



**MISSION
POSSIBLE**



WHEDA

WHEDA Annual Report 2015



WHEDA's **mission** is to stimulate the state's economy and improve the quality of life for Wisconsin residents by providing affordable housing and business financing products.

WHEDA's **vision** is to provide the tools to help people and communities realize their hopes and dreams.



Wisconsin Housing and Economic Development Authority employees maintain a strong set of **values** that guide them in meeting WHEDA's mission: people, personal responsibility, communication, customer driven, excellence, financial viability, ethics, innovation and collaboration.



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WHEDA Annual Report 2015

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Governor Scott Walker

Governor's Message

Throughout the years, we have been impressed with WHEDA's ability to consistently deliver excellent service to the people of our great state. For 43 years, WHEDA has been dedicated to making its **mission possible - improving the quality of life for Wisconsin residents by providing affordable housing and business financing products.**

In fiscal year 2015, WHEDA continued to make great strides in providing quality housing for low- and moderate-income residents, families, and seniors. This past April, they awarded \$12.5 million in federal Low-Income Housing Tax Credits to move 25 developments forward and create 1,293 affordable rental units. The WHEDA Foundation awarded \$500,000 in housing grants to 28 special needs housing providers to build new facilities or to make building improvements. Finally, WHEDA increased its single family lending by 9.6 percent over last fiscal year and provided \$154 million in low-cost mortgages to over 1,300 Wisconsin home buyers.

WHEDA's housing financing helps fuel Wisconsin's economic activity. By increasing affordable housing options, good-paying construction jobs are created, communities meet their local housing needs, and municipalities are able to attract new businesses to provide goods and services to growing sectors of the state.

As affordable housing and economic development go hand in hand, WHEDA strives every day to increase job creation, business growth and household wealth all across the state. Its economic development tools such as loan guarantees, participation loans, federal New Market Tax Credits, venture debt fund, and equity investment fund have been instrumental over the years in helping small businesses expand operations and create jobs.

One cornerstone development that WHEDA provided business financing for this past year

was the Gerald L. Ignace Indian Health Center. Serving primarily urban American Indians, the center provides a wide range of wellness services for Milwaukee's south side residents. To reach even more residents, the center needed to find a new location to expand its health care services. That's where WHEDA came in with financing tools to help the clinic rehabilitate the vacant Goldmann's department store on the corner of South 10th and Mitchell Streets in Milwaukee.

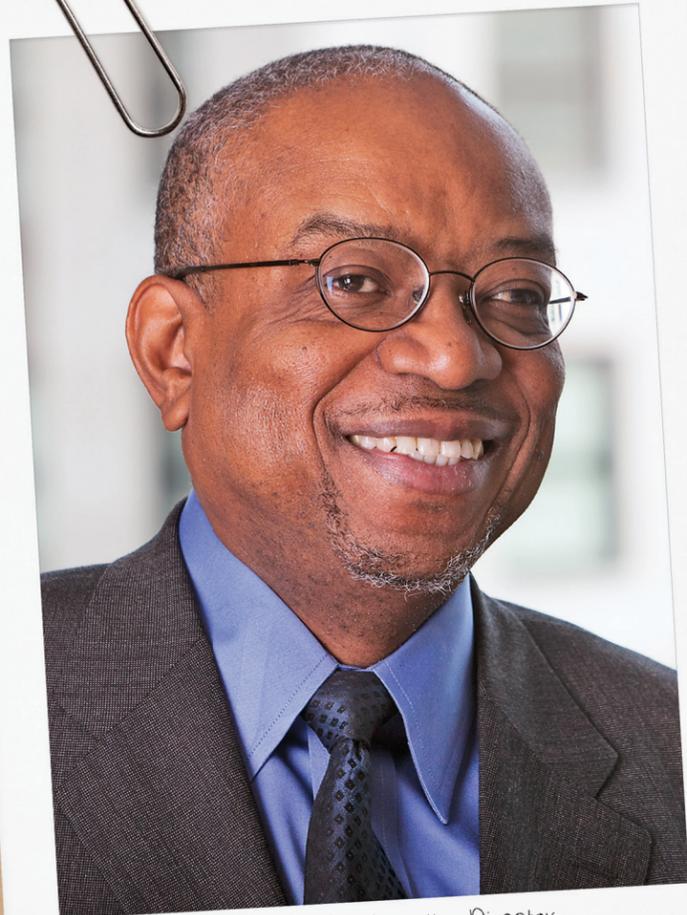
Another WHEDA accomplishment this past year was winning two prestigious industry awards. First, they won the Economic Development Initiative award from the **Wisconsin Economic Development Association (WEDA)** for Transform Milwaukee. Transform Milwaukee is a public-private partnership initiative to revitalize Wisconsin's first-class city. The award was created to recognize individuals, businesses, projects, and organizations that are making significant contributions to Wisconsin's economy.

