



CITY OF ANTIGO

COMMITTEE OF THE WHOLE MEETING

COUNCIL CHAMBERS

Tuesday, May 25, 2021

CITY HALL, 700 EDISON STREET

6:00 PM

Call to Order

Discussion and Action May Occur on Any of the Following Agenda Items:

1. Consideration of Housing Development Proposals on Vacant City Property Located Along the West Side of Hogan Street North of the Remington Detention Pond

Any Other Matters Authorized by Law to be Considered

Adjournment

Upon reasonable notice, efforts will be made to accommodate disabled individuals through appropriate aids and services. For additional information, contact Jaime Horswill, 700 Edison Street, Antigo, Wisconsin 54409. (715) 623-3633 extension 100. Members of and possibly a quorum of members of other governmental bodies may be in attendance to gather information. Any governmental body other than that specifically referred to above will take no action.

DATE MAILED: May 21,2021

BILL BRANDT



Re: Hogan Street RFP – Commonwealth Proposal

Dear City Officials,

Thank you again for allowing us to present our proposal for the 8.25-acre site located on Hogan Street. The following is a summary as to why Commonwealth believes our proposal is the best suited for the site, the neighborhood, and the City of Antigo:

Award Winning Company with a History of Success in Antigo and Across the Nation

- Named *2020 Best Affordable Housing Developer in the USA* by Build Magazine.
- Successfully completed a \$7.5 million redevelopment of the Park View Apartments with the Antigo Housing Authority in 2015.
- 110 existing developments with 6,400+ units in 17 different states.
- Commonwealth has received more tax credit allocations than any other developer in Wisconsin over the past 10 years (this is a competition for extremely limited resources at the State, typically only 1 out of every 4 projects funded). Developer quality and experience weighs heavy in the process.

Vertically Integrated Structure that Reduces Costs and Promotes Collaboration

- Commonwealth's structure means we not only develop the project, but we design and build it as well; and when its finished we don't go away, we will be in town managing it for the years to come.
- Being fully integrated creates cost savings on the project and allows us to pay you more for your valuable land. Our competition will select third parties to take care of everything but the development function. This increases costs and the likelihood of disputes between all the players, which can derail a project.
- Having our own team promotes collaboration and efficiency. This helps ensure we capture the vision for both the neighborhood and the community as a whole.
- Property management is key to long term success. Commonwealth Management Corporation averages an occupancy rate of more than 96% and they have extensive experience with projects like this one in communities very much like Antigo (some examples: New London, Plover, Shawano, Mosinee, Plymouth, Hortonville....)

Best Design and Deal Structure for the Market

- Single story cottages, with individual entrances and attached garages, are our most successful unit type. They are as close to living in a single-family home as you can get and as appealing to seniors as first-time renters. Our typical cottage community has as many retirees as small families creating a traditional neighborhood feel. It also means you do not have to pick winners – seniors over family or family over seniors. Everyone in the community has access and wins.
- As the lowest number of units proposed for a multifamily project and with all single-story cottage units, we would create the least amount of impact and the easiest transition upon the existing neighborhood.
- Our project supports and allows for multigenerational living meaning grandkids and grandparents can live together. That is not allowed for in projects designated for Seniors (meaning 55+).
- Independent third-party market analysis confirms that a smaller project without restricting units to seniors is what the market can support and needs. Projects must pass market analysis to be considered for funding with the State.
- Proposing a larger project with senior only restrictions severely risk WHEDA throwing out the application for failure to meet the sufficient market threshold and/or the developer coming back to the City to eliminate the Senior designation before it is submitted or after it is built. If the project is thrown out the developer will not purchase the site.

Greater Economic Impact to the City of Antigo

- \$750,000 for the city owned lot far exceeds all other offers. Perhaps some of those additional proceeds can be earmarked for neighborhood improvement such as a public park on or near our proposed project.
- Our proposal projects the greatest estimated tax revenue for the City of Antigo - \$50,000 annually.

This project is of the highest priority to us, and we hope this proposal truly demonstrates our value given to the neighborhood and the City. If you require any further information, feel free to contact Louie Lange at (920) 517-0135 or Tyler Sheeran at (608) 556-2939.



