



Trane Plant 6 Re-Development Site

Executive Summary for "The Residences"



[Note: This image is not current and will be updated by 2/21/21]

In 2013, STIZO Development, LLC purchased the former Trane Plant 6 site from LIPCO. After multiple end users have failed to materialize including submitted proposals from two separate Low Income Housing Tax Credit (LIHTC) developers and the recently proposed STAR center, as well as two different grocery stores, a proposed hockey arena and a convenience store, the owners have drafted up a mixed use, residential focused project. The proposed project will be a combination of multi-family housing, office, and owner-occupied homes on the lower north side of La Crosse.

Phase one of the proposed re- development will occur on the north four acres of the existing site and will consist of 146 market rate apartments with a focus on work-force housing, fourteen (14) owner occupied condos for sale and a centrally located activity center. The activity center will consist of a leasing office, fitness studio, lounge, gathering rooms, 5 incubator offices for lease and indoor and outdoor gathering space. The diversity of residences in phase one will be combined with a complimentary use of phase two.

There will be a total of five buildings constructed in phase one of the project. The buildings will all address and utilize universal design principles, exceed accessibility requirements, and have a unique focus on installing natural landscaping as a food source for the residents in the neighborhood. The monthly rent of the residences in the 72-unit buildings will range from \$799/month to \$1,250/month. The owner-occupied condos will consist of two-bedroom ranch (one-level) style and three-bedroom two-story style and will be for sale starting at \$229,000.

This development also proposes to connect the Lower Northside neighborhood to the marsh trails from Red Cloud park. This connector would allow residents in the neighborhood to access UW-La Crosse and downtown Riverside Park without having to cross a road.

Project Highlights:

Current Assessed Value: **\$1,377,800**

Current Tax Revenue: **\$35,282.30**

Projected Assessed Value: **\$18,929,511.86**

Projected Tax Revenue: **\$447,928.40**

Project Cost: **\$23,199,526.34**

Number of Residences: **160**

Number of Bedrooms: **212**

Number of Parking Spaces: **175**

Garage/Enclosed: **102**

Surface: **73**

Trane Plant 6 Re-Development

Proposed Terms:

1. Currently, the stabilized NOI of the rental residences average for years 4, 5, and 6 is \$1,088,446.93. Capitalization of this NOI at 5.75 percent equates to a real-time real estate value of \$18,929,511.86. The residential rental units' total construction cost is \$23,199,526.34, which creates an economic gap of \$4,270,014.49. But for TIF assistance, this project is not financially feasible. We are proposing a TIF amount of \$3,750,000.00, which is 16% of the project cost. The reason that our request is less than the shortfall of \$4,270,014.49 is as follows. We think the current construction cost will decrease by the start date, as supply chain issues, lumber, and material prices have spiked during COVID and are very volatile. A one percent reduction in construction cost will absorb part of this shortfall.
2. The payback period of the TIF request is through 2036. We are requesting that the TIF payback be accelerated by developing phase two of the Trane Plant 6 site. For example, if phase two of the site totals \$10,000,000.00 (Ten Million) but requires no TIF or a short TIF life to make the development work, such unused TIF will accelerate the payback request in item #1. For reference, we have included assumptive analysis based on the development of phase 2.
3. We are requesting that the City apply for a WEDC grant of \$250,000.00 for assistance in the project and fill the shortfall gap as outlined in item # 1.
4. We are requesting that the City pay for all costs for the extension of Hager Street through the site. Upon completion of the roadway, the land and roadway will be deeded over to the city. The estimated cost based on the current construction costs is approximately \$685,000.00. We would suggest this portion of the project be a “not to exceed price” and wait to rebid until mid-summer to reduce project cost. The extension of Hager Street to the east side of the site, thereby creating a potential connector between St Cloud and St Andrew to better complete the grid.
5. When capital budget funds are available, we are requesting that the City install decorative lighting consistent with the new decorative lighting installed on George Street.
6. We are requesting the installation of bike and pedestrian facilities on St Andrews Street.
7. We are requesting Red Cloud Park be connected and integrated into the marsh pedestrian trail system. This would connect residents of the Lower Northside Neighborhood to Downtown La Crosse and Hixon Forest without ever crossing a roadway. This pedestrian-based connector is a critical element in catalyzing the Lower North Side. This pedestrian connector should have single-track that compliments the main connector. We are thereby bringing the love of our local citizens for trail systems to this immediate neighborhood.
8. Other terms as necessary based on work with staff to successfully complete the development.

CITY OF LA CROSSE ECONOMIC DEVELOPMENT COMMISSION (LAXEDC) PROSPECT DATA SHEET

Directions: Press F11 to scroll through text boxes. To check a box, double click box and choose "checked" under the default value field.

TO BE COMPLETED BY LA CROSSE ECONOMIC DEVELOPMENT COMMISSION:				
Prospect No:	ADM:	Date Pre-App. Submitted:	Program:	Rep:
SECTION I-PROSPECT/APPLICANT INFORMATION				
Type of Business : <input type="checkbox"/> C Corp <input type="checkbox"/> S Corp <input checked="" type="checkbox"/> LLC <input type="checkbox"/> LLP <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Non Profit				
Legal Name: Stizo Development, LLC				
Trade Name:				
Address: PO Box 609				
City, State, Zip: La Crosse, WI 54601			County: La Crosse	
FEIN #: 46-3924328 <small>(Federal Employee Identification Number -Tax ID or Social Security Number)</small>			State of Organization: Wisconsin <small>(Per Articles of Incorporation/Organization)</small>	
Internet Address: www.				
Tele. #: (608) 782-7368			Fax #: (608) 782-7369	
Name and Title of Head of Company: Marvin Wanders - Member / Paul Borsheim - Member				
<i>Individual To Contact Regarding Questions About The Company:</i>				
Co. Contact: Marvin Wanders			Title: Member	
Email Address: marvin@threesixty.bz				
Tele. #: (608) 782-7368			Fax #: (608) 782-7369	
Address: 1243 Badger Street				
City, State, Zip: La Crosse, WI 54601				
<i>Individual To Contact Regarding Questions About The Project:</i>				
Project Contact: Marvin Wanders			Title: Member	
Email Address: marvin@threesixty.bz				
Tele. #: (608) 782-7368			Fax #: (608) 782-7369	
Address: 1243 Badger Street				
City, State, Zip: La Crosse, WI 54601				
SECTION II-BUSINESS INFORMATION				
Date Established: 10/21/2013			SIC or NAICS:	
Minority Owned: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If Yes, the Minority Classification is: <input type="checkbox"/> Eskimo <input type="checkbox"/> Native Hawaiian <input type="checkbox"/> Hispanic <input type="checkbox"/> Native American <input type="checkbox"/> Aleut <input type="checkbox"/> Asian-Indian <input type="checkbox"/> Asian-Pacific <input type="checkbox"/> African American				
Woman Owned: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			Owned by a Person with a Disability: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Foreign Owned: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes: Country:			% of ownership: 0%	
Primary Product or Service: Real Estate				
Total Company Employment:		Full Time: 0		Part Time:
Total Wisconsin Employment:		Full Time: 0		Part Time:
Total Project Location Employment:		Full Time: 0		Part Time:
% of Project Location Full Time Employees that are WI Residents: 0%				
% of Project Location Full Time Employees that are La Crosse County Residents: 0%				
% of Project Location Full Time Employees that are City of La Crosse Residents: 0%				
Provide the Following for All Other Existing Wisconsin Operations: (attach if applicable)				
Address (Street, City, Zip):			Number of Full Time Employees: 0	

SECTION III-PROJECT INFORMATION

Project Location: City Town Village Of: La Crosse County: La Crosse

Project Street Address: _____ Square Footage of Project Facility(ft²): 140,000

Brief Project Summary: Infill redevelopment project

SECTION IV-PROJECT TIME-LINE

Secure all financing by: 6/1/2021 Break ground/lease by: 6/1/2021

% Complete by Jan 1: 30% Completion Date: 6/1/2022

SECTION V-PROPOSED PROJECT BUDGET

USES OF FUNDING (equip, bldg, work cap, training, etc.)	SOURCES OF FUNDING* (Bank, Equity, SBA, RLF, etc.)				TOTAL
	LAXEDC	SOURCE #1 NAME: Equity	SOURCE #2 NAME: Debt	SOURCE #3 NAME:	
See section 6					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
TOTAL	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00

**Please provide the following for the sources listed above*

Source	Source Name:	Contact Name:	Contact Title	Email Address	Phone Number
1.	Equity	Marvin Wanders	Member	marvin@threesixty.bz	(608) 782-7368
2.	Debt	TBD			
3.					

SECTION VI-PROJECTED EMPLOYMENT

Full Time Positions Only (2,080 hours/year)

Existing Positions		Position Title	Positions Created				Total Number Created
Avg. Hourly Wage	Number of Existing		Year One		Year Two	Year Three	
			Avg. Starting Hourly Wage	Number Created	Number Created	Number Created	
		See Section 8					0
							0
							0
							0
							0
							0
							0
							0
	0	TOTAL		0	0	0	0

SECTION VII-BENEFIT INFORMATION

Check the Health Insurance Provided to Employees: None Individual Family

Percent of Health Insurance Premium Paid by Company: _____ % _____ %

Average Deductible Paid by Employee: _____ \$ _____ \$

Other Benefits Provided to the Majority of the Workforce: Life Insurance Pension 401(k) Childcare
 Tuition Reimbursement Other: (Specify) See Section 8

Will new employees be provided with substantially the same benefits as described above: Yes No

** see section 8*

SECTION XIII-STATE REQUESTS FOR BID OR PROPOSAL

Are you aware of any State of Wisconsin request for bid or request for proposal to which the applicant intends to respond or to which the applicant has recently responded?

Yes No

If yes, please provide the following:

- a. Identify the bid or request for proposal (e.g., bid number, or general description or title).
- b. Identify the state agency or public entity to which you are submitting the bid or proposal.
- c. Explain the status of the bid or proposal (e.g., recently submitted; considering submission; in current negotiations).

Please note that if you answer "yes" LAXEDC may not be able to discuss potential financial assistance until the request for bid or request for proposal process has been completed.

CERTIFICATION STATEMENT

THE APPLICANT:

- 1. Certifies that to the best of its knowledge and belief, the information being submitted to LAXEDC is true and correct.
- 2. Certifies that the applicant is in compliance with all laws, regulations, ordinances and orders of public authorities applicable to it.
- 3. Certifies that the applicant is not in default under the terms and conditions of any grant or loan agreements, leases, or financing arrangements with its other creditors.
- 4. Certifies that LAXEDC is authorized to obtain a credit check and Dun and Bradstreet on the applicant, the business and/or the individual(s).
- 5. Certifies that the applicant has disclosed and will continue to disclose any occurrence or event that could have an adverse material impact on the project. Adverse material impact includes but is not limited to lawsuits, criminal or civil actions, bankruptcy proceedings, regulatory intervention or inadequate capital to complete the project.
- 6. Understands this application and other materials submitted to LAXEDC may constitute public records subject to disclosure under Wisconsin's Public Records Law, § 19.31 et seq. The applicant will mark documents "confidential" where appropriate for financial and other sensitive materials that should be, to the extent possible, be kept in confidence. LAXEDC will notify the applicant if it receives a public records request for materials marked confidential.
- 7. Understands submitting false or misleading information in connection with an application may result in the applicant being found ineligible for financial assistance under the funding program, and the applicant or its representative may be subject to civil and/or criminal prosecution.