Second, WHEDA was also the recipient of the U.S. Department of Housing and Urban Development (HUD) **Secretary's Award for Healthy Homes**. The national award acknowledges excellence in healthy housing innovation and achievement. WHEDA was one of only four entities in the country to receive this honor for its financing support of Highland Commons in West Allis, a 50-unit, supportive housing project that serves individuals with mental illness.

You can learn more about the great ways WHEDA is helping the state in this annual report. We look forward to even more successful innovations from WHEDA in 2016. With their institutional knowledge and industry expertise, together we can continue to grow Wisconsin.

GOVERNOR
SCOTT WALKER





Wyman B. Winston, WHEDA Executive Director

In fiscal year 2015, WHEDA helped secure over \$37 million in financing for 38 businesses and allocated \$28.5 million in New Markets Tax Credits to help four economic development projects secure financing to expand business operations.

Executive Director's Message

People often hear me say that I love my job. For me, and WHEDA employees, there's no greater joy than helping a family find a place to live, encouraging a small business to expand operations or aiding a farmer in bringing their crops to market. Every day we strive to make our **mission possible - providing the tools to help people and communities realize their hopes and dreams.**

This annual report focuses on WHEDA success stories over the past fiscal year. And I firmly believe these accomplishments are a springboard for even more significant WHEDA achievements in the year ahead.

The housing market continues to grow stronger each year. To help make WHEDA mortgages more accessible, we've expanded our participating lender network, improved our loan origination processes and updated our loan products. In 2015, WHEDA, once again, offered a reduced interest rate mortgage to eligible first-time home buyers. All of these efforts have made it possible for more Wisconsin residents to attain their dream of home ownership.

Also on the housing front, WHEDA implemented its 2015-16 Qualified Allocation Plan (QAP). This plan provides the framework for our developer partners who apply for Low-Income Housing Tax Credits on an annual basis. This new QAP provides incentives for job creation, community supported affordable housing plans, resident supportive services, housing for very low incomes and support plans to help end homelessness. As a result of the Qualified Allocation Plan, only the best of the best projects that support community needs will receive tax credits.

Guided by a strong housing strategy, WHEDA continues to support economic development. We offer a diverse range of business financing products to support urban and rural areas. Our tools are specifically designed to help Wisconsin businesses access public and private

financing resources that may be difficult to secure through traditional lending sources.

Our loan guarantees and partnership lending give our local lender partners the confidence and capacity to provide more business loans by reducing their financial risk and exposure. In fiscal year 2015, WHEDA helped secure over \$37 million in financing for 38 businesses. In addition, we allocated \$28.5 million in New Markets Tax Credits to help four economic development projects secure financing to expand business operations. All of these efforts, coupled with our housing investments, provide a strong foundation to help spur commercial development and job creation.

WHEDA also continued to make investments in Transform Milwaukee. Now beginning its fourth year, this initiative is focused on restoring economic prosperity to Wisconsin's largest city as well as contributing to the state's overall growth. Since Transform Milwaukee was announced, WHEDA has invested \$150.4 million and leveraged another \$237.3 million in direct investments for a total of \$387.7 million. That's a phenomenal success story demonstrating the great confidence investors have in Milwaukee.

A Transform Milwaukee Strategic Action Plan was unveiled in 2015 and identifies specific actions for stakeholder groups to implement the initiative's key strategic goals. It will serve as a guide for the next ten years to make even more significant progress in the Transform Milwaukee area.

WHEDA's mission is made possible because of the outstanding work by our devoted employees, WHEDA board members and community partners. Their dedication to our mission makes my job so much easier. With their help, WHEDA has the capital, ingenuity, and creativity to improve housing quality and economic vitality in Wisconsin.

