10	850	860	1.32	45	815	1.25
50.0 to 60.0% AMI	25	850	980	1.51	45	935	1.44
60.0 to 70.0% AMI	15	750	1,114	1.49	45	1,069	1.43
<b>One Bedroom+Den</b>							
70.0 to 80.0% AMI	15	850	1,217	1.43	45	1,172	1.38
<b>Total/Average:</b>	<b>80</b>	<b>706</b>	<b>\$969</b>	<b>\$1.37</b>	<b>\$45</b>	<b>\$924</b>	<b>\$1.31</b>
<b>Two Bedroom</b>							
At or Below 30.0% AMI	5	900	\$619	\$0.89	\$58	\$561	\$0.62
30.0 to 40.0% AMI	10	900	826	0.92	58	768	0.85
40.0 to 50.0% AMI	10	900	1,032	1.15	58	974	1.08
50.0 to 60.0% AMI	25	900	1,177	1.31	58	1,119	1.24
60.0 to 70.0% AMI	15	900	1,432	1.59	58	1,374	1.53
70.0 to 80.0% AMI	15	1,000	1,432	1.43	58	1,374	1.37
<b>Total/Average:</b>	<b>80</b>	<b>919</b>	<b>\$1,176</b>	<b>\$1.28</b>	<b>\$58</b>	<b>\$1,118</b>	<b>\$1.22</b>
<b>Community Summary</b>							
<b>Overall Total/Average</b>	<b>160</b>	<b>813</b>	<b>\$1,072</b>	<b>\$1.32</b>	<b>\$52</b>	<b>\$1,021</b>	<b>\$1.26</b>

Source: Fitchburg Commercial Properties LLC Development Matrix dated 6/11/2018.

## Need for Affordable Housing and Remaining Disparities in the Affordable Housing



### REFINED POTENTIAL INCOME-QUALIFYING SENIOR HOUSEHOLDS<sup>(1)(4)</sup>: 2018 -- DANE COUNTY MARKET AREA --

Attribute	Households Aged 55 and Older				
	Dane County Market Area		Fitchburg PMA		
	Number	Percent	Number	Percent of PMA	Percent of Market Area
<b>Total Households Aged 55+</b>	<b>87,979</b>	<b>100.0</b>	<b>40,988</b>	<b>100.0</b>	<b>46.6</b>
<b>Low Income Households Aged 55+:</b>	<b>32,527</b>	<b>37.0</b>	<b>13,707</b>	<b>33.4</b>	<b>15.6</b>
<i>Low Income Households Aged 55+ and Within Affordability Limits .....</i>	<i>30,033</i>	<i>34.1</i>	<i>12,245</i>	<i>29.9</i>	<i>13.9</i>
At or Below 30.0 Percent AMI:	4,410	13.6	1,837	13.4	5.6
30.0 to 40.0 Percent AMI:	4,756	14.6	2,021	14.7	6.2
40.0 to 50.0 Percent AMI:	5,208	16.0	2,242	16.4	6.9
50.0 to 60.0 Percent AMI:	6,384	19.6	2,094	15.3	6.4
60.0 to 70.0 Percent AMI:	4,824	14.8	2,074	15.1	6.4
70.0 to 80.0 Percent AMI:	4,451	13.7	1,977	14.4	6.1

(1) Income limits based upon WHEDA's 2018 published maximum income limits for Dane County, Wisconsin.  
 (2) WHEDA 2018 tax credit guidelines mandate maximum annual income (2.0 person) for low income qualifiers at 30.0 percent AMI is \$22,020; \$29,360 at 40.0 percent AMI; \$36,700 at 50.0 percent AMI; \$44,040 at 60.0 percent AMI; \$50,400 at 70.0 percent AMI; and \$57,550 at 80.0 percent AMI.  
 (3) Household distributions based upon 2018 American Community Survey estimates.  
 (4) A Two-Person Household is used as the basis for the bedroom versus family size adjustment as it is assumed that qualifying senior households will represent both singles and married couples.

Source: U.S. Department of Commerce, Census 2010; Environics Analytics; and Wisconsin Housing and Economic Development Authority (WHEDA).

### Penetration Rate:

Based upon these calculations, the Dane County Market Area carries *more than adequate* demand support for the proposed low income units. For example, as outlined in the following table, the proposed development need penetrate *less than 1.0 percent* of all income-qualifying households aged 55+ in the whole of the market area, and *no more than 1.5 percent* of households in the immediate PMA to achieve *full lease-up* of the 160-unit program. The overall penetration rate is only a fractional ratio compared to the 5.0 to 7.0 percent penetration rate typically considered acceptable by HUD/WHEDA and other governing agencies.



### PENETRATION REQUIREMENTS: FITCHBURG SENIOR APARTMENTS -- FITCHBURG, WISCONSIN --

Income Distribution	Dane County Market Area			Fitchburg PMA		
	Number of Units	Refined Eligible Households	Penetration Rate	Number of Units	Refined Eligible Households	Penetration Rate
At or Below 30.0 AMI	10	4,410	0.2	10	1,837	0.5
30.0 to 40.0 AMI	20	4,756	0.4	20	2,021	1.0
40.0 to 50.0 AMI	20	5,208	0.4	20	2,242	0.9
50.0 to 60.0 AMI	50	6,384	0.8	50	2,094	2.4
60.0 to 70.0 AMI	30	4,824	0.6	30	2,074	1.4
70.0 to 80.0 AMI	30	4,451	0.7	30	1,977	1.5
<b>Total:</b>	<b>160</b>	<b>30,033</b>	<b>0.5</b>	<b>160</b>	<b>12,245</b>	<b>1.3</b>

Source: Fitchburg Commercial Properties' Matrix dated 6/11/2018 and estimates by Tracy Cross & Associates, Inc.

**Absorption Forecast-  
Low Income**

**Units:**

Fitchburg Senior Apartments are expected to generate an overall absorption rate of 14.5 units per month, enabling the 160-unit program to achieve a stabilized occupancy level of 95 percent (or 152 units) within an 11-month residency qualification and approval period commencing from initial certificate of occupancy.

Anticipating a 2019 market introduction, the forecasted absorption period reflects the fact that Fitchburg Senior Apartments will represent one of only two new age-*and/or* income-qualifying rental community in the host Fitchburg PMA in the previous five years and one of only 14 to be built in the *whole of Dane County* in the previous 20 years. Additional rationale is found in the market's *extremely tight* conditions, particularly among age-qualifying low income programs which are either fully occupied or currently processing applications for the few available units, while all maintain extensive waiting lists for residency. Moreover, the units to be offered represent a superior product in terms of functional design and livability, community amenities and aesthetics compared to most other smaller scale rental inventory in the market area.

**Housing Need-  
Low Income**

**Senior Apartments:**

The demand for age- and income-restricted rental housing in the Dane Market Area is *more than sufficient* to support the construction of 160 age-qualifying low income units based upon the fact that *in the whole of the market area*, there are currently 30,033 households who could qualify for the proposed low income units. Furthermore, 33 of the 34 representative senior low income communities in Dane County are at *full occupancy*, with no fewer than 500 pre-qualified applicants on waiting lists. Moreover, the remaining 12 low income non age-restricted developments in market area also reflect extremely tight vacancies averaging only 0.2 percent; while the age and condition of the vast majority of competing affordable programs *clearly* supports a demand for quality new housing product directed to maturing households in the Dane County Market Area as a whole, and the PMA in particular.

Finally, lease rates among newer conventional market rate apartment developments, at an average of \$1,090 monthly or \$1.21 per square foot and (especially) among service-enhanced congregate independent rental communities which require a typical monthly service fee of \$2,850 or upwards of \$3.20 per square foot *over and above* any mandated entrance fees, effectively disenfranchise the vast majority of cohort senior households in the Dane County Market Area on the basis of affordability.



**WHEDA**

Wisconsin Housing and Economic  
Development Authority


## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: FITCHBURG SENIOR HOUSING, LP	FEIN: 83-2822460
Street Address or PO Box Number: 6515 GRAND TETON PLAZA STE 300	Project Number: 6372
City: MADISON	Placed in Service Date: 3/25/2020
State: WI	Certificate Issue Date: 8/6/2021
Zip: 53719	Taxable Year End:
Tax Year 1 Credit Amount: \$932,926	Tax Year 4 Credit Amount: \$932,926
Tax Year 2 Credit Amount: \$932,926	Tax Year 5 Credit Amount: \$932,926
Tax Year 3 Credit Amount: \$932,926	Tax Year 6 Credit Amount: \$932,926

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:  Date: 8/6/2021  
 Shreedhar Ranabhat  
 Manager, Commercial Lending

## **WHEDA #6374 – Wasserman – Sheboygan, WI**

To be eligible for the State of Wisconsin Housing Tax Credit Program, the project must submit a Market Study Analysis conforming to WHEDA standards. This information is compiled from the WHEDA compliant Market Study for the project issued on June 28, 2018, prepared by Lexington Realty Services. A full copy of the report is available upon request.

