

GARLAND S. DOYLE, M.P.A.

*Interim City Clerk
FOIA Coordinator*

SHEILA GRANDISON

Deputy City Clerk



OFFICE OF THE CITY CLERK

47450 Woodward Avenue
Pontiac, Michigan 48342
Phone: (248) 758-3200
Fax: (248) 758-3160

NOTICE OF PONTIAC CITY COUNCIL MEETING

April 14, 2020

at 6:00 p.m.

THE MEETING WILL BE HELD ELECTRONICALLY

The City Council of the City of Pontiac will hold a formal meeting on April 14, 2020 at 6:00 p.m. This meeting will be held electronically pursuant to the Open Meetings Act and Governor Whitmer's Executive Order 2020-15. The agenda of the study session is attached Pursuant to Executive Order 2020-15, the Pontiac City Council gives notice of the following:

1. **Reason for Electronic Meeting.** The Pontiac City Council is meeting electronically because Executive Order 2020-15 requires that City Hall be closed to the public on the date of the meeting. Therefore, the public cannot be physically present and provide comment in City Hall.
2. **Procedures.** The public may view the meeting electronically through the following method.

<http://pontiac.mi.us/council/pontiactv/index.php>

3. **Public Comment.** For individuals who desire to make a public comment, please submit your name and comment in writing to publiccomments@pontiac.mi.us no later than 5:30 p.m. on April 14, 2020. Public comments are limited to three (3) minutes. The City Clerk will read your comments during the public comment section of the meeting.
4. **Persons with Disabilities.** Persons with disabilities may participate in the meeting through the methods set forth in paragraph 2. Individuals with disabilities requiring auxiliary aids or services in order to attend electronically should notify the Interim City Clerk, Garland Doyle at (248) 758-3200 or clerk@pontiac.mi.us at least 24 hours in advance of the meeting.

Dated 4-10-2020, 2:00 p.m.

Garland S. Doyle, Interim City Clerk
City of Pontiac
47450 Woodward Ave.
Pontiac, MI 48342
Phone: (248) 758-3200

PONTIAC CITY COUNCIL

Kermit Williams, District 7
President
Randy Carter, District 4
President Pro Tem



Patrice Waterman, District 1
District 2
Mary Pietila, District 3
Gloria Miller, District 5
Dr. Doris Taylor Burks, District 6

It is this Council's mission "To serve the citizens of Pontiac by committing to help provide an enhanced quality of life for its residents, fostering the vision of a family-friendly community that is a great place to live, work and play."

Website: http://pontiac.mi.us/council/meeting_agendas_and_minutes/index.php

FORMAL MEETING

April 14, 2020

6:00 P.M.

147th Session of the 10th Council

Call to order

Invocation

Pledge of Allegiance

Roll Call

Authorization to Excuse Councilmembers

Amendments to and Approval of the Agenda

Approval of the Minutes

1. April 7, 2020

Discussion

2. City Of Pontiac COVID 19 Preparedness and Response Plan

Recognition of Elected Officials

Agenda Address

Ordinance

Planning

3. Adoption of an Ordinance the "City of Pontiac Tax Exemption Ordinance for Glenwood Senior Apartments located at 191 N. Glenwood Avenue (Second Reading).. This is The Wallick Communities' request for a PILOT for Glenwood Senior Apartments.

Resolutions

City Council

4. Resolution for Council not to make an appointment but add the vacancy to the August 4, 2020 Primary Election.
5. Resolution to send a letter to the previous applicant asking him (Coleman Yoakum,) to fill the seat and then have an election in August 2020 to fill the remainder of the term that ends December 31, 2020.
6. Resolution to open the appointment process to all residents of District 2 and the Council would select a District 2 resident to fill the vacancy.
7. Resolution to appoint the previous vacancy candidate (Coleman Yoakum) to fill the remainder of the term that ends December 31, 2021 and there would be no election to fill the vacancy in August 2020.

Department of Public Works (DPW)

8. Resolution to authorize the Mayor to enter into an Agreement to extend Agreement with North Bay Drywall, Inc. Profit Sharing Plan & Trust, for the period of time from April 1, 2020 through November 1, 2020, at a cost of \$9,810 per month, and further purchasing maintenance equipment that will be owned by the City and used to maintain the Phoenix Center at a cost not to exceed \$10,000; for a total cost not to exceed \$78,670.

Special Presentations (Presentations are limited to 10 minutes.)

9. COVID-19: Small Business Support & Referral Program & Individual Labor & Relief Programs
Presentation Presenters: Matt Gibbs, Economic Development Counsel and Mayor Waterman
10. IDS Phoenix Center Update
Presentation Presenters: Vince Deleonardis, CEO, AUCH, and Dave DiCiuccio, IDS

Public Comment

Mayor, Clerk and Council Closing Comments

Adjournment

#1

MINUTES

April 7, 2020 Study

**Official Proceedings
Pontiac City Council
146th Session of the Tenth Council**

Call to order

A Study Session of the City Council of Pontiac, Michigan was called to order electronically on Tuesday, April 7, 2020 at 6:00 p.m. by Council President Kermit Williams.

Roll Call

Members Present: Carter, Miller, Pietila, Taylor-Burks, Waterman, and Williams.

Members Absent: None

Mayor Waterman was present.

Clerk announced a quorum.

20-134 **Approval of the Agenda.** Moved by Councilperson Taylor Burks and second by Councilperson Carter.

Ayes: Miller, Pietila, Taylor-Burks, Waterman, Williams and Carter

No: None

Motion Carried.

Approval of the Minutes

20-135 **Approve meeting minutes for March 31, 2020.** Moved by Councilperson Waterman and second by Councilperson Carter.

Ayes: Pietila, Taylor-Burks, Waterman, Williams, Carter and Miller

No: None

Motion Carried.

Public Comment

One individual submitted a public comment that was read by the City Clerk.

Discussion

How to fill the City Council District 2 Vacancy (Council Appointment or Add the Vacancy to the August 4, 2020 Primary Election)

Because of the discussion amongst the Council Members, Council President Williams requested the following four resolutions for next week for Council to consider.

1. Resolution for Council not to make an appointment but add the vacancy to the August 4, 2020 Primary Election.

2. Resolution to send a letter to the previous applicant asking him (Coleman Yoakum,) to fill the seat and then have an election in August 2020 to fill the remainder of the term that ends December 31, 2020.

April 7, 2020 Study

3. Resolution to open the appointment process to all residents of District 2 and the Council would select a District 2 resident to fill the vacancy.
4. Resolution to appoint the previous vacancy candidate (Coleman Yoakum) to fill the remainder of the term that ends December 31, 2021 and there would be no election to fill the vacancy in August 2020.

Councilperson Pietila left the meeting.

Rules Suspended

20-136 **Suspend the rules to vote.** Moved by Councilperson Taylor Burks and second by Councilperson Carter.

Ayes: Taylor-Burks, Waterman, Williams, Carter and Miller
No: Pietila
Motion Carried.

Resolution

Department of Public Works (DPW)

20-137 **Resolution to authorize Mayor to enter into an agreement with DMC Consultants Inc., in the amount of \$548,685.00 to replace City Hall windows, commencing February 11, 2020.**
Moved by Councilperson Miller and second by Councilperson Taylor-Burks.

WHEREAS, the RFP Selection Committee has undergone its RFP selection process and have determined that DMC Consultants, Inc. are the best firm to provide the Window Replacement services requested by the city according to the RFP.

NOW BE IT RESOLVED, the Pontiac City Council authorized the Mayor to enter into an agreement with DMC Consultants, Inc. for the amount of \$548,685.00 for replacing windows at City Hall commencing February 11, 2020.

Ayes: None
No: Waterman, Williams, Carter, Miller and Taylor-Burks.
Resolution Failed.

Adjournment

Council President Kermit Williams adjourned the meeting at 6:53 p.m.

GARLAND S DOYLE
INTERIM CITY CLERK

#3

ORDINANCE



CITY OF PONTIAC
Department of Building Safety & Planning
PLANNING DIVISION

47450 Woodward Ave | PONTIAC, MICHIGAN 48342
TELEPHONE: 248.758.2800

Mayor Deirdre Waterman

TO: HONORABLE MAYOR, COUNCIL PRESIDENT AND CITY COUNCIL

FROM: VERN GUSTAFSSON, PLANNING MANAGER
THROUGH THE OFFICE OF DEPUTY MAYOR, JANE BAIS-DISESSA

SUBJECT: REQUEST FOR A PILOT
WALICK COMMUNITIES
GLENWOOD SENIOR APARTMENTS
191 N. GLENWOOD AVENUE | PIN 64-14-21-302-001

DATE: MARCH 16, 2020

The Wallick Communities has requested a Payment In Lieu of Taxes [PILOT] Ordinance from the City of Pontiac for the proposed development "Glenwood Senior Apartments". The request is for a 4% 30 year PILOT.

Representatives from Wallick Communities and Pontiac are working to finalize a Development Agreement with possibly a Municipal Services Agreement with the intent to provide hard copies of the Agreements before the Council meeting on March 24, 2020.

The Glenwood Senior Apartments will be developed and constructed at the former McCarroll Elementary School site at 191 N. Glenwood Avenue, Parcel Number 64-14-14-21-302-001, approximately 6.6 acres. Wallick Communities is partnering with the Pontiac Housing Commission to renovate and repurpose the former McCarroll School into 20 apartments with a new 3-story 36 unit building to be constructed and attached to the existing school structure. The adaptive reuse of the school building will equal approximately 53,200 sq.ft encompassing 56 units [12 studios and 44 one-bedroom].

Also, a new 3-story 50-unit apartment building will be constructed north of the existing school building and will house 40 one-bedroom units and 10 two-bedroom units. The new apartment building will total approximately 45,500 sq.ft. In total, there will be 12 studio apartments, 84 one-bedroom and 10 two-bedroom apartments across the entire community.

From an income restriction perspective, 101 units will be affordable based upon income and rent restrictions, while 5 units will be market rate. The market rate units will be in the 3-story new building and will equate to 4 one-bedroom units and 1 two-bedroom unit. Of the 101 affordable units, 16 units will be subsidized with Pontiac Housing Commission rental vouchers. 8 rental vouchers will be placed in the school building portion of the development while the other 8 rental vouchers will be placed in the 3-story new construction.

From an income restriction perspective, the proposed breakdown of units is as follows:

- 10 Units at 30% Area Median Income [AMI];
- 13 Units at 40% AMI;
- 15 Units at 50% AMI, and;
- 63 Units at 60% AMI.

Monthly affordable rents are expected to range anywhere between \$340 to \$850 dollars per month based upon corresponding affordable income and rent restrictions.

Should the City Council vote to approve this PILOT request, the approval should be contingent upon the MSHDA award of the LIHTC housing credit. The Ordinance will require both a first and second reading prior to its adoption.

Attached is a copy of the following:

- Wallick Communities PILOT Request
- Preliminary Site Plan and Building Elevations
- PILOT - Tax Exemption Ordinance for Glenwood Senior Apartments
- Estimate of Assessment-Oakland County Equalization
- Tax Credit Market Evaluation – prepared by Vogt Strategic Insights, dated February 17, 2020

GLENWOOD SENIOR APARTMENTS

191 N GLENWOOD AVE | PONTIAC | OAKLAND COUNTY | MICHIGAN | 48342

REQUEST FOR 4% 30-YEAR PILOT AGREEMENT (Payment in Lieu of Taxes)

Located less than a mile from Downtown Pontiac, Glenwood Senior Apartments is a 106-unit independent senior living (age 55+) community located on the campus of McCarroll School. As part of this development, the former school building will be renovated and repurposed to house 20 apartments. A new, 3-story 36-unit building will be constructed and attached to the existing school structure facing Wolfe Street. This adaptive reuse of the school building will equal approximately 53,284 square feet encompassing 56 total units (12 studios and 44 one-bedroom). Lastly, a new 3-story 50-unit building will be constructed north of the existing school buildings and will house 40 one-bedroom units and 10 two-bedroom units. This new construction will total approximately 45,543 square feet. In total, there will be 12 studio apartments, 84 one-bedroom, and 10 two-bedroom apartments across the entire community. The studio apartments will have approximately 600 square feet of living space while the one-bedroom and two-bedroom units will have 619 and 825 square feet, respectively.

From an income perspective, 101 units will be affordable based upon income and rent restrictions while 5 units will be market rate. The market rate units will be in the 3-story new construction building and will equate to 4 one-bedroom units and 1 two-bedroom unit. Of the 101 affordable units, 16 units will be subsidized with Pontiac Housing Commission rental vouchers. 8 rental vouchers will be placed in the school building portion of the development while the other 8 rental vouchers will be placed in the 3-story new construction. From an income restriction perspective, 10-units will be set aside at 30% of area median income ("AMI"), 13 units will be set aside at 40% AMI, 15 units set aside at 50% AMI and 63 units set aside at 60% AMI. Monthly affordable rents are expected to range anywhere between \$340 to \$850 per month based upon corresponding affordable income and rent restrictions.

No matter the building of residence, seniors will enjoy modern, in-unit amenities such as LVT flooring, garbage disposals, ceiling fans, and brand-new appliances. Residents will also have access to a fully equipped fitness center, community space for socialization, and a business center with computers. The building and site will be designed to offer seniors all the comforts of home.

Not only will future residents enjoy resources within their buildings and units, neighborhood and location-based amenities are abundant in the immediate area as well. The development site is less than 1,300 feet from N Perry Street and the Bus 756 line, which offers a connection to most parts of the city. Glenwood Senior Apartments is also located directly across from the magnificent Oakland Park, which offers walking paths, a playground, outdoor exercise equipment, sports courts, and a picnic area. To the south and west of the site is Perry Park and Sports Fields, which again offers entertainment and recreational options for future residents.



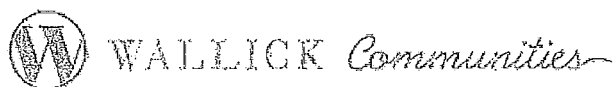
WALLICK *Communities*

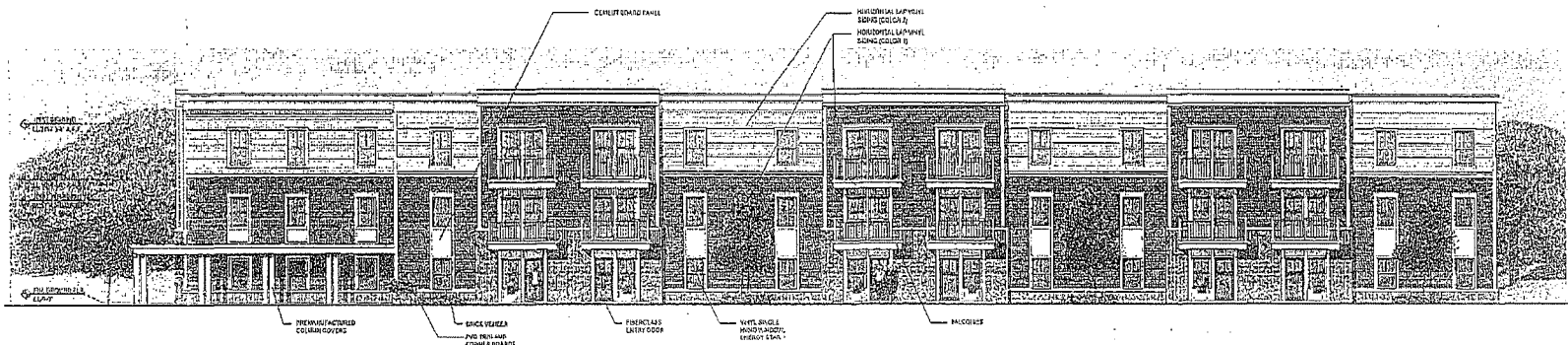
From a financing perspective, multiple sources of funding will need to be secured to successfully repurpose the school building along with the objective to complete new construction at the site. The 56-unit school building development is proposed to be financed with 4% low-income housing tax credits ("LIHTC"), MSHDA HOME and Mortgage Restructuring Funds, MSHDA Permanent Loan and a MSHDA Construction Loan. The 50-unit new construction is proposed to be financed with 9% LIHTC, a Fannie Mae Permanent Loan and a conventional Construction Loan.

The timeline for the total proposed Development reflects the following:

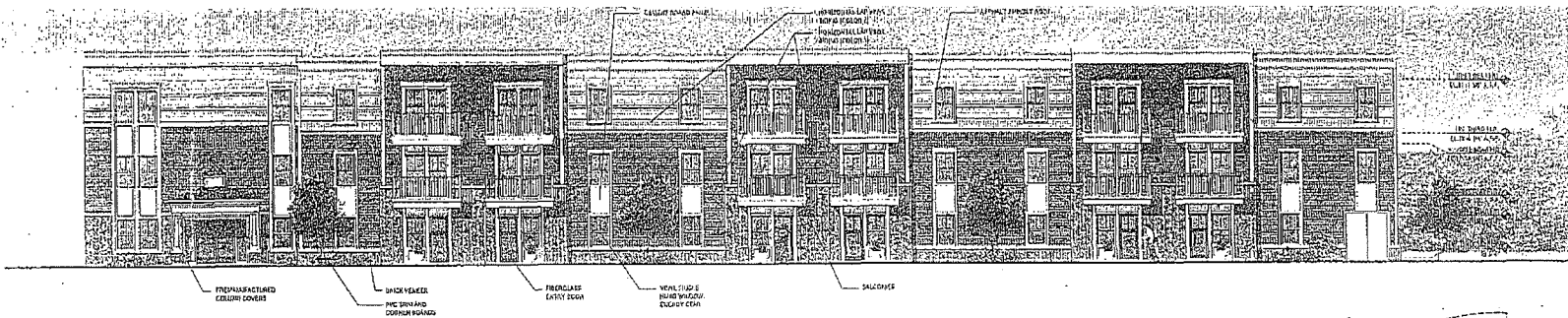
- Submission of MSHDA Funding application on April 1, 2020
- MSHDA Award Determination in June 2020
- Construction start in June 2021
- Construction completion in June 2022
- 100% Occupied in December 2022

In order to achieve this proposed development in totality and maintain its sustainability, a 4% 30-Year PILOT is being requested. With the lack of available funds needed to adequately tackle this proposed development, a 4% PILOT will allow for greater loan proceeds to be available to properly finance the construction and keep its operation sustainable for the long-term. The 4% PILOT is estimated to generate approximately \$30,000 annually to the City as a substitute for traditional real estate tax payments. Fortunately approximately \$30,000 annually is a vast increase over the real estate taxes that are being paid currently for the existing blighted site. We greatly appreciate the City's consideration of this PILOT Agreement request.

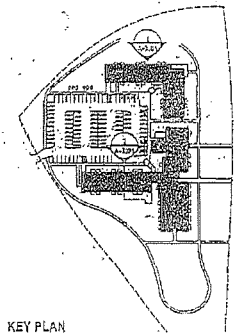




1 - NORTH ELEVATION - BUILDING 'A'
SCALE: 1/8" = 1'-0"



2 - NORTH ELEVATION - BUILDING 'B'
SCALE: 1/8" = 1'-0"



ARCHITECT:
RDL
ARCHITECTS
15302 Chrysalis Blvd, Suite 202
30144 Spring Branch, TX 77482
PHONE: 281-754-1338
FAX: 281-754-1331
www.rdlarchitects.com

DEVELOPER:
WJ WALLICK
WALLICK COMMUNITIES
105 West 11th Street, 2nd Floor
100 Spring, Suite 202A
Phone: 281-754-1338
Fax: 281-754-1331

DEVELOPMENT PLAN OF:
GLENWOOD SENIOR
1514 GLENWOOD AVE.
HOUSTON, HOUSTON TX

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ISSUE

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CONCEPT ELEVATIONS
8/4/10

PROJECT #	19249
DESIGNED BY	
CHECKED BY	NCL
FILE NAME	
PLOT DATE	
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A-3.01a

CITY OF PONTIAC

ORDINANCE NO. _____

TAX EXEMPTION ORDINANCE FOR GLENWOOD SENIOR APARTMENTS

ADOPTED: _____

An Ordinance to provide for a service charge in lieu of taxes for a housing project for low income persons and families to be financed with a federally-aided Mortgage Loan pursuant to the provisions of the State Housing Development Authority Act of 1966 (1966 PA 346, as amended; MCL 125.1401, *et seq*).(the "Act").

THE CITY OF PONTIAC ORDAINS:

SECTION 1. This Ordinance shall be known and cited as the "City of Pontiac Tax Exemption Ordinance for Glenwood Senior Apartments."

SECTION 2. Preamble.

It is acknowledged that it is a proper public purpose of the State of Michigan and its political subdivisions to provide housing for its low income persons and families and to encourage the development of such housing by providing for a service charge in lieu of property taxes in accordance with the Act. The City of Pontiac is authorized by this Act to establish or change the service charge to be paid in lieu of taxes by any or all classes of housing exempt from taxation under this Act at any amount it chooses, not to exceed the taxes that would be paid but for this Act. It is further acknowledged that such housing for low income persons and families is a public necessity, and as the City of Pontiac will be benefited and improved by such housing, the encouragement of the same by providing real estate tax exemption for such housing is a valid public purpose. It is further acknowledged that the continuance of the provisions of this Ordinance for tax exemption and the service charge in lieu of all *ad valorem* taxes during the period contemplated in this Ordinance are essential to the determination of economic feasibility of the housing projects that is constructed or rehabilitated with financing extended in reliance on such tax exemption.

The City of Pontiac acknowledges that the Sponsor (as defined below) has offered, subject to receipt of an allocation under the LIHTC Program by the Michigan State Housing Development Authority, to construct, own and operate a 106-unit housing project identified as Glenwood Senior Apartments on certain property located at 191 N Glenwood Avenue, parcel identification number 64-14-14-21-302-001, in the City of Pontiac to serve low income persons and families, and that the Sponsor has offered to pay the City on account of this housing project an annual service charge for public services in lieu of all *ad valorem* property taxes.

SECTION 3. Definitions. All terms in this Ordinance shall be defined as set forth in the Act, except as follows:

- A. Authority means the Michigan State Housing Development Authority.
- B. Annual Shelter Rent means the total collections during an agreed annual period from or paid on behalf of all occupants of a housing project representing rent or occupancy charges, exclusive of Utilities.
- C. LIHTC Program means the Low Income Housing Tax Credit program administered by the Authority under Section 42 of the Internal Revenue Code of 1986, as amended.
- D. Low Income Persons and Families means persons and families eligible to move into a housing project.
- E. Mortgage Loan means a loan that is Federally-Aided (as defined in Section 11 of the Act) or a loan or grant made or to be made by the Authority to the Sponsor for the construction, rehabilitation, acquisition and/or permanent financing of a housing project, and secured by a mortgage on the housing project.
- F. Sponsor means Wallick Communities, Pontiac Housing Commission and any entity that receives or assumes a Mortgage Loan.
- G. Utilities means charges for gas, electric, water, sanitary sewer and other utilities furnished to the occupants that are paid by the housing project.

SECTION 4. Class of Housing Projects.

It is determined that the class of housing projects to which the tax exemption shall apply and for which a service charge shall be paid in lieu of such taxes shall be housing projects for Low Income Persons and Families that are financed with a Mortgage Loan. It is further determined that Glenwood Senior Apartments is of this class.

SECTION 5. Establishment of Annual Service Charge.

The housing project identified as Glenwood Senior Apartments and the property on which it will be located shall be exempt from all *ad valorem* property taxes from and after the commencement of construction or rehabilitation. The City of Pontiac acknowledges that the Sponsor and the Authority have established the economic feasibility of the housing project in reliance upon the enactment and continuing effect of this Ordinance, and the qualification of the housing project for exemption from all *ad valorem* property taxes and a payment in lieu of taxes as established in this Ordinance. Therefore, in consideration of the Sponsor's offer to construct and operate the housing project, the City agrees to accept payment of an annual service charge for public services in lieu of all *ad valorem* property taxes. Subject to receipt of a Mortgage Loan, the annual service charge shall be equal to 4% of the Annual Shelter Rents actually collected by the housing project during each operating year.

SECTION 6. Contractual Effect of Ordinance.

Notwithstanding the provisions of section 15(a)(5) of the Act to the contrary, a contract between the City of Pontiac and the Sponsor with the Authority as third party beneficiary under the contract, to provide tax exemption and accept payments in lieu of taxes, as previously described, is effectuated by enactment of this Ordinance.

SECTION 7. Limitation on the Payment of Annual Service Charge.

Notwithstanding Section 5, the service charge to be paid each year in lieu of taxes for the part of the housing project that is tax exempt but which is occupied by other than low income persons or families shall be equal to the full amount of the taxes which would be paid on that portion of the housing project if the housing project were not tax exempt.

SECTION 8. Payment of Service Charge.

The annual service charge in lieu of taxes as determined under this Ordinance shall be payable in the same manner as general property taxes are payable to the City/Township and distributed to the several units levying the general property tax in the same proportion as prevailed with the general property tax in the previous calendar year. The annual payment for each operating year shall be paid on or before June 30th of the following year. Collection procedures shall be in accordance with the provisions of the General Property Tax Act (1893 PA 206, as amended; MCL 211.1, *et seq*).

SECTION 9. Duration.

This Ordinance shall remain in effect and shall not terminate so long as a Mortgage Loan remains outstanding and unpaid and the housing project remains subject to income and rent restrictions under the LIHTC Program, but not to exceed 30 years commencing upon the final unit being placed in service for LIHTC purposes.

SECTION 10. Severability.

The various sections and provisions of this Ordinance shall be deemed to be severable, and should any section or provision of this Ordinance be declared by any court of competent jurisdiction to be unconstitutional or invalid the same shall not affect the validity of this Ordinance as a whole or any section or provision of this Ordinance, other than the section or provision so declared to be unconstitutional or invalid.

SECTION 11. Inconsistent Ordinances.

All ordinances or parts of ordinances inconsistent or in conflict with the provisions of this Ordinance are repealed to the extent of such inconsistency or conflict.

Section 12. Effective Date.

This Ordinance shall become effective on _____, as provided in the City of Pontiac Charter.

, Mayor

, Clerk

Date Proposed: _____

Date Enacted: _____

Date published as enacted: _____

Effective date: _____

TO: Brennon Davis, Joe Hall
RE: Requested Estimate of Assessment 64-14-21-302-001

Mr. Davis and Mr. Hall

I have prepared an estimate based on the information that you have provided. Since the income you have projected is drastically less than market, there is a difference in the cost approach and market rent income approach, versus a reduced rent income approach.

The estimated Assessed Value for 2021 based on cost with construction detail provided: \$2,750,000
The estimated Assessed Value for 2021 based on market rents provided: \$2,450,000
The estimated Assessed Value for 2021 based on reduced rent income provided: \$1,500,000

The non homestead tax rate for the City of Pontiac in 2019 was 56.1524
The calculation for taxes is: Taxable Value/1000 x the tax rate (Use estimated Assessed Values in lieu of Taxable Value).

This estimated valuation is provided to facilitate the calculation of future taxes and should not be considered the final assessment. It was based on the construction and income information provided in the request, as well as market and cost data at this time. If the plan for the development is altered, the rental information changes, or the construction period extended over a period of years, the valuation may change.

The assessment estimate of this development was calculated using the State Tax Commission Cost Manual Volume II (Commercial and Industrial), and procedures and practices mandated by the Michigan State Tax Commission. Assessed Values are determined as of December 31 (Tax Day) of each year. This estimate was prepared for a completed project for the 2021 Tax Year.

If you have any questions please feel free to contact me.

Best regards,

Lisa Nader
Appraiser III
Oakland County Equalization
248-858-1766

Vernon Gustafsson

From: Jacob Gill <jgill@wallick.com>
Sent: Thursday, February 20, 2020 3:11 PM
To: Vernon Gustafsson
Cc: Ahmad Taylor; Irwin Williams; Danielle Kelley; Joe Hall
Subject: Re: Glenwood Senior Apartments (191 N Glenwood Ave) - Updated Narrative / Site Plan (School Building and Parking) / Building Elevation (School Building Extension)

Good afternoon Mr. Gustafsson-

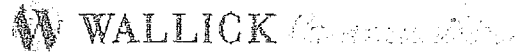
As mentioned in Joe Hall's email below, our **current occupancy rate** for all of Wallick's 66 senior properties is **97.65%**.

If you need any additional information, please let me know, and I would be happy to provide it.

Have a wonderful afternoon!