May 20, 2021

Dear Committee of the Whole members, City Staff, and Residents of Antigo,

Northpointe Development appreciates your consideration of our proposal for the City owned property along N Hogan Street. We are excited about the opportunity and believe that our proposal addresses Antigo's diverse housing needs, provides significant immediate and long financial benefits, and delivers a high quality and sustainable development that will be well accepted by neighbors and residents alike. As you make your decision please consider the following unique characteristics of our proposal:

- We are proposing single-story senior cottages and family townhomes as affordable senior and workforce housing are both greatly needed in Antigo. Affordable senior housing needs around the state have been overlooked recently as competitive tax credit programs have given preference to family housing.
- Not only are we making a significant investment in the purchase of the property, but we are also making an investment into the improvements of the property. Our plan calls for a substantial level of amenities desired in any neighborhood including a significant amount of green space, walking paths throughout the site that connect to the city's planned path, a gazebo, a dedicated playground, privacy berms along N Hogan street, and quality landscaping. We believe the site lays out well with the cottages overlooking the pond and the townhomes toward the north of the site near the R4 zoned property.
- In addition to site improvement investment, Northpointe has a reputation for delivering a high-quality housing product. Our units will be sized appropriately, built with sustainable materials and include stainless steel appliances, quartz countertops, in unit washer/ dryer/ dishwasher, and provided a connected private garage to each unit.
- We are partnering with Lutheran Social Services (LSS) to hire a Service Coordinator for the project. LSS will work with our senior tenants, veterans, and anyone else who can benefit from being connected to local services and programs for which they qualify.
- Our proposal considers the established 9% tax credit program which gives us confidence that we will be able to deliver the housing to Antigo. In the 2021 competition, the scoring cutoff for the 9% rural set-aside was 191. Our proposed development scores significantly higher than the cutoff from the last round.
- Northpointe guarantees that we will submit a tax credit application in December. Also, we guarantee to communicate with the City on what other projects we may be submitting to ensure to the City that we would not be competing against our proposal.

We are excited for the possibility to work together and appreciate your time and consideration. Please let us know if you have any questions.

Sincerely,

Andy Dumke
Principal
Northpointe Development Corporation

Attachment: Northpointe Proposal (3983 : Housing Development)



City of Antigo
Committee of the Whole Meeting
May 18, 2021

Northpointe-Principals

Callan L. Schultz

- Cal Schultz graduated from the University of Wisconsin-Oshkosh with a Bachelor of Business Administration with majors in finance and management information systems and a Masters of Business Administration.
- Cal formed Keystone Development, LLC in 1999. The company has developed over 2,000 apartment units throughout Wisconsin, Michigan, Ohio and Iowa. In 2011 he and Andy Dumke formed Northpointe Development Corporation for the purpose of developing and owning affordable housing in Wisconsin.

Andrew J. Dumke

- Andrew Dumke began developing and managing real estate in 1993. He has grown his portfolio to include multi-family apartments, commercial office buildings, warehouse buildings, and retail centers.
- His company Alliance Development has developed over \$200,000,000 in real estate. Samples of nationally accredited tenants he works with are Starbucks, Panera, Fed EX/Kinkos, TJ Maxx, JoAnn Fabrics, US Cellular, Verizon, Buffalo Wild Wings, Chipotle, Qdoba, Baker Tilly, Old National Bank, and Olive Garden. Andrew's current portfolio contains over 1,000,000 square feet of commercial office, warehouse, and retail space.

Sean O'Brien

- Sean O'Brien joined Northpointe Development as a Partner in 2020. Prior to joining Northpointe Development, Sean worked at the Wisconsin Housing and Economic Development Authority (WHEDA) for 14 years. The last 6 years of his tenure he was the was the Director of Commercial Lending. As Director, Sean led the development of Wisconsin's Affordable Housing Policy and allocation of the Low-Income Housing Tax Credit Program. In 2018, the Commercial Lending team implemented the State Housing Tax Credit Program which allowed WHEDA to allocate a new credit that has created or preserved approximately a thousand affordable homes annually. For three years, Sean also served on the Community Investment Advisory Council for the Federal Home Loan Bank of Chicago.