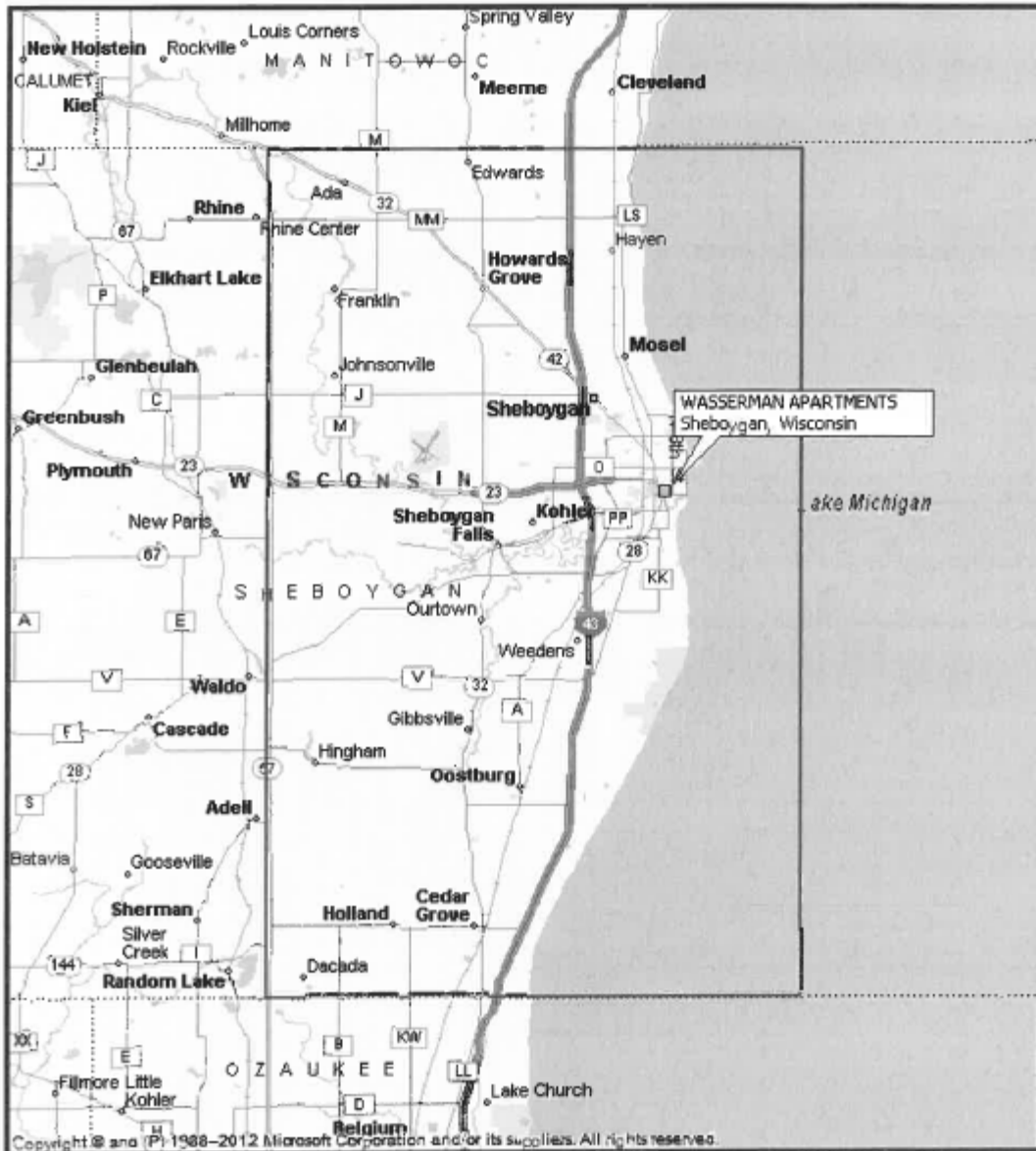
### **Description of the Development and Geographic Location of the Development**

Wasserman Redevelopment consists of the extensive renovation of a former public housing development and conversion of the subsidy to 100% Project Based Voucher / Tenant Protection Vouchers. Wasserman is located in Sheboygan, WI and targets elderly and individuals in need of supportive services. The project is an eight-story elevator building constructed in 1970 with 105 apartments, common areas, and Sheboygan Housing Authority Offices. The property has 33 exterior surface parking spaces and is situated on a 1.26 acre site. The redevelopment included extensive renovation of the building's apartment units, building exterior, interior common areas, and mechanical systems. 71 efficiencies were converted to one-bedroom units.



## PRIMARY MARKET AREA DEFINITION

The subject's primary market area is defined by the geographic boundaries from which it will attract most of its residents and from which it will compete with existing and proposed independent senior multifamily rental housing developments. Households within a primary market area tend to retain residence within that area. Due to the limited amount of low-income independent senior housing in the areas surrounding Sheboygan and the large array of linkages important to independent seniors that are situated in Sheboygan, we have defined the subject's primary market area as the eastern portion of Sheboygan County. A market area map is below:



### Household Type

105 Elderly and Supportive Units

Demographic Information of the Residents Served

**TARGET MARKET DEMOGRAPHIC TRENDS – With Rent Subsidy**

Given the above target market definition, the universe of potential tenants for the subject's income-restricted units as public housing is currently 1,481 households and is projected to increase to 1,641 households in 2022. Target market data is below.

TARGET MARKET DATA				
Eugene Wasserman Apartments				
Population <sup>(1)</sup>	2000	2010	2017	2022
Total Population - Census & The Nielsen Co. (1)	86,788	88,872	89,242	90,190
Under Age 65		75,912	74,015	72,878
Age 65 and over		12,960	15,227	17,312
% Change in Population (from previous period)		2.4%	0.4%	1.1%
% Change in Population <65			-2.5%	-1.5%
% Change in Population 65+			17.5%	13.7%
Households - Per Census & The Nielsen Co. (1)	34,076	36,048	36,828	37,513
Percentage Change in Households (from previous)		5.8%	2.2%	1.9%
Average Household Size (1)			2.38	2.37
Household Income <sup>(2)</sup>	Age 65+ Households		2017	2022
\$0-\$9,999			262	256
\$10,000-\$14,999			819	799
\$15,000-\$19,999			1,199	1,187
\$20,000-\$24,999			1,041	1,029
\$25,000-\$29,999			723	764
\$30,000-\$34,999			793	839
\$35,000-\$39,999			666	701
\$40,000-\$49,999			1,087	1,144
\$50,000-\$74,999			1,594	1,893
\$75,000-\$99,999			781	1,027
\$100,000-\$149,999			744	1,111
\$150,000-\$199,999			155	252
\$200,000+			187	353
			<b>Total Age 65+ Households</b>	<b>10,051</b>
				<b>11,355</b>

Estimate of Target Market Households		
	Target Market Households <sup>(3)</sup>	
	2017	2022
2017 Age 65+ HH's, 0% to 60% AMI - \$0 to \$31,380 HH Income	4,263	
2022 Age 65+ HH's, 0% to 60% AMI - \$0 to \$34,300 HH Income		4,757
Age 65+ Household Renter Percentage <sup>(4)</sup>	45.0%	45.0%
Age 65+ Market Rate Target Market Households	<b>1,918</b>	<b>2,141</b>
<small>(1) Source: 2000 &amp; 2010 US Census, Projections from Environics Analytics.                  (2) Source: The Nielsen Co. - Household Income By Age of Householder                  (3) 2022 Income Range calculated by increasing 2017 target market income range by 9.3% based upon The Nielsen Co.'s projected increase in market area median household income between 2017 and 2022.                  (4) Source: Projected from 2010 Census data</small>		

Income Levels of Residents and Rents of Set-Asides Authorized

Rent Summary								
Proposed Rents, Maximum Allowed Tax Credit Rents & Estimated Market Rents								
Unit Type	Square Feet	No. of Units	LPH Rent <sup>(1)</sup>	Proposed Rent	Utility Allowance	Fair Market Rent	Maximum Tax Credit Rent <sup>(1)</sup>	Estimated Market Rent
Studio/1 BA - 50% AMI (2)	380	48	\$445	\$333	\$0	\$468	\$653	\$570
Studio/1 BA - 60% AMI (3)	380	23	\$445	\$540	\$0	\$468	\$784	\$570
1 BR/1 BA - 50% AMI (2)	480	26	\$445	\$333	\$0	\$586	\$700	\$680
1 BR/1 BA - 60% AMI (3)	480	7	\$445	\$585	\$0	\$586	\$840	\$680
2 BR/1 BA - 60% AMI (2)	600	1	\$445	\$600	\$0	\$733	\$1,009	\$750
<b>Total Units:</b>		<b>105</b>						

- (1) Includes utilities
- (2) Public Housing units
- (3) Mostly Project-based Voucher units
- AMI - Area Median Income, NA - Not applicable

Need for Affordable Housing and Remaining Disparities in the Affordable Housing

MARKET PERFORMANCE MEASURES - With Rent Subsidy					
Eugene Wasserman Apartments					
	LPH/PBV Units		60% AMI Units		Total Units
Subject Units	101		4		105
Minimum Gross Rent	\$0		\$540		\$0
Assumed Household Size	1 Person		1 Person		1 Person
Lower Income Limit	\$0		\$16,200		\$0
Upper Income Limit	\$26,150		\$31,380		\$31,380
Income Qualified Households	3,487		2,894		4,263
Renter Percentage	46.5%		43.1%		45.0%
Target Market Households	1,622		1,247		1,918
Comparable Units - Existing (1)	453		12		465
Comparable Units - Proposed	0		0		0
Unmet Potential Demand	1,169		1,235		1,453
<b>Demand and Supply Ratios</b>					
Capture Rate (2)	6.2%		0.3%		5.5%
Penetration Rate (3)	34.2%		1.3%		29.7%
<p>(1) All of the primary market area's subsidized and public housing independent senior apartment units, and 10% of the primary market area's existing tax credit independent senior apartment units are considered to be competitive with the subject.</p> <p>(2) The percentage of target market required for subject full occupancy - Subject units divided by target market households.</p> <p>(3) The percentage of target market that the subject and its existing and future competition must share - Subject units plus existing competitive units plus proposed competitive units divided by target market households.</p>					



## **WHEDA #6486 – Oak Grove Development, Phase 2 – Horicon, WI**

To be eligible for the State of Wisconsin Housing Tax Credit Program, the project must submit a Market Study Analysis conforming to WHEDA standards. This information is compiled from the WHEDA compliant Market Study for the projects issued on January 15, 2019, prepared by Lexington Realty Services. A full copy of the report is available upon request.