Best,

Jacob Gill | Development Associate
Development



p: 614.552.5615 | 160 West Main Street, Suite 200, New Albany, OH 43054

Opening doors to homes, opportunities and hope

From: Joe Hall <jhall@wallick.com>
Sent: Wednesday, February 19, 2020 5:10 PM
To: Vernon Gustafsson <vgustafsson@pontiac.mi.us>
Cc: Ahmad Taylor <ataylor@pontiahousing.com>; Irwin Williams <IWilliams@pontiac.mi.us>; Danielle Kelley <danielle.kelley@plantemoran.com>; Jacob Gill <jgill@wallick.com>
Subject: FW: Glenwood Senior Apartments (191 N Glenwood Ave) - Updated Narrative / Site Plan (School Building and Parking) / Building Elevation (School Building Extension)

Vern and team – Per your request, please find the following items:

- Market Analysis (note this is off by 6 units. It was requested when we had 50 units proposed in the school building. Per the below, we have updated that unit count to 56. ATTACHED
- Proposed Rent Schedules (2) ATTACHED
- Hard Construction Costs

191 N Glenwood Ave	Hard Construction Costs
School Building Adaptive Reuse	\$ 5,332,350
3-Story New Construction	\$ 5,007,000
Total Hard Construction Costs	\$ 10,339,350

- Wallick Senior Occupancy Rates – Jake Gill from Wallick (copied on this message) will be providing this information to you tomorrow. We are securing up-to-date info from our Property Management team.
- PILOT Calculation

	3-Story New Construction	School Building Adaptive Reuse	Total
Annual Rent	\$ 372,276	\$ 495,480	\$ 867,756
Vacancy (7%)	\$ (26,059)	\$ (34,684)	\$ (60,743)
Net	\$ 346,217	\$ 460,796	\$ 807,013
Less:			
Owner Paid Electric/Gas	\$ (12,500)	\$ (14,000)	\$ (26,500)
Owner Paid Water/Sewer	\$ (12,500)	\$ (14,000)	\$ (26,500)
Annual Shelter Rents	\$ 321,217	\$ 432,796	\$ 754,013
PILOT %	4.00%	4.00%	4.00%
Estimated Annual PILOT Payment	\$ 12,849	\$ 17,312	\$ 30,161

Thanks – Joe

From: Vernon Gustafsson <vgustafsson@pontiac.mi.us>

Sent: Tuesday, February 18, 2020 4:49 PM

To: Joe Hall <jhall@wallick.com>

Cc: Ahmad Taylor <ataylor@pontiachousing.com>; Irwin Williams <IWilliams@pontiac.mi.us>; Irwin Williams <Irwin.Williams@plantemoran.com>; Danielle Kelley <danielle.kelley@plantemoran.com>

Subject: RE: Glenwood Senior Apartments (191 N Glenwood Ave) - Updated Narrative / Site Plan (School Building and Parking) / Building Elevation (School Building Extension)

Importance: High

Afternoon Joe & Ahmad:

To following up on a conversation with our Finance Department, we need a copy of your Market Analysis, Construction costs and approximate occupancy rates of other Senior Apartment complexes. These documents will assist our Finance Department to complete their due diligence.

We need these documents by EOB Thursday, February 20th.

Thank you in advance for your assistance.

Best Regards,

Vern Gustafsson | Planning Manager
 Planning Division | City of Pontiac
 47450 Woodward Avenue | Pontiac, Michigan 48342
 248.758.2816 [Direct] | 248.758.2800 [Office]

Your VALUE does not decrease based on
 someone's inability to see your WORTH

Vernon Gustafsson

From: Vernon Gustafsson
Sent: Friday, March 13, 2020 7:17 AM
To: Vernon Gustafsson
Subject: Request for PILOT Glenwood Senior Apartments

From: Irwin Williams <IWilliams@pontiac.mi.us>
Sent: Friday, March 6, 2020 10:25 AM
To: Mayor Deirdre Waterman <DWaterman@pontiac.mi.us>
Cc: Jane Bais-DiSessa <jbais-disessa@pontiac.mi.us>; Vernon Gustafsson <vgustafsson@pontiac.mi.us>
Subject: Request for PILOT Glenwood Senior Apartments

Please find enclosed a request for a PILOT for the Glenwood Senior Apartments. There are a total of 106 units; 101 units will be affordable based upon income and rent restrictions, 5 units will be at market rate.

1. All apartments are elderly designated at Age 55+ by the LIHTC program.
2. All units are independent living.
3. It will be typical independent senior living for which would include a community room with warming kitchen, typical common space, exercise room, business center with computers, printer and faxing machine. We do not anticipate having a hair salon.
4. All rents except for 5 units are based upon income restrictions at 30%, 40%, 50%, 60% of area median income (AMI). The other 5 units are market rate. We estimate LIHTC rents for the studio, 1BR and 2BR units to be at a range of \$350 up to \$850 depending upon the AMI set aside. We estimate that market rate rent for a studio is \$695, for 1BR is \$850 and for 2BR is \$950.

I have also enclosed a market analysis and schedule showing Average vacancy rates in the other 9 PILOTS in COP. The current average vacancy rate is only 5.8%.

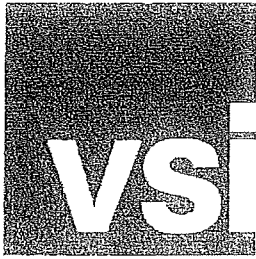
I had Joe Hall from Wallick Communities request an estimated of what the appraised value would be once the construction was completed. The estimated Assessed Value for 2021 based on reduced rent income provided: \$1,500,000. The property tax generated would be approximately \$85,000. The PILOT would generate \$30,000 as a substitute for real estate tax payments. The difference would be approximately \$55,000.

As the vacancy rate is so low coupled with the fact that low income housing is so necessary in the City of Pontiac, I recommend that we accept this PILOT.

Irwin Williams, CPA

—Original Message—

From: Irwin Williams [mailto:IWilliams@pontiac.mi.us]
Sent: Friday, March 6, 2020 6:01 AM
To: Irwin Williams <IWilliams@pontiac.mi.us>



Vogt Strategic
Insights

February 14, 2020

Mr. Joe Hall
Wallick Communities
160 West Main Street, Suite 200
New Albany, OH 43054

Sent via email: jhall@wallick.com

RE: Tax-Credit Market Evaluation – Glenwood Senior (Pontiac, MI)

Dear Mr. Hall:

Vogt Strategic Insights (VSI) has completed this preliminary market feasibility for a proposed Glenwood Senior Apartments, which will consist of a 9% Low Income Housing Tax Credit (LIHTC) portion and a 4% Tax Credit Bond portion, to be developed in Pontiac, Oakland County, Michigan. The site will include 100 total units (50 units in each portion) and a mix of studio, one- and two-bedroom apartments targeting senior households (age 55 and older) with incomes up to 30%, 40%, 50%, 60% and 80% of the Area Median Income (AMI). The purpose of this letter is to address the development potential of this proposed affordable senior Tax Credit rental project.

For this review, VSI is providing:

- A project description detailing specifics of the proposed development, as well as any assumptions we have made regarding the subject project.
- Identification of a preliminary Primary Market Area (PMA) where most of the support for the subject project is expected to originate.
- Demographic analysis of current and projected population and household trends, as well as renter household income data.
- Survey and analysis of overall rental market conditions within the preliminary Site PMA.
- Analysis of comparable Tax Credit and market-rate properties within the market to evaluate occupancy rates, demand, rents, unit sizes, bathrooms and amenities compared to the subject project.
- Determination of achievable market rents using Rent Comparability Grids.
- Capture rate calculations for the subject property under Tax Credit program guidelines.
- A statement that a market does or does not exist for the project based on the assumptions and conclusions within this letter.

Project Concept

The subject project involves the new construction of the proposed Glenwood Senior Apartments, which will be developed with a mix of 9% Tax Credits and 4% Tax Credit Bond funds. The site will contain 100 total units, of which 50 will be developed with 4% Bond funds and 50 will be developed with 9% Tax Credit funds. The 50 units that will comprise the 4% Bond portion of the site will target households with incomes up to 50% and 60% of AMI and will contain a mix of studio and one-bedroom units, of which eight (8) units will operate with a project-based subsidy. The 50 units that will comprise the 9% Tax Credit portion of the site will offer a mix of one- and two-bedroom units targeting households with incomes up to 30%, 40%, 50% and 80% of AMI. Similar to the other portion of the site, the 9% Tax Credit portion of the site will also contain eight units with a project-based subsidy that will allow qualifying residents to pay just 30% of their income to rent.

The site will include the adaptive reuse of a vacant, three-story school building into 50 units and the new construction of 50 additional units of affordable senior rental housing in a two-story building. It is anticipated that the subject project will have its first units available in mid-2021. The proposed project will be configured as follows:

Glenwood Senior Apartments (Proposed Site)								
Total Units	Bedrooms/Baths	Style	Square Feet	Percent of AMI	Proposed Collected Rents	Utility Allowance	Proposed Gross Rents	Maximum LIHTC Gross Rents
3	Studio/1.0-bath	Garden	450	50%*	\$590	\$78	\$668	\$668
13	Studio/1.0-bath	Garden	450	60%	\$665	\$78	\$743	\$802
1	1-br./1.0-bath	Garden	619	30%	\$339	\$90	\$429	\$429
7	1-br./1.0-bath	Garden	619	30%*	\$339	\$90	\$429	\$429
11	1-br./1.0-bath	Garden	619	40%	\$480	\$90	\$570	\$573
4	1-br./1.0-bath	Garden	619	50%	\$625	\$90	\$715	\$716
5	1-br./1.0-bath	Garden	619	50%*	\$626	\$90	\$716	\$716
29	1-br./1.0-bath	Garden	619	60%	\$765	\$90	\$855	\$859
17	1-br./1.0-bath	Garden	619	80%	\$665	\$90	\$755	\$1,146
1	2-br./1.0-bath	Garden	825	30%	\$395	\$119	\$514	\$515
1	2-br./1.0-bath	Garden	825	30%*	\$396	\$119	\$515	\$515
2	2-br./1.0-bath	Garden	825	40%	\$565	\$119	\$684	\$687
2	2-br./1.0-bath	Garden	825	50%	\$739	\$119	\$858	\$858
4	2-br./1.0-bath	Garden	825	80%	\$765	\$119	\$884	\$1,374

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Source: Wallick Companies

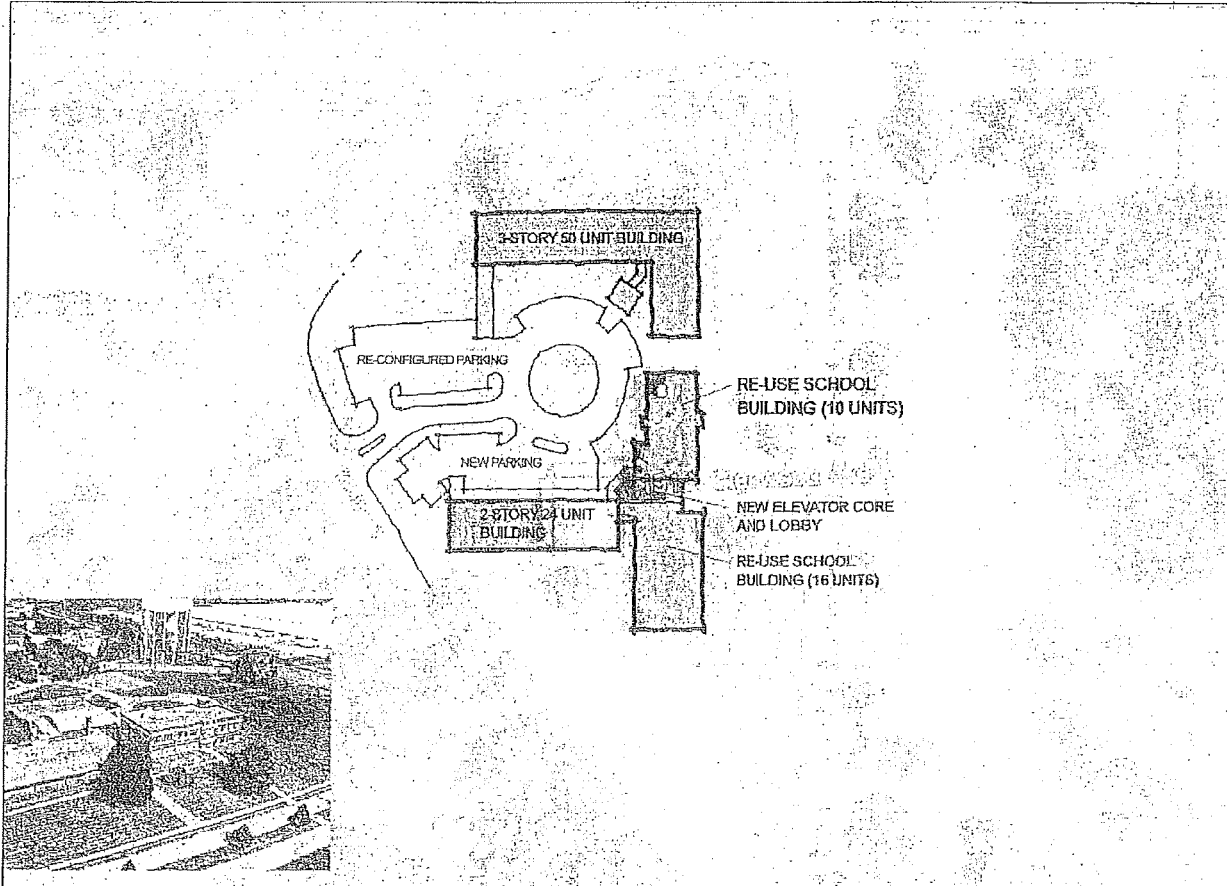
AMI – Area Median Income (Detroit-Warren-Livonia, Michigan HUD FMR Area)

*Subsidized units in which residents will pay 30% of their income to rent, rather than the programmatic maximum allowable rents illustrated in the table
Green shaded rows denote 4% Bond units

The amenities at the proposed subject site will be comprehensive and will likely include a range, refrigerator, dishwasher, garbage disposal, vinyl wood flooring, window blinds, washer/dryer hookups, and central air conditioning in each unit. The project amenities will likely include on-site management, a community/activity room, laundry facilities, business/computer rooms, elevators, outdoor walking trail and barbeque/picnic area. The cost of water/sewer and trash collection will be included in the rent, with tenant utility responsibilities including gas heat, gas hot water, electric cooking and general electric.



The site has a physical address of 191 N. Glenwood Avenue and is located southwest of the intersection of E. Montcalm Street and N. Glenwood Avenue in the northern portion of Pontiac, Michigan. The following illustrates the location of the subject site and the anticipated site layout, following development.



Preliminary Primary Market Area (PMA)

The preliminary Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The preliminary Site PMA was determined through telephone interviews with area leasing and real estate agents, government officials, and a demographic analysis of the area households and population.

The Pontiac Site PMA comprises the city of Pontiac, a northern portion of Bloomfield Township, a small eastern portion of Waterford Township as well as northwestern and western portions of the city of Auburn Hills, in east-central Oakland County.



Significant boundaries of the preliminary Site PMA include the following:

North: Silver Lake, Upper Silver Lake and Collier Road

East: Interstate 75, Squirrel Road and South Boulevard

South: U.S. Highway 24 Business (Square Lake Road), U.S. Highway 24 (S. Telegraph Road) and Sylvan Lake

West: Scott Lake Road

The Pontiac Site PMA boundaries were influenced by the area's geographical and socioeconomic factors, including the presence of industrial areas and freeways. Interstate 75 forms a hard boundary to the east of the Site PMA and minimal support is expected to originate from areas east of this thoroughfare; communities east of Interstate 75 are generally populated by homeowners with higher income levels who would not meet the qualifications for low-income housing. Therefore, areas east of Interstate 75 were excluded. The communities to the north and west of the Site PMA were also excluded for the same reason. In addition, the region north of the Site PMA contains a large industrial area as well as several lakes, while the area to the west also contains lakes and the Oakland County International Airport, which do not garner support for the site.

The area east of the Pontiac Site PMA is where Oakland University is located. Full-time students will not qualify as the primary resident of an apartment at the proposed Tax Credit project. This area with a high share of students was not included in the Site PMA.

A small portion of support comes from some other areas of Oakland County and suburban communities in the area; however, this support component is not significant. Therefore, we have not considered a secondary market area in this report.

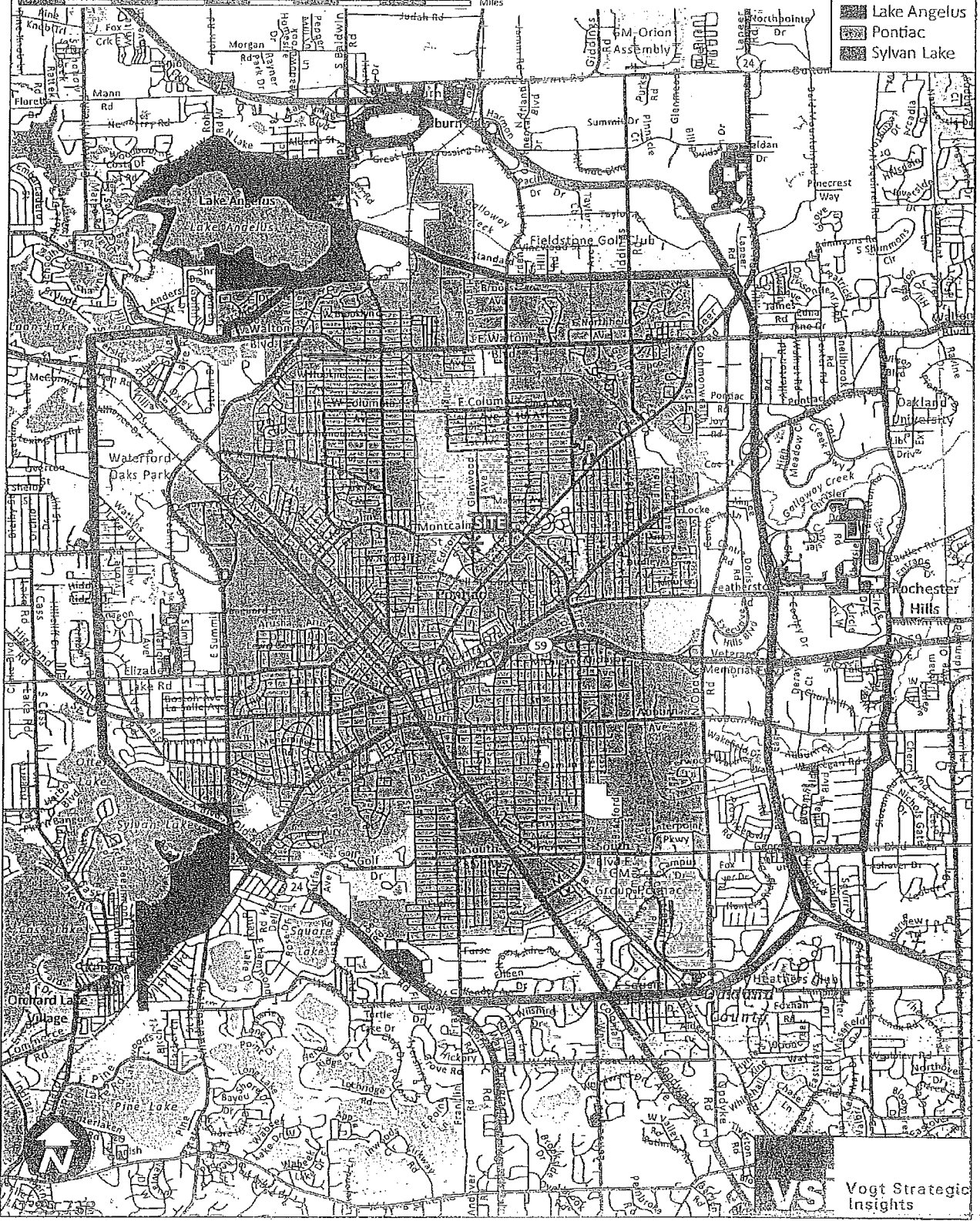
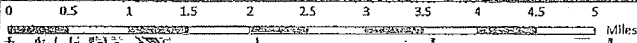
A map illustrating the boundaries of the preliminary Pontiac Site PMA is on the following page.



Pontiac, MI Primary Market Area

Primary Market Area Information
 2019 Estimated Population: 79,681
 2019 Estimated Households: 30,828
 Area: 29.08 Square Miles
 County in PMA: Oakland

- Legend**
- Project Site
 - PMA
 - Auburn Hills
 - Lake Angelus
 - Pontiac
 - Sylvan Lake



Demographic Analysis

Population and household trends for the preliminary Pontiac Site PMA are as follows:

	Population	Households
2000 Census	85,430	31,796
2010 Census	77,193	29,739
Change 2000-2010	-8,237	-2,057
Percent Change 2000-2010	-9.6%	-6.5%
2019 Estimated	79,681	30,828
Change 2010-2019	2,488	1,089
Percent Change 2010-2019	3.2%	3.7%
2024 Projected	81,268	31,538
Change 2019-2024	1,587	710
Percent Change 2019-2024	2.0%	2.3%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; VSI

As illustrated in the preceding table, the Pontiac Site PMA experienced a decrease in both population and households between 2000 and 2010. However, despite the decline caused in part by the national recession, it should be noted that between 2010 and 2019, the population increased by 2,488, or 3.2%. During the same period, households increased by 1,089, or 3.7%. Projections through 2024 indicate there will be 81,268 people in 31,538 households within the Site PMA. This represents a population increase of 1,587 (2.0%) and a household increase of 710 (2.3%).

The following table reflects population and household trends age 55 and older for 2010, 2019 (estimated) and projected to 2024.

	Population 55+	Households 55+
2010 Census	15,962	11,056
2019 Estimated	19,913	13,057
Change 2010-2019	3,951	2,001
Percent Change 2010-2019	24.8%	18.1%
2024 Projected	21,464	14,006
Change 2019-2024	1,551	949
Percent Change 2019-2024	7.8%	7.3%

Source: 2010 Census; ESRI; Urban Decision Group; VSI

Since 2010, the senior population has increased by 3,951, or 24.8%, and households have increased by 2,001, or 18.1%. This is a greater increase than that of the overall population and households, indicating that the Site PMA population base is aging. Between 2019 and 2024, the population age 55 and older is projected to increase by 1,551, while households are projected to increase by 949.



The following tables illustrate renter household income by household size for the preliminary Pontiac Site PMA:

Household Income Range	Renter Households 2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less than \$10,000	1,230	923	563	355	254	3,324
\$10,000 to \$19,999	1,548	967	589	372	266	3,742
\$20,000 to \$29,999	878	622	379	239	171	2,291
\$30,000 to \$39,999	549	449	274	173	124	1,568
\$40,000 to \$49,999	360	314	191	121	86	1,072
\$50,000 to \$59,999	202	182	111	70	50	615
\$60,000 to \$74,999	270	247	151	95	68	830
\$75,000 to \$99,999	115	111	67	43	30	366
\$100,000 to \$124,999	54	51	31	20	14	171
\$125,000 to \$149,999	32	30	18	11	8	100
\$150,000 to \$199,999	18	16	10	6	4	54
\$200,000 & Over	17	15	9	6	4	52
Total	5,273	3,928	2,394	1,509	1,081	14,185

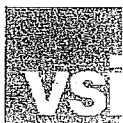
Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI

Household Income Range	Renter Households 2019 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less than \$10,000	1,081	712	426	243	135	2,597
\$10,000 to \$19,999	1,415	791	473	270	150	3,098
\$20,000 to \$29,999	935	659	394	225	125	2,338
\$30,000 to \$39,999	666	522	313	178	99	1,778
\$40,000 to \$49,999	450	374	224	128	71	1,246
\$50,000 to \$59,999	349	316	189	108	60	1,022
\$60,000 to \$74,999	419	366	219	125	69	1,198
\$75,000 to \$99,999	307	287	172	98	54	919
\$100,000 to \$124,999	108	105	63	36	20	331
\$125,000 to \$149,999	60	59	35	20	11	186
\$150,000 to \$199,999	60	59	35	20	11	185
\$200,000 & Over	34	32	19	11	6	103
Total	5,884	4,283	2,582	1,463	810	15,002

Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI

Household Income Range	Renter Households 2024 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less than \$10,000	973	611	364	203	107	2,257
\$10,000 to \$19,999	1,283	699	417	233	123	2,754
\$20,000 to \$29,999	854	594	354	197	104	2,103
\$30,000 to \$39,999	696	515	307	171	90	1,779
\$40,000 to \$49,999	478	382	227	127	67	1,281
\$50,000 to \$59,999	386	345	206	115	61	1,113
\$60,000 to \$74,999	470	400	238	133	70	1,312
\$75,000 to \$99,999	453	417	248	139	73	1,330
\$100,000 to \$124,999	135	131	78	44	23	411
\$125,000 to \$149,999	74	73	43	24	13	228
\$150,000 to \$199,999	98	94	56	31	17	296
\$200,000 & Over	53	50	30	17	9	158
Total	5,953	4,311	2,568	1,434	757	15,022

Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI



The following tables illustrate renter household income by household size for age 55 and older for the preliminary Pontiac Site PMA:

Household Income Range	Renter Age 55+ Households 2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less than \$10,000	507	146	89	56	40	838
\$10,000 to \$19,999	849	214	131	82	59	1,335
\$20,000 to \$29,999	396	103	63	40	28	631
\$30,000 to \$39,999	180	53	32	20	14	300
\$40,000 to \$49,999	95	29	17	11	8	160
\$50,000 to \$59,999	46	14	9	5	4	78
\$60,000 to \$74,999	56	18	11	7	5	96
\$75,000 to \$99,999	18	6	3	2	2	31
\$100,000 to \$124,999	9	3	2	1	1	16
\$125,000 to \$149,999	6	2	1	1	1	11
\$150,000 to \$199,999	5	2	1	1	0	9
\$200,000 & Over	4	1	1	1	0	7
Total	2,171	590	360	227	162	3,510

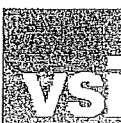
Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI

Household Income Range	Renter Age 55+ Households 2019 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less than \$10,000	577	162	97	55	31	923
\$10,000 to \$19,999	907	236	141	81	45	1,410
\$20,000 to \$29,999	440	120	72	41	23	695
\$30,000 to \$39,999	253	73	43	25	14	407
\$40,000 to \$49,999	147	44	26	15	8	240
\$50,000 to \$59,999	82	26	15	9	5	137
\$60,000 to \$74,999	117	36	22	12	7	195
\$75,000 to \$99,999	61	19	11	7	4	102
\$100,000 to \$124,999	16	5	3	2	1	27
\$125,000 to \$149,999	9	3	2	1	1	15
\$150,000 to \$199,999	9	3	2	1	1	16
\$200,000 & Over	6	2	1	1	0	10
Total	2,625	729	436	249	138	4,177

Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI

Household Income Range	Renter Age 55+ Households 2024 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less than \$10,000	557	166	99	55	29	906
\$10,000 to \$19,999	854	240	143	80	42	1,360
\$20,000 to \$29,999	413	122	73	40	21	669
\$30,000 to \$39,999	296	87	52	29	15	479
\$40,000 to \$49,999	168	50	30	17	9	274
\$50,000 to \$59,999	90	28	17	9	5	149
\$60,000 to \$74,999	135	41	25	14	7	222
\$75,000 to \$99,999	91	28	17	9	5	150
\$100,000 to \$124,999	17	5	3	2	1	29
\$125,000 to \$149,999	9	3	2	1	0	15
\$150,000 to \$199,999	14	4	3	1	1	23
\$200,000 & Over	9	3	2	1	0	14
Total	2,652	778	463	259	137	4,289

Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI



The following tables illustrate owner household income by household size for age 55 and older for the preliminary Pontiac Site PMA:

Household Income Range	Owner Age 55+ Households 2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person	
Less than \$10,000	260	221	98	73	51	704
\$10,000 to \$19,999	493	393	174	130	90	1,281
\$20,000 to \$29,999	411	340	151	113	78	1,092
\$30,000 to \$39,999	363	323	143	107	74	1,010
\$40,000 to \$49,999	316	285	127	95	66	888
\$50,000 to \$59,999	206	187	83	62	43	580
\$60,000 to \$74,999	242	223	99	74	51	690
\$75,000 to \$99,999	190	178	79	59	41	547
\$100,000 to \$124,999	92	88	39	29	20	269
\$125,000 to \$149,999	57	55	24	18	13	167
\$150,000 to \$199,999	57	56	25	18	13	169
\$200,000 & Over	49	49	22	16	11	147
Total	2,737	2,399	1,065	795	551	7,546

Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI

Household Income Range	Owner Age 55+ Households 2019 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person	
Less than \$10,000	246	220	102	72	48	689
\$10,000 to \$19,999	422	360	168	119	79	1,147
\$20,000 to \$29,999	419	371	173	122	81	1,166
\$30,000 to \$39,999	384	362	168	119	79	1,112
\$40,000 to \$49,999	295	288	134	95	63	875
\$50,000 to \$59,999	265	265	123	87	58	798
\$60,000 to \$74,999	342	341	159	112	74	1,027
\$75,000 to \$99,999	293	290	135	95	63	875
\$100,000 to \$124,999	154	156	73	51	34	468
\$125,000 to \$149,999	86	88	41	29	19	262
\$150,000 to \$199,999	93	94	44	31	20	281
\$200,000 & Over	61	60	28	20	13	181
Total	3,058	2,893	1,347	952	632	8,881

Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI

Household Income Range	Owner Age 55+ Households 2024 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person	
Less than \$10,000	253	231	109	76	50	719
\$10,000 to \$19,999	417	372	175	122	81	1,166
\$20,000 to \$29,999	421	390	183	128	84	1,206
\$30,000 to \$39,999	405	390	183	128	84	1,190
\$40,000 to \$49,999	291	289	135	95	62	872
\$50,000 to \$59,999	287	289	136	95	63	870
\$60,000 to \$74,999	387	389	183	128	84	1,171
\$75,000 to \$99,999	328	325	152	107	70	982
\$100,000 to \$124,999	198	201	94	66	43	603
\$125,000 to \$149,999	106	108	51	35	23	323
\$150,000 to \$199,999	127	127	59	42	27	382
\$200,000 & Over	78	77	36	25	17	234
Total	3,298	3,189	1,497	1,046	690	9,719

Source: 2010 Census; ESRI; Detailed Tenure Crosstab by Urban Decision Group; VSI



Conventional Apartments

We identified and surveyed by telephone 37 conventional housing projects containing a total of 5,579 units within the preliminary Site PMA during our in-person survey in January 2020. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 98.5%, a high rate for rental housing. The following table summarizes the breakdown of conventional housing units surveyed within the Site PMA.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate	Under Construction
Market-rate	22	3,743	71	98.1%	0
Market-rate/Tax Credit	4	511	12	97.7%	0
Market-rate/Tax Credit/Government-Subsidized	1	216	0	100.0%	0
Tax Credit	2	122	0	100.0%	0
Tax Credit/Government-Subsidized	3	400	0	100.0%	0
Government-Subsidized	5	587	0	100.0%	0
Total	37	5,579	83	98.5%	0

Source: VSI Telephone Survey

As the preceding table illustrates, all project types identified within the Site PMA are reporting excellent occupancy rates ranging from 97.7% to 100.0%. This indicates a stable rental housing market. The following table summarizes the breakdown of market-rate and non-subsidized Tax Credit units surveyed within the Site PMA.