EXECUTIVE DIRECTOR
WYMAN B. WINSTON

Members of the Board



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Chairperson
Senior Advisor,
BMO Harris Bank, Wauwatosa



PERRY ARMSTRONG
Vice Chairperson
CEO, Preferred Title, Madison



BRADLEY GUSE
Treasurer
BMO Harris Bank, Arpin



SUE SHORE
Secretary
Community Leader, Wausau



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Wisconsin State
Representative, Waukesha



Reed Hall
CEO, Wisconsin Economic
Development Corporation,
Madison



Hon. Nikiya Harris-Dodd
Wisconsin State Senator,
Milwaukee



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Executive Vice President,
Shorewest Realtors,
Brookfield



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Clinton



McArthur Weddle
Executive Director,
Northcott Neighborhood
House, Milwaukee



Hon. Leon Young
Wisconsin State
Representative,
Milwaukee



Gabe Zeuske
Deputy Secretary,
Wisconsin Dept. of
Administration,
Madison





Georgia Greene hangs out in the Kids' art nook

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A Middleton family's dream of home ownership

Great neighborhood + big lot + a basement greenhouse = SOLD!



WHEDA SINGLE
FAMILY HOUSING

The American dream of home ownership is still a goal for many Wisconsin families. WHEDA has strived to make its mortgages even more accessible by expanding its loan limits, waiving the first-time home buyer requirement, eliminating the purchase price limit on conventional loans, and offering a reduced interest rate to eligible first-time home buyers. By monitoring market conditions and adapting its mortgage products, WHEDA, along with its lender network, is able to help more families purchase a home.

Like thousands of others before her, Georgia Greene used a WHEDA mortgage to make her family's **mission possible - buying their first home**. Married with two step-children and living in a small apartment, Ms. Greene got a job as a software tester at EPIC Systems Corporation in August 2014. With her employment at EPIC, Greene was now in the market to purchase a home.

Ms. Greene's first step was to seek the advice of Jeff Rauch, Residential Lending Manager at Heartland Credit Union in Madison. He discussed the loan process and the importance of getting a loan pre-approval before looking to purchase a home. He learned early on that Ms. Greene had the same barrier to home ownership that many new home buyers experience - financial stability but thin on credit.

"Georgia was a great, young, responsible person and WHEDA was a very good option for her under their first-time home buyer program," said Mr. Rauch. "Jeff was optimistic that after I got my new job we'd be okay, and he mentioned WHEDA," said Ms. Greene. She was pre-approved and began to hunt for the home of her dreams.

Ms. Greene and her family had their hearts set on living in Middleton because they wanted to be close to the city's schools for the children. Unfortunately, there were not many homes that fit their price range, but they did manage to find one with nice features. The house was one-story, had a fully finished basement, three bedrooms, two baths and a two-car attached garage.

"We walked in and said 'this is the house,'" said Ms. Greene.

Ms. Greene secured a **WHEDA First-Time Home Buyer Advantage** loan. This loan offers a 30-year fixed-rate mortgage with an interest rate that is below the standard conventional market rate, making home ownership even more affordable. In addition, she used an **Easy Close Advantage** loan, which is a 10-year, low-cost loan designed specifically for WHEDA borrowers to help pay for down payment, closing costs and home buyer education.

"WHEDA underwriters are amazing, from day one right through servicing," said April Oshiro, Loan Officer at Heartland Credit Union. "They problem solve."

Ms. Greene and her family moved into their new home in March 2015. Their new home is on a quiet cul-de-sac and the children now have their own rooms.

"We got a ridiculously good deal in a very nice area," said Ms. Greene. "There's a quarter acre with a huge yard, one of the biggest lots in the neighborhood. There's even a 10' by 5' greenhouse downstairs."

Without WHEDA, many new home buyers would have to wait years to save up for a down payment or build up their credit.

"We would be doing a disservice if we didn't offer WHEDA as an option to our customers," said Mr. Rauch. "At the end of the day not only did we get the customers into the house, they now have a financial structure for a long time and they've learned a lot for the next time they want to purchase."

The Greene family joins an impressive, ever-growing list of satisfied WHEDA homeowners. Since 1972, WHEDA has helped more than 118,000 families purchase their first homes.





Client of Heartland Health Outreach

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Supportive housing for the homeless in Madison

Rendering of Madison Supportive Housing development



Since 1986, WHEDA has been the sole administrator of federal **Low-Income Housing Tax Credits (LIHTC)** in Wisconsin. This valuable resource has been instrumental in encouraging private investment in the development and rehabilitation of rental housing for low- to moderate-income families, seniors and persons with special needs.

WHEDA allocated \$540,000 in LIHTC to **Heartland Housing** in Chicago to develop **Madison Supportive Housing (MSH)**. Construction for the 60-unit apartment complex began in the summer of 2015 with resident occupancy slated for second quarter 2016. MSH is being constructed for individuals that are homeless or at risk of being homeless.

Heartland Housing's philosophy is to partner with communities and social service providers to develop housing with supportive services to help the most vulnerable populations have a safe, affordable place to call home. For Heartland, MSH is their first venture in the city of Madison to provide supportive housing focused on the special needs of the homeless.