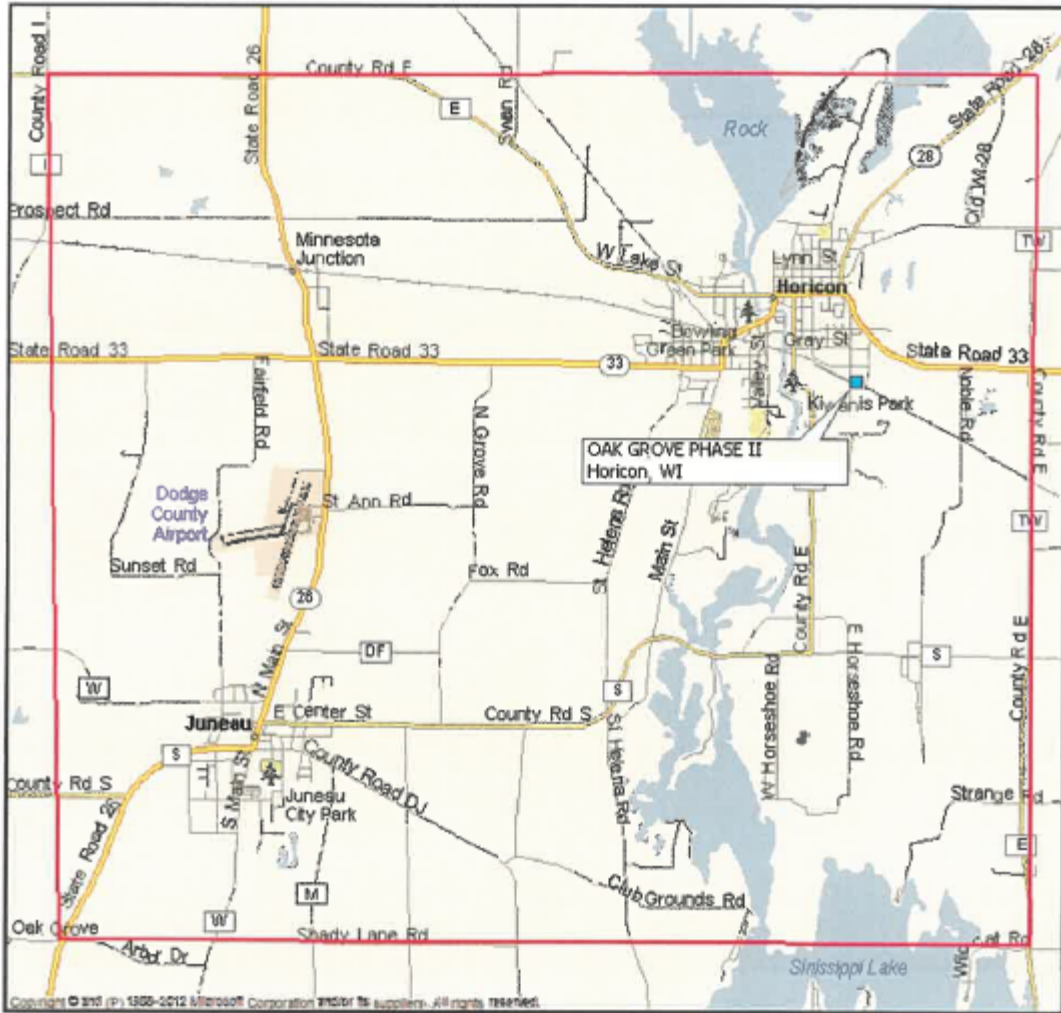
### **Description of the Development and Geographic Location of the Development**

Oak Grove Development, Phase 2 is located at 905 Division Street, Horicon, Wisconsin. The project includes 20 units of family housing. Central Wisconsin Community Action Coalition (CWCAC) is the primary service provider at Oak Grove Phase 2. CWCAC offers residents a variety of on and off-site supportive services via its Project Chance program including assistance accessing benefits such as Food Share, SSI, W-2, education/job skills training, counseling for mental health and AOCA issues, and child care. The intent of Project Chance is to assist program participants to obtain and remain in permanent housing, increase skills and/or income, and to achieve greater self-determination.

## PRIMARY MARKET AREA DEFINITION

The subject's primary market area is defined by the geographic boundaries from which it will attract most of its residents and from which it will compete with existing and proposed family/general occupancy multifamily rental housing developments. We have defined the subject's primary market area as including the cities of Horicon and Juneau, and portions of the surrounding townships.

Market Area Borders	
North	County Road E
East	County Highways TW and E
South	Shady Lane Road/Wildcat Road
West	County Road I



### Household Type

20 Family units

## Demographic Information of the Residents Served

### PRIMARY MARKET AREA METRICS

The following is an overview of demographic data for the primary market area and comparable geographies.

Population					
Geography	2000	2010	2019	2024	2000-2019 % Change
Primary Market Area <sup>(1)</sup>	7,458	7,680	7,547	7,540	1.2%
City of Horicon <sup>(1)</sup>	3,807	3,655	3,504	3,460	-8.0%
Dodge County <sup>(1)</sup>	85,897	88,759	87,793	87,691	2.2%
State of Wisconsin <sup>(1)</sup>	5,363,678	5,686,986	5,797,217	5,873,988	8.1%
Employment					
Geography	2000	2010	2019	2024	2000-2019 % Change
Primary Market Area <sup>(1)</sup>	N/A	N/A	3,622	N/A	N/A
City of Horicon <sup>(2)</sup>	2,071	1,965	1,748	N/A	-15.6%
Dodge County <sup>(2)</sup>	43,197	44,047	43,294	N/A	0.2%
State of Wisconsin <sup>(3)</sup>	2,868,382	2,814,393	2,944,106	N/A	2.6%
Median Household Income					
Geography	2000	2010	2019	2024	2000-2019 % Change
Primary Market Area <sup>(1)</sup>	N/A	N/A	\$60,157	\$63,042	N/A
City of Horicon <sup>(2)</sup>	\$50,577	\$52,760	\$61,907	\$67,230	22.4%
Dodge County <sup>(2)</sup>	\$45,190	\$52,571	\$58,038	\$62,776	28.4%
State of Wisconsin <sup>(3)</sup>	\$44,503	\$48,974	\$59,456	\$64,690	33.6%
Housing Units					
Geography	2000	2010	2019	2024	2000-2019 % Change
Primary Market Area <sup>(1)</sup>	N/A	N/A	3,096	3,121	N/A
City of Horicon <sup>(2)</sup>	1,584	1,620	1,625	1,629	2.6%
Dodge County <sup>(2)</sup>	33,672	37,005	37,550	37,848	11.5%
State of Wisconsin <sup>(3)</sup>	2,321,157	2,624,358	2,719,252	2,770,470	17.2%

1. Per Environics Segmentation & Market Solutions

2. Per US Census Bureau 2000 & 2010 data, 2019 & 2024 per Environics data

3. Per Wisconsin Department of Workforce Development 2000 & 2010 data, 2019 & 2024 per Environics data

N/A = Not Available



Income Levels of Residents and Rents of Set-Asides Authorized

Proposed Rent Schedule & Estimated Market Rents					
Unit Type	Square Feet	Count	Proposed Net Tenant Rent <sup>(1)</sup>	Estimated Market Rent	Estimated Market Rent/SF
3 BR/2 BA - 50% AMI	1,152	11	\$1,161	\$1,150	\$1.00
3 BR/2 BA - 60% AMI	1,152	9	\$1,161	\$1,150	\$1.00

AMI - Area Median Income **Total Units: 20**

1. Proposed Net Tenant Rent is based on a 110% increase over Fair Market Rent of \$1,117 for a three-bedroom apartment in Dodge County, plus a \$75 upward adjustment for an attached garage, less \$142 utilities expense paid by the tenant.

**RENTAL HOUSING SURVEY**

A survey of existing rental housing in the primary market area has been completed. In general, our survey focused on family tax credit and market rate family and general occupancy properties with three bedroom apartment units. Due to the lack of comparable properties in Horicon with three bedroom units, we have included comparable properties from the nearby communities of Beaver Dam and Mayville. Our summarized rental survey follows; detailed survey data is included in the Appendix.

Rent Summary							
Proposed Rents & Maximum Allowed Tax Credit Rents							
Unit Type	Square Feet	Count	Proposed Net Tenant Rent <sup>(1)</sup>	Utility Allowance	Proposed Total Gross Rent <sup>(2)</sup>	Fair Market Rent <sup>(2)</sup>	Maximum Tax Credit Rent <sup>(2)</sup>
3 BR/2 BA - 50% AMI	1,152	11	\$1,161	\$142	\$1,303	\$1,117	\$971
3 BR/2 BA - 60% AMI	1,152	9	\$1,161	\$142	\$1,303	\$1,117	\$1,165

AMI - Area Median Income **Total Units: 20**

1. Proposed Net Tenant Rent is based on a 110% increase over Fair Market Rent of \$1,117 for a three-bedroom apartment in Dodge County, plus a \$75 upward adjustment for an attached garage, less \$142 utilities expense paid by the tenant.

2. Includes utilities

Need for Affordable Housing and Remaining Disparities in the Affordable Housing

MARKET PERFORMANCE MEASURES Oak Grove Development Phase 2		
	50% AMI Units	Total Units
Subject Units	20	20
Minimum Gross Rent	\$0	\$0
Assumed Household Size	2-5 Person	2-5 Person
Lower Income Limit	\$0	\$0
Upper Income Limit	\$40,350	\$40,350
Income Qualified Households	425	425
Renter Percentage	25.0%	25.0%
Target Market Households	106	106
Comparable Units - Existing (1)	42	42
Comparable Units - Proposed	0	0
Unmet Potential Demand	64	64
<b>Demand and Supply Ratios</b>		
Capture Rate (2)	18.8%	18.8%
Penetration Rate (3)	58.4%	58.4%
<p>(1) All of the market area's subsidized family apartment units are considered to be competitive with the subject. The primary market area does not have any tax credit affordable family apartment units.</p> <p>(2) The percentage of target market required for subject full occupancy - Subject units divided by target market households.</p> <p>(3) The percentage of target market that the subject and its existing and future competition must share - Subject units plus existing competitive units plus proposed competitive units divided by target market households.</p>		



## **WHEDA #6372 – Broadway Lofts**

To be eligible for the State of Wisconsin Housing Tax Credit Program, the project must submit a Market Study Analysis conforming to WHEDA standards. This information is compiled from the WHEDA compliant Market Study for the projects issued on June 2018, prepared by Baker Tilly Virchow Krause, LLP. A full copy of the report is available upon request.

### Description of the Development and Geographic Location of the Development

Broadway Lofts is a new construction development of 107 units of workforce housing near downtown Green Bay. The project is comprised of three buildings: a four-story building along Broadway that houses 93 apartments, with two 3BR units with private entries, along with two townhome row style buildings that contain 14 3BR townhome units.

The Broadway Lofts  
Page 16



Household Type

107 Family Units

Income Levels of Residents and Rents of Set-Asides Authorized

The Broadway Lofts Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2018 Brown County Maximum Rent	Size (SF)
26	1 BR/1 BA	50%	\$618	\$108	\$726	\$726	767
11	1 BR/1 BA	60%	\$720	\$108	\$828	\$872	767
44	2 BR/1 BA	60%	\$868	\$126	\$994	\$1,047	897
2	2 BR/1 BA	70%	\$1,032	\$126	\$1,158	\$1,221	897
8	2 BR/2 BA	70%	\$1,032	\$126	\$1,158	\$1,221	1,001
16	3 BR/2 BA	70%	\$1,194	\$145	\$1,339	\$1,410	1,404
<b>107</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal will be included in the rent. Residents will be responsible for their own unit electric as well as gas for hot water and heat.