Market-rate						
Bedrooms	Baths	Units	Distribution	Vacant Units	Vacancy Rate	Median Gross Rent
Studio	1.0	93	2.2%	2	2.2%	\$822
One-Bedroom	1.0	1,330	32.1%	24	1.8%	\$821
Two-Bedroom	1.0	1,203	29.0%	31	2.6%	\$998
Two-Bedroom	1.5	359	8.7%	12	3.3%	\$869
Two-Bedroom	2.0	771	18.6%	6	0.8%	\$1,152
Three-Bedroom	1.0	26	0.6%	0	0.0%	\$895
Three-Bedroom	1.5	208	5.0%	3	1.4%	\$1,146
Three-Bedroom	2.0	157	3.8%	5	3.2%	\$1,406
Four-Bedroom	2.0	2	0.0%	0	0.0%	\$1,238
Total Market Rate		4,149	100%	83	2.0%	
Overall Median Market-rate Rent						\$977
Non-Subsidized Tax Credit						
Bedrooms	Baths	Units	Distribution	Vacant Units	Vacancy Rate	Median Gross Rent
Studio	1.0	10	3.4%	0	0.0%	\$679
One-Bedroom	1.0	126	43.0%	0	0.0%	\$707
Two-Bedroom	1.0	70	23.9%	0	0.0%	\$861
Two-Bedroom	2.0	75	25.6%	0	0.0%	\$1,030
Three-Bedroom	2.0	12	4.1%	0	0.0%	\$1,114
Total Tax Credit		293	100%	0	0.0%	
Overall Median Tax Credit Rent						\$842

Source: VSI Telephone Survey



Of these 4,442 non-subsidized units that were surveyed, 98.1% are occupied. This is an indication of a market with a stable level of rental demand with a modest vacancy rate. More specifically, the market-rate units are 98.0% occupied and the Tax Credit units are 100.0% occupied. The overall median Tax Credit gross rent of \$842 is 86.2% of the overall median market-rate gross rent of \$977.

Note that this survey was conducted by telephone and we could only reach the properties that offer conventional management. It is likely a large number of properties in the area with lower occupancy rates exist that we were not able to survey. Furthermore, the intent of this survey was to primarily survey the apartments most comparable to the proposed subject project.

The following is a distribution of non-subsidized units surveyed by year opened for the Site PMA:

Year Opened	Projects	Units	Vacancy Rate
Before 1970	7	917	1.9%
1970 to 1979	8	1,671	2.0%
1980 to 1989	4	392	1.0%
1990 to 1999	6	1,115	2.3%
2000 to 2009	2	204	1.5%
2010 to 2014	0	143	0.0%
2015	0	0	-
2016	0	0	-
2017	0	0	-
2018	0	0	-
2019	0	0	-
2020*	0	0	-
Total	29	4,442	1.9%

Source: VSI Telephone Survey

*As of January

Based on our telephone survey, only 347 conventional apartment units have been developed over the past 20 years. The greatest number of surveyed apartments units were built in the 1970s and 1990s. The proposed project will involve a partial (50-unit) adaptive reuse of a vacant school building and a partial new construction (50-unit) portion of development. It is likely that the proposed project will be perceived as one of the most modern apartment projects in the preliminary Pontiac Site PMA.

Tax Credit Comparables

We identified and surveyed 10 Low-Income Housing Tax Credit (LIHTC) projects within the Pontiac PMA during our telephone survey in January 2020. Note that several other LIHTC properties are within the Site PMA, but these properties could not be reached. Three of the surveyed projects target families and will not be perceived as directly comparable to the proposed senior site. The other seven LIHTC properties are age-restricted; however, three of these senior projects have subsidized Tax Credit units. While the site will offer a few subsidized/Tax Credit units, the majority of the proposed site will operate as non-subsidized Tax Credit. Thus, we have only considered the four surveyed senior-restricted Tax Credit projects that offer non-subsidized LIHTC units in the following comparable analysis.



In addition to the four senior-restricted Tax Credit comparables in the Site PMA, we have also surveyed and included one senior LIHTC project from just northeast of the Site PMA, in Auburn Hills.

These existing senior-restricted LIHTC projects are considered comparable with the proposed subject development in that they target households with similar incomes and ages to those that will be targeted at the subject site. These comparable properties and the proposed subject development are summarized as follows:

Comparable Senior Tax Credit Projects						
Map ID	Project Name	Year Opened/Renovated	Units	Occupancy Rate	Distance to Site	Waiting List
Site	Glenwood Senior Apts.	2021	100	100.0%	-	-
18	Villas at Oakland Woods	2006	34*	100.0%	3.7 miles	6-12 months
24	Elmhaven Manor	2004	43*	100.0%	3.4 miles	None
31	American House-Oakland	1990	33*	100.0%	2.9 miles	None
33	Colonial Meadows Apts.	1993 / 2008	82	100.0%	2.9 miles	7 households
901	Meadows of Auburn Hills	1997	120	100.0%	4.8 miles	6 months

Source: VSI Telephone Survey

900 Series map code is located outside the PMA

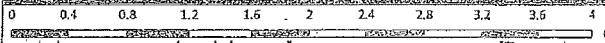
*Market-rate units not included

The comparable low-income housing projects surveyed have a combined occupancy rate of 100.0% and three of the five comparables have waiting lists of seven households or six to 12 months in length. Overall, there is pent-up market demand in the preliminary Pontiac Site PMA for additional affordable senior housing. Note that the Pontiac Site PMA has not experienced any senior-restricted Tax Credit new construction since 2006. The proposed project will introduce a modern senior LIHTC product that is currently not available.

The following map illustrates the subject site location relative to the locations of the comparable senior Tax Credit properties. Following the comparable properties locations map are profiles of the selected comparable Tax Credit projects.

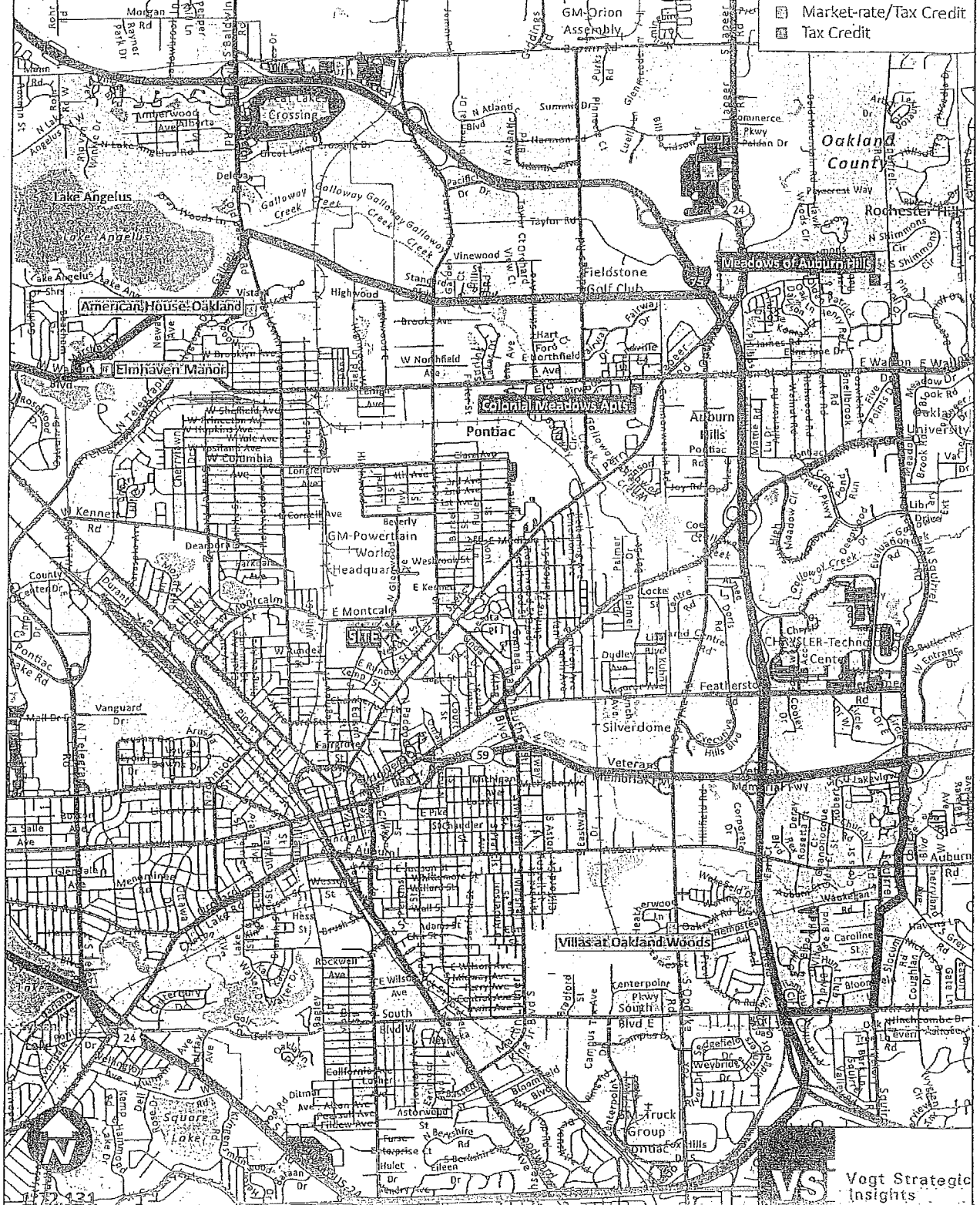


Pontiac, MI Comparable LIHTC Property Locations



Legend

- Project Site
- PMA
- Apartments
- Type**
- Market-rate/Tax Credit
- Tax Credit





Electric	Tenant	
Heating	Tenant	Gas
Hot Water	Tenant	Gas
Cooking	Tenant	Gas
Water	Landlord	
Sewer	Landlord	
Trash	Landlord	

Key Facts

Type Market-Rate & Tax Credit

Total Units 66

Occupancy 100.0%

Waiting List 6-12 months

Year Open 2006

Distance to Site 3.7 miles

Age Restriction Senior (55+)

Unit Amenities:

Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hookups, Patio/Deck/Balcony, Blinds, E-Call Button

Concessions:

No Rent Specials

Project Amenities:

On-site Management, Activity Room, Fitness Center, Computer/Business Center, Social Services, Wi-Fi

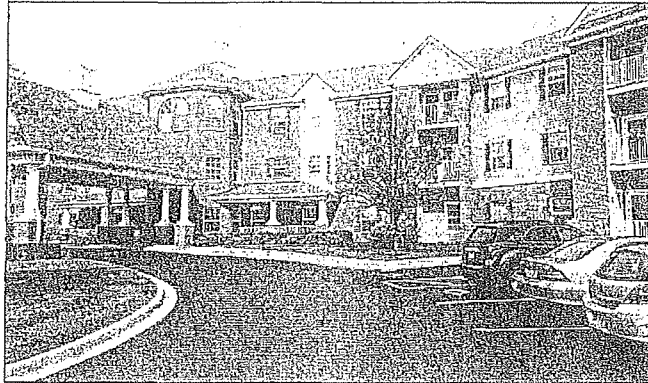
Remarks:

Market-rate (32 units); 60% AMI (34 units)

Villas at Oakland Woods

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent	AMI
						Unit	\$/Square Foot		
2	2	G	32	0	1,050	\$1,280	\$1.22	\$1,360	
2	2	G	34	0	1,050	\$950	\$0.90	\$1,030	60%





Electric	Tenant
Heating	Tenant
Hot Water	Tenant
Cooking	Tenant
Water	Landlord
Sewer	Landlord
Trash	Landlord

Key Facts

Type Market-Rate & Tax Credit
 Total Units 138
 Occupancy 97.8%
 Waiting List None
 Year Open 2004
 Distance to Site 3.4 miles
 Age Restriction Senior (55+)

Unit Amenities:

Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hookups, Patio/Deck/Balcony, Intercom, Blinds, E-Call Button

Concessions:

No Rent Specials

Project Amenities:

On-site Management, Laundry Facility, Activity Room, Fitness Center, Storage, Elevator, Social Services, Transportation, Movie Theater, Beauty Salon

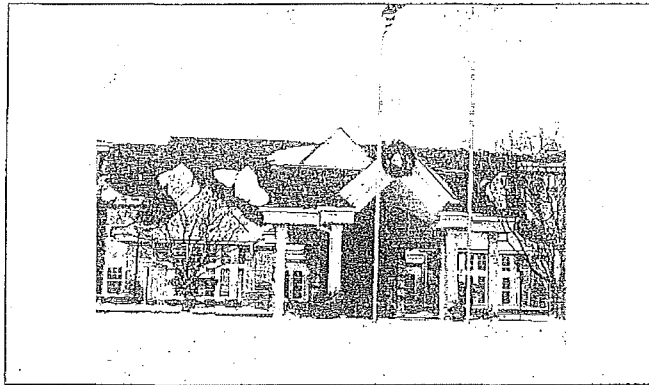
Remarks:

Market-rate (95 units); 60% AMI (43 units); Accepts HCV (2 units); 2-br units have dishwasher; Cottages have washer/dryer; Dinner: \$8.75; Packages available

Elmhaven Manor

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent	AMI
						Unit	\$ / Square Foot		
1	1	G	85	2	600	\$1,529	\$2.55	\$1,598	
1	1	G	28	0	600	\$827	\$1.38	\$896	60%
2	1	G	7	1	840	\$1,829	\$2.18	\$1,916	
2	2	G	3	0	1,020	\$1,899	\$1.86	\$1,986	
2	2	G	3	0	1,020	\$951	\$0.93	\$1,038	60%
2	1	G	12	0	840	\$997	\$1.19	\$1,084	60%





Electric	Tenant
Heating	Tenant
Hot Water	Tenant
Cooking	Tenant
Water	Landlord
Sewer	Landlord
Trash	Landlord

Key Facts
 Type Market-Rate & Tax Credit
 Total Units 163
 Occupancy 94.5%
 Waiting List None
 Year Open 1990
 Distance to Site 2.9 miles
 Age Restriction Senior (55+)

Unit Amenities:

Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Patio/Deck/Balcony, Intercom, Blinds, E-Call Button

Concessions:

No Rent Specials

Project Amenities:

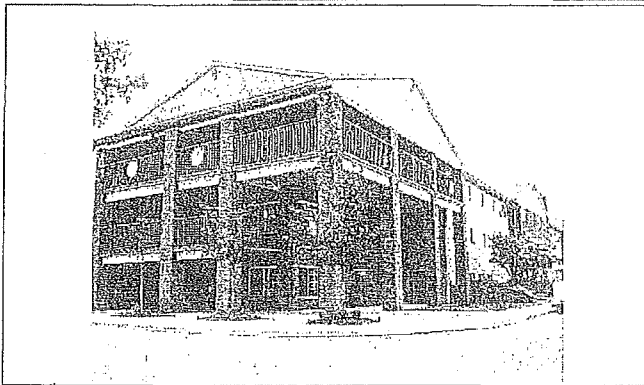
On-site Management, Laundry Facility, Lounge, Fitness Center, Elevator, Social Services, Movie Theater

Remarks:

Market-rate (130 units); 50% AMI (33 units); MRR & high rents include housekeeping & 3 meals per day; Low rents include 2 meals & housekeeping

American House-Oakland

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent	AMI
						Unit	\$ / Square Foot		
0	1	G	2	0	337	\$1,955	\$5.80	\$2,015	
0	1	G	10	0	450	\$619	\$1.38	\$679	50%
1	1	G	97	8	590	\$2,425	\$4.11	\$2,494	
1	1	G	15	0	590	\$658	\$1.12	\$727	50%
2	1	G	11	0	877-906	\$2,550	\$2.81 - \$2.91	\$2,637	
2	2	G	20	1	1,050	\$2,700	\$2.57	\$2,787	
2	1	G	8	0	877-906	\$774	\$0.85 - \$0.88	\$861	50%



Electric	Tenant
Heating	Landlord Gas
Hot Water	Landlord Gas
Cooking	Tenant Electric
Water	Landlord
Sewer	Landlord
Trash	Landlord

Key Facts

Type Tax Credit
 Total Units 82
 Occupancy 100.0%
 Waiting List 7 households
 Year Open 1993
 Renovated 2008
 Distance to Site 2.9 miles
 Age Restriction Senior (55+)

Unit Amenities:

Refrigerator, Range, Disposal, Window AC, Carpet, Blinds, E-Call Button

Concessions:

No Rent Specials

Project Amenities:

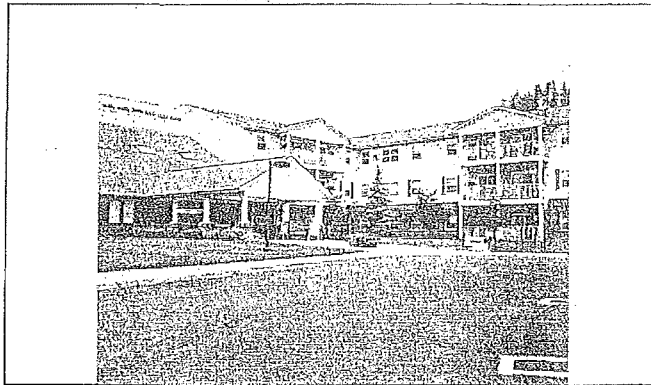
On-site Management, Laundry Facility, Activity Room, Kitchen, Fitness Center, Elevator

Remarks:

50% & 60% AMI; Accepts HCV (5 units) ; Home health care & light nursing care are available for an additional fee

Colonial Meadows Apts.

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent	AMI
						Unit	\$ / Square Foot		
1	1	G	9	0	564	\$647	\$1.15	\$680	50%
1	1	G	42	0	564	\$674	\$1.20	\$707	60%
2	1	G	7	0	816	\$773	\$0.95	\$819	50%
2	1	G	24	0	816	\$805	\$0.99	\$851	60%



Electric	Tenant
Heating	Landlord Gas
Hot Water	Landlord Gas
Cooking	Tenant Electric
Water	Landlord
Sewer	Landlord
Trash	Landlord

Key Facts

Type Tax Credit
 Total Units 120
 Occupancy 100.0%
 Waiting List 6 months
 Year Open 1997
 Distance to Site 4.8 miles
 Age Restriction Senior (55+)

Unit Amenities:

Refrigerator, Range, Disposal, Window AC, Carpet, Patio/Deck/Balcony, Intercom, Blinds, E-Call Button

Concessions:

No Rent Specials

Project Amenities:

On-site Management, Laundry Facility, Activity Room, Fitness Center, Elevator, Social Services, Beauty Salon

Remarks:

60% AMI; Accepts HCV (9 units); Catered dinners available twice per week: \$8

Meadows of Auburn Hills

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent	AMI
						Unit	\$/Square foot		
1	1	G	80	0	550	\$836	\$1.52	\$869	60%
2	1	G	40	0	803	\$999	\$1.24	\$1,045	60%



Gross rents (collected rents plus the cost of all utilities) for the comparable projects and the proposed rents at the subject site as well as their target market are listed in the following table:

Map ID	Project Name	Gross Rent/Per Square Foot (Number of Units/Vacancies)			Target Market
		Studio	One-Br.	Two-Br.	
Site	Glenwood Senior Apts.	\$668/\$1.48/SUB/30% (3/0) \$743/\$1.65/60% (13/0)	\$429/\$0.69/SUB/30% (7/0) \$429/\$0.69/30% (1/0) \$570/\$0.92/40% (11/0) \$715/\$1.16/50% (4/0) \$716/\$1.16/SUB/50% (5/0) \$855/\$1.38/60% (29/0) \$755/\$1.22/80% (17/0)	\$514/\$0.62/30% (1/0) \$515/\$0.62/SUB/30% (1/0) \$684/\$0.83/40% (2/0) \$858/\$1.04/50% (2/0) \$884/\$1.07/80% (4/0)	Families; 30%, 40%, 50%, 60% & 80% AMI & PBV
18	Villas at Oakland Woods	-	-	\$1,030/\$0.98/60% (34/0)	Seniors 55+; 60% AMI
24	Elmhaven Manor	-	\$896/\$1.49/60% (28/0)	\$1,038/\$1.02/60% (3/0) \$1,084/\$1.29/60% (12/0)	Seniors 55+; 60% AMI
31	American House-Oakland	\$679/\$1.51/50% (10/0)	\$727/\$1.23/50% (15/0)	\$861/\$0.95-\$0.98/50% (8/0)	Seniors 55+; 50% AMI
33	Colonial Meadows Apts.	-	\$680/\$1.21/50% (9/0) \$707/\$1.25/60% (42/0)	\$819/\$1.00/50% (7/0) \$851/\$1.04/60% (24/0)	Seniors 55+; 50% & 60% AMI
901	Meadows of Auburn Hills	-	\$869/\$1.58/60% (80/0)	\$1,045/\$1.30/60% (40/0)	Seniors 55+; 60% AMI

Source: VSI Telephone Survey

SUB – Subsidized (residents pay 30% of their incomes, as this is a government-subsidized property that also operates under the Tax Credit program)

900 Series map code is located outside the PMA

The gross rents at the proposed site will be comparable to those currently being achieved at the existing senior LIHTC projects. In fact, even the proposed gross rents at 80% AMI will be comparable to the 60% AMI gross rents currently being achieved. Considering the site will be the only senior LIHTC projects in the market to offer units at 80% AMI, the site will likely have a competitive market advantage, especially with rents that are similar to the existing 60% AMI rents. Additionally, it is likely that the proposed 80% AMI rents can be increased somewhat and still remain marketable.

The unit sizes (square footage) and number of bathrooms included in each of the comparable projects are compared with the proposed development in the following table.

Map ID	Project Name	Square Footage			Number of Baths		
		Studio	One-Br.	Two-Br.	Studio	One-Br.	Two-Br.
Site	Glenwood Senior Apts.	450	619	825	1.0	1.0	1.0
18	Villas at Oakland Woods	-	-	1,050	-	-	2.0
24	Elmhaven Manor	-	600	840 - 1,020	-	1.0	1.0 - 2.0
31	American House-Oakland	337 - 450	590	877 - 1,050	1.0	1.0	1.0 - 2.0
33	Colonial Meadows Apts.	-	564	816	-	1.0	1.0
901	Meadows of Auburn Hills	-	550	803	-	1.0	1.0

Source: VSI Telephone Survey

900 Series map codes located outside the PMA

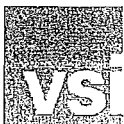


The proposed unit sizes of 450 square feet for a studio unit, 619 for a one-bedroom unit and 825 for a two-bedroom unit will be considered appropriate for the target market. The studio and one-bedroom units will be among the largest of the comparable senior studio and one-bedroom units. The two-bedroom units will be smaller than many of the comparable senior two-bedroom units; however, we do not believe this is significant as seniors are typically less concerned with unit size and more concerned with location, unit layouts, amenities and features. Overall, the proposed unit sizes and number of bathrooms offered will enable the proposed project to compete well in the market.

The following table compares the appliances and the unit and project amenities of the existing Tax Credit properties in the market.



Map ID	18	24	31	33	901
Project Name	Villas at Oakland Woods	Elmhaven Manor	American House-Oakland	Colonial Meadows Apts.	Meadows of Auburn Hills
Appliances					
Refrigerator	X	X	X	X	X
Icemaker					
Dishwasher	X	S	X		
Disposal	X	X	X	X	X
Range	X	X	X	X	X
Appliance Type	White	White	White	White	White
Unit Amenities					
AC - Central	X	X	X		
AC - Thru Wall				X	X
Floor Coverings	Carpet	Carpet	Carpet	Carpet	Carpet
Window Treatments	Blinds	Blinds	Blinds	Blinds	Blinds
Washer/Dryer		S			
Washer/Dryer Hookups	X	S			
Patio/Deck/Balcony	X	X	X		X
Security (Unit)		Call Button Intercom	Call Button Intercom		Call Button Intercom
Parking Options					
Attached Garage	X	S			
Surface Parking	X	X	X	X	X
Carport		O	O	O	O
Project Amenities					
On-site Management	X	X	X	X	X
Laundry		X	X	X	X
Community Space	Activity Room	Activity Room	Lounge	Activity Room Kitchen	Activity Room
Fitness Center	X	X	X	X	X
Computer/Business Center	X				
Storage		O			
Elevator		X	X	X	X
Services	Social Services	Social Services Transportation	Social Services		Social Services
Community Features	Wi-Fi				
Movie Theater		X	X		
Beauty Salon		X			X



Market-rate Comparables

We identified seven market-rate properties within the preliminary Site PMA that we consider potentially comparable to the proposed development in terms of unit types and sizes offered. It is important to note that for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units without maximum income and rent restrictions.

The subject development and the seven selected properties include the following:

Map ID	Project Name	Year Opened/Renovated	Total Units	Occupancy Rate	Unit Mix (Occupancy Rate)			
					Studio	One Br.	Two Br.	Three Br.
Site	Glenwood Senior Apts.	2021	100	-	16	74	10	-
4	Lafayette Place Lofts	2012	46	100.0%	-	36 (100.0%)	10 (100.0%)	-
5	Auburn Square	2014	97	100.0%	41 (100.0%)	39 (100.0%)	17 (100.0%)	-
11	30 North Lofts	1964 / 2001	24	100.0%	8 (100.0%)	14 (100.0%)	2 (100.0%)	-
14	Cherokee Hills	1974	147	95.9%	-	86 (95.3%)	61 (96.7%)	-
21	Wind Song Apts.	1975 / 2016	176	99.4%	-	44 (100.0%)	86 (98.8%)	46 (100.0%)
26	Auburn Heights	1978 / 2016	256	97.7%	-	152 (97.4%)	104 (98.1%)	-
29	Bloomfield Square	1972 / 2015	256	98.8%	-	96 (100.0%)	160 (98.1%)	-

Source: VSI Telephone Survey






Shaded properties offer elevator-served building designs

The seven selected market-rate projects have a combined total of 1,002 units with an overall occupancy rate of 98.4%. Only Cherokee Hills has an occupancy rate below 97.7%. Note that although none of the comparable projects are restricted to seniors, they all offer one- and two-bedroom garden-style units that are conceptually comparable to the proposed project. In addition, two of the comparables (Lafayette Place Lofts and 30 North Lofts) offer elevator-served building designs, similar to the proposed site.

The following map illustrates the subject site location relative to the locations of the comparable market-rate properties. Following the comparable properties locations map are profiles of the selected comparable market-rate projects.