Signature: _____



(Authorized Representative)

Date: _____

Printed Name: _____

Marvin Wanders

Title: _____

SECTION VIII-OWNERSHIP INFORMATION (unless publicly owned)

Name: (First, Middle Initial, Last)		Phone Number	Personal Financial Statement Attached	Ownership %*
1.	See section 3		<input type="checkbox"/> YES	%
2.			<input type="checkbox"/> YES	%
3.			<input type="checkbox"/> YES	%
4.			<input type="checkbox"/> YES	%
5.			<input type="checkbox"/> YES	%
All Others:				%
*Personal Financial Statements are required for all owners with 20% or more. LAXEDC may review a Dun and Bradstreet report and delinquent tax filings on the applicant. LAXEDC may also review a personal credit report and delinquent tax filings on each individual that owns 20% or more.				100%

SECTION IX-INFORMATION ON LEGAL PROCEEDINGS

YES/NO

Has the applicant, or any owner, officer, subsidiary or affiliate, been involved in a lawsuit in the last 5 years?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Has the applicant, or any owner, officer, subsidiary or affiliate, ever been involved in a bankruptcy or insolvency proceeding or are any such proceedings pending?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
In the last 5 years, has the applicant, or any owner, officer, subsidiary or affiliate, been charged with a crime, ordered to pay or otherwise comply with civil penalties imposed, or been the subject of a criminal or civil investigation?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does the applicant, or any owner, officer, subsidiary or affiliate, have any outstanding tax liens?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Please attach a detailed explanation of any YES responses.	

SECTION X-MARKET INFORMATION (more information listed in the business plan)

THREE MAJOR CUSTOMERS:	% OF SALES
1. N/A	0.00%
2.	0.00%
3.	0.00%
THREE MAJOR COMPETITORS	LOCATION (City and State)
1. N/A	
2.	
3.	

SECTION XI-SUMMARY OF HISTORICAL FINANCIAL INFORMATION

FYE			
Total Sales			
Net Income	<i>N/A</i>		
Total Assets			
Total Liabilities			
Equity			
WI Income Tax Liability (C Corporations Only)			

SECTION XII-SUMMARY OF PROJECTED FINANCIAL INFORMATION

FYE			
Total Sales	<i>see section 6</i>		
Net Income			
Total Assets			
Total Liabilities			
Equity			
WI Income Tax Liability (C Corporations Only)			

Table I Scoring Criteria

Financial Need - 9 Points Required

Financial assistance will be provided to fill an identified financial gap. The fundamental principle that the City must determine, through information provided by the developer, is that the project would not occur "but for" City assistance. Financial criteria will be scored as follows:

Scoring Criteria	Potential Points	Project Score
Developer equity:		
• 15% +	3	3
• 15% minimum	1	
Tax Incremental Financing: % of Project Cost		
• 1-5%	5	3
• 6-10%	3	
Payback Period:		
• Less than 5 years	5	
• 6-12 years	3	3
• 13-20 years (20 yrs. max)	1	
Land Assembly Cap		
• Less than 10%	1	1
Internal Rate of Return		
• 0-9%	3	
• 10-15%	2	3
• 16-30%	1	
Increase in Improvement Value		
• 20% +	2	
• 20% minimum	1	2
Total	19	15

Public Benefit - 13 Points Required

The following will be scored based on stimulating revitalization of the City, its older neighborhoods, industrial areas, commercial districts and Historic Downtown La Crosse. The developer must demonstrate that there will be a significant public benefit to the community by achieving as many of the following public benefits as possible:

Scoring Criteria	Potential Points	Project Score
Job creation*		
• Avg. hourly rate > Class I	10	
• Avg. hourly rate > Class II	5	10
• Avg. hourly rate > Class III	1	
• 1 point for every job created in pay Class I		
• 0.5 point for every job created in pay Class II		
• 0.1 point for every job created in pay Class III		
Strengthen the economic base of the City	10	10
• 1 point for every additional \$1,000,000 of assessed value		
Leveraging the maximum amount of non-city funds	3	3
Promote efficient usage of land through elimination of blight and redevelopment of underutilized properties	2	2
Stabilize and upgrade targeted neighborhoods (Powell -Poage and Lower North Side neighborhoods)	2	2
Creating a variety of mixed-use commercial/housing opportunities to increase the number of City residents	2	2
Encouraging development projects that enhance the streetscape and pedestrian experience and improve the vitality of the downtown area by adding interest and activity on the first floor of mixed-use buildings	2	2
Promote use of Mass Transit by actively promoting and participating in the MTU Works pass program for employees	1	1
Attracting desirable businesses and retaining existing businesses	1	1
Contribute to other unique projects or programs not listed that provide public benefits	1	1
Improving infrastructure	1	1
Retention of existing jobs	1	1
Total	46	46

Class	Hourly Rate	Income Descriptions
I	\$24.38	La Crosse County 2015 Median Household Income
II	\$18.69	Average of Class I and II
III	\$13.01	Living wage based on 110% poverty guidelines for a family of 4

Special Considerations- 7 Points Required

Criteria	Potential Points	EDC Score
Support an educated workforce		
• Employers develop curriculum, evaluation and assessment tools, and job shadow programs	2	2
• Leadership/Partnership with workforce development programs		
Demonstrable efforts to increase the percentage of newly hired and retained employees who reside within the City limits of the City of La Crosse.	5	5
Higher standard of urban design (e.g., mixed use, add vitality to commercial districts by adding interest and activity on the first floor of mixed use buildings, etc.)	3	3
LEED Silver or equivalent	3	3
Providing protection of natural resources	2	2
Additional performance standards which enhances the overall quality of life	2	2
Total	17	17

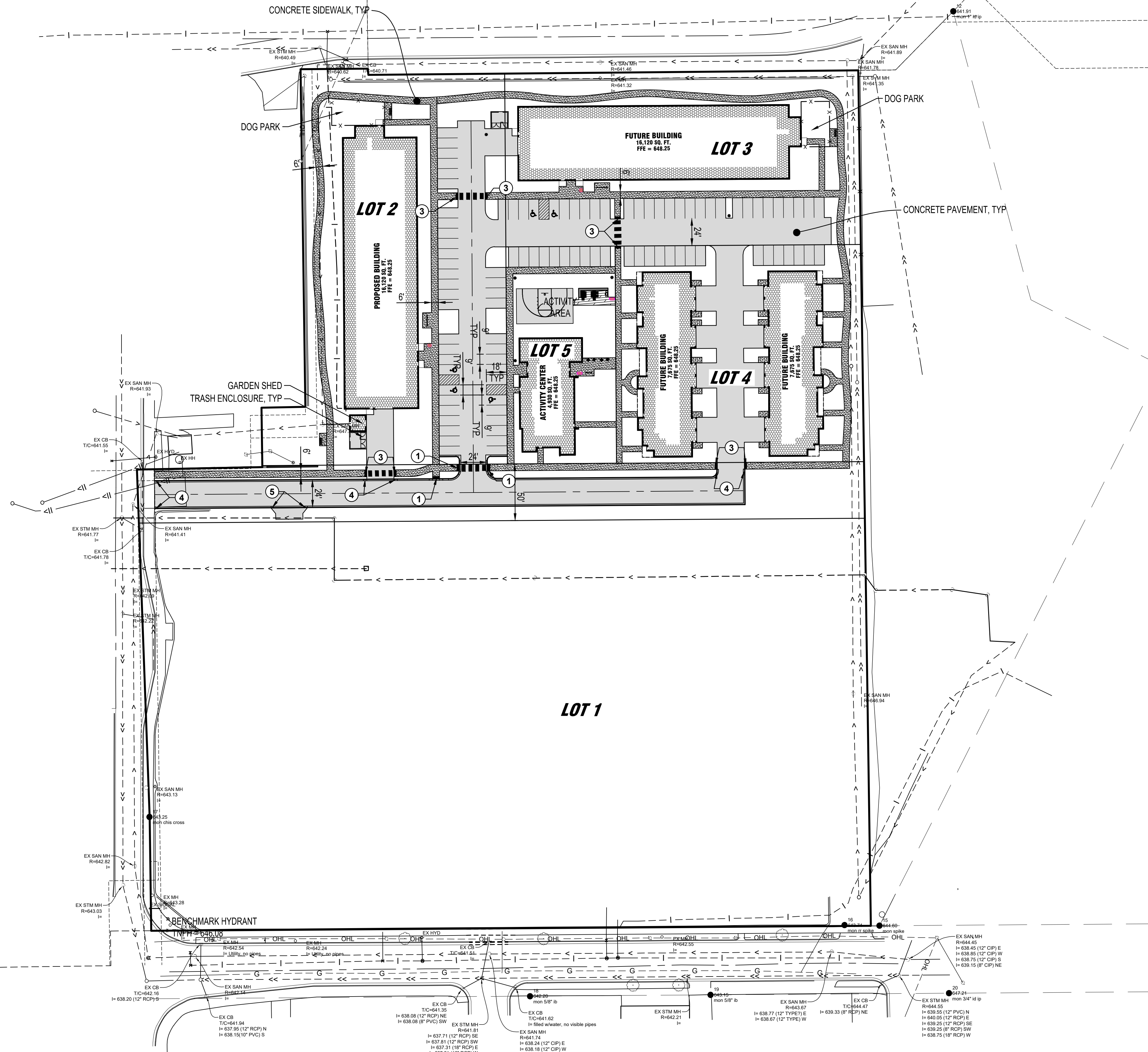
Eligible Projects

• Business retention & expansion and exporters
• Promotion of downtown office and retail
• Projects that contribute to the implementation of adopted City policies and plans
• Promote neighborhood stabilization/revitalization
• Mixed use development in commercial nodes and city gateways
• Projects consistent with approved TIF Project Plans
• Environmental clean-up, removal of blight
• Revitalization of historically designated buildings



PAVEMENT LEGEND	
SYMBOL	DESCRIPTION
	CONCRETE PAVEMENT
	CONCRETE SIDEWALK
	REVERSE PITCH CONCRETE CURB & GUTTER

SITE LEGEND	
SYMBOL	DESCRIPTION
	ACCESSIBLE RAMP, DETECTABLE WARNING, & 2-3 FT CURB TAPERS
	ACCESSIBLE RAMP, DETECTABLE WARNING, & 1-3 FT CURB TAPER
	DETECTABLE WARNING
	3 FT CURB TAPER
	2 FT CURB TAPER