Population and Households

Overall Demographic Analysis Summary

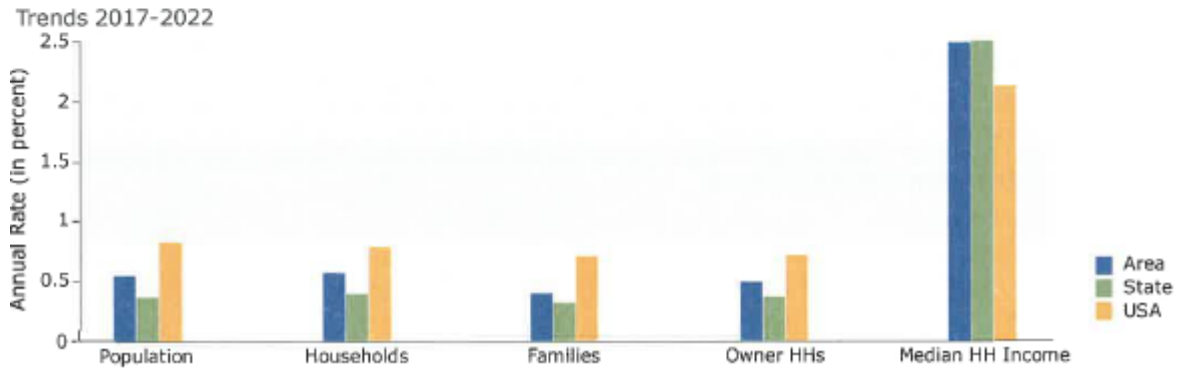
The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2017 and 2022 demographic data sets, the overall population is projected to increase by approximately 596 people per year for the five years ending in 2022, resulting in an overall gain of 2.8 percent. The number of households is projected to increase at a rate of about 260 per year for a gain of 2.9 percent. A greater increase is projected in renter occupied units than in owner occupied units.

Demographic Summary					
Description	2010 US Census	2017 ESRI Forecasts	2022 ESRI Forecasts	% Change 2017-2022	Annual Change 2017-2022
Population	103,474	106,661	109,642	2.8%	596.2
Households	43,876	45,247	46,545	2.9%	259.6
Families	24,742	25,060	25,569	2.0%	101.8
Average Household Size	2.32	2.32	2.32	-	-
Owner Occupied Housing Units	23,938	23,050	23,615	2.5%	113.0
Renter Occupied Housing Units	19,938	22,197	22,930	3.3%	146.6
Median Age	34	36	36	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1, ESRI Forecasts for 2017 and 2022.

Trends: 2017-2022 Annual Rate			
Description	Area	State	National
Population	0.55%	0.37%	0.83%
Households	0.57%	0.40%	0.79%
Families	0.40%	0.32%	0.71%
Owner Occupied HHs	0.49%	0.37%	0.72%
Median Household Income	2.48%	2.51%	2.12%

Source: U.S. Census Bureau, Census 2010 Summary File 1, Esri forecasts for 2017 and 2022.





The Broadway Lofts Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2018 Brown County Maximum Rent	Size (SF)
26	1 BR/1 BA	50%	\$618	\$108	\$726	\$726	767
11	1 BR/1 BA	60%	\$720	\$108	\$828	\$872	767
44	2 BR/1 BA	60%	\$868	\$126	\$994	\$1,047	897
2	2 BR/1 BA	70%	\$1,032	\$126	\$1,158	\$1,221	897
8	2 BR/2 BA	70%	\$1,032	\$126	\$1,158	\$1,221	1,001
16	3 BR/2 BA	70%	\$1,194	\$145	\$1,339	\$1,410	1,404
<b>107</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal will be included in the rent. Residents will be responsible for their own unit electric as well as gas for hot water and heat.

Need for Affordable Housing and Remaining Disparities in the Affordable Housing

**Captures Rates**

**Capture Rate by Set-Aside**

Tax Credit Capture Rate Chart				
Min Income*	\$24,891			
Max Income	\$58,590			
Households Assumed	Under the Age of 65			
Number of Households	Income Qualified Households	Renter Percentage	Renter Qualified for Project	
Less Than \$15,000	4,176	-	-	-
\$15,000 to \$24,999	3,703	40	56.3%	23
\$25,000 to \$34,999	3,928	3,928	56.3%	2,211
\$35,000 to \$49,999	5,591	5,591	18.8%	1,051
\$50,000 to \$74,999	7,683	2,640	18.8%	496
\$75,000 to \$99,999	4,797	-	-	-
\$100,000 to \$149,999	3,609	-	-	-
\$150,000 to \$199,999	904	-	-	-
Over \$200,000	721	-	-	-
<b>Total Households</b>	<b>35,110</b>	<b>12,199</b>	<b>30.9%</b>	<b>3,781</b>
<b>Income Qualified Renter HHs</b>				<b>3,781</b>
<b>Rental Units in Project</b>				<b>107</b>
<b>Capture Rate**</b>				<b>2.8%</b>

\*Based on rents proposed by project Developer (utilities included), represents 35 percent of gross household income

\*\*Number of proposed units divided by number of income eligible households



**Capture Rate by Unit Type**

**Optimistic, Normative, and Pessimistic Scenarios**

An optimistic, a normative and a pessimistic scenario are also included for the overall development. Considering the assumptions, interpolations, and extrapolations of the data, it is reasonable to assume a potential 15 percent margin of error. Applying this potential margin of error to the 'normative' calculations for the eligible households produces 'optimistic' and 'pessimistic' scenarios as shown in the following table.

<b>Income and Age Eligible Capture Rate Renters Only Under the Age of 65</b>						
	<b>1 BR</b>	<b>1 BR</b>	<b>2 BR</b>	<b>2 BR</b>	<b>3 BR</b>	<b>Combined</b>
	<b>50%</b>	<b>60%</b>	<b>60%</b>	<b>70%</b>	<b>70%</b>	
# of Units	26	11	44	10	16	107
Proposed Adjusted Rent*	\$726	\$828	\$994	\$1,158	\$1,339	\$726-\$1,339
Income Cap	\$31,000	\$37,200	\$41,880	\$48,860	\$58,590	\$58,590
Income Base (Annual Rent 35% of HH Income)	\$24,891	\$28,389	\$34,080	\$39,703	\$45,909	\$24,891
<b>Estimated Income Eligible Households**</b>						
<b>Normative</b>	<b>1,350</b>	<b>1,616</b>	<b>685</b>	<b>642</b>	<b>783</b>	<b>3,781</b>
Optimistic	1,553	1,858	788	738	900	4,348
Pessimistic	1,148	1,374	582	546	666	3,214
<b>Estimated Capture Rates***</b>						
<b>Normative</b>	<b>1.9%</b>	<b>0.7%</b>	<b>7.9%</b>	<b>1.6%</b>	<b>2.0%</b>	<b>2.8%</b>
Optimistic	1.7%	0.6%	6.9%	1.4%	1.8%	2.5%
Pessimistic	2.3%	0.8%	9.3%	1.8%	2.4%	3.3%

\*Rents proposed by project Developer (Utilities included)

\*\*Interpolated 2019 estimate based upon best corresponding income cohort from the 2017 ESRI BIS estimates. Includes renters only.

\*\*\*Number of proposed units divided by number of income eligible households

As indicated in the table above, a normative estimate of 3,781 renter-only income-qualified households are projected to be potential residents for the proposed development. The introduction of 107 units will need to capture between 2.5 percent and 3.3 percent of the estimated renter households under the age of 65 in the income eligible cohort of the PMA. The normative estimate is approximately 2.8 percent. This range falls well below the typical maximum 15 percent threshold for family housing developments in similar sized communities. Therefore, the number of units appears reasonable and subject to other market conditions will likely be absorbed.

**Penetration Rate**

This section calculates the Penetration Rate for the proposed development. WHEDA defines the Penetration Rate as the (number of units in the subject + comparable pipeline units + existing comparable units) divided by (number of age and income qualified households in the PMA).

As the subject property is 100 percent income restricted units and only the number of potential income qualified renter households under the age of 65 were used in the analysis, the Penetration Rate calculation should only include potentially competing affordable LIHTC income restricted family developments.

The results of the penetration rate analysis indicate that the PMA has a penetration rate of 8.6 percent (including the subject property) indicating that the PMA is not over saturated with LIHTC income restricted multifamily housing. The Penetration Rate is calculated as follows:

<b>Income and Age Eligible Penetration Rate Renters Only Under the Age of 65</b>	
<b>HH Income Base</b>	<b>Overall</b>
<b>Proposed Development</b>	<b>107</b>
<b>Existing Developments</b>	
Comparable #1 (Flats on the Fox)*	50
Comparable #3 (Deer Run Apartments)	80
Comparable #4 (Decknor Manor)*	54
<b>Total Existing</b>	<b>184</b>
<b>Pipeline Units</b>	
Friar House Flats*	34
<b>Total Pipeline</b>	<b>34</b>
<b>Total Units</b>	<b>325</b>
Number of Renter Income Eligible Households (\$24,891-\$58,590)**	3,781
<b>Penetration Rate</b>	<b>8.6%</b>

\*Excludes market rate units

\*\*Proposed LIHTC income range

<b>The Broadway Lofts Absorption Calculation</b>	
	<b>Tax Credit Portion</b>
<b>Total Units</b>	<b>107</b>
<b>Stabilized Occupancy</b>	x93%
<b>Total Units to be Leased</b>	<b>100</b>
<b>Less: Units Preleased (20%-TC)</b>	21
<b>Remaining Units</b>	<b>79</b>
<b>Absorption Rate</b>	8
<b>Number of Months to Reach Stabilized Occupancy</b>	<b>9 to 10 months</b>



## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: <b>BOARDWAY LOFTS, L.P.</b>	FEIN: <b>83-1029955</b>
Street Address or PO Box Number: <b>1301 EAST WASHINGTON ST. STE. 100</b>	Project Number: <b>6373</b>
City: <b>INDIANAPOLIS</b>	Placed in Service Date: <b>12/17/2020</b>
State: <b>INDIANA</b>	Certificate Issue Date: <b>12/8/2021</b>
Zip: <b>46202</b>	Taxable Year End:
Tax Year 1 Credit Amount: <b>\$764,627</b>	Tax Year 4 Credit Amount: <b>\$764,627</b>
Tax Year 2 Credit Amount: <b>\$764,627</b>	Tax Year 5 Credit Amount: <b>\$764,627</b>
Tax Year 3 Credit Amount: <b>\$764,627</b>	Tax Year 6 Credit Amount: <b>\$764,627</b>