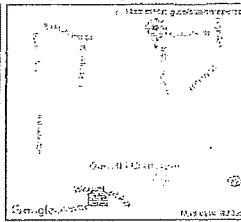
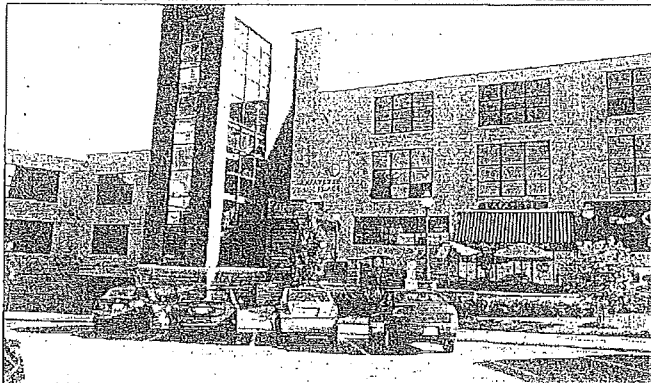


Pontiac, MI Comparable Market-rate Property Locations

- Legend**
-  Project Site
 -  PMA
 -  Apartments
 -  Type
 -  Market-rate

0 0.4 0.8 1.2 1.6 2 2.4 2.8 3.2 3.6 4 4.4 4.8 Miles





Key Facts

Type Market-Rate
 Total Units 46
 Occupancy 100.0%
 Waiting List None
 Year Open 2012
 Distance to Site 1.3 miles
 Age Restriction None

Electric	Tenant
Heating	Tenant Gas
Hot Water	Tenant Electric
Cooking	Tenant Electric
Water	Landlord
Sewer	Landlord
Trash	Landlord

Unit Amenities:

Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Washer & Dryer, Washer/Dryer Hookups, Patio/Deck/Balcony, Vaulted Ceilings

Concessions:

No Rent Specials

Project Amenities:

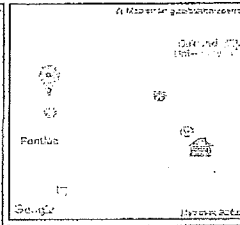
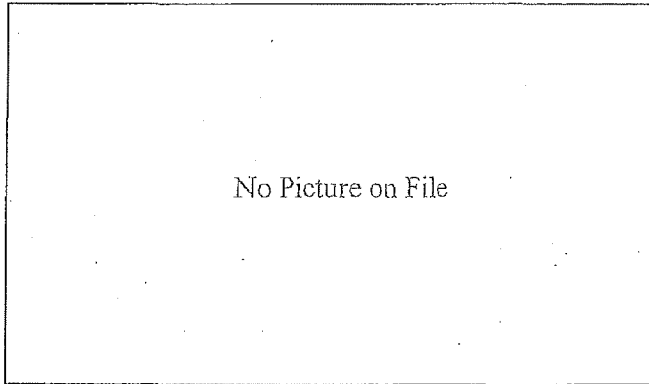
On-site Management, Lounge, Elevator, Surveillance Cameras, Controlled Access, Dog Park/Pet Care Areas, Retail/Restaurant

Remarks:

Does not accept HCV

Lafayette Place Lofts

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent
						Unit	\$/Square Foot	
1	1	G	36	0	566 - 850	\$940 - \$960	\$1.13 - \$1.66	\$1,023 - \$1,043
2	1	G	10	0	900 - 1,300	\$1,100 - \$1,450	\$1.12 - \$1.22	\$1,207 - \$1,557



Key Facts

Type Market-Rate
 Total Units 97
 Occupancy 100.0%
 Waiting List 3-9 months
 Year Open 2014
 Distance to Site 4.7 miles
 Age Restriction None

Electric	Tenant	Electric
Heating	Tenant	Electric
Hot Water	Tenant	Electric
Cooking	Tenant	Electric
Water	Landlord	
Sewer	Landlord	
Trash	Landlord	

Unit Amenities:

Refrigerator, Range, Microwave, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hookups, Patio/Deck/Balcony, Blinds

Concessions:

No Rent Specials

Project Amenities:

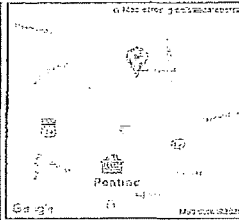
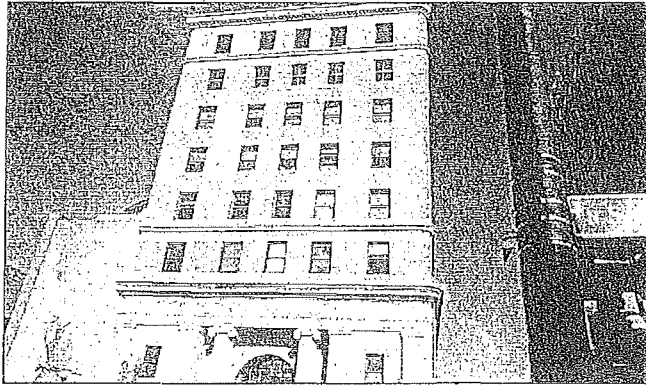
On-site Management, Fitness Center, Controlled Access

Remarks:

Does not accept HCV

Auburn Square

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent
						Unit	\$/Square Foot	
0	1	G	41	0	456	\$743 - \$758	\$1.63 - \$1.66	\$822 - \$837
1	1	G	39	0	643 - 966	\$952 - \$1,220	\$1.26 - \$1.48	\$1,043 - \$1,311
2	2	G	17	0	1,036 - 1,318	\$1,318 - \$1,535	\$1.16 - \$1.27	\$1,441 - \$1,658



Electric	Landlord
Heating	Landlord Gas
Hot Water	Landlord Gas
Cooking	Landlord Electric
Water	Landlord
Sewer	Landlord
Trash	Landlord

Key Facts

Type Market-Rate
 Total Units 24
 Occupancy 100.0%
 Waiting List 10 households
 Year Open 1964
 Renovated 2001
 Distance to Site 1.4 miles
 Age Restriction None

Unit Amenities:

Refrigerator, Range, Dishwasher, Disposal, Microwave, Central AC, Ceiling Fan, Intercom, Blinds, Jacuzzi Tub

Concessions:

No Rent Specials

Project Amenities:

Laundry Facility, Elevator, Controlled Access

Remarks:

Does not accept HCV; Formerly Central National Bank; Mixed-use, office space & banquet facility

30 North Lofts

BRs	Baths	Type	Units	Vacant	Square Feet	collected Rent		Gross Rent
						Unit	\$/Square Foot	
0	1	G	8	0	495	\$875	\$1.77	\$830
1	1	G	14	0	600-650	\$1,010 - \$1,140	\$1.68 - \$1.75	\$947 - \$1,077
2	2	G	2	0	1,654	\$1,760	\$1.06	\$1,681

MC-14 Cherokee Hills

2750 Cherokee Dr., Waterford Twp., MI 48328

(248) 681-3309



Electric	Tenant
Heating	Landlord Gas
Hot Water	Landlord Gas
Cooking	Tenant Electric
Water	Landlord
Sewer	Landlord
Trash	Landlord

Key Facts

Type Market-Rate
 Total Units 147
 Occupancy 95.9%
 Waiting List None
 Year Open 1974
 Distance to Site 4.4 miles
 Age Restriction None

Unit Amenities:

Refrigerator, Range, Dishwasher, Disposal, Window AC, Carpet, Patio/Deck/Balcony, Ceiling Fan, Blinds

Concessions:

No Rent Specials

Project Amenities:

Swimming Pool, On-site Management, Laundry Facility, Controlled Access

Remarks:

Does not accept HCV; 2-br units have carport & patio

Cherokee Hills

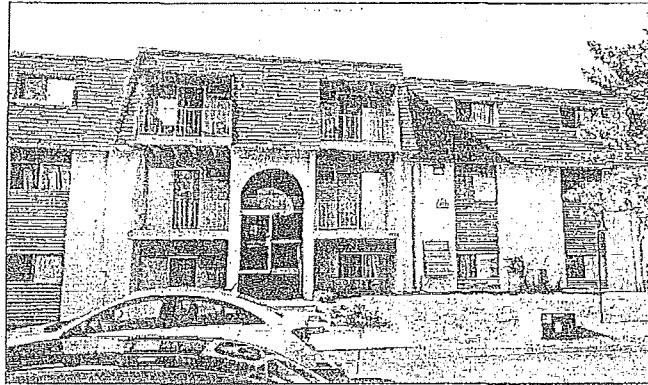
BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent
						Unit	\$/Square Foot	
1	1	G	58	3	800	\$719	\$0.90	\$752
1	1	G	28	1	900	\$825	\$0.92	\$858
2	1	G	32	2	1,000	\$819	\$0.82	\$865
2	1	G	14	0	1,100	\$869	\$0.79	\$915
2	1	G	15	0	1,250	\$900	\$0.72	\$946



Vogt Strategic Insights

Survey Date: January 2020

Comparable Property Profiles



Electric	Tenant
Heating	Landlord Gas
Hot Water	Landlord Gas
Cooking	Tenant Electric
Water	Tenant
Sewer	Tenant
Trash	Tenant

Key Facts

Type Market-Rate
 Total Units 176
 Occupancy 99.4%
 Waiting List None
 Year Open 1975
 Renovated 2016
 Distance to Site 2.8 miles
 Age Restriction None

Unit Amenities:

Refrigerator, Range, Dishwasher, Disposal, Microwave, Window AC, Carpet, Patio/Deck/Balcony, Blinds

Concessions:

No Rent Specials

Project Amenities:

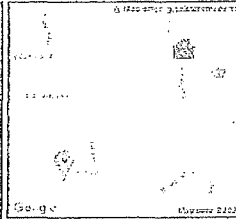
Swimming Pool, On-site Management, Laundry Facility, Clubhouse, Lounge, Fitness Center, Playground, Tennis Court(s), Computer/Business Center, Wi-Fi

Remarks:

Accepts HCV (40 units); 2-br units have walk-in closets

Wind Song Apts.

BR	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent
						Unit	\$ / Square Foot	
1	1	G	44	0	765	\$825	\$1.08	\$921
2	1	G	46	0	875	\$895	\$1.02	\$1,036
2	2	G	40	1	990 - 1,025	\$980	\$0.96 - \$0.99	\$1,121
3	2	G	46	0	1,200	\$1,150	\$0.96	\$1,350



Electric	Tenant
Heating	Tenant Gas
Hot Water	Tenant Gas
Cooking	Landlord Gas
Water	Landlord
Sewer	Landlord
Trash	Landlord

Key Facts

Type Market-Rate
 Total Units 256
 Occupancy 97.7%
 Waiting List None
 Year Open 1978
 Renovated 2016
 Distance to Site 2.5 miles
 Age Restriction None

Unit Amenities:

Refrigerator, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hookups, Patio/Deck/Balcony, Blinds

Concessions:

No Rent Specials

Project Amenities:

Swimming Pool, On-site Management, Clubhouse, Lounge, Security Gate, Surveillance Cameras

Remarks:

Does not accept HCV; Tenants pay portion of water & gas

Auburn Heights

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent
						Unit	\$/Square Foot	
1	1	G	152	4	750	\$895	\$1.19	\$957
2	1	G	104	2	900	\$965	\$1.07	\$1,042



Electric	Tenant	Electric
Heating	Tenant	Electric
Hot Water	Tenant	Electric
Cooking	Tenant	Electric
Water	Landlord	
Sewer	Landlord	
Trash	Landlord	

Key Facts

Type Market-Rate
 Total Units 256
 Occupancy 98.8%
 Waiting List None
 Year Open 1972
 Renovated 2015
 Distance to Site 5.3 miles
 Age Restriction None

Unit Amenities:

Refrigerator, Range, Dishwasher, Central AC, Carpet, Ceiling Fan, Blinds

Concessions:

No Rent Specials

Project Amenities:

Swimming Pool, On-site Management, Laundry Facility, Fitness Center, Storage, Controlled Access

Remarks:

Does not accept HCV; 2-br units have dishwasher

Bloomfield Square

BRs	Baths	Type	Units	Vacant	Square Feet	Collected Rent		Gross Rent
						Unit	\$/Square Foot	
1	1	G	96	0	900	\$974	\$1.08	\$1,065
2	1	G	160	3	1,100	\$1,160	\$1.05	\$1,283

The following compares the gross rents of the comparable market-rate projects with the proposed gross rents at the site.

Map ID	Project Name	Gross Rents (Units)			
		Studio	One-Br	Two-Br	Three-Br
			\$429/SUB/30% (7)		
			\$429/30% (1)		
			\$570/40% (11)	\$514/30% (1)	
			\$715/50% (4)	\$515/SUB/30% (1)	
			\$716/SUB/50% (5)	\$684/40% (2)	
		\$668/SUB/30% (3)	\$855/60% (29)	\$858/50% (2)	
Site	Glenwood Senior Apts.	\$743/60% (13)	\$755/80% (17)	\$884/80% (4)	
4	Lafayette Place Lofts	-	\$1,023-\$1,043 (36)	\$1,207-\$1,557 (10)	-
5	Auburn Square	\$822-\$837 (41)	\$1,043-\$1,311 (39)	\$1,441-\$1,658 (17)	-
11	30 North Lofts	\$830 (8)	\$947-\$1,077 (14)	\$1,681 (2)	-
14	Cherokee Hills	-	\$752-\$858 (86)	\$865-\$946 (61)	-
21	Wind Song Apts.	-	\$921 (44)	\$1,036-\$1,121 (86)	\$1,350 (46)
26	Auburn Heights	-	\$957 (152)	\$1,042 (104)	-
29	Bloomfield Square	-	\$1,065 (96)	\$1,283 (160)	-

Source: VSI Telephone Survey
 Shaded properties offer elevator-served building designs

Based on a review of current gross rents among the conventional market-rate alternatives in the Pontiac area, the proposed rents will represent significant values. It is likely that the project has the ability to achieve rents close to the programmatic maximum allowable levels in the 30%, 40%, 50% and 60% AMI units. While the proposed 80% AMI rents should not be set at the maximum allowable programmatic levels, they can be increased well beyond the currently proposed levels. Typically, 60% AMI Tax Credit rents need to be set 10% or more below achievable market rents to ensure that the project will have an adequate flow of tenants. However, the 80% AMI rents do not need to represent as significant of a value. It is likely that a value to market of at least 5% would be sufficient in this market, considering the high occupancy rates, increasing demographic trends and overall strength of the market.

Planned or Proposed

Based on our interviews with local building and planning representatives, and our review of the MSHDA Tax Credit properties list, there are no senior-restricted LIHTC projects currently in the pipeline or under construction. Given the increasing senior demographic trends and the 100% occupancy rate among existing senior affordable rental units, we believe the proposed project will help to meet a small portion of the pent-up market demand.

Demographic Demand Analysis

Under the Low-Income Housing Tax Credit program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Income (AMI), depending upon household size. The subject project is located in the Detroit-Warren-Livonia, Michigan Metropolitan Statistical Area (MSA), which has a four-person median household income of \$76,300 for 2019.



For the purpose of forecasting demographic demand for the subject project, we assume most units at the site will target senior households age 55 and older earning up to 30%, 40%, 50%, 60% and 60% of AMI. The following table summarizes the maximum allowable income by household size for the Detroit-Warren-Livonia, Michigan MSA:

2019 HUD Income Limits – Detroit-Warren-Livonia, MI					
HUD Metro FMR Area					
Household Size	30%	40%	50%	60%	80%
One-Person	\$16,050	\$21,400	\$26,750	\$32,100	\$42,750
Two-Person	\$18,330	\$24,440	\$30,550	\$36,660	\$48,850
Three-Person	\$20,610	\$27,480	\$34,350	\$41,220	\$54,950
Four-Person	\$22,890	\$30,520	\$38,150	\$45,780	\$61,050
Five-Person	\$24,750	\$33,000	\$41,250	\$49,500	\$65,950
2019 Median Four-Person Household Income: \$26,300					

We assume the age-restricted subject project will offer studio, one- and two-bedroom units that are expected to house up to two-person senior households. As such, the maximum allowable income considered for residency at the subject development is \$48,850 at 80% AMI.

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Generally, market-rate properties require a lower rent-to-income ratio, while an acceptable rent-to-income ratio for low-income family households is typically 35% and an acceptable rent-to-income ratio for seniors is typically 40%.

Assuming management qualifies households with a rent-to-income ratio of 40%, the minimum annual household requirements to reside at the subject project is \$12,870. This assumes the lowest gross rent to be charged at the subject project is \$429, which is the one-bedroom maximum allowable Tax Credit rent targeting households earning up to 30% of AMI. However, the site will offer subsidized units that will have the ability to target households with little to no income. The following table summarizes the income-appropriate ranges required to live at the subject site.

Program (AMI Level)	Income Range	
	Minimum	Maximum
Subsidized/Tax Credit (Limited to 30% AMI)	\$0	\$18,330
Tax Credit (Limited to 30% AMI)	\$12,870	\$18,330
Tax Credit (Limited to 40% AMI)	\$17,100	\$24,440
Tax Credit (Limited to 50% AMI)	\$20,040	\$30,550
Tax Credit (Limited to 60% AMI)	\$22,290	\$36,660
Tax Credit (Limited to 80% AMI)	\$22,650	\$48,850
Overall Non-Subsidized Tax Credit	\$12,870	\$48,850

The proposed project is anticipated to be developed and open in 2021. Based on the household projections found in the Demographic Characteristics and Trends section of this report, there will be an estimated 2,337 renter households within the preliminary Pontiac Site PMA with qualifying incomes under the Tax Credit program guidelines. The following table summarizes the basic capture rates among age- and income-eligible renter households at each of the targeted income segments.

Basic Senior (Age 55+) Renter Capture Rates			
Program (AMI Level)	Number of Proposed Units	Age and Income-Eligible Renters 2021	Basic Senior Renter Capture Rate
Subsidized/Tax Credit (Limited to 30% AMI) \$0 - \$18,330	16	/ 3,015	= 0.5%
Tax Credit (Limited to 30% AMI) \$12,870 - \$18,330	10	/ 759	= 1.7%
Tax Credit (Limited to 40% AMI) \$17,100 - \$24,440	13	/ 707	= 1.8%
Tax Credit (Limited to 50% AMI) \$20,040 - \$30,550	14	/ 609	= 1.8%
Tax Credit (Limited to 60% AMI) \$22,290 - \$36,660	42	/ 818	= 5.1%
Tax Credit (Limited to 80% AMI) \$22,650 - \$48,850	21	/ 1,164	= 1.8%
Overall Non-Subsidized Tax Credit \$12,870 - \$48,850	100	/ 2,337	= 4.3%

The subsidized capture rate of 0.5% is considered very low and an indication of sufficient demographic support. The proposed 30%, 40%, 50% and 80% AMI capture rates of just 1.7% and 1.8% are also considered very low and supportable. Note that if/when the proposed 80% AMI rents are increased, as recommended in this analysis, the capture rate will likely also increase. However, we believe it will remain lower than the 60% AMI capture rate. Although the 60% AMI capture rate of 5.1% is notably higher than the other targeted income categories' capture rates, it is still considered low and achievable. Overall, sufficient demographic support exists in the preliminary Pontiac Site PMA for the successful development of the proposed project.

Pursuant to MSHDA market study requirements, we have calculated an unduplicated demand, based on their required methodology and format. This unduplicated demand is summarized as follows:



Demand Summary by Income Level - Renters

Area Median Income Targeting	PEV	30% AMI	40% AMI	50% AMI	50% AMI	80% AMI	Total LIHTC
Minimum Income (based on lowest rent serving income band)	\$0	\$12,870	\$17,715	\$22,240	\$26,420	\$29,655	\$12,870
Maximum Income (based on information from MSHDA)	\$12,870	\$17,715	\$22,240	\$26,420	\$29,655	\$48,850	\$48,850
A. Demand From Existing Renter Households							
1 Number of existing households for current year	30,828	30,828	30,828	30,828	30,828	30,828	30,828
2 Renter percentage based upon most current Census data	48.7%	48.7%	48.7%	48.7%	48.7%	48.7%	48.7%
3 Number of renters for current year	15,013	15,013	15,013	15,013	15,013	15,013	15,013
4 Income-Qualification percentage	8.8%	4.5%	3.1%	1.9%	1.5%	4.6%	15.6%
5 Number of income-qualified renter households	1321.165	675.5956	465.4103	285.2515	225.1985	690.6089	2,342
6 Movership rate, the estimated percentage of renter households that move into different rental units in a given year	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
7 Estimated annual demand from existing rental households	264	135	93	57	45	138	468
B. Demand from Existing Owner Households							
8 Number of existing households for current year	30,828	30,828	30,828	30,828	30,828	30,828	30,828
9 Owner percentage based upon most current Census data	51.3%	51.3%	51.3%	51.3%	51.3%	51.3%	51.3%
10 Number of owners for current year	15,815	15,815	15,815	15,815	15,815	15,815	15,815
11 Income-qualification percentage	6.5%	350.0%	3.3%	3.1%	2.4%	12.4%	24.8%
12 Number of income-qualified owner households	1,028	55,352	522	490	380	1,961	3,922
13 Movership rate, the estimated percentage of owner households that move into rental units in a given year	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
14 Estimated annual demand from existing owner households	31	1661	16	15	11	59	118
C. Demand from New Households:							
15 Number of households projected to exist at market entry	31,112	31,112	31,112	31,112	31,112	31,112	31,112
16 Number of existing households in current year	30,828	30,828	30,828	30,828	30,828	30,828	30,828
17 Number of new households	284	284	284	284	284	284	284
18 Years between current year and market entry	3	3	3	3	3	3	3
19 Annual growth in households	95	95	95	95	95	95	95
20 Renter percentage estimate for market entry year	48.2%	48.2%	48.2%	48.2%	48.2%	48.2%	48.2%
21 Annual growth increment in renter households	46	46	46	46	46	46	46
22 Income qualification percentage	8.8%	4.5%	3.1%	1.9%	1.5%	4.6%	15.6%
23 Number of income-qualified new renters per year	4	2	1	1	1	2	7
D. Total Demand Estimate							
	299	1,798	110	73	57	199	593
E. Demand Analysis							
24 Number of Units Proposed	16	10	13	14	42	21	100
25 Penetration Rate (# units proposed/# income qualified HH)	0.7%	0.0%	1.3%	1.8%	6.9%	0.8%	1.6%
26 Number of comparable pipeline units	0	0	0	0	0	0	0
27 Capture Rate (# units proposed+ # comparable pipeline units)/demand estimate	5.3%	0.6%	11.8%	19.3%	73.5%	10.6%	16.9%
28 Number of existing comparable units constructed since 2010	0	0	0	0	0	0	0
29 Saturation Rate (# units+ # comparable pipeline units+ # existing comparable units constructed since 2010)/demand estimate	5.3%	0.6%	11.8%	19.3%	73.5%	10.6%	16.9%

Based on the MSHDA unduplicated demand, the 60% AMI units are the most vulnerable to future competition. At 73.5% for the capture rate and saturation rate, it would benefit the site to offer fewer 60% AMI units.

We have considered the 192 existing, non-subsidized, senior-restricted Tax Credit units in the market when evaluating the achievable senior capture rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and proposed senior Tax Credit units is \$12,870 to \$48,850. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, an estimated 2,337 senior-restricted (age 55 and older) renter households will have eligible incomes in 2021. The 276 existing and proposed senior, non-subsidized Tax Credit units represent a penetration rate of 11.8% of the 2,337 income-eligible renter households, which is summarized in the following table.

	Senior Tax Credit Penetration Rate (\$12,870 - \$48,850)
Number of LIHTC Units (Proposed and Existing)	276
Income-Eligible Renter Households – 2021	/ 2,337
Overall Senior LIHTC Penetration Rate	= 11.8%

It is our opinion that the 11.8% senior, non-subsidized Tax Credit penetration rate is achievable, especially considering the existing senior LIHTC units are 100% occupied and some currently maintain waiting lists. Note that the above calculation excludes the 16 proposed subsidized units at the site. In the unlikely event these units lost their subsidy, the non-subsidized senior LIHTC penetration rate would increase to 12.5% (= 292 / 2,337). Overall, sufficient demographic support exists in the preliminary Site PMA for the proposed subject units.

Conclusions

The subject site is located in a preliminary PMA where most of the surveyed product is performing very well. In fact, the affordable rental units surveyed are all 100.0% occupied, indicating pent-up market demand for additional affordable housing. Note that three of the five comparable senior Tax Credit projects currently have waiting lists of seven households or six to 12 months in length. Overall, there is pent-up market demand in the preliminary Pontiac Site PMA for additional affordable senior housing.

The Pontiac Site PMA has not experienced any senior-restricted Tax Credit new construction since 2006. The proposed project, which is anticipated to open in 2021, will introduce a modern senior LIHTC product that is currently not available.

An evaluation of the rents being achieved at the most comparable senior Tax Credit projects and the most comparable market-rate projects was conducted. Based on our evaluation, it appears that some of the proposed rents have the potential to be increased. The following table summarizes the potential achievable collected rents based on the proposed targeted income levels and unit mix.



Glenwood Senior Apartments (Proposed Site) – Potential/Achievable Collected Rents					
Total Units	Bedrooms/Baths	Percent of AMI	Proposed Collected Rents	Potential/Achievable Collected Rents	Maximum** LIHTC Collected Rents
3	Studio/1.0-bath	50%*	\$590	\$590	\$590
13	Studio/1.0-bath	60%	\$665	\$695 (+\$30)	\$724
1	1-br./1.0-bath	30%	\$339	\$339	\$339
7	1-br./1.0-bath	30%*	\$339	\$339	\$339
11	1-br./1.0-bath	40%	\$480	\$483 (+\$3)	\$483
4	1-br./1.0-bath	50%	\$625	\$626 (+\$1)	\$626
5	1-br./1.0-bath	50%*	\$626	\$626	\$626
29	1-br./1.0-bath	60%	\$765	\$769 (+\$4)	\$769
17	1-br./1.0-bath	80%	\$665	\$850 (+\$185)	\$1,056
1	2-br./1.0-bath	30%	\$395	\$396 (+\$1)	\$396
1	2-br./1.0-bath	30%*	\$396	\$396	\$396
2	2-br./1.0-bath	40%	\$565	\$568 (+\$3)	\$568
2	2-br./1.0-bath	50%	\$739	\$739	\$739
4	2-br./1.0-bath	80%	\$765	\$950 (+\$185)	\$1,255

100

Source: Wallick Companies

AMI – Area Median Income (Detroit-Warren-Livonia, Michigan HUD FMR Area)

*Subsidized units in which residents pay 30% of their income to rent, rather than the programmatic maximum allowable rents illustrated in the table

**Adjusted to reflect "collected rents" by subtracting the cost of utilities at the subject site from the maximum gross rents

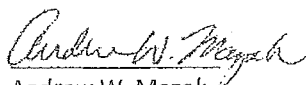
Green shaded rows denote 4% Bond units

As stated in this analysis, it is likely that the project has the ability to achieve rents close to the programmatic maximum allowable levels in the 30%, 40%, 50% and 60% AMI units. While the proposed 80% AMI rents should not be set at the maximum allowable programmatic levels, they can be increased well beyond the currently proposed levels. Typically, 60% AMI Tax Credit rents need to be set 10% or more below achievable market rents to ensure that the project will have an adequate flow of tenants. However, the 80% AMI rents do not need to represent as significant of a value. It is likely that a value to market of at least 5% would be sufficient in Pontiac, considering the high occupancy rates among comparables, the increasing demographic trends and overall strength of the market.

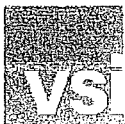
Overall, sufficient demographic support and market demand exist in the preliminary Pontiac Site PMA to support the proposed subject project.

The findings of this report are considered preliminary and could be further evaluated with a full market study, including a personal inspection of the Site PMA and the area's rental product. This analysis assumes the subject project will be developed as outlined in this report. Please do not hesitate to contact us with any additional questions.

Sincerely,



Andrew W. Mazak
Vogt Strategic Insights

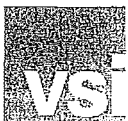


A. Telephone Survey of Conventional Rentals

The following section is a telephone survey of conventional rental properties in the preliminary Site PMA. These properties were identified through a variety of sources, including area apartment guides, government agencies and our own field inspection. The intent of this field survey is to evaluate the overall strength of the existing rental market, identify trends impacting future development and to identify those properties considered most comparable to the subject site. The field survey has been organized by project type; properties are color coded to reflect this and designated as market-rate, Tax Credit, government-subsidized or a combination of these three property types. The field survey is assembled as follows:









- A color-coded map indicating each property surveyed and the project type followed by a list of properties surveyed.
- Distribution of non-subsidized and subsidized units and vacancies in properties surveyed.
- Properties surveyed by name, address, telephone number, project type, key amenities, year built or renovated (if applicable), number of floors, total units, occupancy rate, quality rating, rent incentives and Tax Credit designation. Housing Choice Vouchers and Rental Assistance are also noted here.
- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type and bedroom.
- Calculations of rent per square foot (all utilities are adjusted to reflect similar utility responsibility). Data is summarized by unit type.
- The distribution of market-rate and non-subsidized Tax Credit units are provided by quality rating, unit type and number of bedrooms. The median rent by quality ratings and bedrooms is also reported. Note that rents are adjusted to reflect common utility responsibility.
- An analysis of units added to the area by project construction date and, when applicable, by year of renovation.
- Aggregate data and distributions for all non-subsidized properties are provided for appliances, unit amenities and project amenities.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

Note that other than the property listing following the map, data is organized by project types. Market-rate properties (blue designation) are first followed by variations of market-rate and Tax Credit properties. Non-government subsidized Tax Credit properties are red and government-subsidized properties are yellow. See the color codes at the bottom of each page for specific project types.