"There are 1,900 single adults served in Madison shelters, 12 percent are veterans," said Michael Goldberg, Executive Director of Heartland Housing and Vice President of Heartland Alliance. "The solution is supportive housing. Madison is no different than anyplace else. People are struggling."

Heartland Health Outreach, the largest provider of health care for the homeless in Chicago, will be the service provider for MSH. The organization's community-focused approach and industry expertise will help residents improve their lives and develop the skills necessary to sustain a stable home. Once at MSH, residents will receive a medical assessment and access resources to develop skills, manage assets, gain employment and stay housed.

"We're housing people whose last residence was a shelter with no history of living in a home. When we show them the unit in a

high-quality environment, they get incredibly emotional," said Mr. Goldberg. "We then see the progress they've made where it's no longer a battle to survive day in and day out; it's amazing. They're getting employed and having income, they come out of their shell and become engaged in the community."

Through WHEDA's LIHTCs, Heartland makes its **mission possible - developing permanent supportive housing that meets the needs of the communities they serve.**

Heartland Housing sees a growing trend and need for more supportive housing with developers setting aside a specific number of units in new rental complexes to meet the housing needs of at-risk populations.

For many years, WHEDA's LIHTC program has included a supportive housing set-aside as part of its tax credit application process. And, in 2013, WHEDA included a specific scoring category within its tax credit application to encourage its developer partners to add supportive housing units to rental projects developed with LIHTC.

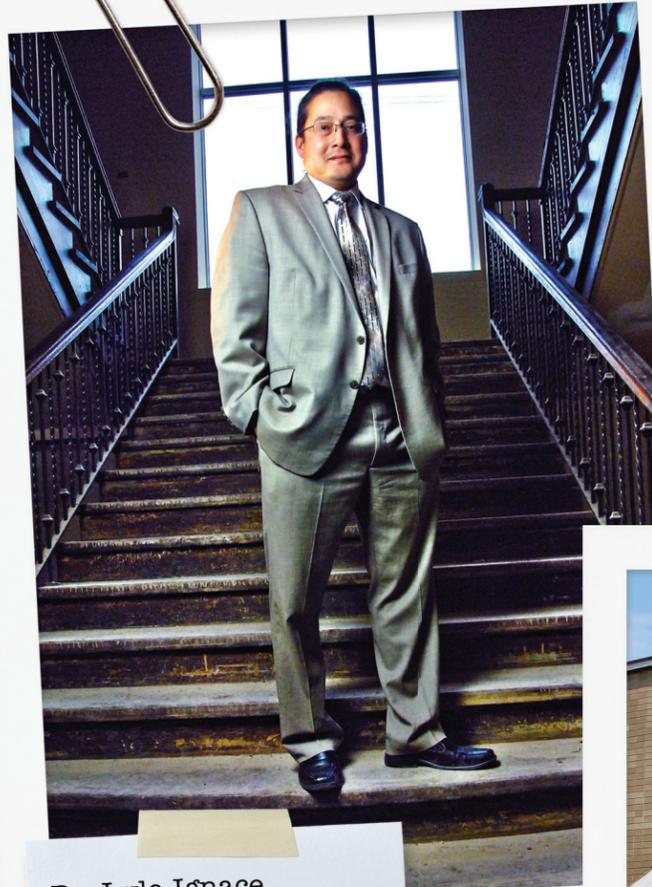
"On set-aside units, WHEDA gets that," said Mr. Goldberg. "It speaks volumes for WHEDA's understanding of the need in Wisconsin. It's a pleasure to work with them."

MSH will be Heartland's greenest development, being designed to meet LEED standards. LEED, or Leadership in Energy and Environmental Design, is a green building certification program that recognizes best-in-class building strategies and practices. MSH will also have a rooftop garden and a community kitchen for residents to learn about growing food as well as cooking and eating healthy.

For Madison-area residents living on the street, it's hard for them to imagine a safe, affordable place to live. Housing is the foundation for personal well-being and security. By combining affordable housing with community-focused supportive services, WHEDA and Heartland Housing are helping to change lives and build strong neighborhoods one resident at a time.