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

Date: 12/8/2021

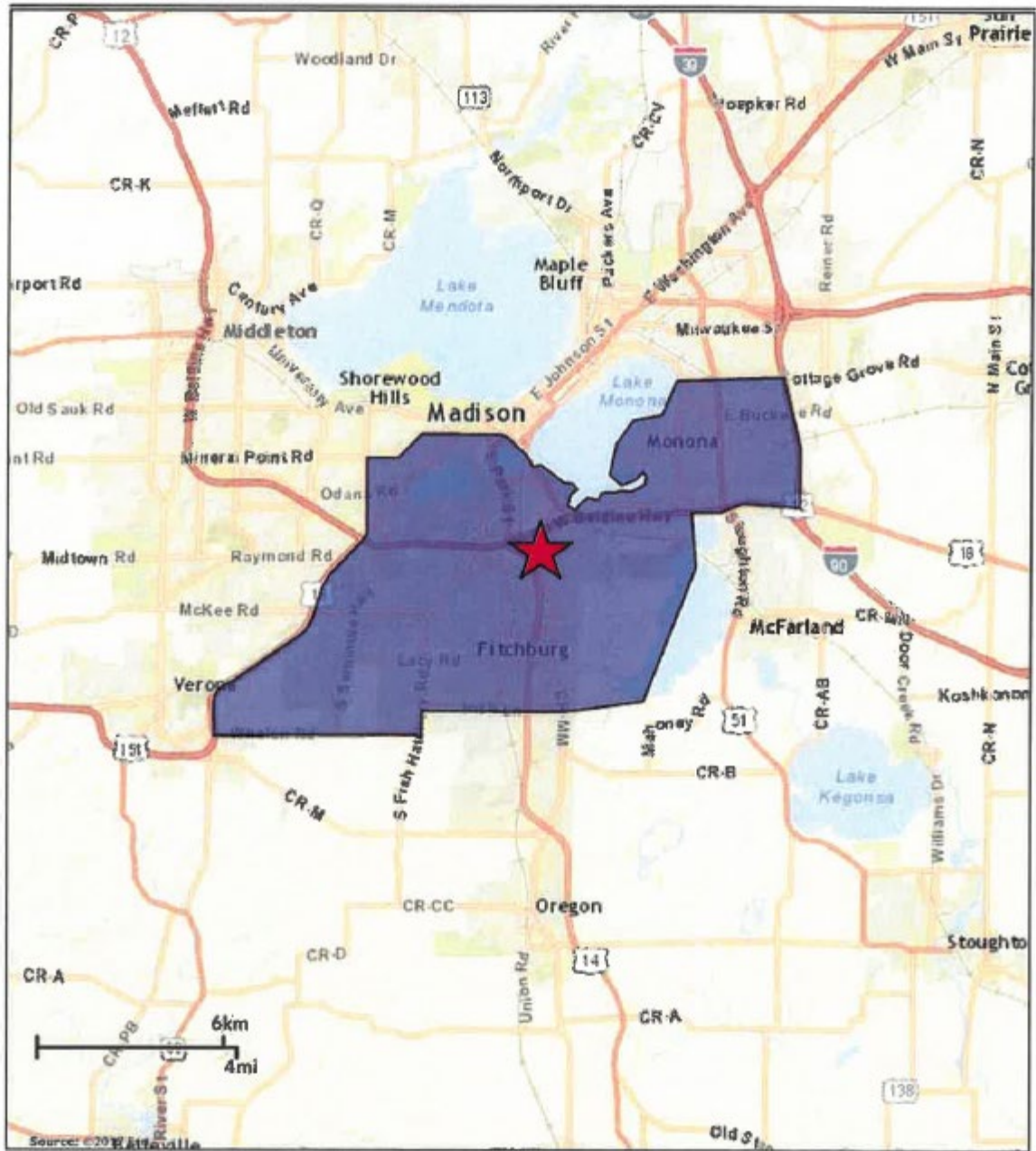
Shreedhar Ranabhat  
Manager, Commercial Lending

## **WHEDA #6378 – Artisan Village**

To be eligible for the State of Wisconsin Housing Tax Credit Program, the project must submit a Market Study Analysis conforming to WHEDA standards. This information is compiled from the WHEDA compliant Market Study for the projects issued on June 2018, prepared by Baker Tilly Virchow Krause, LLP. A full copy of the report is available upon request.

### **Description of the Development and Geographic Location of the Development**

The Alexander Company, Inc. and Bear Development, LLC constructed the Artisan Village, a newly constructed 169-unit affordable multifamily rental housing development on the border of the Town of Madison and the City of Fitchburg. Overall, the development is comprised of approximately 169 apartment-style residential units spread across a collection of six buildings ranging in size from 17,000 square-feet to 35,000 square-feet and which are organized around a central green space and clubhouse amenity. The development consists of 117, one bedroom/one bathroom units (on average, 673 square feet) and 52, two bedroom/one bathroom units (on average, 1,079 square feet) targeting residents of all ages. Apartment amenities are likely to include stainless steel appliances, in-unit washer and dryers, open flexible floorplans, expansive windows and high-quality fixtures and finishes. As an added amenity, tuck-under garage parking stalls is included for some units (roughly 56 attached garage spaces), the majority of which provide direct access to individual units. Approximately 24 additional garage stalls are located in detached garage buildings, as well as other surface parking areas (127 spaces and 52 tandem stalls). With the goal of creating a unique successful urban infill development with a sense of place various amenities are being considered, including live/work units, community room, fitness center, outdoor patio with grilling station and fire pit, gardens, streaming wifi in social areas and on-site management and maintenance. The project is part of the Novation Campus, the 70-acre master-planned urban infill redevelopment of a former brownfield. With approximately 1,300 employees now located in the Campus, it is now a major employment center. Artisan Village fills a dire need by providing clean, safe, attractive, and affordable workforce housing allowing residents to live close to where they work and play, reducing commute times and fuel consumption. The addition of quality affordable housing options close to major employers in the campus such as Exact Sciences, Unity Point Health, Zimbrick European, and many others will help attract employees to the campus while ensuring a diverse and vibrant community. At the same time, housing in this income range caters to Dane County's creative class, artists, and hospitality and service-industry workers.





Household Type

169 Family Units

Income Levels of Residents and Rents of Set-Asides Authorized

Artisan Village Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2018 Dane County Maximum Rent	Square Footage
44	1 BR/1 BA	50%	\$811	\$49	\$860	\$860	673
40	1 BR/1 BA	60%	\$913	\$49	\$962	\$1,032	673
33	1 BR/1 BA	70%	\$944	\$49	\$993	\$1,204	673
6	2 BR/2 BA	50%	\$969	\$63	\$1,032	\$1,032	1,079
29	2 BR/2 BA	60%	\$1,107	\$63	\$1,170	\$1,239	1,079
17	2 BR/2 BA	70%	\$1,198	\$63	\$1,261	\$1,446	1,079
<b>169</b>	<b>Total</b>						

Note: Water, sewer, trash removal, hot water, and heat will be included in the rental rate. Residents will be responsible for their own unit electric for lighting and cooking.

Demographic Information of the Residents Served

Demographic Summary					
Description	2010 US Census	2017 ESRI Forecasts	2022 ESRI Forecasts	% Change 2017-2022	Annual Change 2017-2022
Population	76,073	82,435	87,146	5.7%	942.2
Households	31,941	34,688	36,758	6.0%	414
Families	17,930	19,318	20,396	5.6%	215.6
Average Household Size	2.36	2.36	2.35	-	-
Owner Occupied Housing Units	17,481	17,900	18,956	5.9%	211.2
Renter Occupied Housing Units	14,460	16,788	17,802	6.0%	202.8
Median Age	34	35	35	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2017 and 2022.

## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2017 and 2022 demographic data sets, the overall population is projected to increase by approximately 942 people per year for the five years ending in 2022, resulting in an overall gain of 5.7 percent. The number of households is projected to increase at a rate of about 414 per year for a gain of 6.0 percent. A greater increase is projected in renter occupied units than in owner occupied units.

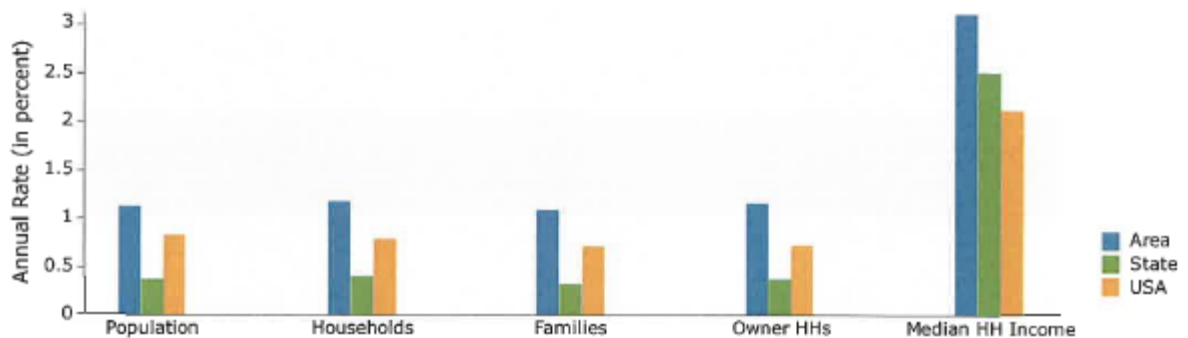
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Median Age	34	35	35	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1, ESRI Forecasts for 2017 and 2022.

Trends: 2017-2022 Annual Rate			
Description	Area	State	National
Population	1.12%	0.37%	0.83%
Households	1.17%	0.40%	0.79%
Families	1.09%	0.32%	0.71%
Owner Occupied HHs	1.15%	0.37%	0.72%
Median Household Income	3.12%	2.51%	2.12%

Source: U.S. Census Bureau, Census 2010 Summary File 1, Esri forecasts for 2017 and 2022.