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PROJECT

RED CLOUD DEVELOPMENT

LA CROSSE WISCONSIN

REVISION SCHEDULE		
DATE	DESCRIPTION	BY

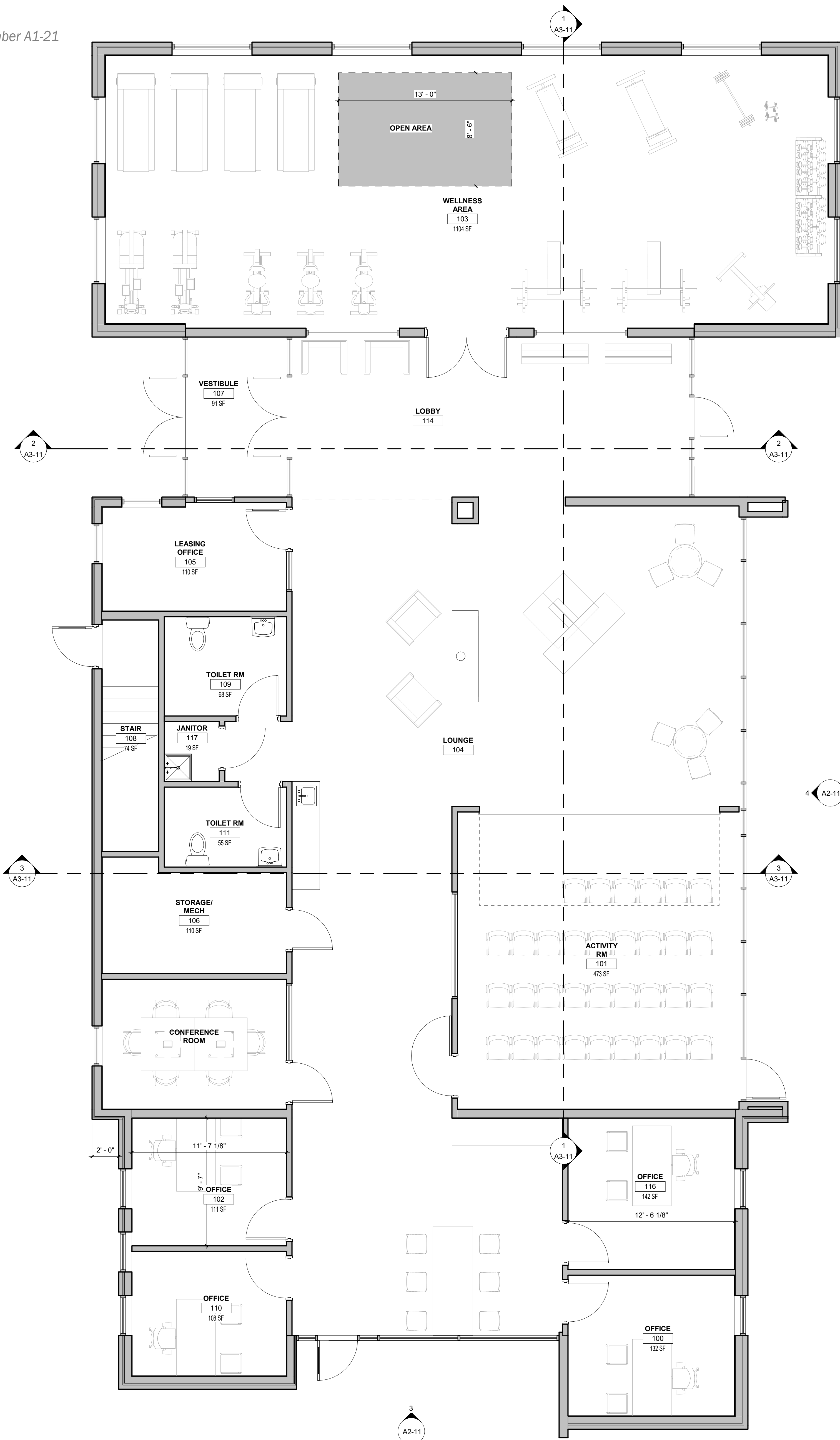
PROJECT NO.	20-24403
FILE NAME	24403 SITE CONCEPT 1
DRAWN BY	---
DESIGNED BY	---
REVIEWED BY	---
ORIGINAL ISSUE DATE	02/05/2021
CLIENT PROJECT NO.	---

TITLE

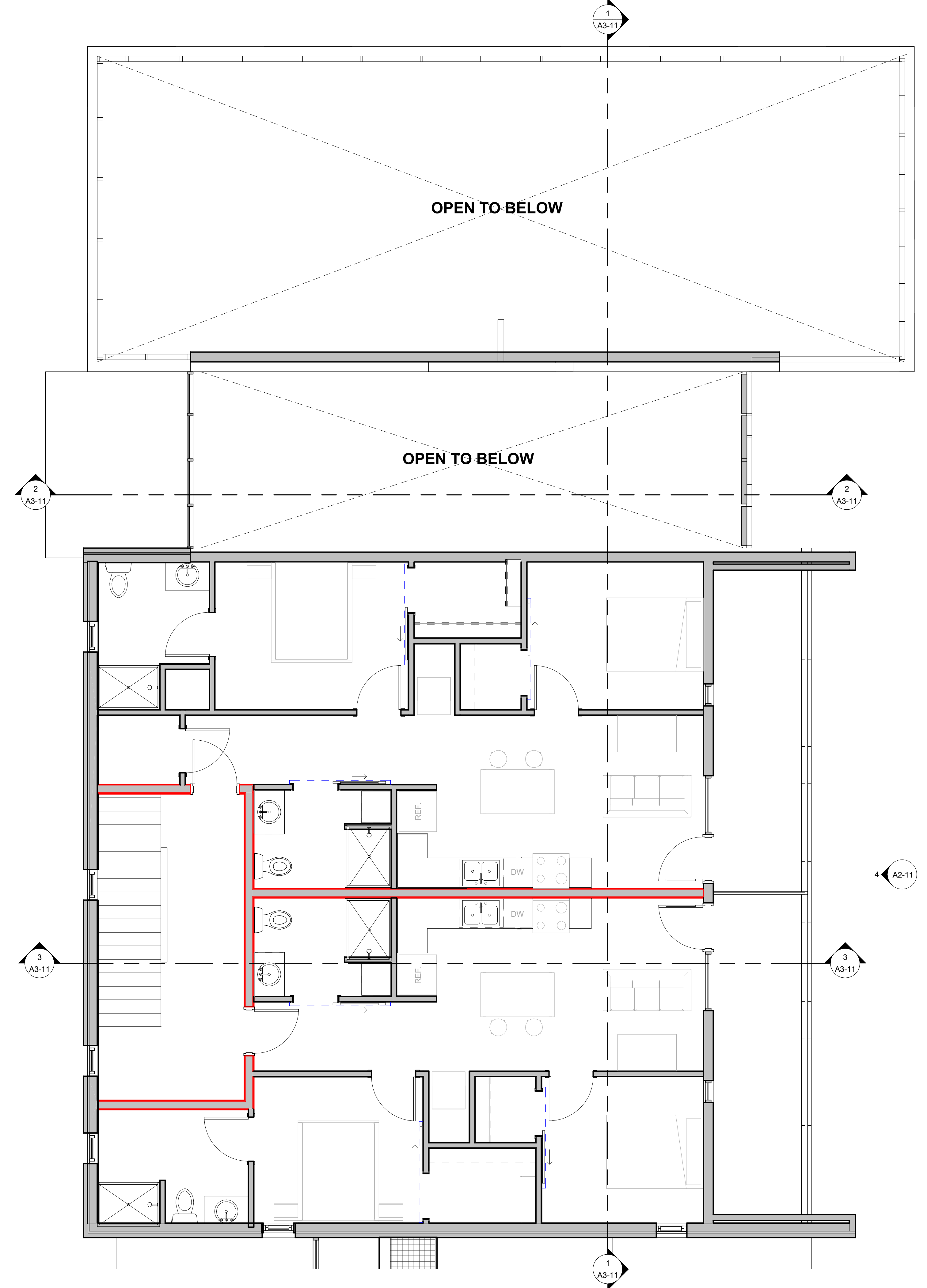
SITE PLAN EXHIBIT

SHEET

PRELIMINARY NOT FOR CONSTRUCTION



1 FIRST FLOOR PLAN
1/4" = 1'-0"

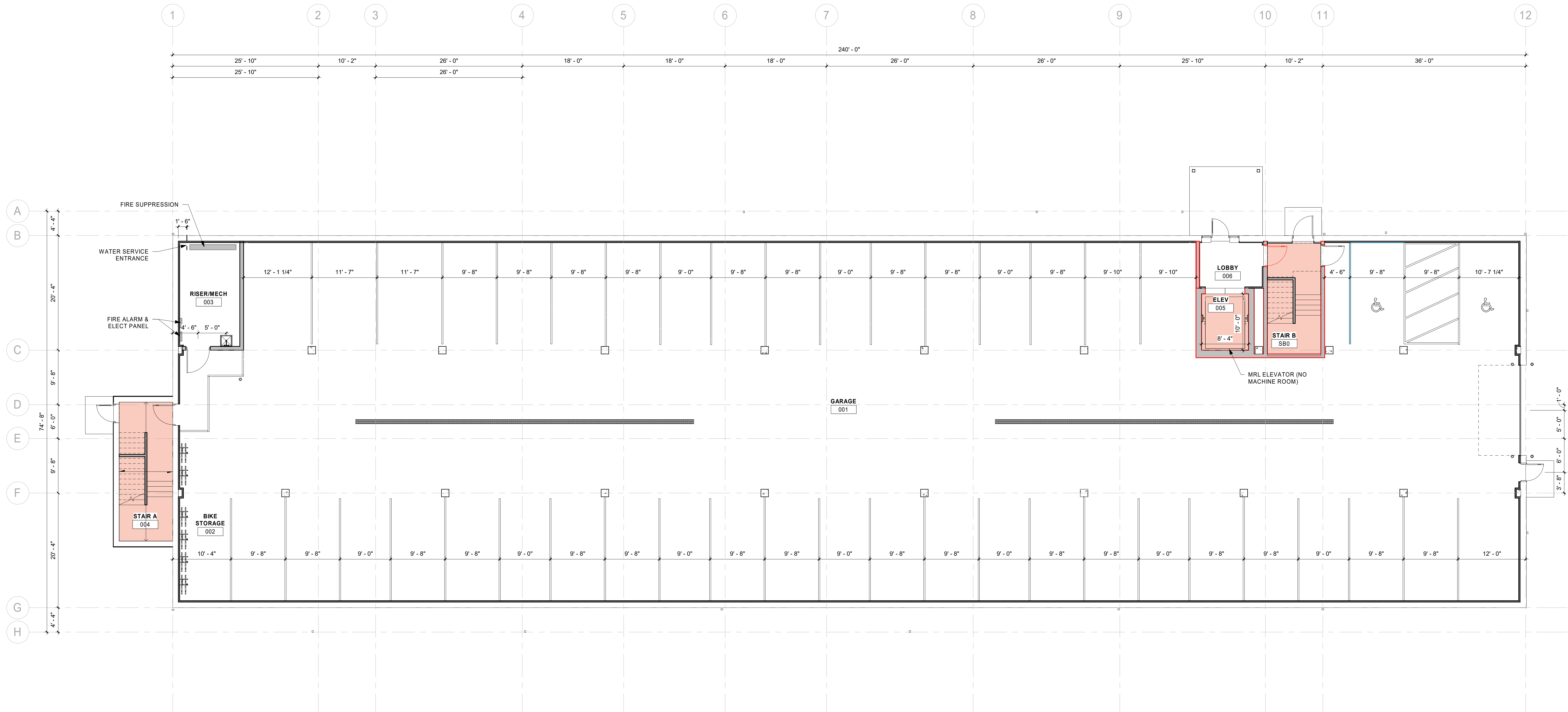


2 SECOND FLOOR PLAN
1/4" = 1'-0"

FLOOR PLANS

UNIT MATRIX					
	STUDIO	1 BEDROOM	2 BEDROOM	TOTAL	SQUARE FOOTAGE
5TH FLOOR	6	7	5	18	17,102 SQ. FT.
4TH FLOOR	6	7	5	18	17,017 SQ. FT.
3RD FLOOR	6	7	5	18	17,017 SQ. FT.
2ND FLOOR	6	7	5	18	17,017 SQ. FT.
GROUND/PARKING	-	-	-	-	16,175 SQ. FT.
TOTAL	24	28	20	72	84,328 SQ. FT.