WHEDA MULTIFAMILY HOUSING





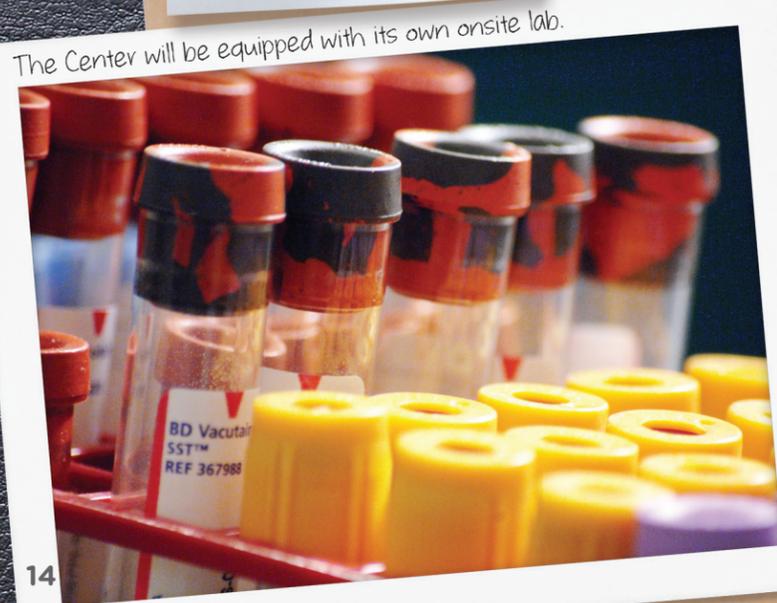
Dr. Lyle Ignace stands on the iconic Goldmann's staircase in the new Gerald L. Ignace Indian Health Center in Milwaukee, Wisconsin.

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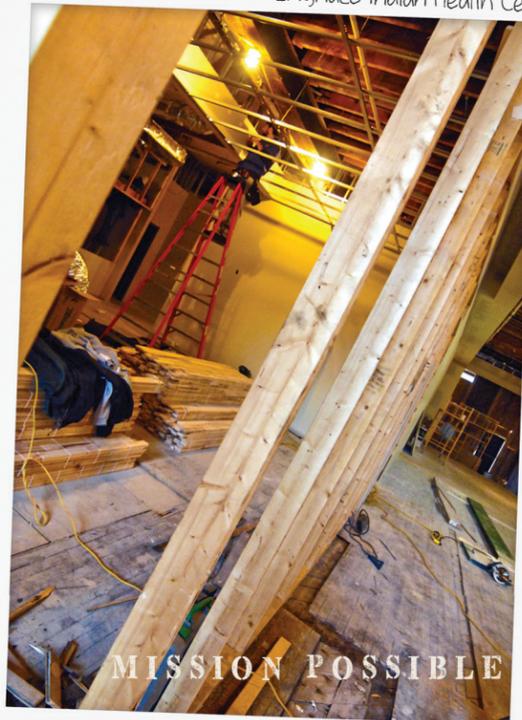
Access to health care for urban American Indians



Future home of the Gerald L. Ignace Indian Health Center



The Center will be equipped with its own onsite lab.



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Stimulating the state's economy and improving the quality of life for Wisconsin residents is at the core of WHEDA's mission. With its many innovative economic development tools, WHEDA helps spur job growth and business development by investing in projects that are pivotal to a community's success. The **Gerald L. Ignace Indian Health Center** is one such catalytic development that is changing the face of health care for residents living on Milwaukee's south side.

The Center serves approximately 7,500 patients, of which 65 percent are American Indians. The center does not turn away any patients and is dedicated to addressing the health care needs for people living in an urban setting. Urban living presents a different set of social, educational and employment challenges that may affect a person's well-being differently than living in other parts of the state.

Dr. Lyle Ignace is the executive director of the Center and also serves on the center's medical team as a physician. Named after Dr. Ignace's father, Gerald, the health center provides an integrated approach to wellness by treating the mind, body and spirit of its patients. Health services provided by the center include: health checks, chronic care disease management, infant and well-child health care, fitness training, nutrition education, social programs for youth and seniors, family planning and behavioral health services.

The Center's unique approach to health care includes cultural services geared specifically towards American Indians such as drum therapy, beading, talking circles and prayer.

"Traditional customs and beliefs are applied to native people in a way I believe you can't get anywhere else in Milwaukee," said Dr. Ignace.

It was the health center's culturally-appropriate support for American Indians along with its openness to help all area residents that required the center to expand. The current location simply wasn't adequate to meet growing demand.

The new clinic location is the old Goldmann's located at the corner of South 10th and Mitchell Streets in Milwaukee. The iconic

department store operated for 111 years before closing its doors in 2007. It's been vacant until now.

In 2015, WHEDA allocated \$5.5 million in New Markets Tax Credits to help finance the new health center. In addition, WHEDA also teamed up with Illinois Facilities Fund (IFF) to provide a participation loan of \$3.4 million.