Trends 2017-2022





Need for Affordable Housing and Remaining Disparities in the Affordable Housing

Capture Rate by Set-Aside

LIHTC Capture Rate Chart				
Min Income*	\$29,486			
Max Income	\$57,820			
Households Assumed	Under the Age of 65			
Number of Households	Income Qualified Households	Renter Percentage	Renter Qualified for Project	
Less Than \$15,000	2,614	-	-	-
\$15,000 to \$24,999	2,226	-	-	-
\$25,000 to \$34,999	2,596	1,431	77.3%	1,106
\$35,000 to \$49,999	3,046	3,046	77.3%	2,355
\$50,000 to \$74,999	4,936	1,544	32.2%	497
\$75,000 to \$99,999	4,389	-	-	-
\$100,000 to \$149,999	4,417	-	-	-
\$150,000 to \$199,999	1,673	-	-	-
Over \$200,000	1,865	-	-	-
<b>Total Households</b>	<b>27,761</b>	<b>6,021</b>	<b>65.7%</b>	<b>3,958</b>
<b>Income Qualified Renter HHs</b>				<b>3,958</b>
<b>Rental Units in Project</b>				<b>169</b>
<b>Capture Rate**</b>				<b>4.3%</b>

\*Based on rents suggested by project analyst (utilities included), represents 35 percent of gross household income

\*\*Number of proposed units divided by number of income eligible households

Capture Rate by Unit Type

Optimistic, Normative, and Pessimistic Scenarios

An optimistic, a normative and a pessimistic scenario are also included for the overall development. Considering the assumptions, interpolations, and extrapolations of the data, it is reasonable to assume a potential 15 percent margin of error. Applying this potential margin of error to the "normative" calculations for the eligible households produces "optimistic" and "pessimistic" scenarios as shown in the following table.

Income and Age Eligible Capture Rate							
Renters Only Under the Age of 65							
	1 BR	1 BR	1 BR	1 BR	1 BR	1 BR	Combined
	50% AMI	60% AMI	70% AMI	50% AMI	60% AMI	70% AMI	
# of Units	44	40	33	6	29	17	169
Proposed Adjusted Rent*	\$860	\$962	\$993	\$1,032	\$1,170	\$1,261	\$860-1,231
Income Cap	\$36,700	\$44,040	\$51,380	\$41,300	\$49,560	\$57,820	\$57,820
Income Base (Annual Rent 35% of HH Income)	\$29,486	\$32,983	\$34,046	\$35,383	\$40,114	\$43,234	\$29,486
<b>Estimated Income Eligible Households**</b>							
Normative	1,373	1,824	2,634	929	1,483	1,559	3,958
Optimistic	1,579	2,098	3,029	1,068	1,705	1,793	4,552
Pessimistic	1,167	1,550	2,239	790	1,261	1,325	3,364
<b>Estimated Capture Rates***</b>							
Normative	3.2%	2.2%	1.3%	0.6%	2.0%	1.1%	4.3%
Optimistic	2.8%	1.9%	1.1%	0.6%	1.7%	0.9%	3.7%
Pessimistic	3.8%	2.6%	1.5%	0.8%	2.3%	1.3%	5.0%

\*Rents proposed by project Developer (Utilities Included)

\*\*Interpolated 2019 estimate based upon best corresponding income cohort from the 2017 ESRI BIS estimates. Includes renters only.

\*\*\*Number of proposed units divided by number of income eligible households

As indicated in the table above, a normative estimate of 3,958 renter-only income-qualified households are projected to be potential residents for the proposed development. The introduction of 169 units will need to capture between 3.7 percent and 5.0 percent of the estimated renter households under the age of 65 in the income eligible cohort of the PMA. The normative estimate is approximately 4.3 percent. This range falls well below the typical maximum 15 percent threshold for family housing developments in similar sized communities and indicates that the number of units proposed is reasonable and subject to other market conditions will likely be absorbed.

In addition, the subject development will be adding forty-three 70 percent AMI units to the marketplace, which do not currently exist and thereby potentially helping to meet an unmet need for renters falling within this income range.

**Penetration Rate**

This section calculates the Penetration Rate for the proposed development. WHEDA defines the Penetration Rate as the (number of units in the subject + comparable pipeline units + existing comparable units) divided by (number of age and income qualified households in the PMA).

As the subject property is proposing 100 percent LIHTC units and only the number of potential income qualified renter households under the age of 65 were used in the analysis, the Penetration Rate calculation will only include potentially competing LIHTC family developments.

The results of the penetration rate analysis indicate that the PMA has a penetration rate of 24.6 percent (including the subject property) indicating that the PMA is not oversaturated with LIHTC housing according to industry standard thresholds. The Penetration Rate is calculated on the following page:

Income and Age Eligible Penetration Rate Renters Only	
HH Income Base	Overall
Proposed Development	169
<b>Existing Developments</b>	
Avalon Madison Village*	73
Pheasant Ridge*	38
Seven Oaks*	214
Fitchburg Springs	104
Maple Lawn*	68
New Monona Shores*	71
Parker Place*	55
<b>Total Existing</b>	<b>623</b>
<b>Pipeline Units</b>	
8Twenty Phase I*	58
8Twenty Phase II*	24
Madison on Broadway*	40
1202 S. Park Street (PSH)	58
<b>Total Pipeline</b>	<b>180</b>
<b>Total Units</b>	<b>972</b>
Number of Renter Income Eligible Households (\$30,583-49,560)**	3,958
<b>Penetration Rate</b>	<b>24.6%</b>

\*Excludes market rate units

\*\*Proposed LIHTC income range

### Absorption Rate

Based on the location of the proposed development, discussions with property managers in the PMA, the vacancy rates for the family developments in the PMA, and examples of recent LIHTC developments' initial lease-up in other locations outside of the PMA, the likely absorption of the units at the proposed development is eleven units per month.

- Carbon at Union Corners (map #43-outside of PMA)  
Preleasing began May 2017. The development opened on 9/28/2017 with 77 units (85.6%) preleased. The development was 100% occupied by the end of 2017 indicating an eleven to twelve unit per month absorption rate.
- Pinney Lane Apartments (located outside of PMA)  
Opened on February 15, 2016 with forty-three units preleased (61.4 percent). The development was fully stabilized on August 1, 2016 indicating a twelve to thirteen unit per month absorption.
- Tennyson Ridge Apartments (located outside of PMA)  
Building 1 (25 units) opened June 30, 2017 fully preleased. Building II (47 units) opened November 30, 2017 with thirty-four units preleased (72.3 percent) and four applications pending.

The Developer indicated that the property manager will conduct a substantial amount of preleasing. Based on the low vacancy rate for the developments that are deemed competitive to the proposed development, the waiting lists currently maintained at area LIHTC projects, and the location of the proposed project, it is reasonable to assume that the development will open with 30 percent of the units preleased (fifty-one units). Based on an eleven unit per month absorption rate combined with 30 percent of the units preleased at the development's opening, a nine to ten month lease-up period is expected based upon a 93 percent stabilized occupancy rate. The absorption is calculated as follows:

#### Absorption Calculation:

Total Units	169
Stabilized Occupancy	<u>93%</u>
Total units to be leased	157
Less: Units Preleased (30%)	<u>(51)</u>
Remaining units	101
Divided by 11 units per month	<u>11</u>
<b>Number of months to reach Stabilized occupancy</b>	<b>9 to 10 months</b>

Our absorption projections assume that household trends will continue and that additional projects not currently identified in the development pipeline targeting a similar income group are not developed during the projection period. In addition, we assume the Developer will utilize a professional management company during lease-up and continued operation of project.



## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: <b>ARTISAN VILLAGE, LLC</b>	FEIN: <b>83-2703305</b>
Street Address or PO Box Number: <b>2450 RIMROCK ROAD SUITE 100</b>	Project Number: <b>6378</b>
City: <b>MADISON</b>	Placed in Service Date: <b>6/30/2020</b>
State: <b>WISCONSIN</b>	Certificate Issue Date: <b>12/29/2021</b>
Zip: <b>53713</b>	Taxable Year End:
Tax Year 1 Credit Amount: <b>\$1,220,599</b>	Tax Year 4 Credit Amount: <b>\$1,220,599</b>
Tax Year 2 Credit Amount: <b>\$1,220,599</b>	Tax Year 5 Credit Amount: <b>\$1,220,599</b>
Tax Year 3 Credit Amount: <b>\$1,220,599</b>	Tax Year 6 Credit Amount: <b>\$1,220,599</b>

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

Date: 12/29/2021

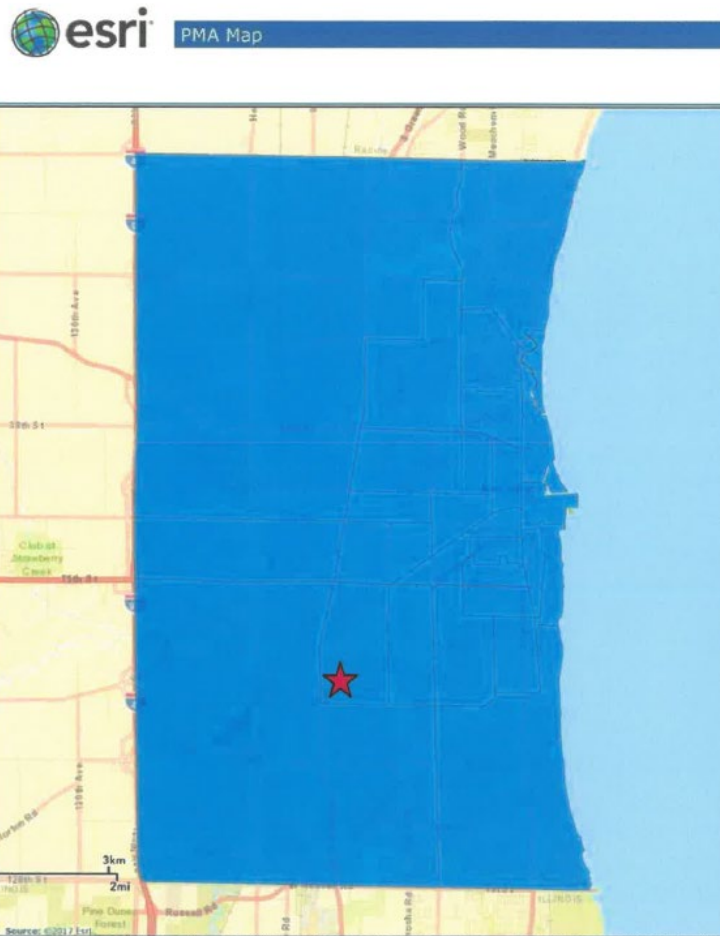
**Kislaya Sinha**  
Director, Commercial Lending

## **WHEDA #6382 – Creekside Commons**

To be eligible for the State of Wisconsin Housing Tax Credit Program, the project must submit a Market Study Analysis conforming to WHEDA standards. This information is compiled from the WHEDA compliant Market Study for the projects issued on June 2018, prepared by Baker Tilly Virchow Krause, LLP. A full copy of the report is available upon request.