LOWER LEVEL PARKING: 43 STALLS

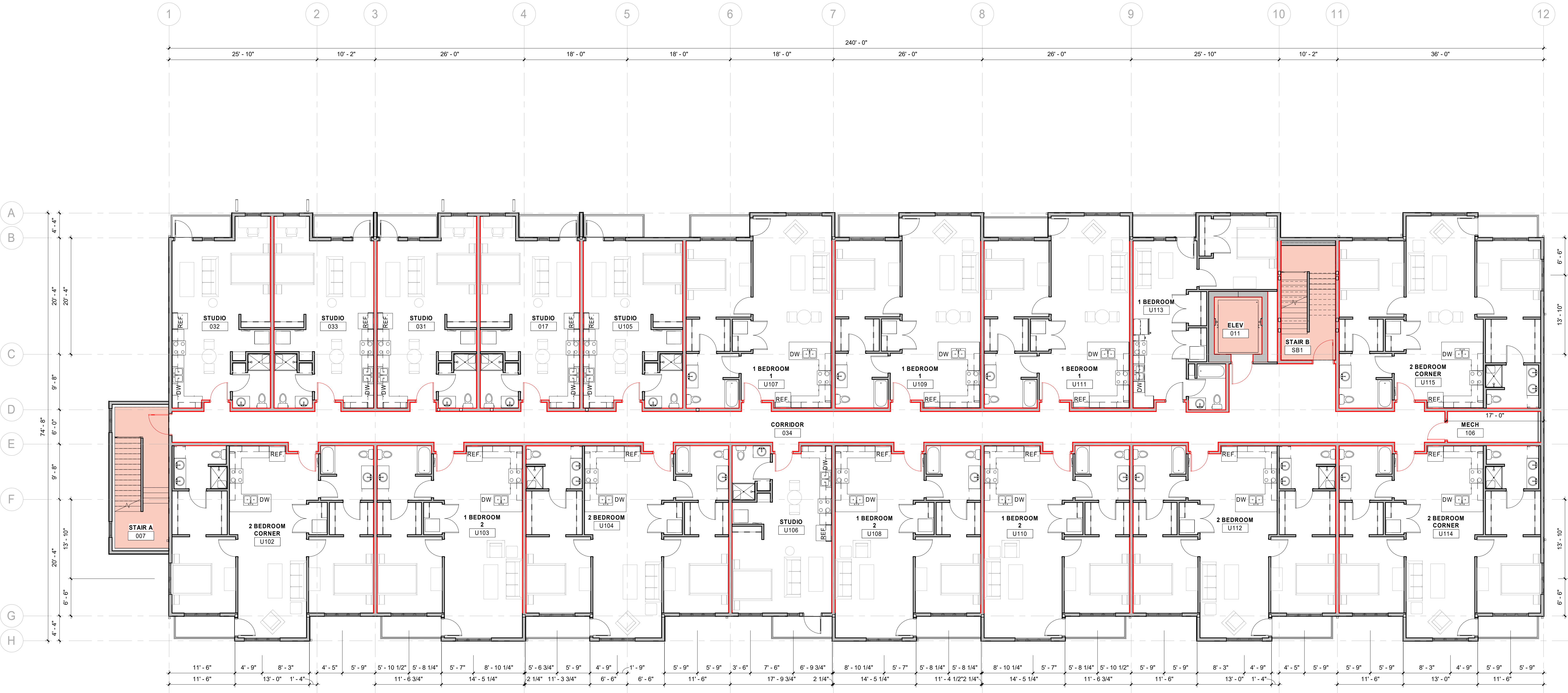


GROUND/PARKING FLOOR PLAN



UNIT MATRIX					
	STUDIO	1 BEDROOM	2 BEDROOM	TOTAL	SQUARE FOOTAGE
5TH FLOOR	6	7	5	18	17,302 SQ. FT.
4TH FLOOR	6	7	5	18	17,017 SQ. FT.
3RD FLOOR	6	7	5	18	17,017 SQ. FT.
2ND FLOOR	6	7	5	18	17,017 SQ. FT.
GROUND/PARKING	-	-	-	-	16,175 SQ. FT.
TOTAL	24	28	20	72	84,328 SQ. FT.

LOWER LEVEL PARKING: 43 STALLS

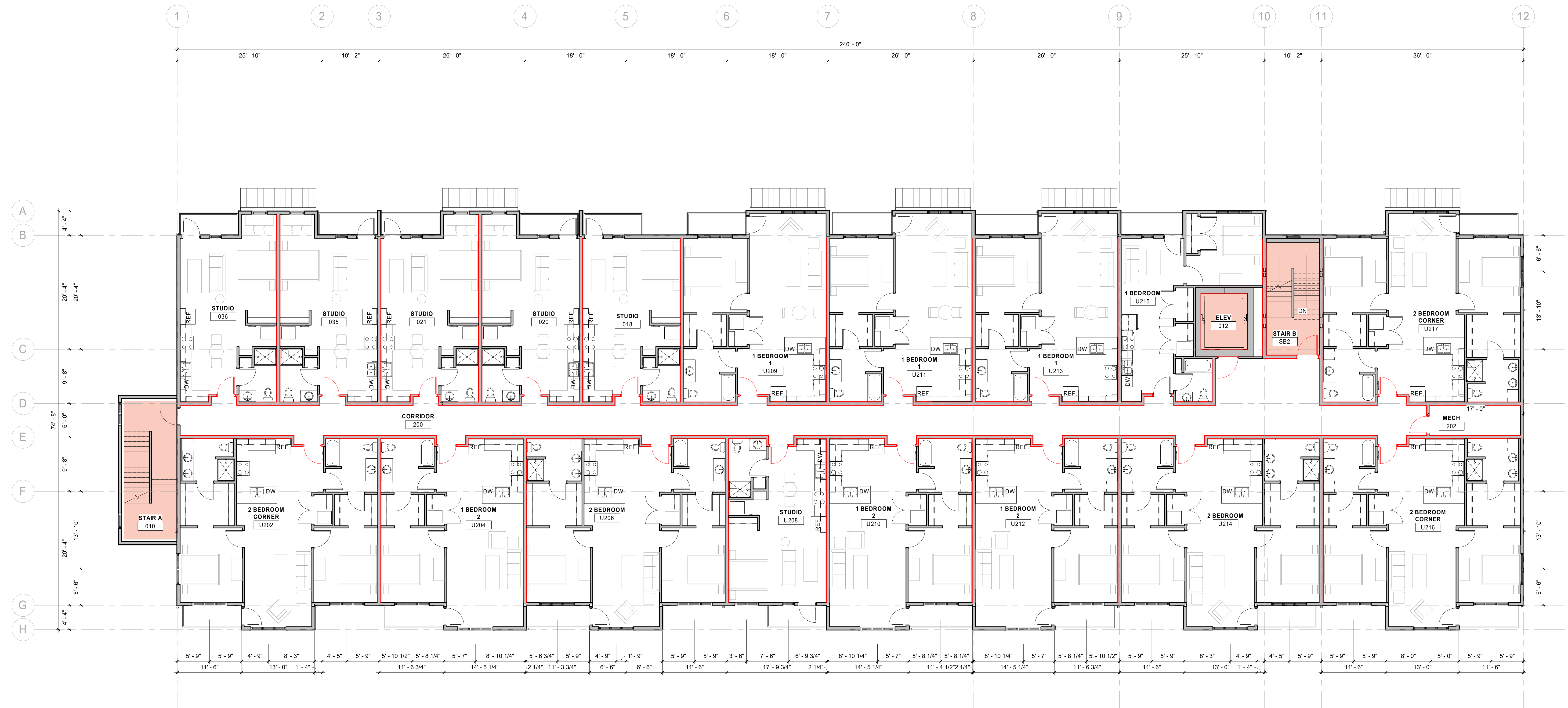


SECOND FLOOR PLAN



UNIT MATRIX					
	STUDIO	1 BEDROOM	2 BEDROOM	TOTAL	SQUARE FOOTAGE
5TH FLOOR	6	7	5	18	17,102 SQ. FT.
4TH FLOOR	6	7	5	18	17,017 SQ. FT.
3RD FLOOR	6	7	5	18	17,017 SQ. FT.
2ND FLOOR	6	7	5	18	17,017 SQ. FT.
GROUND/PARKING	-	-	-	-	16,175 SQ. FT.
TOTAL	24	28	20	72	84,328 SQ. FT.

LOWER LEVEL PARKING: 43 STALLS

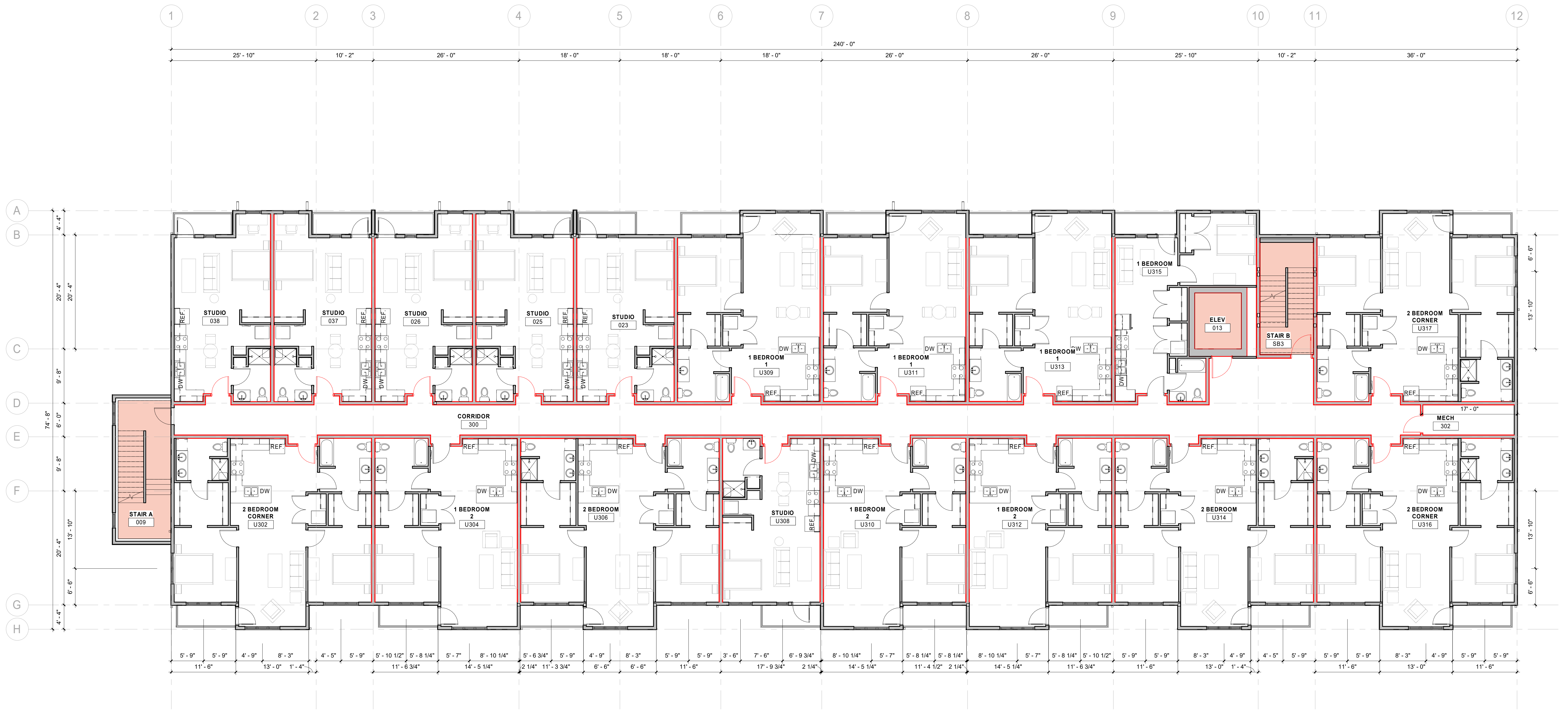


THIRD FLOOR PLAN



UNIT MATRIX					
	STUDIO	1 BEDROOM	2 BEDROOM	TOTAL	SQUARE FOOTAGE
5TH FLOOR	6	7	5	18	17,102 SQ. FT.
4TH FLOOR	6	7	5	18	17,017 SQ. FT.
3RD FLOOR	6	7	5	18	17,017 SQ. FT.
2ND FLOOR	6	7	5	18	17,017 SQ. FT.
GROUND/PARKING	-	-	-	-	16,175 SQ. FT.
TOTAL	24	28	20	72	84,328 SQ. FT.