Nicolett Townhomes
60 Units- Family Housing
 1380 Scheuring Road, DePere, WI



About Northpointe

- Northpointe Development Corporation is a real estate development company created for the purpose of bringing revitalization and development to various neighborhoods in Wisconsin.
- Northpointe envisions vibrant communities that strengthen neighborhoods, enhance livelihoods, respond to the environment, and connect people and places.
- The company's mission is to provide sustainable housing for communities in a collaborative, honest, and transparent manner.
- Highly regarded developer and long-term owner in the industry

Marion Road Oshkosh, WI

The Rivers- 60 Unit Senior Affordable
The Rivers II- 40 Unit Senior Affordable
Anthem Lofts- 80 Unit Market Rate

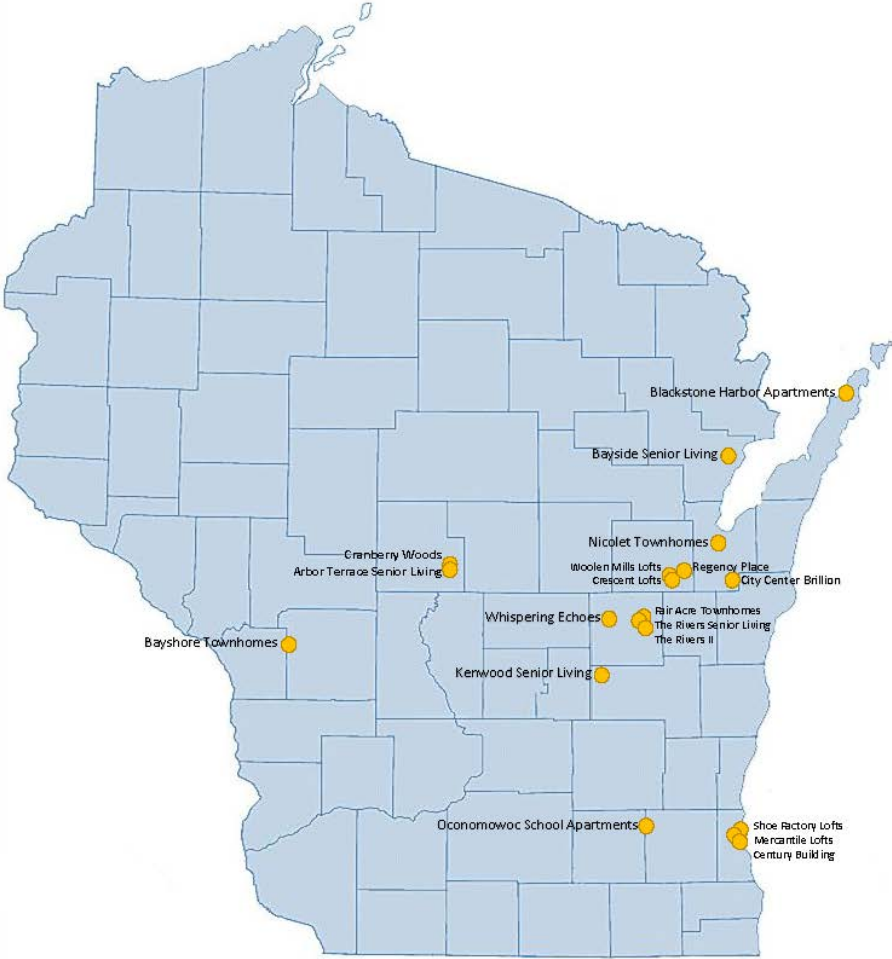




Woolen Mills Lofts
60 Units- Family Housing
218 E. South Island St., Appleton, WI