The Center's groundbreaking was in April 2015, and the new clinic is scheduled to be opened for business by the end of 2015.

"We reached our maximum as far as utilizing our space," said Dr. Ignace. "Now we don't have to worry about individuals not getting an appointment or getting the care they want and need."

The Center expanded to nearly 40,000 square feet compared to the previous 13,000 square feet. The new clinic allows for even more services at the point-of-visit enabling the health center to become a medical one-stop shop. With WHEDA's support, the Center was able to expand to make its **mission possible - 'to improve the health, peace and welfare of Milwaukee's urban Indian Community.'**

"This has been an historic moment for this agency," said Dr. Ignace. "With the support and contributions WHEDA has provided, the improvement of maintaining and continuing our mission has never been brighter."

WHEDA's major economic development initiative, Transform Milwaukee, is a comprehensive effort to revitalize the city's economy. Like all of WHEDA's endeavors, Transform Milwaukee's success depends greatly on its many strong partners. The Center is located within this area and Lyle Ignace says he's proud to be involved.

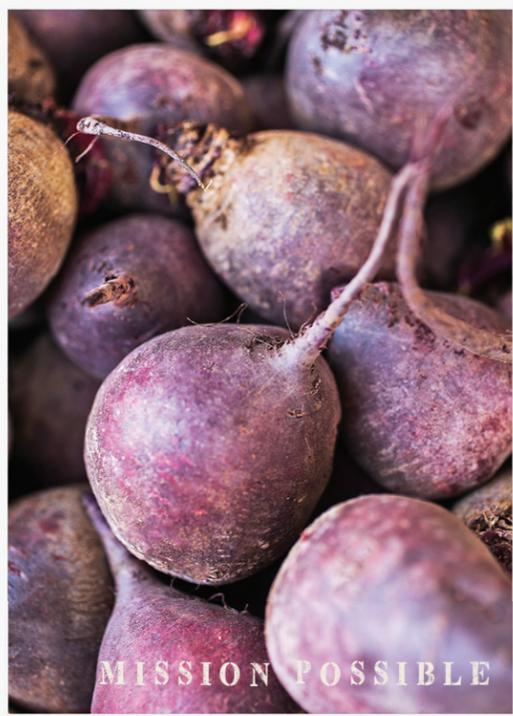
"We want to be good stewards. We're doing our part to support Transform Milwaukee."

With the help of community and lending partners, WHEDA was able to breathe new economic life into the vacant Goldmann's department store. But more importantly, the impact the new Center offers to American Indians and other underserved populations is even more beneficial.



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Financial support for Wisconsin farmers



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Farming is not only part of Wisconsin's proud heritage, it's an economic powerhouse contributing \$88.3 billion yearly to our state's economy. Overall it provides nearly 12 percent of the state's employment by generating 413,500 jobs annually.¹

For the past three decades, WHEDA has proudly played a role in sustaining and strengthening Wisconsin farms. When WHEDA first launched the **Credit Relief Outreach Program (CROP)** in 1985, it was a new concept in agricultural lending. The goal behind CROP is the same today as it was 30 years ago - to reduce financial risk and exposure to agricultural lenders while ensuring that farmers have access to low-cost capital.

Since its inception, CROP has provided \$435 million in total loan guarantees helping farmers plant, fertilize and harvest their crops as well as access financing to expand operations to meet market demands. In addition to CROP, WHEDA has other loan guarantee programs promoting agricultural development. The **Farm Asset Reinvestment Management Guarantee (FARM)** assists in the startup, expansion or modernization of an existing farm, while the **Agribusiness Guarantee (AgBG)** helps businesses startup or expand operations for product development using Wisconsin's raw agricultural commodities.

Like other major industry sectors, agriculture is experiencing new trends and market demands that present new opportunities for growth and diversification. A recent trend is the farm-to-table movement. Consumers are opting out of the processed foods that fill the shelves in grocery stores and demanding fresh, locally-sourced and more environmentally-friendly foods. The marketplace is demanding these food options be easily accessible and affordable.

The landscape of Wisconsin farming is changing to meet the demand of this new food movement. Our state is well-poised with conventional and organic farms, big and small, in rural and urban markets that will follow Wisconsin's tradition of working together to help feed the world.

By partnering with agricultural lenders and local farms, WHEDA can make its **mission possible - to provide innovative financing products for the expansion of business and agricultural activity in Wisconsin.**

Given its economic impact, supporting Wisconsin farms and agricultural business is a priority for WHEDA. Through its agricultural loan guarantees, WHEDA encourages its local lending partners to invest in farms to keep Wisconsin's economy strong.