LOWER LEVEL PARKING: 43 STALLS

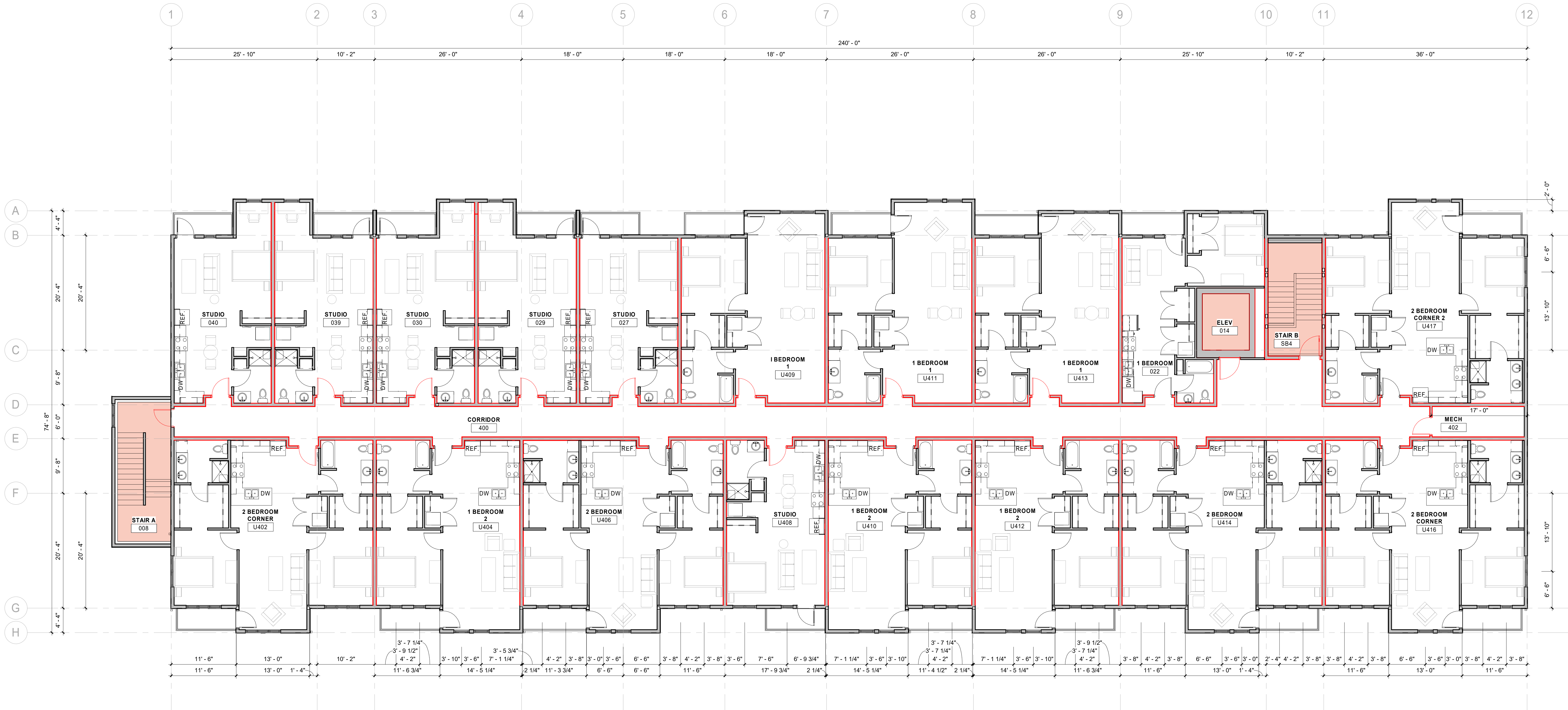


FOURTH FLOOR PLAN



UNIT MATRIX					
	STUDIO	1 BEDROOM	2 BEDROOM	TOTAL	SQUARE FOOTAGE
5TH FLOOR	6	7	5	18	17,102 SQ. FT.
4TH FLOOR	6	7	5	18	17,017 SQ. FT.
3RD FLOOR	6	7	5	18	17,017 SQ. FT.
2ND FLOOR	6	7	5	18	17,017 SQ. FT.
GROUND/PARKING	-	-	-	-	16,175 SQ. FT.
TOTAL	24	28	20	72	84,328 SQ. FT.

LOWER LEVEL PARKING: 43 STALLS



FIFTH FLOOR PLAN





1 NORTH ELEVATION
1/8" = 1'-0"



2 EAST ELEVATION
1/8" = 1'-0"

EXTERIOR ELEVATIONS





1 SOUTH ELEVATION
1/8" = 1'-0"



2 WEST ELEVATION
1/8" = 1'-0"

EXTERIOR ELEVATIONS





1 2020-10-20 View of Front

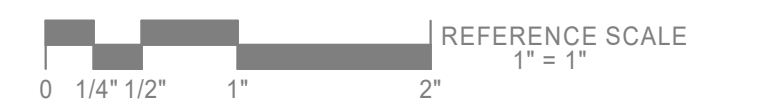
VIEW FROM SOUTHEAST

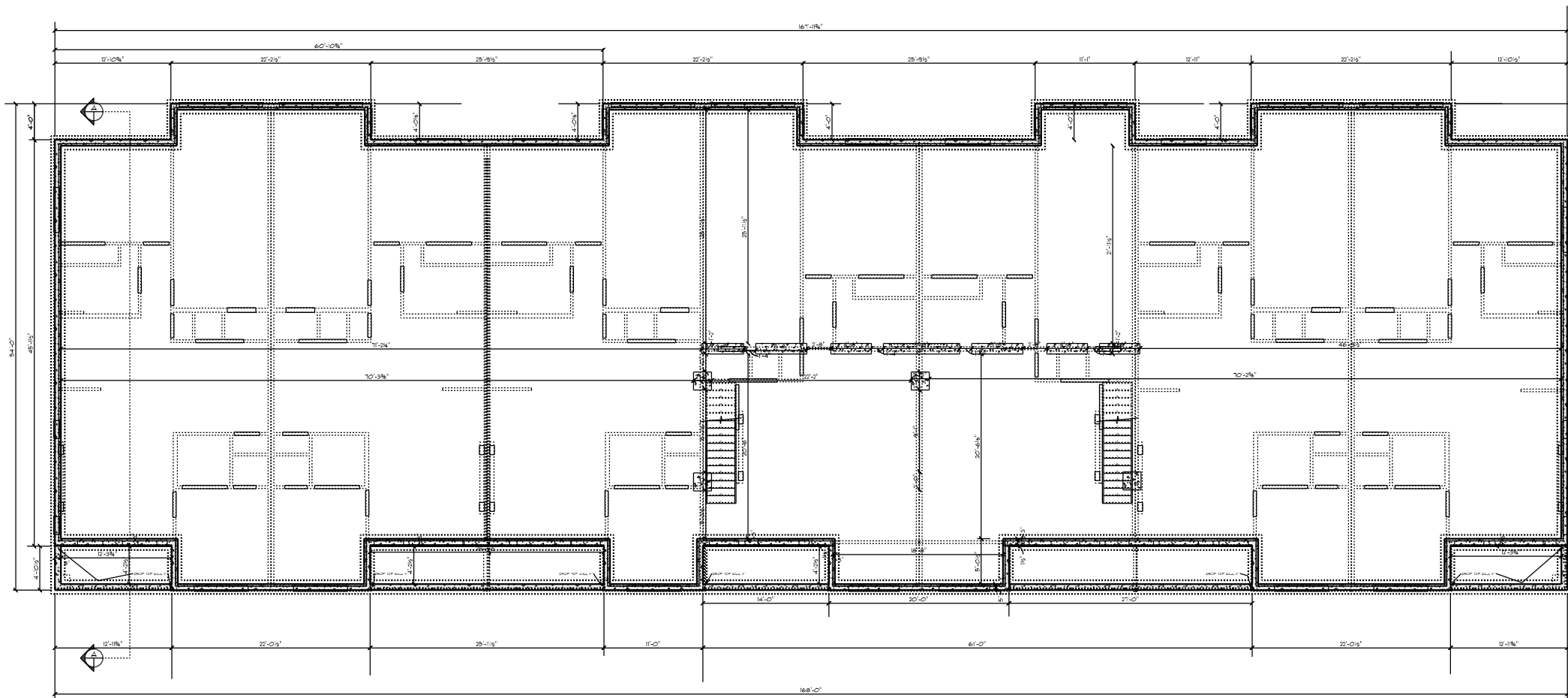




1 2020-10-20 View from NW

VIEW FROM NORTHWEST





SPECIFICATIONS:
 FLOOR JOISTS: 11 7/8" I-JOIST 2ND FLOOR ONLY
 SHEATHING: 3/4" T&G OSB NAILED & GLUED
 EXTERIOR WALLS: MAIN: 2X4X 9'-1 1/8" @ 16" O.C.
 W 3" SPRAY FOAM
 W 15/32" OSB TYVEK HOUSE WRAP
 GARAGE: 2X4 @ 16" O.C. W 15/32" OSB TYVEK HOUSE WRAP
 COMMON PARTY WALLS: DOUBLE 2X4 24"OC
 W DBL SOUND BATTES AND SOUND BOARD BETWEEN
 ROOF FRAMING: ENGINEERED TRUSSES @ 24" O.C.
 W 1" ENERGY HEELS SHEATHING: 15/32" OSB
 ROOF FELT: 15" FELT INSULATION: R-50 BLOWN FIBERGLASS
 WINDOWS: ALLIANCE VINYL L6E DUALPANE W/ ARGON
 EXTERIOR DOORS: THERMATRUE W/ DEADBOLTS
 FIREPLACE: 60" ELECTRIC LINEAR FIREPLACES
 INTERIOR RAILINGS: COLONIAL, POST-TO-POST
 FURNACE: MULTI ZONE MINI SPLIT HEAT PUMP
 W ELECTRIC BASEBOARD BACK UP
 AIR CONDITIONER: 2 1/2 TON 13 SEER
 WATER HEATER: ELECTRIC BRADFORD/WHITE 52 GAL.
 WATER SOFTENER: PREF ONLY
 GAS PIPING TO: NONE

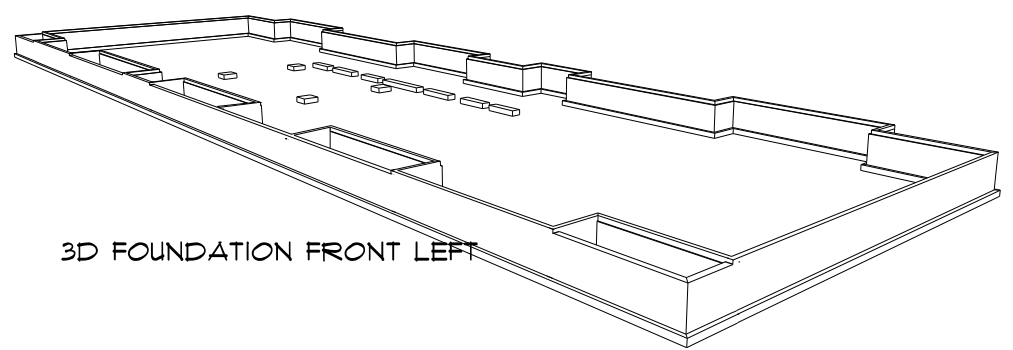
SPECIALS:
 IRRIGATION SYSTEM : N/A
 SOUND SYSTEM : N/A
 SECURITY SYSTEM : N/A
 CENTRAL VAC SYSTEM : N/A
 CORNER BEAD : STD.