### Description of the Development and Geographic Location of the Development

Creekside Commons is located at 91<sup>st</sup> Street & Creekside Circle in Kenosha, Wisconsin near the intersection of Highway 165 and Green Bay Road. The project's location provides excellent access to commercial areas to the north along Green Bay Road and Highway 50, as well as to Interstate 94, roughly 10 miles up the road from the Foxconn facility. The project also included a significant infrastructure investment including a fair amount of new roadway to provide the access to and parking for the units. The development consists of high-quality natural materials and complies with the Wisconsin Green Built Homes standards for energy efficiency. The project also includes a community building with a community room, fitness center, patio and on-site management offices.



Household Type

140 Family Units

Income Levels of Residents and Rents of Set-Asides Authorized

Creekside Commons Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2018 Kenosha County Maximum Rent	Square Footage
40	1 BR/1 BA	50%	\$639	\$58	\$697	\$697	668
40	1 BR/1 BA	70%	\$845	\$58	\$903	\$976	668
22	2 BR/2 BA	50%	\$760	\$76	\$836	\$836	970
22	2 BR/2 BA	70%	\$1,006	\$76	\$1,082	\$1,170	970
8	3 BR/2 BA	50%	\$876	\$90	\$966	\$966	1,200
8	3 BR/2 BA	70%	\$1,161	\$90	\$1,251	\$1,352	1,200
<b>140</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal, and heat will be included in the rental rate. Residents will be responsible for their own unit electric for lighting and cooking as well as hot water.

Demographic Information of the Residents Served

Demographic Summary					
Description	2010 US Census	2017 ESRI Forecasts	2022 ESRI Forecasts	% Change 2017-2022	Annual Change 2017-2022
Population	127,931	130,822	132,994	1.7%	434.4
Households	48,128	49,015	49,724	1.4%	141.8
Families	31,626	31,913	32,246	1.0%	66.6
Average Household Size	2.56	2.58	2.59	-	-
Owner Occupied Housing Units	30,694	29,688	30,072	1.3%	76.8
Renter Occupied Housing Units	17,434	19,327	19,652	1.7%	65
Median Age	35	36	37	-	-

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2017 and 2022.



## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2017 and 2022 demographic data sets, the overall population is projected to increase by approximately 434 people per year for the five years ending in 2022, resulting in an overall gain of 1.7 percent. The number of households is projected to increase at a rate of about 142 per year for a gain of 1.4 percent. A greater increase is projected in renter occupied units than in owner occupied units.

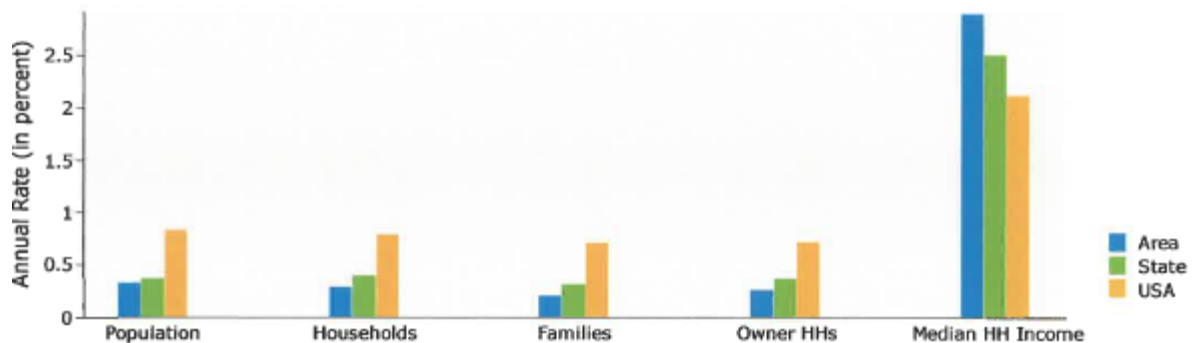
Demographic Summary					
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Average Household Size	2.56	2.58	2.59	-	-
Owner Occupied Housing Units	30,694	29,688	30,072	1.3%	76.8
Renter Occupied Housing Units	17,434	19,327	19,652	1.7%	65
Median Age	35	36	37	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2017 and 2022.

Trends: 2017-2022 Annual Rate			
Description	Area	State	National
Population	0.33%	0.37%	0.83%
Households	0.29%	0.40%	0.79%
Families	0.21%	0.32%	0.71%
Owner Occupied HHs	0.26%	0.37%	0.72%
Median Household Income	2.91%	2.51%	2.12%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022.

### Trends 2017-2022



Demographic Summary (continued)					
Demographic Summary	2010 US Census	2017 ESRI Forecasts	2022 ESRI Forecasts	Change 2017 to 2022	2017 to 2022 Annual Rate
<b>Total Population</b>	<b>127,931</b>	<b>130,822</b>	<b>132,994</b>	<b>2,172</b>	<b>0.3%</b>
Population 50+	36,528	42,483	44,910	2,427	1.1%
Median Age	35	36	36.7	0.6	0.3%
Households	48,128	49,015	49,724	709	0.3%
% Homeowners 55+	36.3%	41.5%	44.0%	2.5	1.2%
Owner/Renter Ratio	30,694.0	29,688.0	30,072.0	384	0.3%
Median Home Value	-	\$180,532	\$196,018	\$15,486	1.7%
Average Home Value	-	\$212,456	\$240,499	\$28,043	2.5%
Median Household Income	-	\$56,758	\$65,516	\$8,758	2.9%
Median Household Income for Householder 55+	-	\$48,821	\$56,142	\$7,321	2.8%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022

PMA Detailed Population/Age Distribution 2017 and 2022 ESRI Forecasted Annual Change			
Age Group	2017	2022	Average Annual Increase 2017 to 2022
<b>Total</b>	<b>130,822</b>	<b>132,994</b>	<b>434.4</b>
0-4	8,390	8,546	31.2
5-9	8,497	8,296	-40.2
10-14	8,711	8,416	-59
15-19	9,545	9,330	-43
20-24	9,822	9,274	-109.6
25-34	18,555	19,578	204.6
35-44	16,378	16,918	108
45-54	17,433	15,751	-336.4
55-59	8,836	8,505	-66.2
60-64	7,218	8,047	165.8
65-69	5,754	6,643	177.8
70-74	4,202	5,191	197.8
75-79	2,813	3,624	162.2
80-84	2,053	2,319	53.2
85+	2,615	2,556	-11.8
<b>Total Age 0-54</b>	<b>97,331</b>	<b>96,109</b>	<b>-244.4</b>
<b>Total Age 55+</b>	<b>33,491</b>	<b>36,885</b>	<b>678.8</b>
<b>Total Age 75+</b>	<b>7,481</b>	<b>8,499</b>	<b>203.6</b>

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022.

**Capture Rate by Set-Aside**

LIHTC Capture Rate Chart				
Min Income*	\$23,897			
Max Income	\$56,210			
Households Assumed	Under the Age of 65			
Number of Households		Income Qualified Households	Renter Percentage	Renter Qualified for Project
Less Than \$15,000	3,002	-	-	-
\$15,000 to \$24,999	3,009	332	53.3%	177
\$25,000 to \$34,999	3,373	3,373	53.3%	1,798
\$35,000 to \$49,999	4,184	4,184	53.3%	2,230
\$50,000 to \$74,999	7,170	1,781	19.3%	344
\$75,000 to \$99,999	6,261	-	-	-
\$100,000 to \$149,999	6,776	-	-	-
\$150,000 to \$199,999	2,159	-	-	-
Over \$200,000	1,812	-	-	-
<b>Total Households</b>	<b>37,747</b>	<b>9,670</b>	<b>47.0%</b>	<b>4,549</b>
<b>Income Qualified Renter HHs</b>				<b>4,549</b>
<b>Rental Units in Project</b>				140
<b>Capture Rate**</b>				<b>3.1%</b>

\*Based on rents suggested by project analyst (utilities included), represents 35 percent of gross household income

\*\*Number of proposed units divided by number of income eligible households

**Penetration Rate**

This section calculates the Penetration Rate for the LIHTC portion of the proposed development. WHEDA defines the Penetration Rate as the (number of units in the subject + comparable pipeline units + existing comparable units) divided by (number of age and income qualified households in the PMA).

As the subject property is proposing 100 percent income restricted units and only the number of potential income qualified renter households under the age of 65 were used in the analysis, the LIHTC Penetration Rate calculation should only include potentially competing affordable LIHTC income restricted senior developments within the PMA.