¹Deller, Steve. *Agricultural & Natural Resources, University of Wisconsin-Extension, The Contribution of Agriculture to the Wisconsin Economy, September 2014.*





From left to right:
Lucio Fuentez, Partners for
Community Development's
Executive Director; Dawn
Zoerner, Property Manager
at Sunnyside Townhouses and
Albert Connley, staff member
at Sunnyside Townhouses.

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Home repairs for low-income families

New ceiling fans for units at Sunnyside Townhouses in Sheboygan



In 2015, WHEDA continued its proud, 30-year tradition of awarding housing grants to nonprofits, local governments and tribal authorities in Wisconsin whose mission is to meet the housing needs of low-income and disadvantaged populations. This past year, WHEDA awarded \$500,000 in housing grants to 28 special-needs housing providers throughout the state.

One of the awardees was Sheboygan-based **Partners for Community Development** that focuses on home remodeling, rehabilitation, home buying assistance and residential energy conservation for low-income families.

Lucio Fuentez has been Partners for Community Development's executive director for 40 years. Providing quality, safe housing for low-income and disadvantaged populations is a key component of the organization's mission. Mr. Fuentez says that the primary goal is for their clients to be self-sufficient which will ultimately increase the economic vitality of the communities they serve.

"It's gratifying to see the growth in families," said Fuentez. "When a family gets a home they become more responsible, better employees, they don't want to miss work, they become part of the community."

The \$25,000 WHEDA Housing Program grant awarded to Partners for Community Development will be used to help finance repairs and energy efficient upgrades at their Sunnyside Townhouses, a 50-unit affordable housing complex. The \$150,000 repair project includes replacing a 23-year old roof, installing new storm doors, upgrading to energy efficient lighting, and providing ceiling fans.

In all, a total of 32 housing units will be rehabilitated as a result of this repair project and 105 tenants, 92 of whom are low-income, will realize energy cost savings as a result of these housing updates. The **WHEDA Housing Grant Program** has given Partners for Community Development the ability to make its **mission possible - to provide home improvements for low-income families to reduce energy bills and increase living comfort.**

"In order to maintain affordable rents, we need leverage from other sources like WHEDA," said Shauna Nischik, grant writer for Partners for Community Development. "Thanks to the grant, we're actually lowering monthly bills because it will impact utility fees. Working with WHEDA was a positive experience. All expectations were clear and met."

Mr. Fuentez of Partners for Community Development realizes that without the WHEDA grant, funding for much needed home repairs for the disabled and other low-income populations would have been far more difficult.

WHEDA has been very fortunate to provide financial support to special-needs housing providers through its foundation for three decades. Since 1985, the WHEDA Foundation has awarded 1,030 grants totaling \$22,468,000 to Wisconsin housing providers.

WHEDA Housing
Grant Program



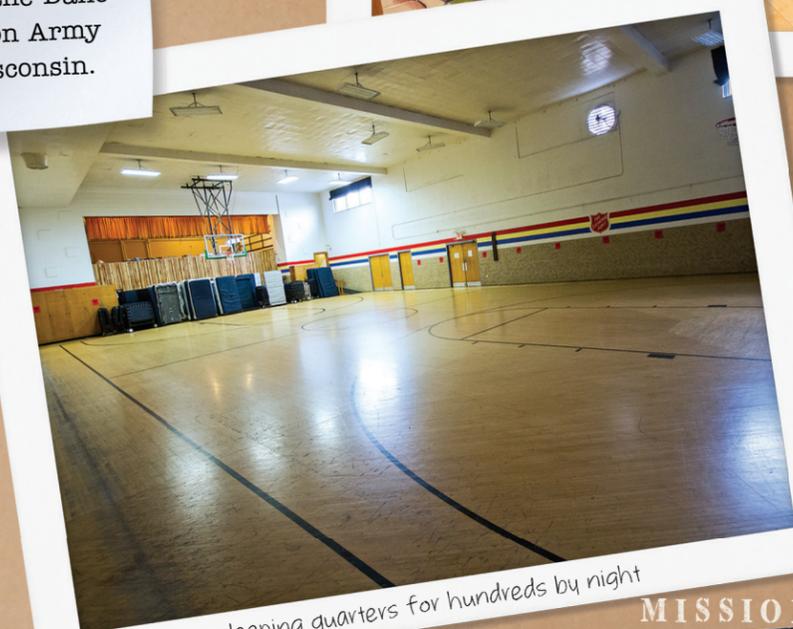
A much needed roof replacement will be done in 2016



Cindy Pierick, WHEDA, delivers warm blankets to Larry Peterson, Salvation Army, in the gymnasium at the Dane County Salvation Army in Madison, Wisconsin.