POCKET DOOR R.O.'S
 2'-0" X 6'-8" = 4'-2" X T'-0 1/4"
 2'-4" X 6'-8" = 4'-10" X T'-0 1/4"
 2'-6" X 6'-8" = 5'-2" X T'-0 1/4"
 2'-8" X 6'-8" = 5'-6" X T'-0 1/4"
 3'-0" X 6'-8" = 6'-2" X T'-0 1/4"

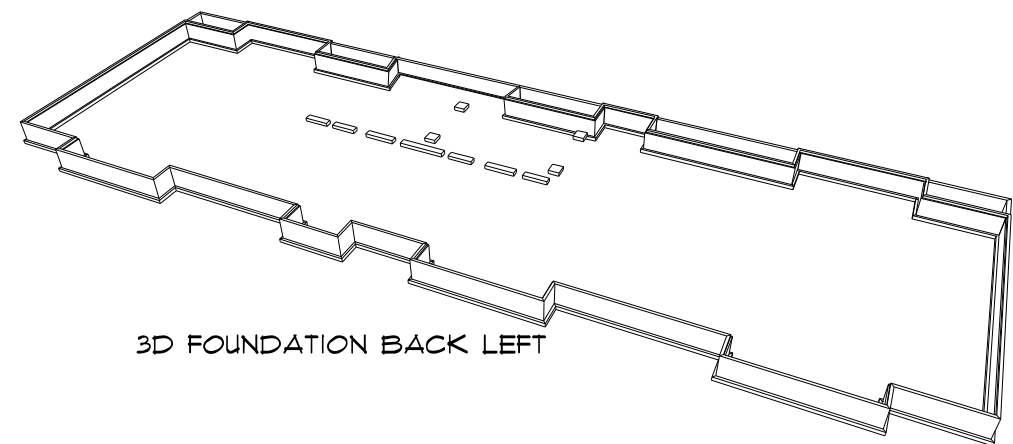
UNLESS OTHERWISE NOTED:
 HEADER HEIGHTS
 8'-1 1/8" WALLS 6'-9 3/8"
 9'-1 1/8" WALLS 7'-4"

NOTE:
 DO NOT USE CABINETS ON PLAN
 FOR REFERENCE. USE SEPARATE
 CABINET PRINTS.

TOTAL SF OF BUILDING
 6364 SF MAIN FLOOR
 1056 SF UPPER STORY
 1720 SF GARAGES
 540 SF PORCHES



3D FOUNDATION FRONT LEFT

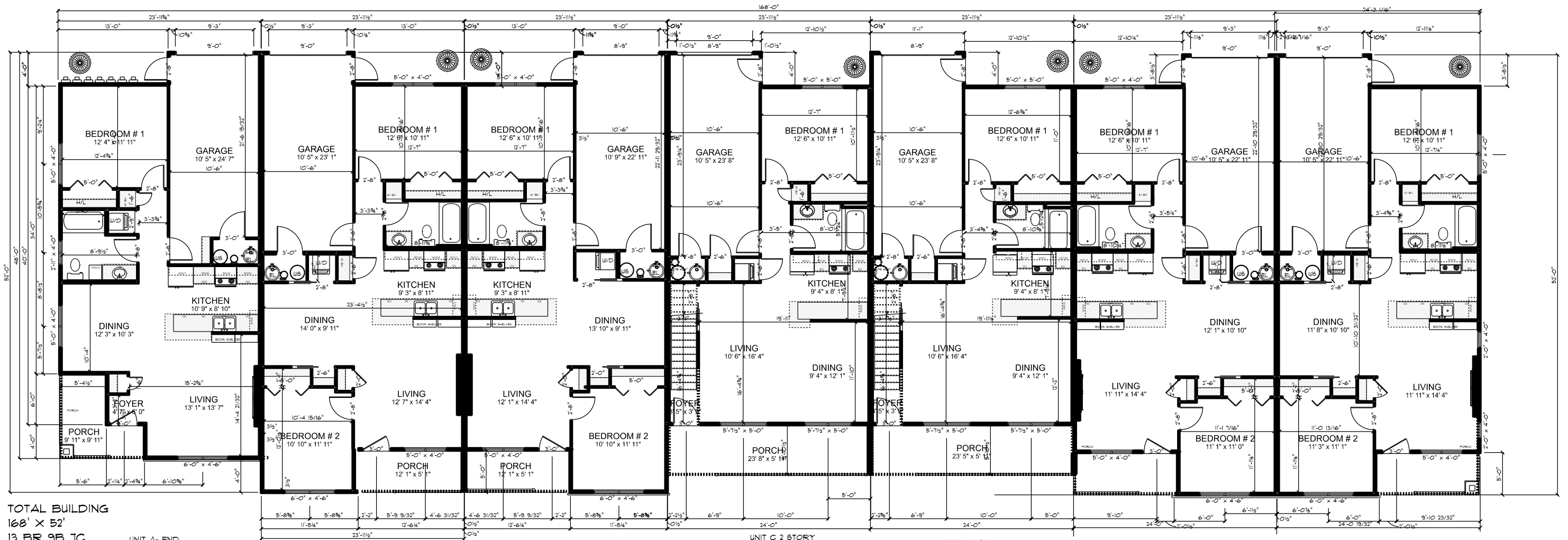


3D FOUNDATION BACK LEFT

**GROUND WIRE FOR SERVICE
 PANEL MUST BE RUN TO REBAR
 IN FOOTINGS. CALL WALCKER
 ELECTRIC 608-406-0401
 BEFORE FOOTINGS ARE POURED.**

NAME	AREA
UNIT A- MAIN LEFT END	936 SF
UNIT A- GARAGE	236 SF
UNIT A- PORCH	60 SF
UNIT B- MAIN	936 SF
UNIT B- GARAGE	236 SF
UNIT B- PORCH	60 SF
UNIT C MAIN	936 SF
UNIT C- GARAGE	236 SF
UNIT C- PORCH	60 SF
UNIT D- MAIN 2 story	884 SF
UNIT D- UPPER	528 SF
UNIT D- GARAGE	270 SF
UNIT D- PORCH	120 SF
UNIT E- MAIN 2 story	884 SF
UNIT E- UPPER	528 SF
UNIT E- GARAGE	270 SF
UNIT E- PORCH	120 SF
UNIT F- MAIN	936 SF
UNIT F- GARAGE	236 SF
UNIT F- PORCH	60 SF
UNIT G- MAIN	936 SF
UNIT G- GARAGE	236 SF
UNIT G PORCH	60 SF

PRELIMINARY



TOTAL BUILDING
 168' x 52'
 13 BR 9B TC
 6771 SF FINISHED
 2604 SF GARAGE
 552 SF PORCH

UNIT A- END
 1BR 1B 1C
 755SF FINISHED
 275 SF GARAGE
 12 SF PORCH

UNIT B
 2BR 1B 1C
 890 SF FINISHED
 256 SF GARAGE
 60 SF PORCH

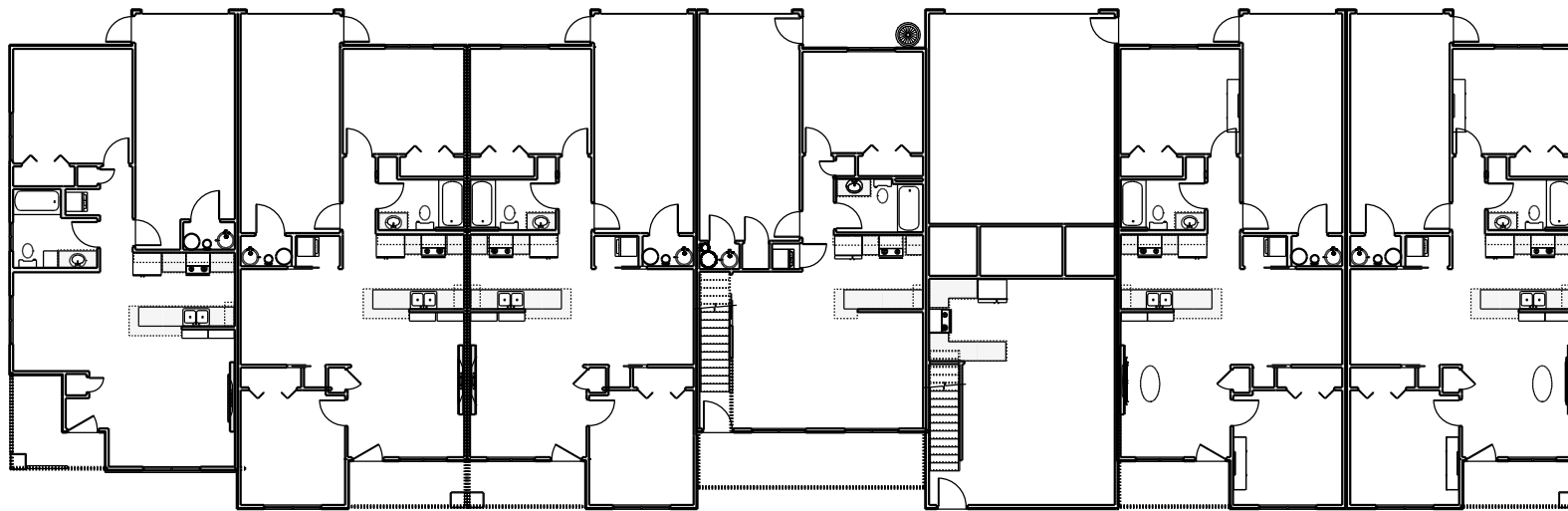
UNIT B
 2BR 1B 1C
 890 SF FINISHED
 256 SF GARAGE
 60 SF PORCH

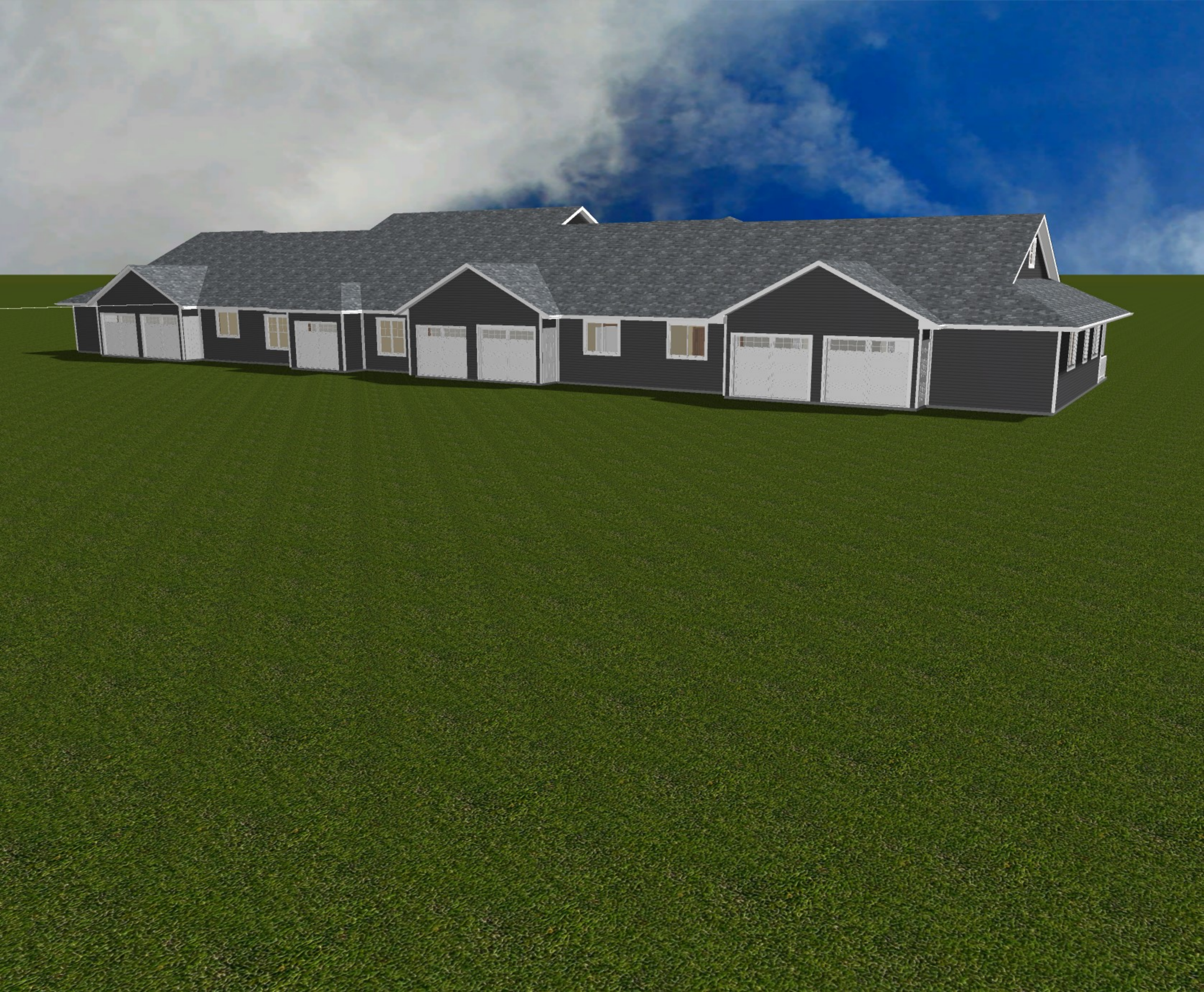
UNIT C 2 STORY
 1BR + 2BR UP 2B 1C
 748 SF MAIN
 480 SF UPPER
 1228 SF TOTAL
 275 SF GARAGE
 120 SF PORCH