Pontiac, MI Apartment Locations

Legend

-  Project Site
-  PMA
- Apartments
- Type
-  Government-subsidized
-  Market-rate
-  Market-rate/Tax Credit
-  Tax Credit
-  Tax Credit/Government-subsidized
-  Market-rate/Tax Credit/Govt-sub



Map Identification List

Map ID	Project Name	Project Type	QR	Year Built/ Renovated	Total Units	Vacant	Occupancy Rate	DTS
1	McDonald Senior Apts.	GSS	N	2003	50	0	100.0%	1.1
2	Cornerstone	MRR	C	1965 / 2015	252	13	94.8%	0.9
3	Oakland Hills Twnhms.	MRR	B+	1955 / 2014	235	0	100.0%	0.9
4	Lafayette Place Lofts	MRR	B	2012	46	0	100.0%	1.3
5	Auburn Square	MRR	N	2014	97	0	100.0%	4.7
6	Bloomfield Villas Apts.	MRR	N	1992 / 2008	462	0	100.0%	5.4
7	Meadow Creek Village	GSS	N	1995	60	0	100.0%	4.3
8	Beacon Square Apts. & Twnhms.	TAX	B	1924 / 2008	40	0	100.0%	1.3
9	Cedargate Apts.	MRR	B-	1984 / 2003	93	0	100.0%	4.3
10	Pontiac Townhouses Cooperative	GSS	N	1968 / 2016	40	0	100.0%	1.4
11	30 North Lofts	MRR	B-	1964 / 2001	24	0	100.0%	1.4
12	Bloomfield Hills Townhouse Cooperative	MRR	N	1962 / 2019	280	0	100.0%	3.6
13	Pike Street Apts.	MRR	B	1928 / 2016	22	1	95.5%	1.5
14	Cherokee Hills	MRR	B-	1974	147	6	95.9%	4.4
15	Phoenix Place Apts.	TGS	C	1984 / 2008	200	0	100.0%	1.9
16	University Place Apts.	MRR	B	1989	89	4	95.5%	2.3
17	Lakeland Place	GSS	B	1998	200	0	100.0%	3.5
18	Villas at Oakland Woods	MRT	B+	2006	66	0	100.0%	3.7
19	Lancaster Village Apts.	GSS	N	1969	237	0	100.0%	2.4
20	Crystal Lake Apts.	MRT	B+	1989	144	0	100.0%	3.5
21	Wind Song Apts.	MRR	C	1975 / 2016	176	1	99.4%	2.8
22	Village of Oakland Woods	TMG	B+	1980 / 2006	216	0	100.0%	3.6
23	Oak Square Apts.	MRR	B	1978 / 2015	120	0	100.0%	2.4
24	Elmhaven Manor	MRT	A	2004	138	3	97.8%	3.4
25	Monroe Manor	MRR	C-	1929 / 2009	64	3	95.3%	2.5
26	Auburn Heights	MRR	B+	1978 / 2016	256	6	97.7%	2.5
27	Turtle Creek Apts.	MRR	B+	1979 / 2016	125	1	99.2%	2.5
28	Woodlake Hills I & II	MRR	B+	1992 / 2006	144	3	97.9%	3.0
29	Bloomfield Square	MRR	B	1972 / 2015	256	3	98.8%	5.3
30	Auburn West	MRR	C	1990	72	5	93.1%	2.9
31	American House-Oakland	MRT	B+	1990	163	9	94.5%	2.9
32	Auburn Village	MRR	B	1972 / 2010	240	9	96.3%	3.1
33	Colonial Meadows Apts.	TAX	B+	1993 / 2008	82	0	100.0%	2.9
34	The Crossing at Auburn Hills	MRR	A	1997	192	9	95.3%	3.3
35	Club One of Auburn Hills	MRR	B	1974 / 2015	351	7	98.0%	3.0
	Waterford Meadows (Senior)	TGS	B+	1981 / 2012	50	0	100.0%	4.1
	Waterford Meadows (Family)	TGS	B+	1981 / 2012	150	0	100.0%	4.1

Project Type

Market-rate	Market-rate/Tax Credit/Government-subsidized
Market-rate/Tax Credit	Tax Credit
Market-rate/Government-subsidized	Tax Credit/Government-subsidized
Senior Restricted	Government-subsidized

QR - Quality Rating
DTS - Drive Distance To Site (miles)



Vogt Strategic Insights

Survey Date: January 2020

Field Survey

ASB

Project Type	Projects Surveyed	Total Units	Vacant	Occupancy Rate	U/C
MRR	22	3,743	71	98.1%	0
MRT	4	511	12	97.7%	0
TMG	1	216	0	100.0%	0
TAX	2	122	0	100.0%	0
	3	400	0	100.0%	0
GSS	5	587	0	100.0%	0

Project Type

Market-rate	Market-rate/Tax Credit/Government-subsidized
Market-rate/Tax Credit	Tax Credit
Market-rate/Government-subsidized	Tax Credit/Government-subsidized
Senior Restricted	Government-subsidized

QR - Quality Rating

DTS - Drive Distance To Site (Miles)

Distribution of Units

Market-Rate						
Bedrooms	Baths	Units	Distribution	Vacant	Vacancy Rate	Median Gross Rent
0	1	93	2.2%	2	2.2%	\$822
1	1	1,330	32.1%	24	1.8%	\$821
2	1	1,203	29.0%	31	2.6%	\$998
2	1.5	359	8.7%	12	3.3%	\$869
2	2	771	18.6%	6	0.8%	\$1,152
3	1	26	0.6%	0	0.0%	\$895
3	1.5	208	5.0%	3	1.4%	\$1,146
3	2	157	3.8%	5	3.2%	\$1,406
4	2	2	0.0%	0	0.0%	\$1,238
TOTAL		4,149	100.0%	83	2.0%	

Tax Credit Non-Subsidized						
Bedrooms	Baths	Units	Distribution	Vacant	Vacancy Rate	Median Gross Rent
0	1	10	3.4%	0	0.0%	\$679
1	1	126	43.0%	0	0.0%	\$707
2	1	70	23.9%	0	0.0%	\$861
2	2	75	25.6%	0	0.0%	\$1,030
3	2	12	4.1%	0	0.0%	\$1,114
TOTAL		293	100.0%	0	0.0%	

Tax Credit Government-Subsidized						
Bedrooms	Baths	Units	Distribution	Vacant	Vacancy Rate	Median Gross Rent
1	1	415	75.5%	0	0.0%	N.A.
2	1	35	6.4%	0	0.0%	N.A.
2	1.5	50	9.1%	0	0.0%	N.A.
3	1.5	50	9.1%	0	0.0%	N.A.
TOTAL		550	100.0%	0	0.0%	

Government-Subsidized						
Bedrooms	Baths	Units	Distribution	Vacant	Vacancy Rate	Median Gross Rent
1	1	365	62.2%	0	0.0%	N.A.
2	1	18	3.1%	0	0.0%	N.A.
2	1.5	104	17.7%	0	0.0%	N.A.
3	1.5	95	16.2%	0	0.0%	N.A.
4	1.5	5	0.9%	0	0.0%	N.A.
TOTAL		587	100.0%	0	0.0%	

Grand Total		5,579		83	1.5%	
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Survey of Properties

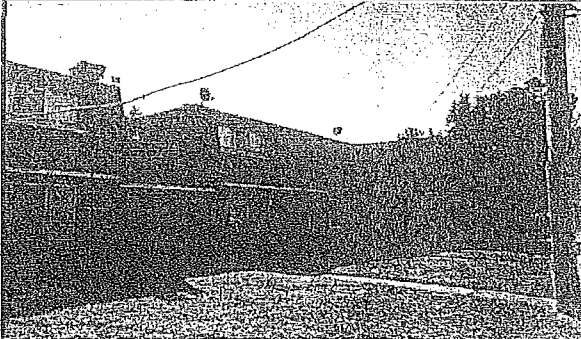
1 McDonald Senior Apts

No Picture on File

370 Baldwin Ave. Pontiac, MI 48342 Phone (248) 292-2095 Contact Gay(e by phone) Waitlist 6-12 months	<table border="0"> <tr><td>Total Units</td><td>50</td></tr> <tr><td>Vacancies</td><td>0</td></tr> <tr><td>Occupancy</td><td>100.0%</td></tr> <tr><td>Floors</td><td>2</td></tr> <tr><td>Quality</td><td>N</td></tr> <tr><td>Year Built</td><td>2003</td></tr> </table>	Total Units	50	Vacancies	0	Occupancy	100.0%	Floors	2	Quality	N	Year Built	2003
Total Units	50												
Vacancies	0												
Occupancy	100.0%												
Floors	2												
Quality	N												
Year Built	2003												

Comments
HUD Section 8


2 Cornerstone



957 N. Perry St. Pontiac, MI 48340 Phone (248) 858-9680 Contact Vicky (by phone) Waitlist None	<table border="0"> <tr><td>Total Units</td><td>252</td></tr> <tr><td>Vacancies</td><td>13</td></tr> <tr><td>Occupancy</td><td>94.8%</td></tr> <tr><td>Floors</td><td>2</td></tr> <tr><td>Quality</td><td>C</td></tr> <tr><td>Year Built</td><td>1965</td></tr> <tr><td>Renovated</td><td>2015</td></tr> </table>	Total Units	252	Vacancies	13	Occupancy	94.8%	Floors	2	Quality	C	Year Built	1965	Renovated	2015
Total Units	252														
Vacancies	13														
Occupancy	94.8%														
Floors	2														
Quality	C														
Year Built	1965														
Renovated	2015														

Comments
Accepts HCV (40 units); Unit mix estimated; Select 1-br units have balcony; Formerly known as Pinewood Townhomes

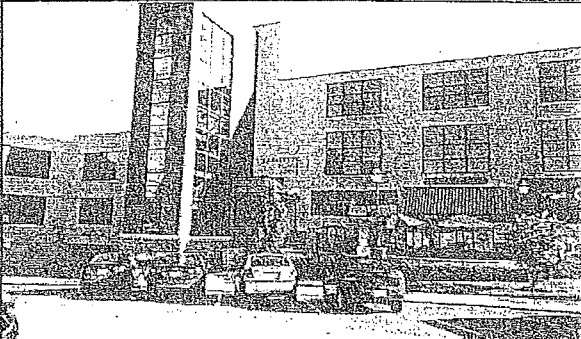
3 Oakland Hills Twnhms.



639 Balboa Pl. Pontiac, MI 48342 Phone (248) 636-4482 Contact Tom (by phone) Waitlist 25 households	<table border="0"> <tr><td>Total Units</td><td>235</td></tr> <tr><td>Vacancies</td><td>0</td></tr> <tr><td>Occupancy</td><td>100.0%</td></tr> <tr><td>Floors</td><td>2</td></tr> <tr><td>Quality</td><td>B+</td></tr> <tr><td>Year Built</td><td>1955</td></tr> <tr><td>Renovated</td><td>2014</td></tr> </table>	Total Units	235	Vacancies	0	Occupancy	100.0%	Floors	2	Quality	B+	Year Built	1955	Renovated	2014
Total Units	235														
Vacancies	0														
Occupancy	100.0%														
Floors	2														
Quality	B+														
Year Built	1955														
Renovated	2014														

Comments
Does not accept HCV

4 Lafayette Place Lofts



151 Lafayette St. Pontiac, MI 48342 Phone (248) 392-2090 Contact Alex (by phone) Waitlist None	<table border="0"> <tr><td>Total Units</td><td>46</td></tr> <tr><td>Vacancies</td><td>0</td></tr> <tr><td>Occupancy</td><td>100.0%</td></tr> <tr><td>Floors</td><td>3</td></tr> <tr><td>Quality</td><td>B</td></tr> <tr><td>Year Built</td><td>2012</td></tr> </table>	Total Units	46	Vacancies	0	Occupancy	100.0%	Floors	3	Quality	B	Year Built	2012
Total Units	46												
Vacancies	0												
Occupancy	100.0%												
Floors	3												
Quality	B												
Year Built	2012												

Comments
Does not accept HCV

Project Type

<input checked="" type="checkbox"/> Market-rate	<input checked="" type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
<input checked="" type="checkbox"/> Market-rate/Tax Credit	<input checked="" type="checkbox"/> Tax Credit
<input checked="" type="checkbox"/> Market-rate/Government-subsidized	<input checked="" type="checkbox"/> Tax Credit/Government-subsidized
	<input checked="" type="checkbox"/> Government-subsidized

5 Auburn Square

No Picture on File

3358-3384 Auburn Rd. Auburn Hills, MI 48326 Phone (248) 844-9822 Contact Richard(by phone) Waitlist 3-9 months	Total Units 97 Vacancies 0 Occupancy 100.0% Floors 4 Quality N Year Built 2014
--	---

Comments
Does not accept HCV

6 Bloomfield Villas Apts.

No Picture on File

580 Bloomfield Village Blvd. Auburn Hills, MI 48326 Phone (248) 853-3472 Contact Angie(by phone) Waitlist 6 months	Total Units 462 Vacancies 0 Occupancy 100.0% Floors 2 Quality N Year Built 1992 Renovated 2008
--	--

Comments
Does not accept HCV

7 Meadow Creek Village


No Picture on File

2185 South Blvd. Auburn Hills, MI 48326 Phone (248) 253-8640 Contact Sonya(by phone) Waitlist 12 months	Total Units 60 Vacancies 0 Occupancy 100.0% Floors 3 Quality N Year Built 1995
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Comments
HUD Section 8

Senior Restricted (62+)

8 Beacon Square Apts. & Twnhms.

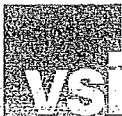


101 Mechanic St. Pontiac, MI 48342 Phone (248) 812-0902 Contact Lynn(by phone) Waitlist 12 months	Total Units 40 Vacancies 0 Occupancy 100.0% Floors 2,4 Quality B Year Built 1924 Renovated 2008
---	---

Comments
20%, 25%, 30%, 35%, 40% & 60% AMI; 25% mentally disabled;
Accepts HCV (5 units); Townhomes have attached garage,
basement, balcony & washer/dryer

Project Type

<input type="checkbox"/> Market-rate	<input type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
<input type="checkbox"/> Market-rate/Tax Credit	<input type="checkbox"/> Tax Credit
<input type="checkbox"/> Market-rate/Government-subsidized	<input type="checkbox"/> Tax Credit/Government-subsidized
	<input type="checkbox"/> Government-subsidized

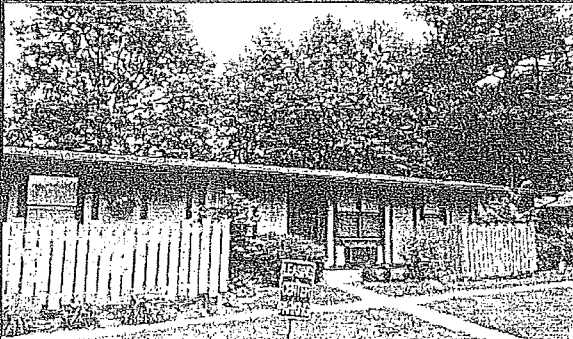


Vogt Strategic Insights

Survey Date: January 2020

Field Survey

9 Cedargate Apts.



800-999 Cedargate Ct.	Total Units	93
Waterford Twp., MI 48328	Vacancies	0
Phone (248) 494-4923	Occupancy	100.0%
Contact Angie(by phone)	Floors	1
Waitlist 2 months	Quality	B-
	Year Built	1984
	Renovated	2003

Comments
Does not accept HCV

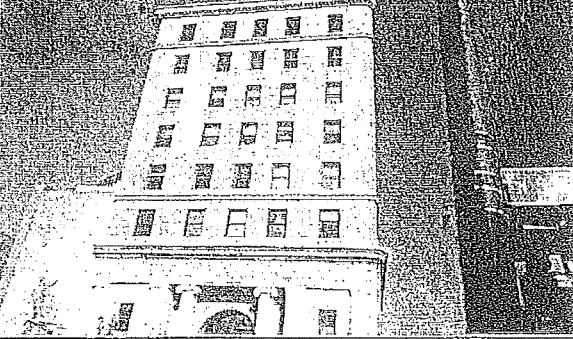
10 Pontiac Townhouses Cooperative

No Picture on File

174 E. Pike St.	Total Units	40
Pontiac, MI 48342	Vacancies	0
Phone (248) 335-7148	Occupancy	100.0%
Contact Lashanda(by phone)	Floors	2
Waitlist 12 months	Quality	N
	Year Built	1968
	Renovated	2016

Comments
HUD Section 8
Senior Restricted (55+)

11 30 North Lofts



30 N. Saginaw St.	Total Units	24
Pontiac, MI 48342	Vacancies	0
Phone (248) 766-0348	Occupancy	100.0%
Contact Scott(by phone)	Floors	8
Waitlist 10 households	Quality	B-
	Year Built	1964
	Renovated	2001

Comments
Does not accept HCV; Formerly Central National Bank; Mixed-use, office space & banquet facility.

12 Bloomfield Hills Townhouse Coope

No Picture on File

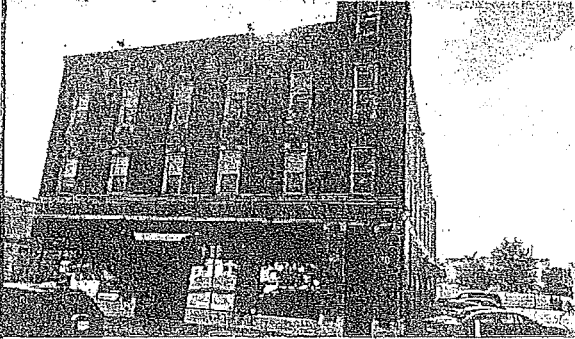
155 Charles Ln.	Total Units	280
Pontiac, MI 48341	Vacancies	0
Phone (248) 335-7452	Occupancy	100.0%
Contact Lavette(by phone)	Floors	2
Waitlist 2 years	Quality	N
	Year Built	1962
	Renovated	2019

Comments
Does not accept HCV

Project Type

<input type="checkbox"/> Market-rate	<input type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
<input type="checkbox"/> Market-rate/Tax Credit	<input type="checkbox"/> Tax Credit
<input type="checkbox"/> Market-rate/Government-subsidized	<input type="checkbox"/> Tax Credit/Government-subsidized
	<input type="checkbox"/> Government-subsidized

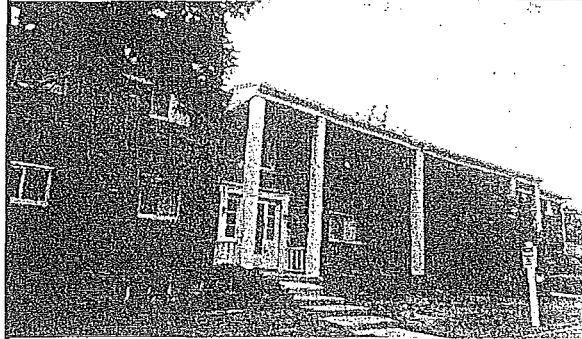
13 Pike Street Apts



12 Mill St. Pontiac, MI 48342 Phone (248) 322-6777 Contact Barb(by phone) Waitlist None	<table border="0"> <tr><td>Total Units</td><td>22</td></tr> <tr><td>Vacancies</td><td>1</td></tr> <tr><td>Occupancy</td><td>95.5%</td></tr> <tr><td>Floors</td><td>3</td></tr> <tr><td>Quality</td><td>B</td></tr> <tr><td>Year Built</td><td>1928</td></tr> <tr><td>Renovated</td><td>2016</td></tr> </table>	Total Units	22	Vacancies	1	Occupancy	95.5%	Floors	3	Quality	B	Year Built	1928	Renovated	2016
Total Units	22														
Vacancies	1														
Occupancy	95.5%														
Floors	3														
Quality	B														
Year Built	1928														
Renovated	2016														

Comments
Does not accept HCV; Studio square footage estimated

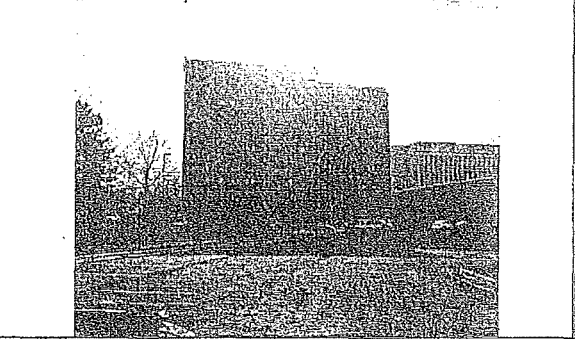
14 Cherokee Hills



2750 Cherokee Dr. Waterford Twp., MI 48328 Phone (248) 681-3309 Contact Debbie(by phone) Waitlist None	<table border="0"> <tr><td>Total Units</td><td>147</td></tr> <tr><td>Vacancies</td><td>6</td></tr> <tr><td>Occupancy</td><td>95.9%</td></tr> <tr><td>Floors</td><td>2</td></tr> <tr><td>Quality</td><td>B-</td></tr> <tr><td>Year Built</td><td>1974</td></tr> </table>	Total Units	147	Vacancies	6	Occupancy	95.9%	Floors	2	Quality	B-	Year Built	1974
Total Units	147												
Vacancies	6												
Occupancy	95.9%												
Floors	2												
Quality	B-												
Year Built	1974												

Comments
Does not accept HCV; 2-br units have carport & patio


Phoenix Place Apts



47251 Woodward Ave. Pontiac, MI 48342 Phone (248) 335-7520 Contact Alisha(by phone) Waitlist 12 months	<table border="0"> <tr><td>Total Units</td><td>200</td></tr> <tr><td>Vacancies</td><td>0</td></tr> <tr><td>Occupancy</td><td>100.0%</td></tr> <tr><td>Floors</td><td>14</td></tr> <tr><td>Quality</td><td>C</td></tr> <tr><td>Year Built</td><td>1984</td></tr> <tr><td>Renovated</td><td>2008</td></tr> <tr><td>Senior Restricted (62+)</td><td></td></tr> </table>	Total Units	200	Vacancies	0	Occupancy	100.0%	Floors	14	Quality	C	Year Built	1984	Renovated	2008	Senior Restricted (62+)	
Total Units	200																
Vacancies	0																
Occupancy	100.0%																
Floors	14																
Quality	C																
Year Built	1984																
Renovated	2008																
Senior Restricted (62+)																	

Comments
40%, 50% & 60% AMI & HUD Section 8

16 University Place Apts




17 University Place Dr. Pontiac, MI 48342 Phone (248) 243-9022 Contact Mary(by phone) Waitlist None	<table border="0"> <tr><td>Total Units</td><td>89</td></tr> <tr><td>Vacancies</td><td>4</td></tr> <tr><td>Occupancy</td><td>95.5%</td></tr> <tr><td>Floors</td><td>2</td></tr> <tr><td>Quality</td><td>B</td></tr> <tr><td>Year Built</td><td>1989</td></tr> </table>	Total Units	89	Vacancies	4	Occupancy	95.5%	Floors	2	Quality	B	Year Built	1989
Total Units	89												
Vacancies	4												
Occupancy	95.5%												
Floors	2												
Quality	B												
Year Built	1989												

Comments
Does not accept HCV

Project Type

Market-rate	Market-rate/Tax Credit/Government-subsidized
Market-rate/Tax Credit	Tax Credit
Market-rate/Government-subsidized	Tax Credit/Government-subsidized
	Government-subsidized

17 Lakeland Place

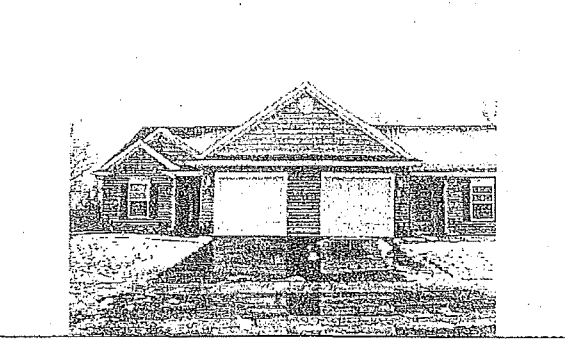


2700 Elizabeth Lake Rd. Waterford Twp., MI 48328 Phone (248) 682-3122 Contact Erica (by phone) Waitlist 6-9 months	Total Units 200 Vacancies 0 Occupancy 100.0% Floors 6 Quality B Year Built 1998
--	--

Comments
HUD Section 8

Senior Restricted (62+)

18 Villas at Oakland Woods



420 S. Opdyke Rd. Pontiac, MI 48341 Phone (248) 334-4379 Contact Hillary (by phone) Waitlist 6-12 months	Total Units 66 Vacancies 0 Occupancy 100.0% Floors 1 Quality B+ Year Built 2006
--	--

Comments
Market-rate (32 units); 60% AMI (34 units)

Senior Restricted (55+)


19 Lancaster Village Apts.

No Picture on File

633 Palmer Dr. Pontiac, MI 48342 Phone (248) 373-8280 Contact Evelyn (by phone) Waitlist 3-6 months	Total Units 237 Vacancies 0 Occupancy 100.0% Floors 2 Quality N Year Built 1969
---	--

Comments
HUD Section 236; Does not accept HCV; Unit mix estimated

20 Crystal Lake Apts.




850 Golf Dr. Pontiac, MI 48341 Phone (248) 335-6622 Contact Karen (by phone) Waitlist 2 months	Total Units 144 Vacancies 0 Occupancy 100.0% Floors 2 Quality B+ Year Built 1989
--	---

Comments
Market-rate (115 units); 50% AMI (29 units); Does not accept HCV

Project Type

- Market-rate
- Market-rate/Tax Credit
- Market-rate/Government-subsidized
- Market-rate/Tax Credit/Government-subsidized
- Tax Credit
- Tax Credit/Government-subsidized
- Government-subsidized


21 Wind Song Apts



860 E. Walton Blvd. Pontiac, MI 48340 Phone (248) 373-6110 Contact Joanne(by phone) Waitlist None	Total Units 176 Vacancies 1 Occupancy 99.4% Floors 3 Quality C Year Built 1975 Renovated 2016
---	--

Comments
Accepts HCV (40 units); 2-br units have walk-in closets

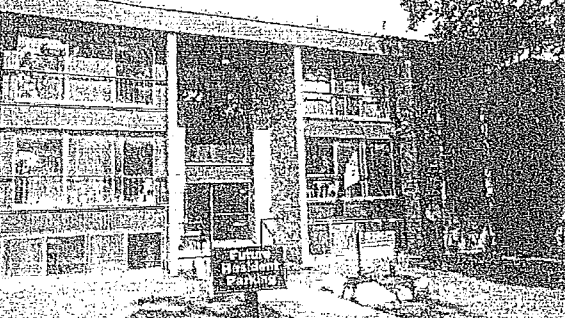
22 Village of Oakland Woods



420 S. Opdyke Rd. Pontiac, MI 48341 Phone (248) 334-4379 Contact Hillary(by phone) Waitlist 6-12 months	Total Units 216 Vacancies 0 Occupancy 100.0% Floors 1 Quality B+ Year Built 1980 Renovated 2006
---	--

Comments
Senior Restricted (55+)
Market-rate (34 units); 60% AMI (32 units); 60% AMI & HUD Section 8 (150 units); 2-br/2-bath units have attached garage


23 Oak Square Apts



505 Old Oak Ct. Pontiac, MI 48340 Phone (248) 373-1400 Contact Stephanie(by phone) Waitlist 2-4 months	Total Units 120 Vacancies 0 Occupancy 100.0% Floors 2.5 Quality B Year Built 1978 Renovated 2015
--	---

Comments
Does not accept HCV; Rent range based on location; Upper level units have balcony; Waitlist: 1-br/2 months & 2-br/4 months

24 Elmhaven Manor



600 W. Walton Blvd. Pontiac, MI 48340 Phone (248) 451-1370 Contact Dawn(by phone) Waitlist None	Total Units 138 Vacancies 3 Occupancy 97.8% Floors 1,3 Quality A Year Built 2004
---	---

Comments
Senior Restricted (55+)
Market-rate (95 units); 60% AMI (43 units); Accepts HCV (2 units); 2-br units have dishwasher; Cottages have washer/dryer; Dinner: \$8.75; Packages available

Project Type

<input type="checkbox"/> Market-rate	<input checked="" type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
<input checked="" type="checkbox"/> Market-rate/Tax Credit	<input type="checkbox"/> Tax Credit
<input checked="" type="checkbox"/> Market-rate/Government-subsidized	<input checked="" type="checkbox"/> Tax Credit/Government-subsidized
	<input type="checkbox"/> Government-subsidized

25 Monroe Manor



59 Monroe St. Pontiac, MI 48341 Phone (248) 373-1400 Contact Stephanie(by phone) Waitlist None	Total Units 64 Vacancies 3 Occupancy 95.3% Floors 5 Quality C- Year Built 1929 Renovated 2009
--	---

Comments
Accepts HCV (14 units)

26 Auburn Heights



44 Birwood Dr. Pontiac, MI 48340 Phone (248) 373-0420 Contact Diane(by phone) Waitlist None	Total Units 256 Vacancies 6 Occupancy 97.7% Floors 2 Quality B+ Year Built 1978 Renovated 2016
---	--

Comments
Does not accept HCV; Tenants pay portion of water & gas

27 Turtle Creek Apts



1 Oak Creek Ln. Pontiac, MI 48340 Phone (248) 373-8885 Contact Carol(by phone) Waitlist None	Total Units 125 Vacancies 1 Occupancy 99.2% Floors 2 Quality B+ Year Built 1979 Renovated 2016
--	--

Comments
Does not accept HCV; Townhomes have basement

28 Woodlake Hills I & II




1301 Woodlake Ln. Pontiac, MI 48340 Phone (248) 253-1777 Contact Emily(by phone) Waitlist None	Total Units 144 Vacancies 3 Occupancy 97.9% Floors 2 Quality B+ Year Built 1992 Renovated 2006
--	--

Comments
Accepts HCV (60 units); 2-br units have washer/dryer

Project Type

<input type="checkbox"/> Market-rate	<input type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
<input type="checkbox"/> Market-rate/Tax Credit	<input type="checkbox"/> Tax Credit
<input type="checkbox"/> Market-rate/Government-subsidized	<input type="checkbox"/> Tax Credit/Government-subsidized
	<input type="checkbox"/> Government-subsidized


