Greenspire Apartments
Stoughton Housing Authority - Owner's Report
May 18, 2022

Occupancy (10/15/2021)

- Wait List: 16 (all are pre-approved) Most are not ready to move or require first floor. Some do not qualify for Greenspire I/II.

- Occupancy Rate: As of 5/17/22 GS1 & 2 (87.5% - 8 vacant) and GS3 (78.57% 6 - vacant). We have 4 pending applications, all wanting to move in June or July. We're also holding 4 units for renovation.

- Resident Retention – We have no residents on notice currently. Because of our resident demographics, vacancies can change quickly.

Current Apartment Status:

Building	Vacant 5/17/22	Notices 5/31	Notices 6/30	Pending Applications	Accepted
924	3	0	0	2	0
1046	3	0	0	1	0
1040	4 (holding 1 for renovation)	0	0	0	0
1050	2 (holding 1 for renovation)	0	0	0	0
1060	1 (holding for renovation)	0	0	0	0
1070	1 (holding for renovation)	0	0	0	0
TOTAL	14 (4 unavailable)	0	0	0	

Marketing:

We continue to update our regular web site advertising and currently staff has taken new pictures, including several renovated units. Staging (accessorizing) has been done to enhance our marketability.

AFHMP efforts are ongoing throughout the year. Letters and brochures are sent and sometimes personal visits to resources in the target market area. Staff also attends various Stoughton Chamber Events.

Three of our affordable senior/disabled properties shared the cost of a booth at the Stoughton Area Community Expo on April 21st.
We made some great contacts and generated some excitement with a fun "spin the wheel" game where we gave out a variety of prizes. We also sponsored a door prize (Cheeser's gift basket) for the event and a drawing for another gift basket at our booth.

We have also updated the Greenspire brochure, which is used during outreach visits, provided to potential Greenspire residents and utilize at community events.
Wendy, our long-term Property Manager, attended the Syttende Mai Festival Kick Off Dinner. Her Grandson, Noah Skoien, was the "Prince" this year!

Operations/Compliance:

Wendy, our Site Manager, does a great job with the strict HUD and Rural Development regulations and getting all recertifications completed timely. The '22 budget that was submitted to Rural Development last fall was approved.

RD once again changed our loan specialist. The new person is out of Missouri. This creates difficulties as each change requires us to educate and familiarize the loan specialist with the unique qualities of the property.

New income limits were published and went into effect on 4/18/22.

Wendy, Sue, Cindy McGlynn and Mayor Tim met on April 14th to discuss BMC's process to handle resident concerns. We also agreed that we should urge residents to provide us with an e-mail address, even if it's a friend or family member so that they may receive property information quickly. We also thought it was wise to write a cover letter, and attach a Resident Data form to all residents, asking for updated information.

Resident Information:

The spring newsletter (attached) went out in April and residents seem to have enjoyed it.

The next Town Hall meeting at each of the building's community rooms is tentatively set for Wednesday, July 13th. Mayor Tim and Cindy McGlynn expressed interest in attending.

Maintenance/Major Repairs:

The fire alarm system replacements in two buildings that were initially scheduled for mid-Dec., are now pushed back till sometime in June. The availability of parts and equipment have been a large issue.
The contractor has had some difficulties with inventory and staffing. We also have an electrician lined up for when the system is installed.

A new recirculating pump was installed in building #1070.

Spring storms created some siding, fascia, and shingle issues. All have been repaired.
Staff is in the process of bidding out parking lot striping.

Gutters were replaced over entries in buildings 1040, 1050, 1060, and 1070, at a total cost of $3,750.

We have the same landscape maintenance company that we've had for many years, who hasn't raised his prices. They have completed their spring clean-up and other services are in full swing.

Unit Rehab:

McGann Construction will begin work in August on the next phase of renovations. We will be doing four units which consist of one in each of the following buildings, 1040, 1050, 1060 & 1070. We will also finish up the last of the lower-level corridors in building 1040.

Funding Update:

Update as of 5/16/22: "Due to expected federal housing legislation in the Build Back Better agenda not coming to fruition, inflated construction costs, and increased interest rates, the major redevelopment plans for Greenspire are currently on hold. The project is currently on the cusp of being financially viable but an award of competitive 9% tax credits would put it on a more solid financial footing. Such tax credits are highly competitive, and the project would receive the best chance of winning an award (December 2022) with an additional, experienced project partner joining the team. We are currently discussing co-development with a number of groups and hope to present a new team to the Stoughton Housing Authority by mid-summer 2022."

Message from Sunnyside Development 10/17/21: The biggest update is that we had Scott McLaughlin do a tour of the property to prepare a Rent Comparability Study, which is needed to justify a HUD contract rent increase. The unofficial numbers came back at $745 for 'as is' rents and $845 for 'as improved'. He has yet to put this in a final report because he's waiting for me to give him the green light to do so.

I have not yet because with construction costs where they are, even the 'as improved' rents are too low to carry a project of this size. If congress passed the reconciliation package, it would likely solve this issue because they are expected to dramatically increase LIHTC funding (assuming it isn't chopped), but as we've seen this is still being debated in congress.
Another option would be to increase the 26 RD units to Scott's fair market rent of $745. I did reach out to Christine Pratt—the USDA staff assigned to Greenspire, a couple months ago, but she only sent a one-line reply and didn't appear to be very interested in further discussion. I've just asked Baker Tilly to see if they have anyone that is well-connected to RD that could help push this through. Don is checking and will get back to me soon.

Personnel/Training:

We are still seeking a part time maintenance technician, who will eventually be full time when Jim retires.

Wendy attended 4 additional online WI-CARH training sessions last October and November. BMC staff attended a 2-day WI-CARH spring training summit in April. BMC provided a lot of great fair housing information during the month of April, which is Fair Housing Month.

YTD Variance Report (Combined) 4/30/22

Operating Income:	$189,187	under budget	.83%
Expenses:			
• Administrative:	$45,286	under budget	24.76%
• Utilities:	$26,570	over budget	21.65%
• Maintenance:	$41,887	under budget	17.11%
• Tax & Ins.:	$38,702	over budget	5.82%
• Finance:	$11,364	over budget	.56%

Net Operating: $25,378

Capital Expenses (Other): under budget 82.18%

- To date, we have paid architect fees
- Replaced carpet/vinyl (2) in GS3 and (1) in GS
- Replaced coin operated washer in 1040 (GS)
- Purchased (1) range hood for GS3

Net Income: 11,182