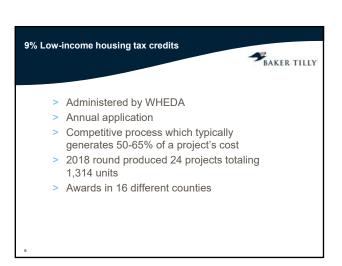


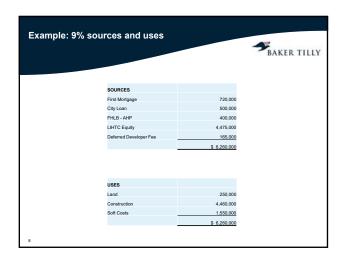
| shot of incom | e ieveis ar | ia rents | _ | | | | | |
|-----------------|-------------|---------------|--------|----|--------------|------|------|--|
| | | | | | - | BAK | r n | |
| | | | | | | BAK | EK | |
| | | | | | | | | |
| | | | | | | | | |
| | | INCOME LEVELS | | | RENT AMOUNTS | | | |
| Bedroom size | | 1 INCOME LEVE | 2 | | ENT AMOU | JNIS | | |
| Dedi com cizo | | | - | | | | | |
| Dane County | 50% | 34,400 | 36,700 | \$ | 860 | \$ | 1,03 | |
| | 80% | 55,040 | 58,720 | \$ | 1,376 | \$ | 1,65 | |
| | 100% | 68,800 | 73,400 | \$ | 1,720 | \$ | 2,06 | |
| | | | | | | | | |
| Brown County | 50% | 29.075 | 31.000 | s | 726 | s | 87 | |
| | 80% | 46,520 | 49,600 | \$ | 1,162 | \$ | 1,3 | |
| | 100% | 58,150 | 62,000 | \$ | 1,452 | \$ | 1,74 | |
| | | | | | | | | |
| LaCrosse County | 50% | 27.175 | 29.000 | s | 679 | s | 81 | |
| Luciosse county | 80% | 43.480 | 46.400 | s | 1.086 | s | 1.30 | |
| | 100% | 54.350 | 58.000 | | 1,358 | s | | |
| | | | | | | | | |
| Sauk County | 50% | 25.600 | 27.300 | s | 640 | s | 76 | |
| Sauk County | 80% | 40.960 | 43.680 | s | 1.024 | s | 1.22 | |
| | 100% | 51.200 | 54,600 | | 1,280 | | 1,5 | |

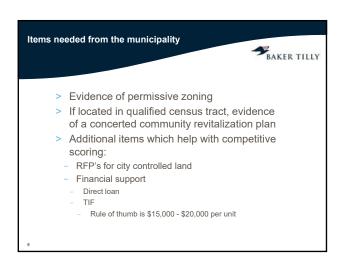
Challenges in today's market Rising construction costs Anecdotally have seen 10% increases per year over the last 5 years Rising interest rates Bureau of Labor Statistics shows 2-3% average wages increases for non-mangers since 2013

Financing programs around workforce/affordable housing > 9% low-income housing tax credits > 4% low-income housing tax credits > Opportunity Zones



| | t mix | | | BAKE | | | | |
|---|---------------|---------------------|-------------|------------------|--|--|--|--|
| | | | | BAKE | | | | |
| | | | | | | | | |
| New construction project in Rural Community | | | | | | | | |
| | New Construct | lon project in Rura | Community | | | | | |
| Number of bedrooms | Units | AMI set aside % | SF per unit | Monthly net rent | | | | |
| 1 Bedroom | 7 | 30% | 740 | 303 | | | | |
| 1 Bedroom | 4 | 50% | 740 | 555 | | | | |
| 2 Bedroom | 4 | 50% | 1,070 | 661 | | | | |
| 3 Bedroom | 5 | 50% | 1,300 | 750 | | | | |
| 1 Bedroom | 2 | 60% | 740 | 675 | | | | |
| 2 Bedroom | 6 | 60% | 1,070 | 765 | | | | |
| 1 Bedroom | 2 | Mkt | 740 | 675 | | | | |
| 2 Bedroom | 2 | Mkt | 1,050 | 765 | | | | |
| 3 Bedroom | 1 | Mkt | 1,300 | 900 | | | | |
| Total | 33 | | | | | | | |





Tax Incremental Financing Tax Act of 2017 Takes away ability to effectively structure up-front dollars Typical structure we are seeing is "pay-as-you-go" Interest rates on TIF loans increasing This eats away the present value

Pederal program provides about 25-30% of sources of funds Wisconsin legislation passed a state low-income housing tax credit in the spring of 2018 which helps to provide another 15-20% of project sources There has been one round of awards which funded 1,067 units which otherwise wouldn't have been created Awards in Sheboygan, Brown, Kenosha, Pierce, Dane, LaCrosse and Douglas counties