29 Bloomfield Square



3161 Bloomfield Ln.	Total Units	256
Auburn Hills, MI 48326	Vacancies	3
Phone (248) 852-4377	Occupancy	98.8%
Contact Mike(by phone)	Floors	2
Waitlist None	Quality	B
	Year Built	1972
	Renovated	2015

Comments
Does not accept HCV; 2-br units have dishwasher


30 Auburn West



1211-1233 Colony Ln.	Total Units	72
Pontiac, MI 48340	Vacancies	5
Phone (248) 474-3375	Occupancy	93.1%
Contact Tracy(by phone)	Floors	2.5
Waitlist None	Quality	C
	Year Built	1990

Comments
Does not accept HCV; Square footage estimated; 1-br units pay electric only

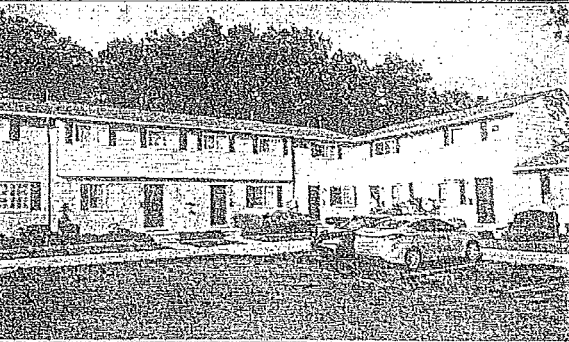
31 American House-Oakland



1915 Baldwin Rd.	Total Units	163
Pontiac, MI 48340	Vacancies	9
Phone (248) 209-1728	Occupancy	94.5%
Contact Evelyn(by phone)	Floors	3
Waitlist None	Quality	B+
	Year Built	1990

Comments
Senior Restricted (55+)
Market-rate (130 units); 50% AMI (33 units); MRR & high rents include housekeeping & 3 meals per day; Low rents include 2 meals & housekeeping

32 Auburn Village



60 Grand Tour Ct.	Total Units	240
Pontiac, MI 48340	Vacancies	9
Phone (248) 373-0100	Occupancy	96.3%
Contact Regina(by phone)	Floors	1,2
Waitlist None	Quality	B
	Year Built	1972
	Renovated	2010

Comments
Does not accept HCV; Renovation date estimated; 2- & 3-br units have dishwasher & basement

Project Type

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<input type="checkbox"/> Market-rate/Tax Credit	<input type="checkbox"/> Tax Credit
<input type="checkbox"/> Market-rate/Government-subsidized	<input type="checkbox"/> Tax Credit/Government-subsidized
	<input type="checkbox"/> Government-subsidized



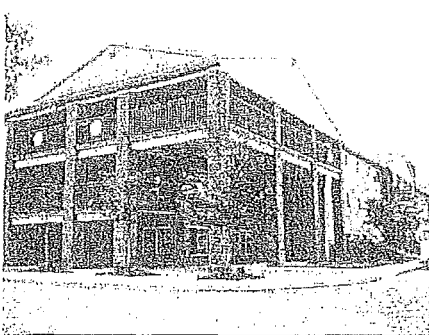
Vogt Strategic Insights

Survey Date: January 2020

Field Survey



33 Colonial Meadows Apts.



1246 E. Walton Blvd. Pontiac, MI 48340 Phone (248) 373-0983 Contact Erica (by phone) Waitlist 7 households	Total Units 82 Vacancies 0 Occupancy 100.0% Floors 3 Quality B+ Year Built 1993 Renovated 2008 Senior Restricted (55+).
--	--

Comments
50% & 60% AMI; Accepts HCV (5 units); Home health care & light nursing care are available for an additional fee

34 The Crossing at Auburn Hills



601 Seville Blvd. Pontiac, MI 48340 Phone (248) 301-0000 Contact Emily (by phone) Waitlist None	Total Units 192 Vacancies 9 Occupancy 95.3% Floors 2 Quality A Year Built 1997
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Comments
Does not accept HCV

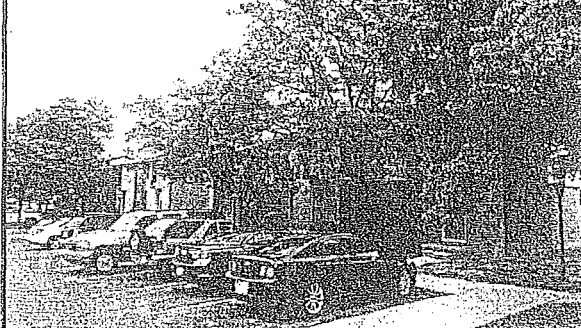
35 Club One of Auburn Hills



1510 Nob Ln. Pontiac, MI 48340 Phone (248) 373-5800 Contact Rayelle (by phone) Waitlist None Incentives 2-br: move in by 2/1/2020 get \$500 off month's rent	Total Units 351 Vacancies 7 Occupancy 98.0% Floors 3 Quality B Year Built 1974 Renovated 2015
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Comments
Does not accept HCV; Unit mix estimated

Waterford Meadows (Senior)




834 W. Alpha Pkwy. Waterford Twp., MI 48328 Phone (248) 683-2224 Contact Valerie (by phone) Waitlist 3 years Incentives No Rent Specials	Total Units 50 Vacancies 0 Occupancy 100.0% Floors 2 Quality B+ Year Built 1981 Renovated 2012 Senior Restricted (62+)
---	---

Comments
20%, 25%, 30%, 40% & 60% AMI & HUD Section 8; Also serves disabled

Project Type

<input type="checkbox"/> Market-rate	<input type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
<input type="checkbox"/> Market-rate/Tax Credit	<input type="checkbox"/> Tax Credit
<input type="checkbox"/> Market-rate/Government-subsidized	<input type="checkbox"/> Tax Credit/Government-subsidized
	<input type="checkbox"/> Government-subsidized

Waterford Meadows (Family)



834 West Alpha Pkwy.	Total Units	150
Waterford Twp., MI 48328	Vacancies	0
Phone (248) 683-2224	Occupancy	100.0%
Contact Valerie (by phone)	Floors	2
Waitlist 3 years	Quality	B+
	Year Built	1981
	Renovated	2012

Comments
20%, 25%, 30%, 40% & 60% AMI & HUD Section 8

Project Type

<input type="checkbox"/> Market-rate	<input type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
<input type="checkbox"/> Market-rate/Tax Credit	<input type="checkbox"/> Tax Credit
<input type="checkbox"/> Market-rate/Government-subsidized	<input type="checkbox"/> Tax Credit/Government-subsidized
	<input type="checkbox"/> Government-subsidized



Vogt Strategic
Insights

Survey Date: January 2020

Field Survey

ASIS

Collected Rents

Map ID	Garden Units					Townhouse Units			
	Studio	1-Br	2-Br	3-Br	4-Br+	1-Br	2-Br	3-Br	4-Br+
2		\$649					\$749	\$849	
3							\$875		\$1,050
4		\$940 - \$960	\$1,100 - \$1,450						
5	\$743 - \$758	\$952 - \$1,220	\$1,318 - \$1,535						
6			\$920 - \$950						
8		\$207 - \$751	\$469 - \$897					\$441 - \$1,007	
9	\$505	\$655	\$750 - \$760						
11	\$875	\$1,010 - \$1,140	\$1,760						
12						\$508 - \$545	\$565	\$608	
13	\$450	\$575 - \$600	\$750						
14		\$719 - \$825	\$819 - \$900						
16		\$715	\$815 - \$845						
18			\$950 - \$1,280						
20		\$606 - \$879	\$757 - \$979						
21		\$825	\$895 - \$980	\$1,150					
22			\$950 - \$1,280						
23		\$679	\$899						
24		\$827 - \$1,529	\$951 - \$1,899						
25	\$532 - \$579	\$658 - \$770	\$899						
26		\$895	\$965						
27		\$725	\$825					\$1,125	
28		\$795	\$915 - \$1,059						
29		\$974	\$1,160						
30		\$740 - \$800	\$760 - \$900						
31	\$619 - \$1,955	\$658 - \$2,425	\$774 - \$2,700						
32		\$795					\$925	\$1,100	
33		\$647 - \$674	\$773 - \$805						
34			\$1,199	\$1,299					
35		\$795	\$875						

Project Type

<input type="checkbox"/> Market-rate	<input type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
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<input type="checkbox"/> Market-rate/Government-subsidized	<input type="checkbox"/> Tax Credit/Government-subsidized
<input type="checkbox"/> Senior Restricted	<input type="checkbox"/> Government-subsidized



Vogt Strategic Insights

Survey Date: January 2020

Field Survey

Price Per Square Foot

Studio Units					
Map ID	Project Name	Baths	Unit Size	Gross Rent	\$/Square Foot
5	Auburn Square	1	456	\$822 - \$837	\$1.80 - \$1.84
9	Cedargate Apts.	1	300	\$565	\$1.88
11	30 North Lofts	1	495	\$830	\$1.68
13	Pike Street Apts.	1	400	\$450	\$1.13
25	Monroe Manor	1	500	\$492 - \$539	\$0.98 - \$1.08
31	American House-Oakland	1	337	\$2,015	\$5.98
		1	450	\$679	\$1.51

One-Bedroom Units					
Map ID	Project Name	Baths	Unit Size	Gross Rent	\$/Square Foot
2	Cornerstone	1	730 - 750	\$675	\$0.90 - \$0.92
4	Lafayette Place Lofts	1	566 - 850	\$1,023 - \$1,043	\$1.23 - \$1.81
5	Auburn Square	1	643 - 966	\$1,043 - \$1,311	\$1.36 - \$1.62
8	Beacon Square Apts. & Twnhms.	1	690	\$276 - \$820	\$0.40 - \$1.19
9	Cedargate Apts.	1	600	\$724	\$1.21
11	30 North Lofts	1	600 - 650	\$947 - \$1,077	\$1.58 - \$1.66
12	Bloomfield Hills Townhouse Cooperative	1	780 - 815	\$541 - \$578	\$0.69 - \$0.71
13	Pike Street Apts.	1	525 - 575	\$575 - \$600	\$1.04 - \$1.10
14	Cherokee Hills	1	800 - 900	\$752 - \$858	\$0.94 - \$0.95
15	University Place Apts.	1	800	\$741	\$0.93
20	Crystal Lake Apts.	1	900	\$670 - \$943	\$0.74 - \$1.05
21	Wind Song Apts.	1	765	\$921	\$1.20
23	Oak Square Apts.	1	950	\$751	\$0.79
24	Elmhaven Manor	1	600	\$896 - \$1,593	\$1.49 - \$2.66
25	Monroe Manor	1	725	\$618 - \$730	\$0.85 - \$1.01
26	Auburn Heights	1	750	\$957	\$1.28
27	Turtle Creek Apts.	1	750	\$808	\$1.08
28	Woodlake Hills I & II	1	889	\$859	\$0.97
29	Bloomfield Square	1	900	\$1,065	\$1.18
30	Auburn West	1	800	\$809 - \$869	\$1.01 - \$1.09
31	American House-Oakland	1	590	\$727 - \$2,494	\$1.23 - \$4.23
32	Auburn Village	1	633	\$821	\$1.30
33	Colonial Meadows Apts.	1	564	\$680 - \$707	\$1.21 - \$1.25
35	Club One of Auburn Hills	1	710 - 720	\$821	\$1.14 - \$1.16

Two-Bedroom Units					
Map ID	Project Name	Baths	Unit Size	Gross Rent	\$/Square Foot
2	Cornerstone	1	850	\$785	\$0.92

Project Type

<input checked="" type="checkbox"/> Market-rate	<input checked="" type="checkbox"/> Market-rate/Tax Credit/Government-subsidized
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<input checked="" type="checkbox"/> Market-rate/Government-subsidized	<input checked="" type="checkbox"/> Tax Credit/Government-subsidized
<input type="checkbox"/> Senior Restricted	<input type="checkbox"/> Government-subsidized



Vogt Strategic Insights

Survey Date: January 2020

Field Survey

Two-Bedroom Units					
Map ID	Project Name	Baths	Unit Size	Gross Rent	\$/Square Foot
3	Oakland Hills Twnhms.	1	1,000	\$998	\$1.00
4	Lafayette Place Lofts	1	900 - 1,300	\$1,207 - \$1,557	\$1.20 - \$1.34
5	Auburn Square	2	1,036 - 1,318	\$1,441 - \$1,658	\$1.26 - \$1.39
6	Bloomfield Villas Apts.	2	975 - 1,000	\$1,122 - \$1,152	\$1.15 - \$1.15
8	Beacon Square Apts. & Twnhms.	1	800	\$556 - \$984	\$0.70 - \$1.23
9	Cedargate Apts.	1 to 2	900	\$837 - \$847	\$0.93 - \$0.94
11	30 North Lofts	2	1,664	\$1,681	\$1.01
12	Bloomfield Hills Townhouse Cooperative	1.5	1,248	\$611	\$0.49
13	Pike Street Apts.	1 to 2	650	\$750	\$1.15
14	Cherokee Hills	1	1,000 - 1,250	\$865 - \$946	\$0.76 - \$0.87
16	University Place Apts.	1.5	900 - 1,000	\$851 - \$881	\$0.88 - \$0.95
18	Villas at Oakland Woods	2	1,050	\$1,030 - \$1,360	\$0.98 - \$1.30
20	Crystal Lake Apts.	2	1,200	\$837 - \$1,059	\$0.70 - \$0.88
21	Wind Song Apts.	1	875	\$1,036	\$1.18
		2	990 - 1,025	\$1,121	\$1.09 - \$1.13
22	Village of Oakland Woods	1 to 2	1,046 - 1,053	\$1,132 - \$1,462	\$1.08 - \$1.39
23	Oak Square Apts.	1	1,150	\$995	\$0.87
24	Elmhaven Manor	1	840	\$1,084 - \$1,916	\$1.29 - \$2.28
		2	1,020	\$1,038 - \$1,986	\$1.02 - \$1.95
25	Monroe Manor	1	1,200	\$859	\$0.72
26	Auburn Heights	1	900	\$1,042	\$1.16
27	Turtle Creek Apts.	1	850	\$932	\$1.10
28	Woodlake Hills I & II	1	989 - 1,000	\$995 - \$1,139	\$1.01 - \$1.14
29	Bloomfield Square	1	1,100	\$1,283	\$1.17
30	Auburn West	1 to 1.5	1,100 - 1,250	\$847 - \$987	\$0.77 - \$0.79
31	American House-Oakland	1	877 - 906	\$861 - \$2,637	\$0.98 - \$2.91
		2	1,050	\$2,787	\$2.65
32	Auburn Village	1	825	\$961	\$1.16
33	Colonial Meadows Apts.	1	816	\$819 - \$851	\$1.00 - \$1.04
34	The Crossing at Auburn Hills	2	990	\$1,286	\$1.30
35	Club One of Auburn Hills	1.5	915	\$869	\$0.95
Three-Bedroom Units					
Map ID	Project Name	Baths	Unit Size	Gross Rent	\$/Square Foot
2	Cornerstone	1	920	\$895	\$0.97
8	Beacon Square Apts. & Twnhms.	2	1,400	\$548 - \$1,114	\$0.39 - \$0.80
12	Bloomfield Hills Townhouse Cooperative	1.5	1,380	\$667	\$0.48









Project Type

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<input type="checkbox"/> Senior Restricted	<input type="checkbox"/> Government-subsidized



Three Bedroom Units					
Map ID	Project Name	Baths	Unit Size	Gross Rent	\$/Square Foot
21	Wind Song Apts.	2	1,200	\$1,350	\$1.13
27	Turtle Creek Apts.	1.5	1,450	\$1,257	\$0.87
32	Auburn Village	1.5	945	\$1,146	\$1.21
34	The Crossing at Auburn Hills	2	1,189	\$1,406	\$1.18
Four Bedroom Units					
Map ID	Project Name	Baths	Unit Size	Gross Rent	\$/Square Foot
3	Oakland Hills Twnhms.	2	2,000	\$1,238	\$0.62

Project Type

 Market-rate	 Market-rate/Tax Credit/Government-subsidized
 Market-rate/Tax Credit	 Tax Credit
 Market-rate/Government-subsidized	 Tax Credit/Government-subsidized
 Senior Restricted	 Government-subsidized



Average Gross Rent Per Square Foot

Market Rate			
Unit Type	One-Br	Two-Br	Three-Br
Garden	\$1.49	\$1.13	\$1.17
Townhouse	\$0.70	\$0.93	\$0.84

Tax Credit (Non-Subsidized)			
Unit Type	One-Br	Two-Br	Three-Br
Garden	\$1.20	\$1.00	\$0.00
Townhouse	\$0.00	\$0.00	\$0.76

Combined			
Unit Type	One-Br	Two-Br	Three-Br
Garden	\$1.46	\$1.12	\$1.17
Townhouse	\$0.70	\$0.93	\$0.83



Tax Credit Units

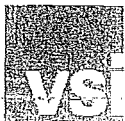
Studio Units						
Map ID	Project Name	Units	Square Feet	Baths	%AMI	Collected Rent
31	American House-Oakland	10	450	1	50%	\$619

One-Bedroom Units						
Map ID	Project Name	Units	Square Feet	Baths	%AMI	Collected Rent
8	Beacon Square Apts. & Twnhms.	2	690	1	20%	\$207
8	Beacon Square Apts. & Twnhms.	2	690	1	25%	\$287
8	Beacon Square Apts. & Twnhms.	4	690	1	30%	\$343
8	Beacon Square Apts. & Twnhms.	2	690	1	35%	\$412
8	Beacon Square Apts. & Twnhms.	2	690	1	40%	\$476
20	Crystal Lake Apts.	7	900	1	50%	\$606
15	Phoenix Place Apts.	100	543	1	45%	\$615
33	Colonial Meadows Apts.	9	564	1	50%	\$647
31	American House-Oakland	15	590	1	50%	\$658
33	Colonial Meadows Apts.	42	564	1	60%	\$674
15	Phoenix Place Apts.	90	543	1	50%	\$687
8	Beacon Square Apts. & Twnhms.	13	690	1	60%	\$751
24	Elmhaven Manor	28	600	1	60%	\$827
15	Phoenix Place Apts.	10	543	1	60%	\$830

Two-Bedroom Units						
Map ID	Project Name	Units	Square Feet	Baths	%AMI	Collected Rent
8	Beacon Square Apts. & Twnhms.	1	800	1	30%	\$469
20	Crystal Lake Apts.	22	1,200	2	50%	\$757
33	Colonial Meadows Apts.	7	816	1	50%	\$773
31	American House-Oakland	8	877 - 906	1	50%	\$774
33	Colonial Meadows Apts.	24	816	1	60%	\$805
8	Beacon Square Apts. & Twnhms.	2	800	1	60%	\$897
22	Village of Oakland Woods	32	1,046 - 1,053	1 - 2	60%	\$950
18	Villas at Oakland Woods	34	1,050	2	60%	\$950
24	Elmhaven Manor	3	1,020	2	60%	\$951
24	Elmhaven Manor	12	840	1	60%	\$997

Three-Bedroom						
Map ID	Project Name	Units	Square Feet	Baths	%AMI	Collected Rent
8	Beacon Square Apts. & Twnhms.	1	1,400	2	30%	\$441
8	Beacon Square Apts. & Twnhms.	11	1,400	2	60%	\$1,007

◆ - Senior Restricted



Vogt Strategic
Insights

Survey Date: January 2020

Field Survey 7/21

Summary of Occupancies By Bedroom Type and AMH Level																			
AMH Level	Studio			One Bedroom			Two Bedroom			Three Bedroom			Four Bedroom			Total			
	Units	Vacant	Occ. Rate	Units	Vacant	Occ. Rate	Units	Vacant	Occ. Rate	Units	Vacant	Occ. Rate	Units	Vacant	Occ. Rate	Units	Vacant	Occ. Rate	
20%				2	0	100.0%										2	0	100.0%	
25%				2	0	100.0%										2	0	100.0%	
30%				4	0	100.0%	1	0	100.0%	1	0	100.0%				6	0	100.0%	
35%				2	0	100.0%										2	0	100.0%	
40%				2	0	100.0%										2	0	100.0%	
50%	10	0	100.0%	31	0	100.0%	37	0	100.0%							78	0	100.0%	
60%				83	0	100.0%	107	0	100.0%	11	0	100.0%				201	0	100.0%	
Total	10	0	100.0%	126	0	100.0%	145	0	100.0%	12	0	100.0%				293	0	100.0%	

♦ - Senior Restricted



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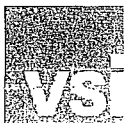
Survey Date: January 2020

Field Survey 1/22

Quality Rating

Market-Rate Projects and Units								
Quality Rating	Projects	Total Units	Vacancy Rate	Median Rent				
				Studios	One-Br	Two-Br	Three-Br	Four-Br
A	2	287	4.2%		\$1,598	\$1,286	\$1,406	
B+	8	1,071	1.8%	\$2,015	\$957	\$1,042	\$1,257	\$1,238
B	7	1,124	2.1%	\$450	\$821	\$961	\$1,146	
B-	3	264	2.3%	\$565	\$752	\$865		
C	3	500	3.8%		\$921	\$785	\$1,350	
C-	1	64	4.7%	\$539	\$618	\$859		
N.A.	3	839	0.0%	\$837	\$578	\$1,122	\$667	

Market-Rate Units by Bedroom Type and Quality Rating									
Quality Rating	Garden Style Units					Townhome Units			
	Studios	One-Br	Two-Br	Three-Br	Four-Br	One-Br	Two-Br	Three-Br	Four-Br
A		85	91	111					
B+	2	339	455				233	40	2
B	4	506	439				100	75	
B-	17	157	90						
C		76	152	46			200	26	
C-	29	34	1						
N.A.	41	39	479			94	93	93	



Quality Rating

Tax Credit Projects and Units								
Quality Rating	Projects	Total Units	Vacancy Rate	Median Gross Rent				
				Studios	One-Br	Two-Br	Three-Br	Four-Br
A	1	43	0.0%		\$896	\$1,084		
B+	5	210	0.0%	\$679	\$707	\$1,030		
B	1	40	0.0%		\$820	\$556	\$1,114	

Tax Credit Units by Bedroom, Type and Quality Rating									
Quality Rating	Garden Style Units					Townhome Units			
	Studios	One-Br	Two-Br	Three-Br	Four-Br	One-Br	Two-Br	Three-Br	Four-Br
A		28	15						
B+	10	73	127						
B		25	3					12	



Year Built

Market-rate and Non-Subsidized Tax Credit						
Year Range	Projects	Units	Vacant	Vacancy Rate	Total Units	Distribution
Before 1970	7	917	17	1.9%	917	20.6%
1970 to 1979	8	1,671	33	2.0%	2,588	37.6%
1980 to 1989	4	392	4	1.0%	2,980	8.8%
1990 to 1999	6	1,115	26	2.3%	4,095	25.1%
2000 to 2009	2	204	3	1.5%	4,299	4.6%
2010	0	0	0	0.0%	4,299	0.0%
2011	0	0	0	0.0%	4,299	0.0%
2012	1	46	0	0.0%	4,345	1.0%
2013	0	0	0	0.0%	4,345	0.0%
2014	1	97	0	0.0%	4,442	2.2%
2015	0	0	0	0.0%	4,442	0.0%
2016	0	0	0	0.0%	4,442	0.0%
2017	0	0	0	0.0%	4,442	0.0%
2018	0	0	0	0.0%	4,442	0.0%
2019*	0	0	0	0.0%	4,442	0.0%
Total	29	4,442	83	1.9%	4,442	100.0%

Year Renovated

Market-rate and Non-Subsidized Tax Credit						
Year Range	Projects	Units	Vacant	Vacancy Rate	Total Units	Distribution
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	0	0	0	0.0%	0	0.0%
1990 to 1999	0	0	0	0.0%	0	0.0%
2000 to 2009	8	975	6	0.6%	975	29.7%
2010	1	240	9	3.8%	1,215	7.3%
2011	0	0	0	0.0%	1,215	0.0%
2012	0	0	0	0.0%	1,215	0.0%
2013	0	0	0	0.0%	1,215	0.0%
2014	1	235	0	0.0%	1,450	7.1%
2015	4	979	23	2.3%	2,429	29.8%
2016	4	579	9	1.6%	3,008	17.6%
2017	0	0	0	0.0%	3,008	0.0%
2018	0	0	0	0.0%	3,008	0.0%
2019*	1	280	0	0.0%	3,288	8.5%
Total	19	3,288	47	1.4%	3,288	100.0%

Note: The upper table (Year Built) includes all of the units included in the lower table.

* As of January 2020



Vogt Strategic
Insights

Survey Date: January 2020

Field Survey: 1/25

Appliances and Unit Amenities

Appliances			
Appliance	Projects	Percent	Units
Range	29	100.0%	4,442
Refrigerator	29	100.0%	4,442
Icemaker	1	3.4%	46
Dishwasher	22	75.9%	3,552
Disposal	24	82.8%	3,914
Microwave	7	24.1%	972
Pantry	2	6.9%	285
Unit Amenities			
Amenity	Projects	Percent	Units
AC - Central	18	62.1%	2,974
AC - Window	11	37.9%	1,468
Floor Covering	29	100.0%	4,442
Washer/Dryer	10	34.5%	1,529
Washer/Dryer Hook-Up	16	55.2%	2,624
Patio/Deck/Balcony	21	72.4%	3,211
Ceiling Fan	11	37.9%	1,964
Fireplace	0	0.0%	
Basement	5	17.2%	920
Security	6	20.7%	1,006
Window Treatments	28	96.6%	4,396
Furnished Units	0	0.0%	
Storage	4	13.8%	1,020
Walk-In Closets	8	27.6%	1,526

* - Does not include units where appliances/amenities are optional; Only includes market-rate or non-government subsidized Tax Credit.



Project Amenities

Project Amenities			
Amenity	Projects	Percent	Units
Pool	12	41.4%	2,745
On-site Mangement	28	96.6%	4,418
Laundry	18	62.1%	2,402
Clubhouse	10	34.5%	2,033
Community Space	16	55.2%	2,568
Fitness Center	12	41.4%	2,284
Hot Tub/Sauna	1	3.4%	462
Playground	7	24.1%	1,936
Computer/Business Center	4	13.8%	562
Sports Court(s)	5	17.2%	1,416
Storage	2	6.9%	400
Water Features	1	3.4%	144
Elevator	5	17.2%	453
Security	10	34.5%	1,409
Car Wash Area	0	0.0%	
Outdoor Areas	7	24.1%	1,221
Services	5	17.2%	473
Community Features	6	20.7%	595
Library/DVD Library	0	0.0%	
Movie Theater	3	10.3%	493



Utility Distribution

Utility (Responsibility)	Number of Projects	Number of Units	Distribution of Units
Heat			
Landlord			
Electric	1	60	1.1%
Gas	13	2,127	38.1%
Tenant			
Electric	7	1,457	26.1%
Gas	16	1,935	34.7%
			100.0%
Cooking Fuel			
Landlord			
Electric	4	306	5.5%
Gas	6	1,252	22.4%
Tenant			
Electric	25	3,811	68.3%
Gas	2	210	3.8%
			100.0%
Hot Water			
Landlord			
Electric	1	60	1.1%
Gas	15	2,391	42.9%
Tenant			
Electric	8	1,508	27.0%
Gas	13	1,620	29.0%
			100.0%
Electric			
Landlord	5	370	6.6%
Tenant	32	5,209	93.4%
			100.0%
Water			
Landlord	34	4,725	84.7%
Tenant	3	854	15.3%
			100.0%
Sewer			
Landlord	34	4,725	84.7%
Tenant	3	854	15.3%
			100.0%
Trash Pick Up			
Landlord	35	5,187	93.0%
Tenant	2	392	7.0%
			100.0%

Utility Allowance

Br	Unit Type	Heating				Hot Water		Cooling		Electric	Water	Sewer	Trash	Cable
		Gas	Electric	Steam	Other	Gas	Electric	Gas	Electric					
0	Garden	\$28	\$35		\$59	\$4	\$16	\$2	\$6	\$22	\$17	\$26	\$16	\$20
1	Garden	\$31	\$39		\$70	\$5	\$19	\$2	\$7	\$26	\$18	\$29	\$16	\$20
1	Townhouse	\$31	\$39		\$70	\$5	\$19	\$2	\$7	\$26	\$18	\$29	\$16	\$20
2	Garden	\$34	\$50		\$82	\$7	\$27	\$3	\$10	\$36	\$31	\$48	\$16	\$20
2	Townhouse	\$34	\$50		\$82	\$7	\$27	\$3	\$10	\$36	\$31	\$48	\$16	\$20
3	Garden	\$38	\$61		\$93	\$10	\$35	\$4	\$13	\$46	\$49	\$76	\$16	\$20
3	Townhouse	\$38	\$61		\$93	\$10	\$35	\$4	\$13	\$46	\$49	\$76	\$16	\$20
4	Garden	\$41	\$72		\$105	\$12	\$44	\$5	\$16	\$56	\$67	\$105	\$16	\$20
4	Townhouse	\$41	\$72		\$105	\$12	\$44	\$5	\$16	\$56	\$67	\$105	\$16	\$20

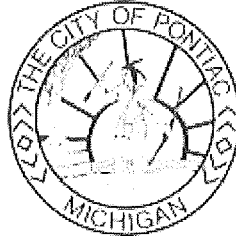
MI-Region D (1/2020)



#4

RESOLUTION

Resolution of the Pontiac City Council



Resolution for Council not to make an appointment but add the vacancy to the August 4, 2020 Primary Election.