The results of the penetration rate analysis indicate that the PMA has a LIHTC penetration rate of 9.8 percent (including the subject property) indicating that the PMA is not over saturated with LIHTC income restricted multifamily housing. The Penetration Rate is calculated as follows:

<b>LIHTC Penetration Rate</b> <b>Income and Age Eligible Renters Only</b>	
<b>HH Income Base</b>	<b>Overall</b>
<b>Proposed Development</b>	<b>140</b>
<b>Existing LIHTC Units in PMA</b>	
5 <sup>th</sup> Avenue Lofts*	40
Kenosha Commons	48
Meadowood Apartments	136
Windsong Village*	72
<b>Subtotal Existing LIHTC</b>	<b>296</b>
<b>Pipeline Units</b>	
Eva Manor	8
<b>Total Pipeline</b>	<b>8</b>
<b>Total Units</b>	<b>444</b>
Number of Renter Income Eligible Households (\$23,897-\$56,210)*	4,549
<b>Penetration Rate</b>	<b>9.8%</b>

\*Excludes market rate units

\*\*Proposed LIHTC income range

<b>Creekside Commons</b> <b>Absorption Calculation</b>	
<b>Total Units</b>	<b>140</b>
<b>Stabilized Occupancy</b>	<b>x93%</b>
<b>Total Units to be Leased</b>	<b>130</b>
<b>Less: Units Preleased (25%)</b>	<b>(35)</b>
<b>Remaining Units</b>	<b>95</b>
<b>Absorption Rate</b>	<b>9</b>
<b>Number of Months to Reach Stabilized Occupancy</b>	<b>10 to 11 month</b>



## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: <b>CREEKSIDE MF, LLC</b>	FEIN: <b>83-2478957</b>
Street Address or PO Box Number: <b>4011 80TH STREET</b>	Project Number: <b>6382</b>
City: <b>KENOSHA</b>	Placed in Service Date: <b>6/30/2020</b>
State: <b>WISCONSIN</b>	Certificate Issue Date: <b>12/29/2021</b>
Zip: <b>53142</b>	Taxable Year End:
Tax Year 1 Credit Amount: <b>\$1,025,919</b>	Tax Year 4 Credit Amount: <b>\$1,025,919</b>
Tax Year 2 Credit Amount: <b>\$1,025,919</b>	Tax Year 5 Credit Amount: <b>\$1,025,919</b>
Tax Year 3 Credit Amount: <b>\$1,025,919</b>	Tax Year 6 Credit Amount: <b>\$1,025,919</b>

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

Date: 12/29/2021

**Kislaya Sinha**  
Director, Commercial Lending

## **WHEDA #6489 – Main Street Gardens & Cleveland Terrace**

To be eligible for the State of Wisconsin Housing Tax Credit Program, the project must submit a Market Study Analysis conforming to WHEDA standards. This information is compiled from the WHEDA compliant Market Study for the projects issued on January 10, 2019, prepared by Market Consulting Services, LLC. A full copy of the report is available upon request.

### **Description of the Development and Geographic Location of the Development**

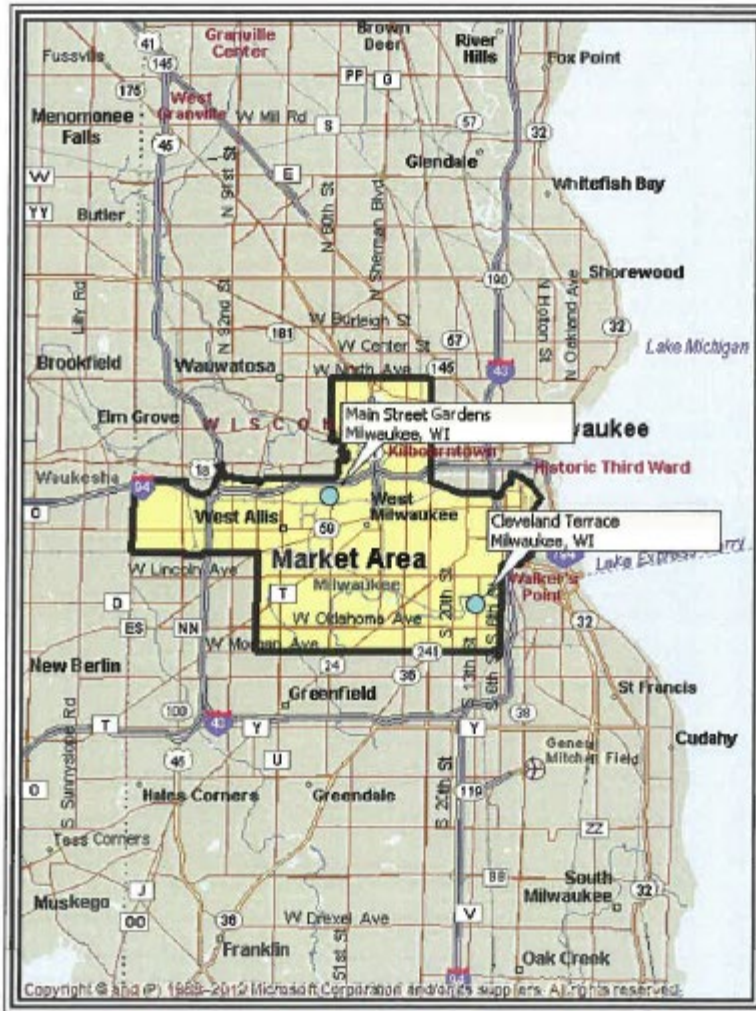
Main Street Gardens and Cleveland Terrace are two project-based Section 8 HAP contracts for 42 of the 48 units. Both Projects are located in mature neighborhoods on the City of Milwaukee's southside. The two sites contain 13 townhouse type buildings. They all have two stories with basements and individual entrances. There are 41 three-bedroom units and 7 four-bedroom units. All 13 buildings are similar of wood frame construction with brick and wood siding. The renovations ensure that the homes for these residents are preserved for years to come. Improvements vary by property, and generally include siding, windows, doors, concrete, and upgrades to the mechanical systems. In-unit improvements include appliances, cabinets & counter tops, Site Amenities (check all that apply): interior doors, and flooring.



## MARKET AREA DESCRIPTION

### MARKET AREA DEFINITION

The subject's market area is defined by the geographic boundaries from which the subject will attract most of its residents and in which the subject will compete with existing and proposed multi-family developments. For purposes of comparing demand and supply of similar housing, we have defined the subject's market area as Milwaukee Zip Codes 53204, 53208, 53214, 53215 and 53219 as shown below.



Household Type

48 Family Units

Income Levels of Residents and Rents of Set-Asides Authorized

**CLEVELAND TERRACE & MAIN STREET GARDENS**

**Rent Summary**

<u>Unit Type</u>	<u>Size</u>	<u>Count</u>	<u>Current Contract Rents</u>	<u>Utility Allowance</u>	<u>Net Max. Tax Credit Rent</u>	<u>Estimated Market Rent</u>
Cleveland Terrace:						
3 BR/1.5 BA Section 8	1,020	17	\$941	\$131	\$1,075	\$1,095
3 BR/1 BA Market	1,020	6	\$724	N/A	\$1,206	\$1,095
Total		23				
Main Street Gardens:						
3 BR/1.5 BA Section 8	950	18	\$983	\$114	\$1,092	\$1,095
4 BR/1.5 BA Section 8	1,135	7	\$1,062	\$145	\$1,200	\$1,185
Total		25				

## Demographic Information of the Residents Served

### DEMAND ANALYSIS

The source of demand for the subject's units consists primarily of its target market. We first defined the subject's target market. Second, the target market was quantified in terms of households.

#### TARGET MARKET DEFINITION

The subject's target market consists of age and income-qualified renter households. Although the subject's units will not be age-restricted, we have excluded seniors (age 65+) from consideration due to the significant amount of senior housing development in Milwaukee and surrounding areas that provides specifically targeted alternative housing options to this age group. Demand for the subject's units with Section 8 rental assistance was based on <65 renter households with incomes under approximately \$41,750 (the 50% CMI income level for a five-person household). No lower income limit was used since the subject's rents will be subsidized according to tenant income levels.

We consider demand for the subject's subsidized units to derive nearly entirely from renter households. As of the 2010 Census, approximately 75.9% of the market area's <62 households with incomes under \$40,000 were renters. Therefore, we have included 75.9% of otherwise age and income qualified households as representing primary demand for the subject.

#### TARGET MARKET DEMOGRAPHIC TRENDS

Given the above target market definition, the universe of potential tenants for the subject's subsidized units has been estimated at 22,910 households as of 2018 which is expected to fall slightly to 21,855 as of 2023.

Target market data is presented below.

#### TARGET MARKET DATA

##### Zip Codes 53204, 53208, 53214, 53215 & 53219

<u>Households - Per Nielson Claritas (1)</u>	<u>2000</u>	<u>2018</u>	<u>2023</u>
Under 65	61,024	60,546	58,088
65 and over	15,418	13,300	15,441
Total Households	76,442	73,846	73,529
Percentage Change Households <65		-0.8%	-4.1%
Percentage Change Households 65+		-13.7%	16.1%
<u>Household Income (2)</u>		<u>&lt;65 Households</u>	
Under \$14,999		11,048	9,681
\$15,000-\$24,999		7,583	6,605
\$25,000-\$34,999		7,384	6,555
\$35,000-\$49,999		9,266	8,629
\$50,000-\$74,999		11,431	10,905
\$75,000-\$99,999		6,308	6,574
\$100,000-\$124,999		3,544	4,050
\$125,000-\$149,999		1,850	2,256
\$150,000-\$199,999		1,310	1,663
Over \$200,000		822	1,170
Total		60,546	58,088

## Need for Affordable Housing and Remaining Disparities in the Affordable Housing

### ABSORPTION ANALYSIS

We have not assumed that absorption of the subject's units will be necessary since it is already occupied by qualifying tenants.

### MARKET VACANCY

The subject has indicated approximately average vacancy levels from 2015 through 2017. Vacancy has averaged 5.6% of potential rental income from 2015 through year to date 2018. Currently, none of the property's units are vacant. Considering this information, as well as, we have concluded that vacancy and collection loss underwritten at a 5.5% level appears reasonably supported. The subject's vacancy history is shown below where vacancy and collection loss are expressed as a percentage of potential rental income.

#### CLEVELAND TERRACE & MAIN STREET GARDENS

##### Vacancy History

<u>Year</u>	<u>Cleveland Terrace Vacancy</u>	<u>Main Street Gardens Vacancy</u>	<u>Combined Vacancy</u>
2018 YTD	5.0%	1.5%	3.3%
2017	10.8%	5.4%	8.1%
2016	2.4%	3.3%	2.9%
2015	12.1%	4.2%	8.2%
Average	7.6%	3.6%	5.6%



## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: WHPC-MAIN AND CLEVELAND-MILWAUKEE, LLC	FEIN: 83-3163988
Street Address or PO Box Number: 150 E GILMAN ST. STE. 1500	Project Number: 6489
City: MADISON	Placed in Service Date: 1/31/2020
State: WISCONSIN	Certificate Issue Date: 12/29/2021
Zip: 53703	Taxable Year End:
Tax Year 1 Credit Amount: \$236,000	Tax Year 4 Credit Amount: \$236,000
Tax Year 2 Credit Amount: \$236,000	Tax Year 5 Credit Amount: \$236,000
Tax Year 3 Credit Amount: \$236,000	Tax Year 6 Credit Amount: \$236,000

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WHEDA Authorization:

Date: 12/29/2021

Kislaya Sinha  
Director, Commercial Lending