Multi Family Developments

<u>Project Name</u>	<u>Location</u>		<u>Units</u>	<u>Property Type</u>
Rivers Senior Living	Oshkosh	WI	60	New Construction
Bayshore Townhomes	Sparta	WI	32	New Construction
Fair Acre Townhomes	Oshkosh	WI	55	New Construction
Kenwood Senior Living	Ripon	WI	24	New Construction
The Fountains of West Allis	West Allis	WI	35	Acquisition/Rehab
Blackstone Harbor Apts.	Sister Bay	WI	24	New Construction
Oconomowoc School Apts	Oconomowoc	WI	55	Adaptive Reuse/Historic
Nicolet Townhomes	De Pere	WI	60	New Construction
Anthem Luxury Living	Oshkosh	WI	80	New Construction
Mercantile Lofts	Milwaukee	WI	36	Adaptive Reuse/Historic
Shoe Factory Lofts	Milwaukee	WI	55	Adaptive Reuse/Historic
The Rivers - Phase II-Senior Living	Oshkosh	WI	40	New Construction
Woolen Mills Lofts	Appleton	WI	60	Adaptive Reuse/Historic
Century Building	Milwaukee	WI	44	Adaptive Reuse/Historic
Cranberry Woods Townhomes	Wisconsin Rapids	WI	40	New Construction
Bayside Senior Apartments	Oconto	WI	42	New Construction
Whispering Echoes Townhomes	Winneconne	WI	28	New Construction
Regency Place Senior Living	Little Chute	WI	40	New Construction
<u>Under Construction</u>				
Arbor Terrace Senior Living	Wisconsin Rapids	WI	40	New Construction
City Center	Brillion	WI	40	New Construction
Crescent Lofts	Appleton	WI	69	Adaptive Reuse/Historic
<u>2020 Awards</u>				
The Limerick	Fitchburg	WI	125	
Cabrini Apartments	Oshkosh	WI	33	
Total Units			1,117	



MERCANTILE LOFTS-
36 Units Market Rate/Office/Commercial
611 West National Avenue, Milwaukee, WI

Attachment: Northpointe Presentation (3983 : Housing Development)





Document Path: N:\Northpointe Development\210131_Antigo WI Planning & Zoning\Mapset_21e Plan Rendering



Concept Site Plan
Antigo Site Development - Antigo, WI
March 24, 2021

Unit Summary
8 1-Bedroom Units - Senior Cottages
16 2-Bedroom Units - Senior Cottages
3 2-Bedroom Units - Family Townhouses
18 3-Bedroom Units - Family Townhouses
Total: 45 Units - 8.25 acres



vierbicher
planners | engineers | advisors









Attachment: Northpointe Presentation (3983 : Housing Development)



Attachment: Northpointe Presentation (3983 : Housing Development)



Hogan Street Development

Project Details

- 24 units of affordable senior housing and 21 units of workforce housing units for 45 units total
- Senior Units
 - Single-story cottage style buildings
 - Age restricted 55 plus
 - One- and two-bedroom units
- Workforce Housing
 - Two-story townhomes
 - General occupancy
 - Two- and three-bedroom units
- Green building
 - Wisconsin Green Built Homes Certification
 - Applied for grant to include solar panels
- Parking
 - Individual garages for each unit

- Building Amenities
 - Club house with patio terrace overlooking pond
 - Large playground area for families
 - Gazebo
 - Significant green space
 - Individual garages for each unit
 - Walking paths around property that connect to the city's planned walking path
 - In unit washer, dryer, dishwasher included
 - Stainless steel appliances and quartz countertops
 - Free Internet for all households
 - On site management
 - Sustainable products and materials to reduce energy bills
 - Professionally third-party managed
 - Universal Design Features- Senior units

Senior Housing- What To Expect

- Northpoint has five operating senior properties currently in their portfolio and one under construction
- 188 total senior housing units
- 100% occupancy at all five properties
- Average age of residents is 73.5
- 72% of residents have vehicles
- 4.5% of residents have employment income
- Only 21% of two bedrooms have two or more occupants
- Average of 1.15 residents per unit

- The Hogan Street Development will have 24 senior units. 8 one-bedrooms and 16 two-bedrooms.
- The senior residents will have ample parking with each unit having its own garage
- Northpointe will work with Lutheran Social Services for Service Coordination
- Northpointe developments bring the amenities to the site