WHEREAS, the recent death of Councilman George Williams, District 2 has created a vacancy that needs to be filled on the Pontiac City Council, and;

WHEREAS, section 3.118 of the Home Rule Charter of the City of Pontiac states “a vacancy on the Council may be filled by appointment of a registered elector of the district affected by a majority of Council members remaining. The appointee serves out the unexpired term or until a successor is elected. However, the term of a member may not be extended by resignation and subsequent appointment.”, and;

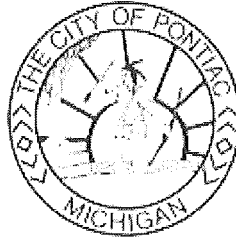
WHEREAS, the Council has chosen not to make an appointment for the unexpired term but has selected to allow the residents of District 2 to hold an election on August 4, 2020 to fill the vacancy for the term ending on December 31, 2021.

NOW, THEREFORE IT BE RESOLVED, that the City Council for the City of Pontiac approves the City Council District 2 vacancy for the term ending December 31, 2021 being placed on the August 4, 2020 ballot.

#5

RESOLUTION

Resolution of the Pontiac City Council



Resolution to send a letter to the previous applicant asking him (Coleman Yoakum,) to fill the seat and then have an election in August 2020 to fill the remainder of the term that ends December 31, 2020.

WHEREAS, the recent death of Councilman George Williams, District 2 has created a vacancy that needs to be filled on the Pontiac City Council, and;

WHEREAS, section 3.118 of the Home Rule Charter of the City of Pontiac states “a vacancy on the Council may be filled by appointment of a registered elector of the district affected by a majority of Council members remaining. The appointee serves out the unexpired term or until a successor is elected. However, the term of a member may not be extended by resignation and subsequent appointment.”, and;

WHEREAS, the Council has chosen to ask Coleman Yoakum, a resident of District 2 and a previous applicant to fill the vacancy until the election on August 4, 2020 is held to fill the District 2 Council vacancy for the term ending on December 31, 2021; and.

WHEREAS, the Council has instructed the City Clerk to send a letter to Mr. Coleman Yoakum to see if he is interested in filling the vacancy until the election on August 4, 2020 is held.

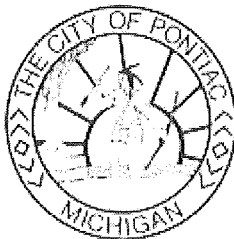
NOW, THEREFORE IT BE RESOLVED, that the City Council for the City of Pontiac approves the following:

1. The City Clerk sending Mr. Coleman Yoakum a letter to see if he is interested in filling the vacancy until the election on August 4, 2020 is held.
2. The City Council District 2 vacancy for the term ending December 31, 2021 being placed on the August 4, 2020 ballot.

#6

RESOLUTION

Resolution of the Pontiac City Council



Resolution to open the appointment process to all residents of District 2 and the Council would select a District 2 resident to fill the vacancy.

WHEREAS, the recent death of Councilman George Williams, District 2 has created a vacancy that needs to be filled on the Pontiac City Council, and;

WHEREAS, section 3.118 of the Home Rule Charter of the City of Pontiac states “a vacancy on the Council may be filled by appointment of a registered elector of the district affected by a majority of Council members remaining. The appointee serves out the unexpired term or until a successor is elected. However, the term of a member may not be extended by resignation and subsequent appointment.”, and;

WHEREAS, the Council has chosen to make an appointment for the unexpired term ending on December 31, 2021; and,

WHEREAS, the Council is allowing any registered voter of District 2 who has resided in District 2 for at least a year before apply to fill the Council vacancy; and

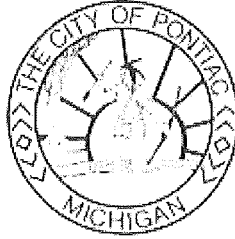
WHEREAS, the Council has instructed the City Clerk publish the notice of the vacancy in the Oakland Press as well as on the City Clerk’s website <http://pontiaccityclerk.com>, facebook page and other venues to promote the vacancy. Also, the Clerk is instructed to ask the I.T.. division to post the notice of the vacancy of the City’s website <http://pontiac.mi.us>

NOW, THEREFORE IT BE RESOLVED, that the City Council approves the process for filling the City Council District 2 vacancy for the term ending December 31, 2021.

#7

RESOLUTION

Resolution of the Pontiac City Council



Resolution to appoint Coleman Yoakum to the City Council District 2 vacancy for the fill the remainder of the term that ends December 31, 2021.

WHEREAS, the recent death of Councilman George Williams, District 2 has created a vacancy that needs to be filled on the Pontiac City Council, and;

WHEREAS, section 3.118 of the Home Rule Charter of the City of Pontiac states “a vacancy on the Council may be filled by appointment of a registered elector of the district affected by a majority of Council members remaining. The appointee serves out the unexpired term or until a successor is elected. However, the term of a member may not be extended by resignation and subsequent appointment.”, and;

WHEREAS, the Council has chosen to make an appointment for the unexpired term ending on December 31, 2021; and,

WHEREAS, the Council has selected Coleman Yoakum a registered voter of District 2 who has resided in District 2 for at least a year to fill the vacancy of the unexpired term ending December 31, 2020

NOW, THEREFORE IT BE RESOLVED, that the City Council approves the appointment of Coleman Yoakum for the City Council District 2 vacancy for the term ending December 31, 2021.

#8

RESOLUTION



CITY OF PONTIAC

OFFICIAL MEMORANDUM

Executive Branch

TO: Honorable Mayor, Council President and City Council Members

FROM: Jane Bais-DiSessa, Deputy Mayor, at the request of
Dan Ringo, Interim Director DPW

DATE: March 31, 2029

RE: **Ottawa Towers Contract Extension for Phoenix Center Maintenance**

On March 24th, City Council expressed strong sentiment to deny the Mayor entering into an agreement with the DRCFA to manage the Phoenix Center garage. As such, the City has requested that Ottawa Towers extend their current operations and maintenance of the Phoenix Center Garage until November 1, 2020. This extension will assist the City in providing consistent operations until such time as options for operations and maintenance can be fully verified as well as correct infrastructure installed to run the garage efficiently and effectively. The cost for this contract extension does not change from the original settlement agreement signed in November of 2018. Because of the legal obligation the city owes under the Consent Agreement, the Mayor requests approval to extend the current agreement with North Bay Dry Wall LLC for the following time frame: April 1, 2020 to November 1, 2020. Please note that their current contract expires March 31, 2020.

The Department of Public Works and the City Attorney have reviewed and approved the attached contract extension and recommend that the City sign the extension. The following resolution is recommended for your consideration:

RESOLUTION TO EXTEND MAINTENANCE AGREEMENT FOR PHOENIX CENTER

Whereas, North Bay Drywall, Inc. Profit Sharing Plan & Trust, currently performs certain day-to-day maintenance on the Phoenix Center; and

Whereas, the City is obligated to perform these functions as part of the Settlement Agreement entered into between the City and Ottawa Tower II, LLC; and

Whereas, The agreement expires on April 1, 2020.

Now Therefore, Be it Resolved, That the City of Pontiac City Council approves the Mayor entering into an Agreement to extend that Agreement for the period of time from April 1, 2020, through November 1, 2020, at a cost of \$9,810 per month, and further purchasing maintenance equipment that will be owned by the City and used to maintain the Phoenix Center at a cost not to exceed \$10,000; for a total cost not to exceed \$78,670. ~~g is effective for a period not less than twenty ye~~

JVB

Attachments

LETTER OF AGREEMENT

This Letter of Agreement (“AGREEMENT”) is made this 30th day of March, 2020, by and between the CITY OF PONTIAC (the “CITY”), located at 47450 Woodward Ave., Pontiac, Michigan 48342, and NORTH BAY DRYWALL, INC. PROFIT SHARING PLAN & TRUST, a California Pension and Profit Sharing Trust (“NORTH BAY”) (hereinafter collectively “the PARTIES”);

RECITALS

WHEREAS, the parties entered into a Settlement Agreement dated November 1, 2018 (“SETTLEMENT AGREEMENT”), which in pertinent part provided that representatives of NORTH BAY would continue to provide general maintenance to the Phoenix Center for a monthly amount of \$9,810.00;

WHEREAS, the obligation to provide maintenance was for a period of six (6) months, which commenced on November 1, 2018;

WHEREAS, the PARTIES, pursuant to this AGREEMENT, seek to extend the period that NORTH BAY will provide maintenance through and including October 31, 2020, under the terms and conditions set forth below;

NOW, THEREFORE, in consideration of the above recitals and the mutual promises and conditions contained within this AGREEMENT, the PARTIES agree as follows:

1. NORTH BAY agrees to continue current maintenance on the Phoenix Center Garage up to October 31, 2020. Current maintenance consists of:

- Clean decks with blowers up to two times per month;
- Empty trash and pick up trash daily;

- Pressure wash three levels of the South Garage, however, the pressure washing of the winter's salt removal will be subcontracted, and will be the responsibility of the City.

- Basic landscaping: cut grass and trim, however, our equipment needs replaced and the City will be required to pay for the costs of replacements, however, when the City eventually takes over the maintenance, the equipment will belong to the City. We'll buy a new riding lawnmower, two weedwackers, and other landscaping equipment, as necessary. We've worn out all our equipment over the last 11 years.

- Sweep water from low areas to drains, as needed; and

- Pick up trash on the South side of the tunnel; as needed.

2. Additional items will be sent to the CITY to either address or approve to be completed by NORTH BAY. These items will be added to the monthly invoice;

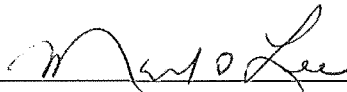
3. NORTH BAY will continue to bill the CITY at the agreed upon amount, plus additional items as agreed;

4. The CITY, with fourteen (14) days' notice, may terminate this AGREEMENT for any reason, with written notice to the designated representative of NORTH BAY;

5. This AGREEMENT is not intended to in any way modify the PARTY's Settlement Agreement dated November 1, 2018, except for the terms and conditions set forth above.


IN WITNESS WHEREOF, the Parties acknowledge and agree that each is acting of their own free will to cause the execution of this Letter of Agreement as of the date first written above.

WITNESSED:



SIGNED:

NORTH BAY DRYWALL, INC. PROFIT
SHARING PLAN & TRUST

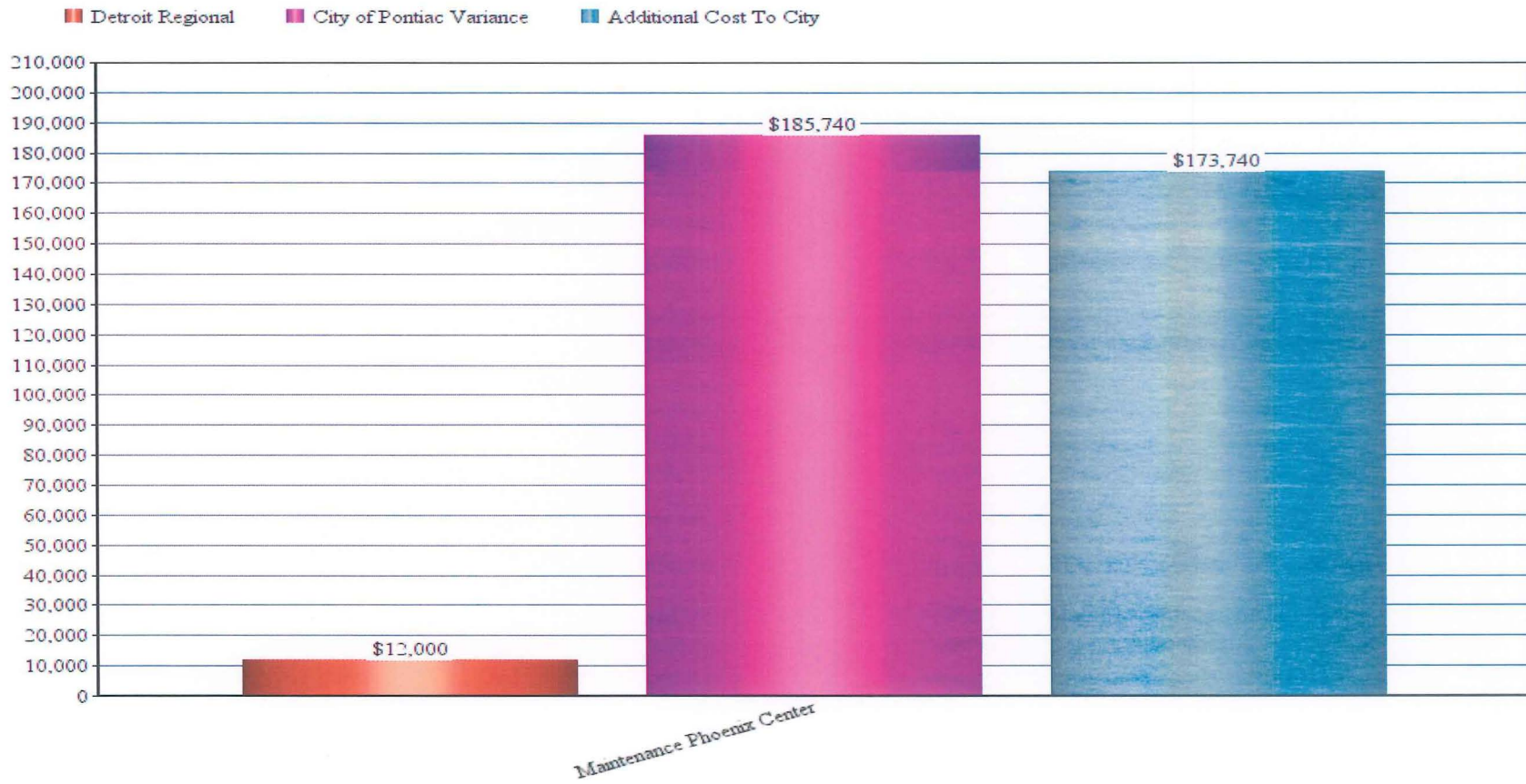


By: Charles R. Stephens
Its: Authorized Trustee

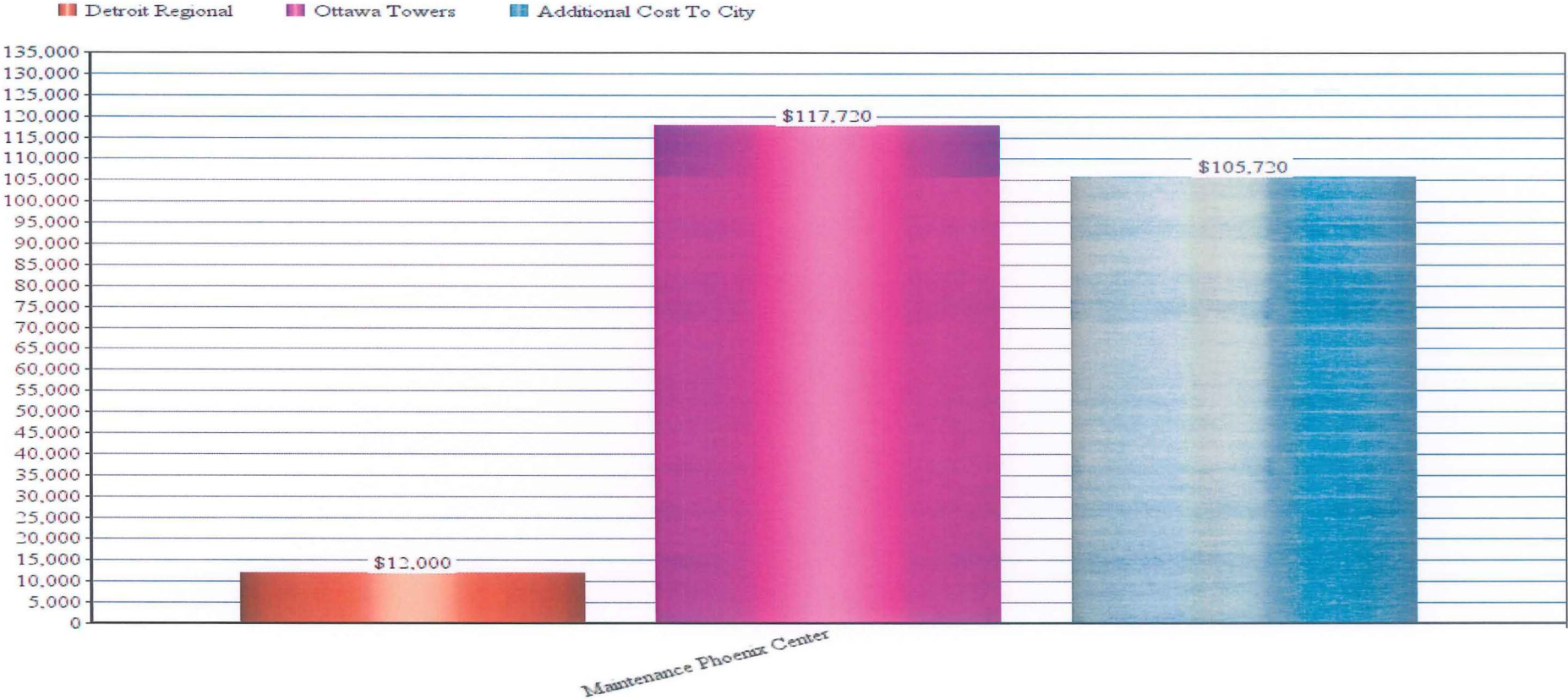
CITY OF PONTIAC

By: Deirdre Waterman
Its: Mayor

It Will Cost COP \$173,740 To Maintain Phoenix Center by Not Passing Detroit Regional Agreement



It will cost COP additional \$105,720 to Have Ottawa Towers Maintain Phoenix Center instead of Detroit Regional



DRCFA

Phoenix Center Pro Forma

	April 2020	May 2020	June 2020	July 2020	Aug 2020	Sept 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Total
Days	30	31	30	31	31	30	31	30	31	31	28	31	365
Hours/Shift	8	8	8	8	8	8	8	8	8	8	8	8	
Expenses													
Maintenance													
Rate/hr \$17 (including 40% fringe benefits)	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80	\$ 23.80
Day	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Afternoon													
Grave	1	1	1	1	1	1	1	1	1	1	1	1	1
Total	\$14,280.00	\$14,756.00	\$14,280.00	\$14,756.00	\$14,756.00	\$14,280.00	\$14,756.00	\$14,280.00	\$14,756.00	\$14,756.00	\$13,328.00	\$14,756.00	\$173,740.00
Supplies/Incidentals	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 12,000.00
Equipment Rental Pickup	1752	1752	1752	1752	1752	1752	1752	1752	1752	1752	1752	1752	\$ 21,028.80
Equipment Rental Non City	833	833	833	833	833	833	833	833	833	833	833	837	\$ 10,000.00
Total Expenses	\$17,865.40	\$18,341.40	\$17,865.40	\$18,341.40	\$18,341.40	\$17,865.40	\$18,341.40	\$17,865.40	\$18,341.40	\$18,341.40	\$16,913.40	\$18,345.40	\$185,740.00
Total Expenses-DR Contract	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 12,000.00
Net Cost to COP	\$16,865.40	\$17,341.40	\$16,865.40	\$17,341.40	\$17,341.40	\$16,865.40	\$17,341.40	\$16,865.40	\$17,341.40	\$17,341.40	\$15,913.40	\$17,345.40	\$173,740.00
Total Expenses-Ottawa Towers Contract													
Total Expenses-DR Contract	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 12,000.00
Net Cost to COP	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	\$ 8,810.00	# \$105,720.00

INSUFFICIENT FUNDS TO PAY ALL OF PHOENIX CENTER SETTLEMENT FROM RESERVES

General Fund Unassigned Fund Balance 07/01/2019 \$ 12,554,802

Minimum Fund Balance -15% of budgeted expenditures
of \$39,965,027 \$ (5,994,754)

\$ 6,560,048

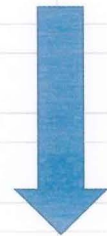
Estimated Excess of Revenues Over Expenditures 2019-
2020 \$ 1,200,000

Available for Phoenix Center Settlement Payment \$ 7,760,048

Phoenix Center Settlement Required Funds \$ (19,300,000)

Additional funds required other sources \$ (11,539,952)

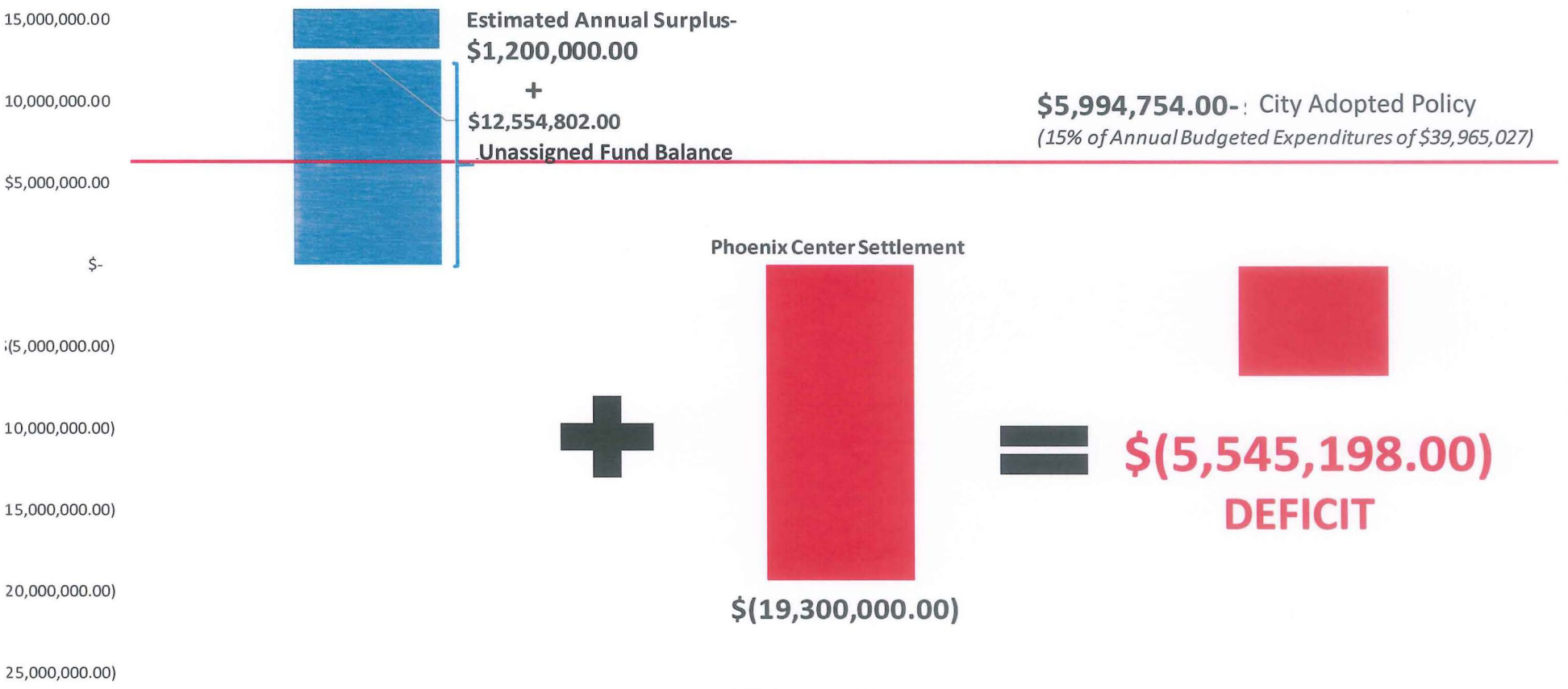
Additional Funds
Required For
Settlement
Agreement



1 \$ 7,760,048	-	2 \$ (19,300,000)	=	3 \$ (11,539,952)
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**RESPONSE TO QUESTION FROM COUNCIL PRESIDENT KERMIT WILLIAMS
 "WHAT HAPPENS TO CITY IF PHOENIX CENTER SETTLEMENT IS PAID ENTIRELY FROM RESERVES"**

Available Fund Balance After Phoenix Center Settlement Payment



#9

PRESENTATION

**CITY OF PONTIAC
FINANCE DEPARTMENT
HUMAN RESOURCES DIVISION**



COVID-19 Related FAQs for City of Pontiac Employees

The [CDC continues to offer guidance to help prevent the spread of COVID-19](#). The county also is encouraging employers to identify symptoms and exposure via establishing procedures for symptom and wellness checks. Recognizing that the situation is continuously evolving, the city will continue to evaluate essential operations and provide updates to employees via the Paylocity self-service portal. This FAQ document is provided as a reference for employees. It is not all-inclusive and is fluid, subject to executive orders, resolutions, and additional CDC and other regulatory guidelines on the COVID-19 pandemic.

Frequently Asked Questions (FAQs):

Q: What is the Families First Coronavirus Response Act?

A: The H.R. 6201: Families First Coronavirus Response Act (FFCRA or Act) provisions apply from the effective date of April 1, 2020, through December 31, 2020. FFCRA requires *certain* employers to provide employees with paid sick leave or expanded family and medical leave for specified reasons related to COVID-19. The City of Pontiac is a covered employer.

Generally, the Act provides that employees of covered employers are eligible for:

- *Two weeks (up to 80 hours) of **paid sick leave** at the employee's regular rate of pay where the employee is unable to work because the employee is quarantined (pursuant to Federal, State, or local government order or advice of a health care provider), and/or experiencing COVID-19 symptoms and seeking a medical diagnosis; or*
- *Two weeks (up to 80 hours) of **paid sick leave** at two-thirds the employee's regular rate of pay because the employee is unable to work because of a bona fide need to care for an individual subject to quarantine (pursuant to Federal, State, or local government order or advice of a health care provider), or to care for a child (under 18 years of age) whose school or child care provider is closed or unavailable for reasons related to COVID-19, and/or the employee is experiencing a substantially similar condition as specified by the Secretary of Health and Human Services, in consultation with the Secretaries of the Treasury and Labor; and*
- *Up to an additional 10 weeks of **paid expanded family and medical leave** at two-thirds the employee's regular rate of pay where an employee, who has been employed for at least 30 calendar days, is unable to work due to a bona fide need for leave to care for a child whose school or child care provider is closed or unavailable for reasons related to COVID-19.*

Eligibility is determined on a case by case basis when an employee meets qualifying bona fide reasons as defined in the act and upon submittal of supporting documentation including but not limited to the leave request.

Q: What are the qualifying reasons for taking paid sick or expanded leave under H.R. 6201: Families First Coronavirus Response Act?

A: Qualifying Reasons for Leave:

Under the FFCRA, an employee qualifies for expanded family and medical leave if the employee is unable to work (**or unable to telework**) due to a need for leave because the employee:

1. is subject to a Federal, State, or local quarantine or isolation order related to COVID-19;
2. has been advised by a health care provider to self-quarantine related to COVID-19;
3. is experiencing COVID-19 symptoms and is seeking a medical diagnosis;
4. is caring for an individual subject to an order described in (1) or self-quarantine as described in (2);
5. is caring for a child whose school or place of care is closed (or childcare provider is unavailable) for reasons related to COVID-19; or
6. is experiencing any other substantially similar condition specified by the Secretary of Health and Human Services, in consultation with the Secretaries of Labor and Treasury.

Q: Who is eligible for telework (working remotely)?

A: An employee is eligible to telework if: (a) the employee is identified as having essential duties not requiring onsite presence; (b) upon approval of city administration for the employee to work from a remote location; and (c) there are no extenuating circumstances *such as* serious COVID-19 symptoms identified by a healthcare provider and local health department that prevent an employee from performing that work. Please contact your supervisor for additional information.

Q: What documentation is needed to substantiate a FFCRA leave request?

A: The Department of Labor affirms that an employee must provide the following information prior to taking paid sick leave or emergency FMLA leave:

1. Employee's name;
2. Date(s) for which leave is requested
3. Qualifying reason for the leave;
4. An oral or written statement that the employee is unable to work because of the qualified reason for leave.
5. The name of the government entity that issued the quarantine or isolation order.

6. The name of the health care provider who advised the Employee to self-quarantine due to concerns related to COVID-19.
7. The name of the son or daughter under 18 years of being cared for;
8. The name of the school, place of care, or childcare provider that has closed or become unavailable (if applying for emergency paid leave); and
9. A representation that no other suitable person will be caring for the son or daughter during the period for which the employee takes paid sick leave or expanded FML (if applying for emergency paid leave).

Note: Dependent documentation, and/or custody documentation may also be required if not on file.

Q: What should I do if I feel sick?

A: CDC recommends that employees who appear to have acute respiratory illness symptoms (i.e., fever, chills, cough, shortness of breath, or sore throat) upon arrival to work or become sick during the day should be separated from other employees and be sent home immediately. Sick employees should cover their noses and mouths with a tissue when coughing or sneezing (or an elbow or shoulder if no tissue is available).

This answer applies whether an employee is considered essential (as defined by Oakland County EXECUTIVE ORDER No. 2020-21) or not, sick employees are expected to stay home, and employees who become sick (in particular with respiratory illnesses) should leave work and contact their health care provider.