UNIT C 2 STORY
 1BR + 2BR UP 2B 1C
 748 SF MAIN
 480 SF UPPER
 1228 SF TOTAL
 275 SF GARAGE
 120 SF PORCH

UNIT B RANCH
 2BR 1B 1C
 890 SF FINISHED
 256 SF GARAGE
 60 SF PORCH

UNIT B RANCH
 2BR 1B 1C
 890 SF FINISHED
 256 SF GARAGE
 60 SF PORCH









February 12, 2021

Three Sixty Real Estate Solutions, LLC
1243 Badger Street
La Crosse, WI 54601

Dear Marvin, Paul & Mark:

This letter is to inform you that you have been pre-approved to purchase and develop the property located at 1319 St Andrews St, La Crosse, WI in an amount up to \$15,000,000, based on mutually agreeable terms.

If you have any questions, please feel free to contact me. We thank you for giving us the opportunity to be your partner in banking.

Sincerely,

CITIZENS STATE BANK

A handwritten signature in black ink, appearing to read "Clint Baurichter", is written over the printed name.

Clint Baurichter
Business Banking Officer

Clayton | Eau Claire | La Crosse | Onalaska

| www.citizensstatebank.us



Red Cloud Project
 Summary of Sources and Uses
 Building 1 - 72 Unit Apartment Building (84,329 SF Building)
 2/11/2021
 Working Draft

	Uses of Funds			
	Amount	Pct.	Per Unit	Cost per Square Foot
72 Unit Building				
Land Cost	\$ 448,848.00	3.87%	\$6,234.00	\$5.32
Construction Cost	\$ 8,800,531.00	75.86%	\$122,428.82	\$104.39
Site Cost	\$ 405,408.00	3.49%	\$5,630.67	\$4.81
A & E Fee & CA Fees	\$ 199,000.00	1.72%	\$2,763.89	\$2.36
F & E	\$ 15,000.00	0.13%	\$209.33	\$0.18
Soft Costs	\$ 1,095,898.39	9.44%	\$15,218.03	\$12.99
Community Center				
Land Cost	\$50,550.00	0.44%	\$702.08	\$0.60
Construction Cost	\$404,250.00	3.48%	\$5,614.58	\$4.79
Site Cost	\$107,694.50	0.93%	\$1,495.76	\$1.28
A & E Fee	\$24,255.00	0.21%	\$336.88	\$0.29
FF & E Fee	\$50,000.00	0.43%	\$694.44	\$0.59
Total Uses	\$ 11,601,034.89	100.00%	\$161,128.48	\$137.57
Source of Funds				
	Amount	Pct.	Per Unit	Cost per Square Foot
Project Equity	\$ 1,856,165.58	16.00%	\$18,940.47	
Developer Services	\$ 525,265.83	4.53%	\$5,959.87	
Pay Go TIF	\$ 2,100,000.00	18.10%	\$21,428.57	
Total Equity	\$ 4,481,432.41	38.63%	\$45,728.90	\$53.14
Debt	\$ 7,119,602.48	61.37%	\$72,648.00	\$84.43
Total Sources	\$ 11,601,034.89	100.00%	\$ 116,377.91	\$137.57
Equity Contributions %				38.63%

Red Cloud Project
 Summary of Sources and Uses
 Building 2 - 72 Unit Apartment Building (84,329 SF Building)
 2/11/2021
 Working Draft

	Uses of Funds			
	Amount	Pct.	Per Unit	Cost per Square Foot
72 Unit Building				
Land Cost	\$ 402,192.00	3.47%	\$5,586.00	\$4.77
Construction Cost	\$ 9,020,339.00	77.77%	\$125,282.49	\$106.97
Site Cost	\$ 398,736.00	3.44%	\$5,538.00	\$4.73
A & E Fee & CA Fees	\$ 30,000.00	0.26%	\$416.67	\$0.36
F & E	\$ 15,000.00	0.13%	\$209.33	\$0.18
Soft Costs	\$ 1,095,474.95	9.44%	\$15,214.93	\$12.99
Community Center				
Land Cost	\$50,550.00	0.44%	\$702.08	\$0.60
Construction Cost	\$404,250.00	3.49%	\$5,614.58	\$4.79
Site Cost	\$107,694.50	0.93%	\$1,495.76	\$1.28
A & E Fee	\$24,255.00	0.21%	\$336.88	\$0.29
FF & E Fee	\$50,000.00	0.43%	\$694.44	\$0.59
Total Uses	\$ 11,598,481.45	100.00%	\$161,080.16	\$137.54
Source of Funds				
	Amount	Pct.	Per Unit	Cost per Square Foot
Project Equity	\$ 1,856,788.63	16.00%	\$18,936.31	
Developer Services	\$ 525,150.83	4.53%	\$5,358.88	
Pay Go TIF	\$ 2,100,000.00	18.11%	\$21,428.57	
Total Equity	\$ 4,481,939.46	38.63%	\$45,723.57	\$53.14
Debt	\$ 7,117,581.99	61.37%	\$72,628.39	\$84.40
Total Sources	\$ 11,598,481.45	100.00%	\$ 118,351.95	\$137.54
Equity Contributions %				38.63%

Red Cloud Project
 Summary of Sources and Uses
 7 Unit Townhomes (7504 SF Building) (1,720 SF Garage)(Total 9224)
 2/1/2021
 Working Draft

Uses of Funds

	7 Unit Townhome Building		Total	Pct.	Per Unit	Cost per Square Foot
	Building 1	Building 2				
Land Cost	\$133,000.00	\$133,000.00	\$266,000.00	7.88%	\$19,000.00	\$14.42
Construction Cost (10% OH & 2% PR)	\$ 1,126,715.00	\$1,126,715.00	\$2,253,430.00	66.79%	\$160,959.29	\$122.15
Non Building Cost (2% Holding Cost, 2% 3% Contingency	\$ 56,084.00	\$56,084.00	\$112,168.00	3.32%	\$8,012.00	\$6.08
Closing Cost 5 % Selling/Closing Cost	\$ 70,105.00	\$70,105.00	\$140,210.00	4.16%	\$10,015.00	\$7.60
Site Cost	\$ 112,362.00	\$112,362.00	\$224,724.00	6.66%	\$16,051.71	\$12.18
A & E Fee	\$ 70,000.00	\$70,000.00	\$140,000.00	4.15%	\$10,000.00	\$7.59
Soft Costs	\$ 118,661.24	\$118,661.24	\$237,322.47	7.03%	\$16,951.61	\$12.86
Total Uses	\$1,686,927.24	\$1,686,927.24	\$3,373,854.47	100.00%	\$240,989.61	\$182.88

Source of Funds

	Amount			Pct.	Per Unit	Cost per Square Foot
Project Equity	\$ 269,908.36	\$ 269,908.36	\$539,816.72	16.00%	\$38,558.34	\$29.26
Developer Services	\$ 74,913.30	\$ 74,913.30	\$149,826.60	4.44%	\$10,701.90	\$8.12
Pay Go TIF	\$ 344,821.66	\$ 344,821.66	\$ 689,643.32	20.44%	\$49,260.24	\$37.38
Debt	\$ 1,342,105.58	\$ 1,342,105.58	\$ 2,684,211.16	79.56%	\$191,729.37	\$145.50
Total Sources	\$ 1,686,927.24	\$ 1,686,927.24	\$ 3,373,854.47	100.00%	\$240,989.61	\$182.88
Equity Contributions %	20.44%	20.44%	20.44%			