Hogan Street Development

Tax Credits and Timeline

• Workforce Housing- meaning housing priced affordably to the workforce in an area • Northpointe is applying for an award competitive 9% Federal and State Housing Tax Credits from WHEDA in December • Credits are sold to an investor which generates equity for the project • In return for the credits, the units have income and rent caps • Not a rental subsidy program • Northpointe Development will be the long-term owner • Units targeted primarily to households earning 50-80% of county median • \$25,150-\$40,240 one-person households • \$28,750-\$46,000 two-person households • \$32,350-\$51,760 three-person households • \$35,900-\$57,440 four-person households	• Timeline • December 2021- Submission of Housing Tax Credit Application to WHEDA • April 2022- WHEDA announced credit awards • June 2022- Final Development Plans Approved by City of Antigo • September 2022- Acquire site from the City and start Construction • June 2023- First Building Placed in-service and available for occupancy • September 2023- Final Building Placed in-service • Benefits • Allows city residents to sell homes and move into an affordable rental that meets their needs while allowing new members or desired homeowners into the community • An option for existing members of the community to have aging family move into that is close, safe, and affordable • Hogan Street Development will have a rental preference for existing community members or employees • Hogan Street Development will have a service coordinator at the property to provide education and access to available services desired by the residents
--	---

Attachment: Northpointe Presentation (3983 : Housing Development)

Hogan Street Development

Unit Mix and Proposed Rents

INCOME		Unit Type	# Units	Current Rents	Proforma Rate	Utility Allowance	Gross Rent	CMI 2020 Limit	Monthly	Annual
30% CMI									-	-
	20,0%	1 Bedroom	4		\$355	43	\$398	\$398	1,420	17,040
		2 Bedroom	5		\$422	56	\$478	\$478	2,110	25,320
		3 Bedroom			\$480	72	\$552	\$552	-	-
50% CMI										
	40,00%	1 Bedroom	2		\$610	43	\$653	\$664	1,220	14,640
		2 Bedroom	7		\$715	56	\$771	\$797	5,005	60,060
		3 Bedroom	9		\$825	72	\$897	\$920	7,425	89,100
80% CMI										
	40,0%	1 Bedroom	2		\$715	43	\$758	\$797	1,430	17,160
		2 Bedroom	7		\$853	56	\$909	\$957	5,971	71,652
		3 Bedroom	9		\$975	72	\$1,047	\$1,104	8,775	105,300

Local Housing Needs

- Antigo Comprehensive Plan – Housing – 2018

- The City encourages housing that is desirable, accessible and affordable to people at every stage in life.
- With over 40% of the households in the city of Antigo at an income level of less than \$24,999 per year, there is a substantial need for low income housing

- As indicated in the City's Master Plan, certain style housing shortages exist. This site offers the potential for a mixture of multi-family housing.
- Once fully stabilized, the proposed development will generate approximately \$45,000 in annual real estate taxes

Questions?

Andy Dumke
Principal
Northpointe Development Corporation
andy@northpointedev.com



BERKSHIRE -- ANTIGO**Summary of Project for Committee of the Whole**

Our project is unique compared to the other developers offering proposals for the following reasons:

- We are proposing a ***Berkshire Independent Senior Community***: a resident-focused, activity-centered environment located in a single building. Very different from a generic cottage style development. We encourage the City to visit any of our Berkshire communities to see how special they are...
- Our style of development will include a 3-story senior building with underground parking, elevator and community space ***all within one building***. This promotes a wonderful living environment that gives our residents a sense of belonging and home.
- The Berkshire – Antigo is designed specifically for this location in this neighborhood. ***Our project is not a cookie-cutter scheme*** “just like we’ve done everywhere else.” We believe in making each project special to the neighborhood and community in which it is located.
- We are proposing a more ***compact site layout***, leaving the opportunity for additional development, perhaps a single-family subdivision, to the north. We are more efficient than a sprawling scheme.
- Based on our initial market research conducted by Baker Tilly, ***there are a total of 946 households over the age of 55 in Antigo*** that would qualify to live in our community. There is more than sufficient demand within Antigo for a project of our size.
- We will hire a ***third-party, professional property manager*** to operate our property. We believe we should stick to our knitting as developers and hire a management company outside of the ownership group (in this case Oakbrook Corporation) for more accountability, direct community involvement and control of the details on the ground. Oakbrook is one of Wisconsin’s leading property management companies with an excellent reputation managing affordable housing. We will hire an Antigo-based on-site community manager who knows/loves Antigo and will connect with our residents.
- ***We are open to negotiating the purchase price.*** We agree that the purchase price should not keep climbing to the highest bidder. The City should respectfully look at each proposal for what it is offering and decide which one is right for the community. Each company is able to increase their purchase price, but we are NOT seeking AHP or outside “soft money” at this time to juice up the purchase price. There is risk (and certainly no guarantee) to relying on the Federal Home Loan Bank program to support an inflated purchase price. Our proposal relies only on the Housing Tax Credits and basic mortgage.
- Our proposal does not require investment of local tax dollars to fund infrastructure. There is ***no direct local government subsidy*** requested to make our project feasible. Only a fair price on the land.

Sincerely,

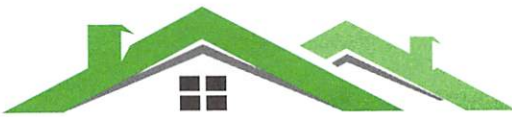
General Capital and Danna Capital



To: Mayor and City Council
From: Mark Desotell, Director of Administrative Services
Date: May 20, 2021
Re: Committee of the Whole Meeting May 25, 2021 – Developer Summary Letters

Through no fault of Reif Construction, their summary letter was not available to be included into your agenda packets. I inadvertently utilized an expired e-mail address for Jerry and he was unaware of the need to have his 1-page summary to me by 2:00 p.m. on Thursday, May 20th. Because of my mistake, I provided extra time for Reif's summary letter to be submitted. It will be provided to you sometime in advance of the meeting scheduled for next week on Tuesday.

Attachment: Reif Construction Memo from Mark (3983 : Housing Development)



Antigo Housing Authority

May 19, 2021

www.antigohousingauthority.org

City of Antigo Common Council
700 Edison Street
Antigo, WI 54409

Dear Common Council:

I attended the Council meeting on Tuesday evening regarding the proposals for housing at the city owned parcel located on Hogan Street. If the Council votes to choose a developer and pursue a Low Income Housing Tax Credit (LIHTC) property, I would like to recommend Commonwealth Development.

As you may be aware, the Antigo Housing Authority worked with Commonwealth Development to complete the substantial rehabilitation of Park View Apartments in 2015. They submitted a successful LIHTC application which provided us with \$4,000,000 in funding for renovation. The project also allowed us to be the first Housing Authority in the State of Wisconsin to convert Public Housing to the Rental Assistance Demonstration (RAD) Project-Based Voucher program.

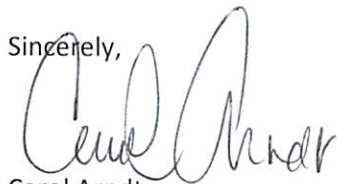
Our experience with Commonwealth during this long and complicated process was positive and professional. They have a proven history of securing funds for rural communities across Wisconsin. The combination of their extensive knowledge and the benefit of having architects, construction, interior design and management in-house make them the most appropriate partner.

The property that they are proposing is limited to 40 units with an appealing site design that will provide assistance to elderly and families. In addition, Commonwealth is offering \$750,000 to purchase the property and ongoing property management to the development.

We take great pride in our Park View building and the improvements that were made to this 40-year-old structure to re-create the property to more modern, home-like apartment units, an addition to the building to build handicapped accessible units, upgrades to all common areas, along with replacement of all major plumbing and electrical systems and a new roof. Commonwealth was a professional, knowledgeable, ethical, honest partner every step of the way.

If you have any questions or would like additional information, please feel free to contact me at 715-623-5768 or carndt@antigohousingauthority.org.

Sincerely,



Carol Arndt
Deputy Director



"This institution is an equal opportunity provider and employer"