If you have COVID-19 related symptoms and are sent home and determined ineligible to telework (work remotely), you *may* be eligible for paid sick leave under The Families First Coronavirus Response Act (FFCRA), operational on April 1, 2020. Contact your supervisor for additional information.

Q: How much information may be requested from me if I call in sick or report to work with symptoms?

A: During a pandemic, ADA-covered employers may ask such employees if they are experiencing symptoms of the pandemic virus. For COVID-19, these include symptoms such as fever, chills, cough, shortness of breath, or sore throat. We must maintain all information about illnesses as part of a confidential medical record in compliance with the ADA. Once this information is received by your supervisor, it is reported to HR.

Under Oakland County, Michigan EMERGENCY ORDER (2020-5) FOR CONTROL OF PANDEMIC, employers are required to screen and implement social distancing measures subject to the Governors Executive Order 2020-21.

Your supervisor may discuss with you, your ability to work remotely.

COVID-19 Related FAQs for City of Pontiac Employees

The following is not meant to be all inclusive. Should you have questions, please contact Human Resources at humanresources@pontiac.mi.us or 248.758.3293.

Q: What should I do if a member of my household has been sick with COVID-19 symptoms?

A: Notify your supervisor prior to your scheduled shift. You should avoid contact with others and seek advice from your healthcare provider. If eligible, telework may be an option—follow-up with your supervisor for additional information.

If your family members have received a COVID-19 diagnosis and determined ineligible for telework (working remotely), you may be eligible for paid sick leave under The Families First Coronavirus Response Act (FFCRA), operational on April 1, 2020. Contact your supervisor for additional information.

Q: When am I able to return to work or leave home isolation, whether diagnosed for COVID-19 or only exhibiting symptoms?

A: Employees should follow standard department protocol for absence from work (e.g., notifying their supervisor and obtaining a doctor note that they are fit for duty when they do not report for work two or more days in a row.

If you previously tested positive for COVID-19, your doctor may require that you be re-tested. In that instance, you can stop home isolation under the following conditions:

- You no longer have a fever (without the use of medicine that reduces fevers), and
- other symptoms have improved (for example, when your cough or shortness of breath have improved); and
- you received two negative tests in a row, 24 hours apart from a doctor following CDC guidelines.

Employees who have stayed home (are home isolated) for symptoms can stop home isolation under the following conditions:

- They have been without fever for at least 72 hours (without the use of medicine to reduce the fever); and
- other symptoms have improved; and
- at least seven days have passed since their symptoms first appeared

If you were sent by your supervisor in compliance **with Oakland County's EMERGENCY ORDER (2020-5) FOR CONTROL OF PANDEMIC** for having close contact with someone with a diagnosis of COVID-19 in the last 14 days or for travel internationally or domestically within the last 14 days you might return to work upon meeting the following conditions:

- You are not exhibiting any symptoms; and
- at least 14 days have passed since your close contact with a person diagnosed with COVID-19; or
- at least 14 days have passed since you have returned from travel.

COVID-19 Related FAQs for City of Pontiac Employees

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If you have COVID-19 related symptoms and are sent home and determined ineligible to telework (work remotely), you may be eligible for paid sick leave under The Families First Coronavirus Response Act (FFCRA), operational on April 1, 2020. Contact your supervisor for additional information.

Q: What is the Oakland County Health Departments Emergency Order (2020-5)?

A: The Oakland County Health Department Emergency Order (2020-5) for Control of Pandemic outlines required screening and social distancing measures at open businesses and operations subject to the Governors Executive Order 2020-21. The Local Health Officer has determined that controls are necessary to reduce transmission of COVID-19 to protect the public health of Oakland County. As such, it was ordered that businesses and operations remaining open under EO-2020-21 must take precautions by implementing daily screenings programs for all staff.

Department Heads are screening staff and reporting answers to human resources. The screening question include: (1) Do you have any of the following symptoms: fever, cough, shortness of breath, sore throat, OR diarrhea? (2) Have you had any close contact in the last 14 days with someone with a diagnosis of COVID-19? And, (3) Have you traveled internationally or domestically in the last 14 days?

Q: What is the CARES Act?

A: As part of the federal government's stimulus legislation, the Coronavirus Aid, Relief, and Economic Security Act ("CARES Act") (2020), Pub. L. 116-136, was signed into law on March 27, 2020. The CARES Act provides some economic and fiscal relief to individuals and small businesses facing financial difficulties due to the COVID-19 crisis.

For individuals, the law provides:

- Supplements weekly unemployment benefits for workers who qualify by \$600.
- Waives the waiting period to begin collecting unemployment benefits.
- Extends unemployment benefits for an additional 13 weeks.
- Expands access to unemployment benefits to include part-time, self-employed, and gig economy workers.
- Expands coverage to those who do not have sufficient earnings over the last year to qualify for state unemployment.

Q: Can I apply for unemployment insurance benefits if I'm out of work and unable to telework due to COVID-19?

A: Most employees who are out of work due to COVID-19 should be eligible for unemployment benefits. You have a right to apply for unemployment insurance benefits if you are laid off, fired, or partially unemployed (meaning your hours or earnings have been reduced by more than one-third, you may be eligible to collect unemployment benefits). You will not be required to use earned sick

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time before applying for unemployment. Employees laid off prior to April 1, 2020, should apply for unemployment benefits.

Q: If my department or division closed, and I am laid off because of a lack of work, will I still get paid?

A: The Department of Labor explained that if the employer is open for business, but furloughs certain employees after April 1, 2020 (the effective date of the FFCRA) because of lack of work, this employee would not be entitled to paid sick leave or expanded family and medical leave. They should seek unemployment compensation.

Employers are also not required to pay for paid sick leave or expanded family and medical leave if it has closed its worksite. The City of Pontiac is maintaining essential functions, but some divisions have closed temporarily due to lack of work, those employees impacted would not be entitled to paid sick leave or expanded family and medical leave and should apply for unemployment benefits.

Once the worksite reopens and you return to work, consistent with the provisions of FFCRA, you may be eligible for leave.

Q: I have a documented serious underlying medical condition, that as defined by the CDC, may put me at a higher risk for severe illness from COVID-19; may I stay home from work?

A: Employees with a documented health condition may request remote work accommodation through their supervisor, who will submit the request on their behalf. If remote work is not possible, reasonable accommodation options will be evaluated by human resources who will evaluate the request on a case by case basis.

Q: Working in this pandemic has created a great deal of stress and anxiety. What are my options?

A: We understand. As a reminder, the city offers an Employee Assistance Program (EAP) that has staffed licensed, CEAP certified, and master's level EAP Counselors that are available to assist you for issues including, but not limited to, stress management, and loss. **When you call Mutual of Omaha 's EAP, you can expect to speak directly and immediately to a licensed counselor at (800) 316-2796.** This resource is confidential and available 24 hours a day, 7 days a week. You, your immediate dependents (includes spouse, domestic partner, and unmarried children up to age 26), are eligible to use EAP services.

The city will make a reasonable effort for job accommodation. The city has provided remote options where available for employees performing operations and other essential duties in compliance with the Governors Executive Order 2020-21. If unable to make an accommodation, employees *may* have the option to take a vacation, paid time off (PTO) or excused time without pay for **up to 7** consecutive calendar days with supervisor and administrative approval baring essential duties. If your stress and anxiety have been diagnosed or defined as serious by a healthcare provider, you

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are encouraged to contact human resources and speak confidentially about options that may be available to you under the Family and Medical Leave Act of 1993.

Q: Why am I required to check in with my Department Head or HR?

A: The city continues to prioritize communication with our staff, residents, and partners. We take this opportunity to communicate important news as it presents itself, prioritize team tasks, and perform any other check-ins as required by executive orders. We want to hear from you and prioritize your needs ensuring that you have everything you need to be successful in the challenging time.

APPENDIX

Local Resources:

Oakland County Health Department:

Text OAKGOV to 28748 to subscribe to receive COVID-19 updates

Nurse on Call (800) 848-5533 or noc@oakgov.com

Beaumont Coronavirus Hotline – (800) 592-4784

- State of Michigan (888) 535-6136
- Oakland County (248) 858-1000
- Centers for Disease Control (800) 232-4636

State of Michigan Resources & Social Media Posts:

Prevention:

- The CDC, MDHHS, local public departments, and the state's healthcare community are actively monitoring the Coronavirus Disease 2019 outbreak. This is an emerging, rapidly evolving situation, and MDHHS will provide updated information as it becomes available at Michigan.gov/Coronavirus.
- There are currently no vaccines available to protect you against a coronavirus infection. Reduce your risk of infection by washing your hands with soap and water and covering your mouth and nose when coughing or sneezing. Michigan.gov/Coronavirus
- The Coronavirus Disease 2019 (COVID-19) is caused by a new respiratory virus that has the potential to cause severe illness and pneumonia. You can help prevent the spread of respiratory illness by following everyday health habits. <http://bit.ly/3cxvVCp>

Symptoms:

- #COVID19 symptoms may appear in as few as two days or as long as 14 days after exposure to the virus and include fever, cough, and shortness of breath. If you believe you have these symptoms, call your healthcare provider before visiting a doctor or emergency room. Michigan.gov/Coronavirus
- If you believe you have symptoms of #coronavirus or have been in contact with someone who has the virus, you should call your healthcare provider before visiting a doctor or emergency room. Michigan.gov/Coronavirus.

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Testing:

- If you meet the testing criteria for #COVID19, your healthcare provider will collect the specimen to be tested by the CDC, MDHHS Bureau of Laboratories, or possibly a private lab. For more information, visit Michigan.gov/Coronavirus.

Travel:

- If you have traveled and feel sick with fever, cough, or have difficulty breathing, call your doctor and avoid contact with others. For more #COVID19 frequently asked travel questions, visit <http://bit.ly/38rxY7C>.
- The CDC has issued travel health notices for countries currently experiencing community spread of #COVID19. For updated information on #coronavirus disease 2019 and travel, visit <http://bit.ly/2VMYBRX>.

Community Resources

- Everyone has a role to play in protecting their community from getting and spreading respiratory illnesses like coronavirus disease 2019. Learn how your business, college, or community organization can plan, prepare, and respond to COVID-19 at <http://bit.ly/2VZzo6Y>.
- Everyone has a role to play in protecting their community from getting and spreading respiratory illnesses like coronavirus disease 2019. Learn how your K-12 school or childcare program can plan, prepare, and respond to COVID-19 at <http://bit.ly/3cJtRHA>.
- Everyone has a role to play in protecting their community from getting and spreading respiratory illnesses like coronavirus disease 2019. Learn how you can get your home ready to respond to COVID-19 at <http://bit.ly/2TGikRG>.

Facts about Coronavirus:

- Coronaviruses are named for the crown-like spikes on the surface of the viruses. Human coronaviruses were first identified in the mid-1960s. #COVID19 is a new virus never before seen in people. It is different than the other human coronaviruses that can cause the common cold. For current information, visit Michigan.gov/Coronavirus.

Cases in Michigan:

- MDHHS has confirmed presumptive positive cases for coronavirus disease (#COVID19) in Michigan. As with any virus, you can protect yourself and others by staying at home if you're sick, covering your nose and mouth when you sneeze or cough, and washing your hands often. For updated information about the #coronavirus disease 2019, visit Michigan.gov/Coronavirus.

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Hashtags:

#COVID19

#Coronavirus

Accounts to follow:

[Twitter.com/MichiganHHS](https://twitter.com/MichiganHHS)

[Facebook.com/MichiganHHS](https://facebook.com/MichiganHHS)

[Twitter.com/CDCgov](https://twitter.com/CDCgov)

[Facebook.com/CDC](https://facebook.com/CDC)

Information may be found at:

[Michigan.gov/Coronavirus](https://michigan.gov/Coronavirus)

[CDC.gov/Coronavirus](https://cdc.gov/Coronavirus)

<http://bit.ly/2xwexOr> (COVID-19 Update E-newsletter Sign Up)

COVID-19 Related FAQs for City of Pontiac Employees

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SYMPTOMS OF CORONAVIRUS DISEASE 2019

Patients with COVID-19 have experienced mild to severe respiratory illness.

Symptoms* can include

FEVER

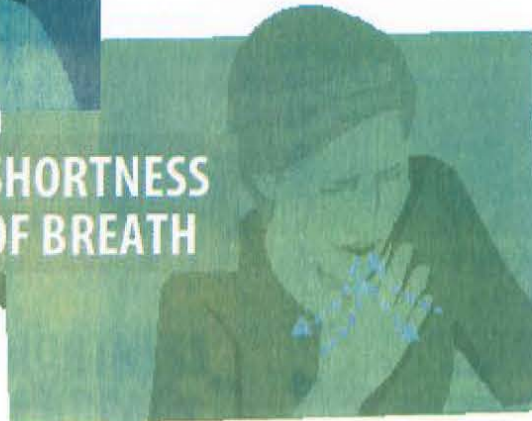


COUGH



*Symptoms may appear 2-14 days after exposure.

SHORTNESS OF BREATH



Seek medical advice if you develop symptoms, and have been in close contact with a person known to have COVID-19 or if you live in or have recently been in an area with ongoing spread of COVID-19.



CS 170253 4 March 26, 2020, 11:01PM

cdc.gov/COVID19-symptoms

COVID-19 Related FAQs for City of Pontiac Employees

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What is it?

- Practice social distancing.
- Check & record your temperature 2x a day and watch for symptoms.
- If symptoms develop, CALL your doctor to explain symptoms and possible exposure before going in.

Who should do it?

People without symptoms, but who had a low-risk exposure like being in an airport or restaurant at the same time as someone with a confirmed case of COVID-19.



Self-monitoring



Self-quarantine

People without symptoms, but who have a higher potential of becoming sick because of where they traveled or having had contact with someone being tested for COVID-19.

- Stay home 24/7 and self-monitor for 14 days.
- Family and roommates should practice social distancing.
- If you become symptomatic, family and roommates should also go into self-quarantine.



Monitored quarantine

Travelers from China or Iran and close contacts of people who have tested positive for COVID-19.

- Same steps as self-quarantine
- Plus report your twice daily temperatures and symptoms to the Health Department during your 14 days of quarantine.



Self-isolation

People sick with symptoms of COVID-19 but not sick enough to be hospitalized.

- Stay in a separate room from the rest of their household members.
- Use a separate bathroom if possible.
- Family and roommates should avoid contact with sick person and practice self-quarantine.
- Wear a mask if you go into shared spaces.

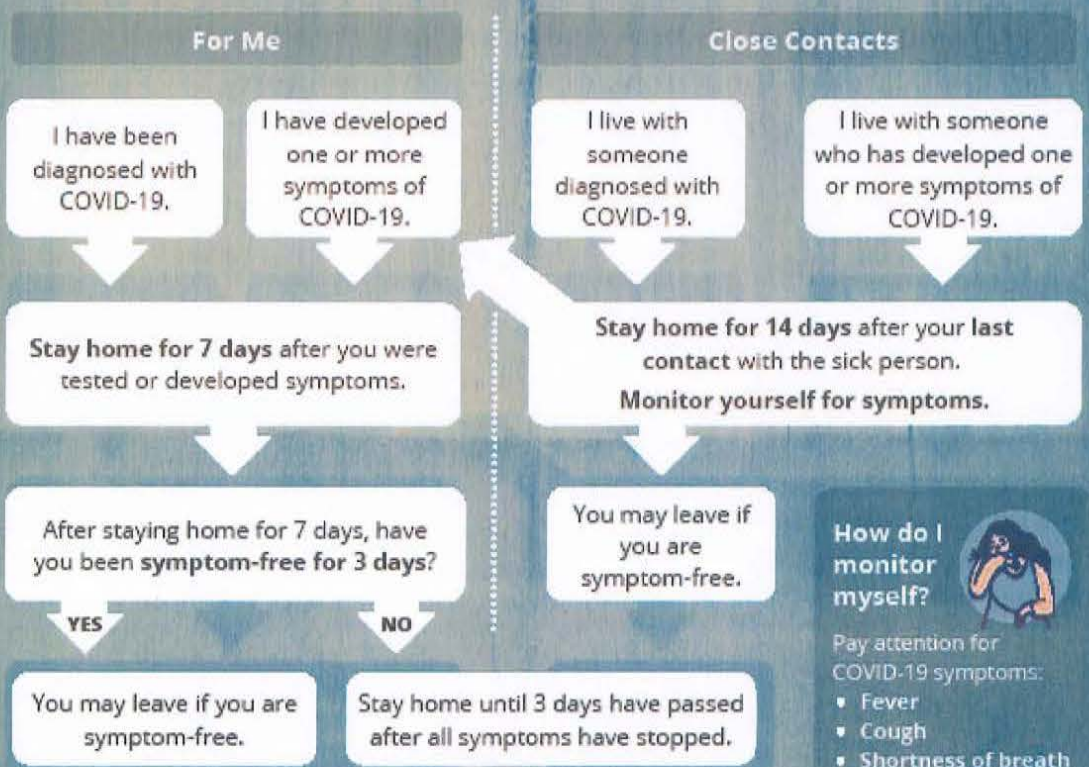
When is it safe to leave home

if you have symptoms of COVID-19 or live with someone who does?

STAY HOME.
STAY SAFE. SAVE LIVES.
 MICHIGAN.GOV/CORONAVIRUS

Employers can't retaliate against workers for taking time away from work under these circumstances.

File a complaint with MIOSHA. Learn more at Michigan.gov/MIOSHAcomplaint.



How do I monitor myself?

Pay attention for COVID-19 symptoms:

- Fever
- Cough
- Shortness of breath

If you are concerned about your health or develop symptoms, contact your health care provider or urgent care.

Should I wear a mask?
 If you or your close contact is symptomatic and you must leave home, you should cover your nose and mouth with a homemade mask, scarf, bandana or handkerchief.

*Process for general public, does not specifically apply to workers at a health-care facility, first responders (e.g., police officers, fire fighters, paramedics), and prison employees.

SHARE FACTS ABOUT COVID-19

Know the facts about coronavirus disease 2019 (COVID-19) and help stop the spread of rumors.

FACT

1

Diseases can make anyone sick regardless of their race or ethnicity.

Fear and anxiety about COVID-19 can cause people to avoid or reject others even though they are not at risk for spreading the virus.

FACT

2

For most people, the immediate risk of becoming seriously ill from the virus that causes COVID-19 is thought to be low.

Older adults and people of any age who have serious underlying medical conditions may be at higher risk for more serious complications from COVID-19.

FACT

3

Someone who has completed quarantine or has been released from isolation does not pose a risk of infection to other people.

For up-to-date information, visit CDC's coronavirus disease 2019 web page.



CS151466-A 02/10/2020

FACT

4

There are simple things you can do to help keep yourself and others healthy.

- Wash your hands often with soap and water for at least 20 seconds, especially after blowing your nose, coughing, or sneezing; going to the bathroom; and before eating or preparing food.
- Avoid touching your eyes, nose, and mouth with unwashed hands.
- Stay home when you are sick.
- Cover your cough or sneeze with a tissue, then throw the tissue in the trash.

FACT

5

You can help stop COVID-19 by knowing the signs and symptoms:

- Fever
- Cough
- Shortness of breath

Seek medical advice if you

- Develop symptoms

AND

- Have been in close contact with a person known to have COVID-19 or if you live in or have recently been in an area with ongoing spread of COVID-19.

[cdc.gov/COVID-19](https://www.cdc.gov/COVID-19)

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FAMILIES FIRST CORONAVIRUS RESPONSE ACT: EMPLOYEE PAID LEAVE RIGHTS

The Families First Coronavirus Response Act (FFCRA or Act) requires certain employers to provide employees with paid sick leave or expanded family and medical leave for specified reasons related to COVID-19. The Department of Labor's (Department) Wage and Hour Division (WHD) administers and enforces the new law's paid leave requirements. These provisions will apply from the effective date through December 31, 2020.

Generally, the Act provides that employees of covered employers are eligible for:

- *Two weeks (up to 80 hours) of paid sick leave at the employee's regular rate of pay where the employee is unable to work because the employee is quarantined (pursuant to Federal, State, or local government order or advice of a health care provider), and/or experiencing COVID-19 symptoms and seeking a medical diagnosis; or*
- *Two weeks (up to 80 hours) of paid sick leave at two-thirds the employee's regular rate of pay because the employee is unable to work because of a bona fide need to care for an individual subject to quarantine (pursuant to Federal, State, or local government order or advice of a health care provider), or to care for a child (under 18 years of age) whose school or child care provider is closed or unavailable for reasons related to COVID-19, and/or the employee is experiencing a substantially similar condition as specified by the Secretary of Health and Human Services, in consultation with the Secretaries of the Treasury and Labor; and*
- *Up to an additional 10 weeks of paid expanded family and medical leave at two-thirds the employee's regular rate of pay where an employee, who has been employed for at least 30 calendar days, is unable to work due to a bona fide need for leave to care for a child whose school or child care provider is closed or unavailable for reasons related to COVID-19.*

Covered Employers: The paid sick leave and expanded family and medical leave provisions of the FFCRA apply to certain public employers, and private employers with fewer than 500 employees.^[1] Most employees of the federal government are covered by Title II of the Family and Medical Leave Act, which was not amended by this Act, and are therefore not covered by the expanded family and medical leave provisions of the FFCRA. However, federal employees covered by Title II of the Family and Medical Leave Act are covered by the paid sick leave provision.

Small businesses with fewer than 50 employees may qualify for exemption from the requirement to provide leave due to school closings or child care unavailability if the leave requirements would jeopardize the viability of the business as a going concern.

Eligible Employees: All employees of covered employers are eligible for two weeks of paid sick time for specified reasons related to COVID-19. Employees employed for at least 30 days are eligible for up to an additional 10 weeks of paid family leave to care for a child under certain circumstances related to COVID-19.^[2]

Notice: Where leave is foreseeable, an employee should provide notice of leave to the employer as is practicable. After the first workday of paid sick time, an employer may require employees to follow reasonable notice procedures in order to continue receiving paid sick time.

► Qualifying Reasons for Leave

Under the FFCRA, an employee qualifies for paid sick time if the employee is unable to work (or unable to telework) due to a need for leave because the employee:

1. is subject to a Federal, State, or local quarantine or isolation order related to COVID-19;
2. has been advised by a health care provider to self-quarantine related to COVID-19;
3. is experiencing COVID-19 symptoms and is seeking a medical diagnosis;
4. is caring for an individual subject to an order described in (1) or self-quarantine as described in (2);
5. is caring for a child whose school or place of care is closed (or child care provider is unavailable) for reasons related to COVID-19; or
6. is experiencing any other substantially-similar condition specified by the Secretary of Health and Human Services, in consultation with the Secretaries of Labor and Treasury.

Under the FFCRA, an employee qualifies for expanded family leave if the employee is caring for a child whose school or place of care is closed (or child care provider is unavailable) for reasons related to COVID-19.

[1] Certain provisions may not apply to certain employers with fewer than 50 employees. See Department FFCRA regulations (expected April 2020).

[2] Under the Act, special rules apply for Health Care Providers and Emergency Responders.








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If you feel like you and your family are experiencing higher levels of stress and anxiety during the COVID-19 (coronavirus) outbreak, you're not alone. It's common to have those feelings during a health crisis, along with many other mental and physical reactions.

Common Reactions During This Crisis

-  Fear and anxiety about the virus spreading or affecting someone you know
-  Difficulty concentrating and being preoccupied with the virus during daily tasks
-  Helpless or powerless about what will happen in the future
-  Insomnia due to anxiety and worrying
-  Irritability and becoming easily angered or annoyed
-  Hypervigilance while monitoring the news or taking precautions
-  Physical reactions such as headache, upset stomach, increased heart rate, muscle tension, difficulty eating or sleeping

Acknowledging how you're feeling can help you put coping measures in place.

References
 Centers for Disease Control. Key Facts. (March 12, 2020). Retrieved from <https://www.cdc.gov/coronavirus/2019-ncov/symptoms-testing/share-facts.html>
 Huffington Post. What Therapists Tell Patients Who are Anxious About Coronavirus. (March 16, 2020). Retrieved from https://www.huffpost.com/entry/therapists-advice-patients-coronavirus-anxiety_1_5e6fb44ac5b6125e095b4334
 R3 Continuum. COVID-19 Support. (March 18, 2020). Retrieved from <https://r3c.com/>

City of Pontiac (Group G000B6RH)
 Employee Assistance Program

Call: (800) 316-2796 for a confidential consultation



Employee Assistance Program administered by Mutual of Omaha Insurance Company or United of Omaha Life Insurance Company. Mutual of Omaha Insurance Company is licensed in all 50 states. United of Omaha Life Insurance Company is licensed in all states, except in New York. In New York, administered by Mutual of Omaha Insurance Company, 3300 Mutual of Omaha Plaza, Omaha, NE 68175.
 463621

COVID-19 Related FAQs for City of Pontiac Employees

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Managing Daily Life During the Coronavirus Outbreak



If you feel like you and your family are experiencing higher levels of stress and anxiety during the COVID-19 (coronavirus) outbreak, you're not alone. It's common to have those feelings during a health crisis, along with many other mental and physical reactions.

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Insomnia due to anxiety and worrying



Irritability and becoming easily angered or annoyed



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Huffington Post. *What Therapists Tell Patients Who are Anxious About Coronavirus*. (March 16, 2020). Retrieved from https://www.huffpost.com/entry/therapists-advice-patients-coronavirus-anxiety_1_5e6fb44ac5b6125e095b4134

R3 Continuum. *COVID-19 Support*. (March 18, 2020). Retrieved from <https://r3c.com/>

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UNEMPLOYMENT INSURANCE

File Your Claim By **Last Name**


ONLINE FILING SCHEDULE:

 michigan.gov/uia

A-L FILE CLAIMS	M-Z FILE CLAIMS
Monday Wednesday Friday	Sunday Tuesday Thursday

Saturday if you missed your days
WEBSITE IS 24/7

CALL CENTER FILING SCHEDULE:

 **1-866-500-0017**

A-L CALL ON	M-Z CALL ON
Monday & Wednesday	Tuesday & Thursday

Friday if you missed your days
8 AM-5 PM MON-FRI

The day or time of day in which a claim is filed will not impact whether you receive benefits or your benefit amount. Additionally, your claim can be backdated to reflect the date you were laid off or let go due to COVID-19.

#10

PRESENTATION



CITY OF PONTIAC

OFFICIAL MEMORANDUM

Executive Branch

TO: Honorable Mayor, City Council President and City Council Members

FROM: Economic Development through the Deputy Mayor

DATE: April 9, 2020

RE: Summary of Presentation on Phoenix Center IDS/Auch Progress

The City Council approved and adopted a resolution authorizing a contract with IDS for architectural and engineering services to meet the requirements of the Phoenix Center Settlement Agreement

As of today's date, several activities have been completed;

1. The scope of work and deliverables from IDS have been defined.
2. The timeline for bid packages has been updated.
3. Access to the garage has been coordinated with use of rules for worker exceptions and the following has been moved forward;
 - a. Elevator identification and serial numbering
 - b. Tunnel and lighting pre-planning
 - c. Structural measurement and design pre-work.
4. Focusing the preliminary work on structural demands
5. Preliminary schematic drawings and details are estimated for April 10.

All of these efforts, and the status of the next steps and anticipated receivables will be presented by representatives of Auch and IDS, with the assistance of Matthew Gibb.

MG

Attachments



IDS

AUCH

Phoenix Center Renovation Project

Project Status Report

April 14, 2020

IDS – Dave DiCiuccio

AUCH Construction – Vince DeLeonardis

Project Priorities

1. Items required to meet the requirements of the Settlement Agreement between the City of Pontiac and Ottawa Towers
2. Items necessary to achieve the full life of the parking structure
3. Work that would help reduce future maintenance and operating costs and enhance parking utilization

Project Scope

from a Design Perspective – IDS

1. Structural Repairs including post-tension tendons, expansion joints, and precast hangers
2. Rewaterproofing floor deck where necessary
3. Elevator repairs and reactivation
4. Replacements of damaged doors and frames
5. New security booths, gates, and roll-up doors
6. General painting and signage throughout structure
7. Repair/replacement of interior finishes
8. Roofing replacement on upper structures
9. New electrical service and distribution system including switchgear, substations, and generator
10. New lighting system throughout structure including exit signage and underpass lighting
11. New fire alarm system throughout structure
12. Upgrade/replace fire protection system including new fire pump, standpipes, and sprinkler systems
13. Repair/replace plumbing systems throughout structure
14. Repair/replace support space heating and air conditioning systems
15. Repair/replacements necessary to reactivate Amphitheater

Important Project Milestones

Phoenix Center Garage Renovation

Team Kick-Off Meeting	March 11, 2020
Architect/Engineer Code Review	April 3, 2020
Schematic Design Package	April 10, 2020
Schematic Estimate Reconciliation	April 27, 2020
Schematic Estimate Review	May 1, 2020
Bid Packages for Structural and Elevators	May 18, 2020

AUCH and IDS are available to meet upon request to present/receive input to City Council and Staff

Preliminary Plan - Initial Activities

Phoenix Center Garage Renovation

Team Kick-Off Meeting	March 11, 2020
Architect/Engineer Code Review	April 3, 2020
Schematic Design Package	April 10, 2020
Schematic Estimate Reconciliation	April 27, 2020
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