Year 1 Estimated Sale of Townhomes																		
2/11/2021																		
Property Name: Red Cloud Project																		
Property Address: 1319 St Andrews Street La Crosse WI 54603																		
Property Description: 1-2-3 Bedroom Townhomes																		
Working Draft Document																		
					Total	Month One	Month Two	Month Three	Month Four	Month Five	Month Six	Month Seven	Month Eight	Month Nine	Month Ten	Month Eleven	Totals	
Unit Types	# Bedroom	# Occupants	# Units	Selling Price Per Unit	Selling Price Total													
7 Unit Building																		
End Units Ranch	2	8	4	\$229,000.00	\$916,000.00	\$916,000.00	\$458,000.00	\$229,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$229,000.00	\$229,000.00	\$0.00	\$229,000.00	\$0.00	\$1,374,000.00
Ranch Inside	2	12	6	\$249,000.00	\$1,494,000.00	\$1,494,000.00	\$498,000.00	\$0.00	\$0.00	\$249,000.00	\$0.00	\$249,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$996,000.00
Two Story	3	12	4	\$299,000.00	\$1,196,000.00	\$1,196,000.00	\$0.00	\$0.00	\$299,000.00	\$0.00	\$299,000.00	\$0.00	\$0.00	\$0.00	\$299,000.00	\$0.00	\$299,000.00	\$1,196,000.00
Total Apartment Revenue			14	\$777,000.00	\$3,606,000.00	\$3,606,000.00	\$956,000.00	\$229,000.00	\$299,000.00	\$249,000.00	\$299,000.00	\$249,000.00	\$229,000.00	\$229,000.00	\$299,000.00	\$229,000.00	\$299,000.00	\$3,566,000.00
Other Income																		
		Late Fees				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
		Miscellaneous .01%				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Max Income																		
					\$3,606,000.00	\$956,000.00	\$229,000.00	\$299,000.00	\$249,000.00	\$299,000.00	\$249,000.00	\$229,000.00	\$229,000.00	\$299,000.00	\$229,000.00	\$299,000.00	\$299,000.00	\$3,566,000.00
Less 5% Vac/Del (taken from the Max Income)																		
					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gross Rental Income																		
					\$3,606,000.00	\$956,000.00	\$229,000.00	\$299,000.00	\$249,000.00	\$299,000.00	\$249,000.00	\$229,000.00	\$229,000.00	\$299,000.00	\$229,000.00	\$299,000.00	\$299,000.00	\$3,566,000.00
Expenses																		
			4				1	1	1	1	1	1	1	1	1	1	14	
RE Taxes					\$73,173.42	\$572.16	\$274.11	\$536.85	\$596.10	\$894.75	\$894.15	\$959.38	\$1,096.44	\$1,610.54	\$1,370.55	\$1,968.44	\$10,773.47	
Vacant Unit RE Taxes						\$1,562.07	\$1,425.01	\$1,246.06	\$1,097.04	\$918.09	\$769.06	\$632.01	\$494.95	\$316.00	\$178.95	\$0.00	\$8,639.24	
Personal Property Tax					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Insurance \$150.00 Per Vacant Unit per year					\$0.00	\$0.00	\$125.00	\$112.50	\$100.00	\$87.50	\$75.00	\$62.50	\$50.00	\$37.50	\$25.00	\$12.50	\$687.50	
Cost of Sales					\$1,616,822.24	\$923,898.42	\$230,974.61	\$230,974.61	\$230,974.61	\$230,974.61	\$230,974.61	\$230,974.61	\$230,974.61	\$230,974.61	\$230,974.61	\$230,974.61	\$3,233,644.47	
Commission					\$144,240.00	\$38,240.00	\$9,160.00	\$11,960.00	\$9,960.00	\$11,960.00	\$9,960.00	\$9,960.00	\$9,160.00	\$11,960.00	\$9,160.00	\$11,960.00	\$142,640.00	
Interest					\$428.98	\$857.97	\$1,286.95	\$1,715.93	\$2,144.92	\$1,909.45	\$1,673.99	\$1,438.53	\$1,203.06	\$967.60	\$775.00	\$511.25	\$13,627.38	
Closing Cost					\$70,105.00	\$7,100.00	\$1,775.00	\$1,775.00	\$1,775.00	\$1,775.00	\$1,775.00	\$1,775.00	\$1,775.00	\$1,775.00	\$1,775.00	\$1,775.00	\$24,850.00	
Total Expenses					\$1,904,340.65	\$971,372.64	\$244,162.71	\$247,462.98	\$245,789.69	\$248,325.87	\$246,592.73	\$245,472.95	\$245,224.99	\$248,112.18	\$244,687.16	\$247,658.14	\$3,434,862.06	
Expense percent of income																		
NOI																		
					\$1,701,659.35	(\$15,372.64)	(\$15,162.71)	\$51,537.02	\$3,210.31	\$50,674.13	\$2,407.27	(\$16,472.95)	(\$16,224.99)	\$50,887.82	(\$15,687.16)	\$51,341.86	\$131,137.94	

Business Plan

This is a real estate investment versus an operating business. The long-term business plan is to hold the investment. Three Sixty Real Estate Solutions LLC will manage the operations of the facility. Three Sixty will handle all day to day operations, budgeting (both operating and capital), cash management, and tax preparation work. Additionally, Three Sixty team completed the market analysis, proof of concept, focus group, and community based data.



Customer Name: Red Cloud 7
 Job Address: HAGAR ST, LA
 Start Date: 1-Aug-21

Company Name:
 Concrete Work: ACT
 Contractor: J&D
 Plumbers: B&B
 Electrician: STETTER
 HVAC Contractor: SCHNEIDER
 Trim Contractor: J&D

CONSTRUCTION	SPECIFIC ITEMS	Notes	DAYS
--------------	----------------	-------	------

Prior to Digging:

	Apply for permits	plans, energy calcs,	
	Send out plans for Bids		
	Send out plans for Floor Deck Takeoff		
	Call diggers Hotline 3 days out		
	Send plans to Kevin for Focus on Energy		
	Locate lot Stakes / Stake out lot		
	Apply for Gas / Electric		
	Order Trusses	itches, lengths, bearing walls correct?	
	Order Ext. Windows / Doors (and handles)	tempered glass?, jamb extentions?, Low	
	Schedule Electrician to bond footings		
	Schedule Framing Company		

Excavation / Foundation ON SITE CONSTRUCTION START

	Dig Hole	Need fill?, Extra hauled out	1
	Install Silt Fence / Tracking Pad		1
	Have Erosion Control Inspected	can text pic. Of site	
	Pour Footings / Bond Electrical		2
	Pour Foundation		2
	Waterproof Foundation		
	Install Temp. Electrical		1
	Install wall bracing if needed		
	Call in 24 hour relocate		
	Install Drintile / Sump pit	Underground pipe for gutters?	
	Install Laterals		2
	Backfill Foundation and rough grade		2

Framing:

	Deliver / Install basement ext. materials	include int. bearing walls	
	Deliver restroom / Dumpster		
	Insulate and r/l In floor heat		4
	Underground Plumbing		4

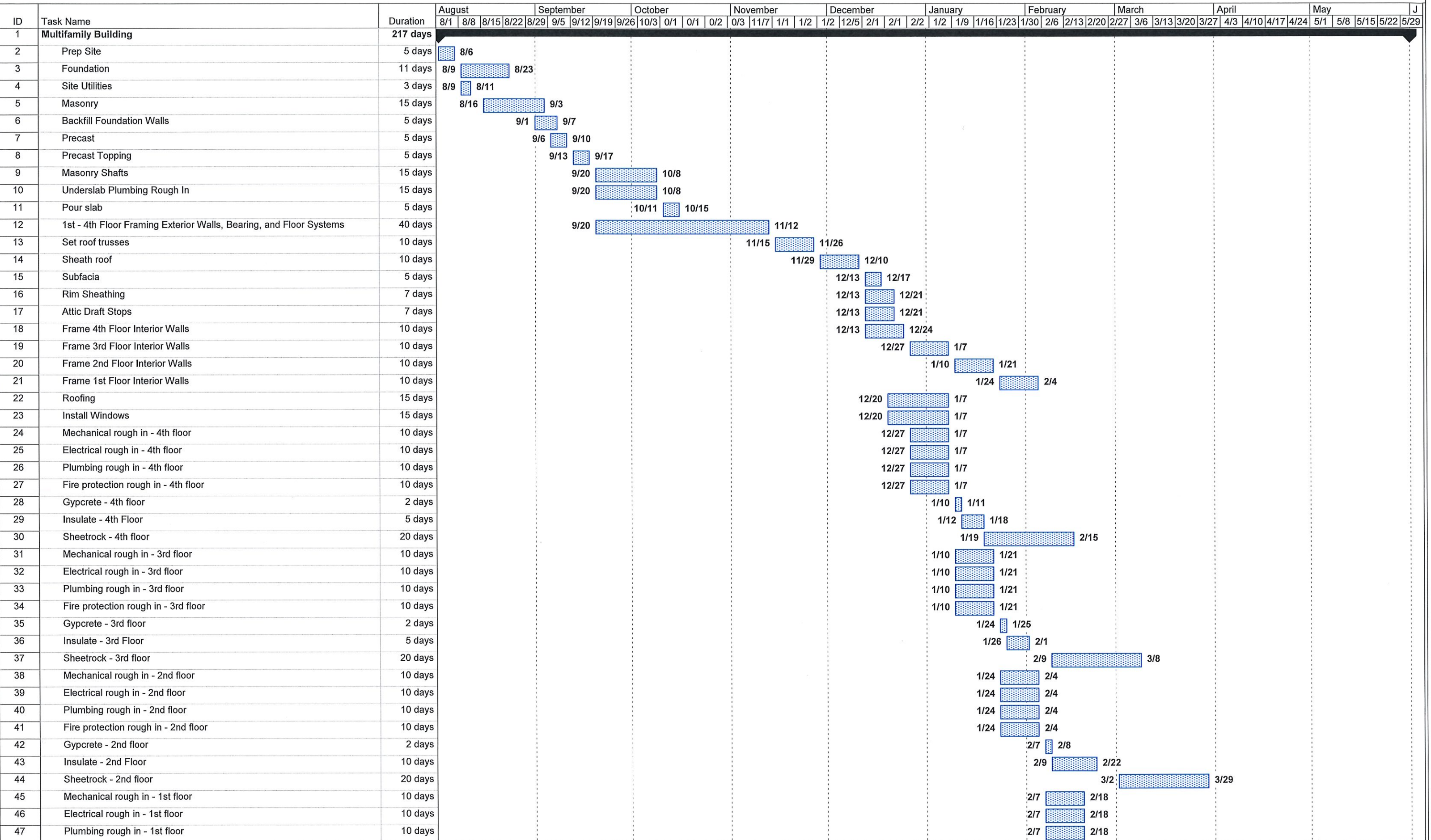
Pour Basement / Garage Floors / Front Stoops		2
Deliver / Install 1st floor / garage package	remember pocket door fra	8
Deliver / Install 2nd floor floordeck and walls		2
Infloor heat rough in if needed?		1
Deliver / Install Trusses		5
Deliver / Install Roof package		4
Deliver / Install Shingle package		3
Deliver / Install Soffit and Facia		5
Deliver / Install Ext. Doors / Windows		3
Deliver Locksets / Deadbolts	remember lockbox for key	1
Deliver / Install Basement Int. Walls	Include Stair systems	
Order Bath fixtures		
Deliver / Install Fireplace box		2
Deliver / Install Tubs / Showers	Install before ext. doors	1
Deliver / Install front stoop posts		1
Deliver / Install Siding	one coat of paint on trimm	10
Schedule Framing Inspection 2 days out		
Spray foam joist Cavities / Cantilevers		1
Plumbing Rough in		5
HVAC Rough in		5
Electrical Rough in	have bulk heads built and c	5
Make sure Mechanicals Inspected		
Rough In Specials (audio/video, security..)		1
Order trim/doors and deliver to painters		
Order Garage doors (3 weeks out)		
Caulk and seal house		2
Schedule Insulation Installation		
Blower Door Fog test		
Order Drywall		
Order Cabinets / Tops		
Schedule Insulation Inspection		
Schedule Focus on Energy Site visit		
Order Flooring - Line up Installers		1
Install Drywall		20
Insulate Attics / Seal top plates - once lids are on		1
Install Gutters		2
Prime / Paint Walls	remember vapor barrier	3
Install Garage Doors	Garage must be painted fir	2
Pour Driveway, Sidewalks, Patios		4

Trim:

Install Ceramic / Vinyl / Wood Flooring		5
Install Cabinets / Tops		5
Stain / Varnish Windows		2
Order Shower Doors / Mirrors		
Install other flooring (laminates)		
Exterior Painting		4

Deliver / Install Exterior Decks		
Deliver / Install Case, Base, Doors, Misc.		15
Deliver Appliances		1
Plumbing Finish		4
Electrical Finish		4
HVAC Finish	Registers?	4
Pick up Dumpster / Restroom		1
Install Mailboxes, House Numbers		1
Landscaping		4
Carpet Install		3
Schedule Final Inspection		
Punch List		2
Final Clean up		2
Apply for Occupancy Permit		
Customer Walk Through?		1
START DATE	Work days	177
	1-Aug-21 Work Weeks	35.4
FINISH DATE	Work months	8.2

Red Cloud 72 Unit Schedule
2.12.21



Trane Plant 6

Project Employment

Stizo Development, LLC will not have employees. Stizo will hire professional service organizations to provide all construction, management and other related services as needed.

Construction Employment

It is estimated that the construction related employee will be 50-60 FTE. These employees full benefit package is approximately \$50.00 -\$60.00 per hour. This includes health insurance related benefits.

Property Management

It is estimated that the property management related employees will consist of a full-time manager and two full time caretaker/maintenance positions. These employees full benefits package is approximately \$40,000 - \$50,000 per year for the manager and \$35,000-\$45,000 per year for the caretaker.

These compensation packages include a cafeteria plan of benefits. In addition, service contract employment will equal 2-3 FTE. These positions will vary in compensation and benefit packages.