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Warm blankets for the Salvation Army



Gym by day, sleeping quarters for hundreds by night

WHEDA employees are committed to improving the quality of life for Wisconsin residents by serving WHEDA's mission, building relationships with their colleagues and volunteering in the community. For many years, employees have created life-long friendships and lasting memories through a variety of volunteer activities.

WHEDA values collaboration and working together to reach goals that cannot be achieved individually. As a result, WHEDA encourages employees to help others in the community through group volunteer efforts. In October 2015, employees began a **Salvation Army** blanket drive to help provide warmth and comfort to the homeless.

Cindy Pierick, a Systems Coordinator for WHEDA's IT Team, learned about the desperate need for blankets from her daughter who works at the Dane County Salvation Army. The word quickly spread throughout the workplace and a blanket drive was organized.

Salvation Army Dane County Coordinator, Major Loren Carter says the contemporary human condition is striking and sometimes beyond our understanding. The nonprofit strives to provide compassion, understanding and support for the most vulnerable populations in the community.

"People who come to the shelters have everything they own with them, in suitcases, even garbage bags. That's hard for the rest of us to understand because we leave all our stuff at home," said Maj. Carter. "Blankets get wrecked if they've been sleeping outdoors. They get ruined; they even get stolen. So, there's a constant need for replacement."

WHEDA employees delivered two large bags of warm blankets to the Salvation Army on November 13, 2015. Blanket distribution took place immediately and the timing was perfect as Wisconsin's unseasonably warm fall was beginning to make a dramatic change towards

the cold of winter. WHEDA's volunteer efforts were appreciated by Maj. Carter and helped the Salvation Army make its **mission possible - to serve the basic needs of humanity without discrimination.**

"It shows in a tangible fashion that somebody cares," said Maj. Carter. "The people in our shelters are not throwaways. They have value and worth. Thank you WHEDA for thinking of us."

Maj. Carter added that one of the oldest and largest charities in the world is the Salvation Army where the goals are to feed, clothe, comfort and care for the less fortunate. Anyone who enters their doors is welcome. For 125 years, the Dane County Salvation Army has been reaching out to the community's most vulnerable members. In 2015, the Madison center got a much-needed boost from WHEDA volunteers.

Blankets were definitely handy items during WHEDA's volunteer campaign. However, Maj. Carter notes that the Salvation Army's obligations simply don't stop; they are never completely met and are a priority 365 days a year.

So there will be more food, clothing, and collection drives, at the Salvation Army and other like-minded organizations. And, dedicated WHEDA employees will be there selflessly giving back to the community to boost the lives and spirits of Wisconsin residents.

The Salvation Army of Dane County in Madison, Wisconsin



WHEDA
VOLUNTEERS

Meadows of Mill Creek, Town of Salem, Wisconsin



Northcott Neighborhood in Milwaukee, Wisconsin



PROGRAM STATISTICS FY2015

Fiscal year July 31, 2014 through June 30, 2015

SINGLE FAMILY WHEDA ADVANTAGE LOANS

COUNTY	NUMBER OF LOANS	LOAN AMOUNT	COUNTY	NUMBER OF LOANS	LOAN AMOUNT
Adams	2	\$261,900	Marinette	2	\$115,900
Ashland	1	137,740	Milwaukee	147	16,317,742
Barron	7	596,455	Monroe	9	858,840
Bayfield	1	121,250	Oconto	3	376,559
Brown	101	10,975,395	Oneida	9	789,133
Calumet	33	3,373,570	Outagamie	75	8,739,035
Chippewa	4	370,542	Ozaukee	30	4,754,822
Clark	6	606,365	Pierce	3	493,573
Columbia	14	2,004,184	Polk	8	1,121,615
Crawford	8	744,600	Portage	30	3,342,824
Dane	141	22,638,949	Price	1	111,550
Dodge	10	1,242,834	Racine	24	2,426,801
Door	8	803,880	Richland	3	231,740
Douglas	16	1,722,267	Rock	54	6,033,559
Dunn	4	532,336	Rusk	1	77,500
Eau Claire	15	1,769,027	Sauk	9	1,235,525
Fond du Lac	60	5,965,756	Sawyer	2	218,650
Grant	17	1,480,530	Shawano	1	73,700
Iowa	11	1,327,815	Sheboygan	50	4,790,194
Iron	1	129,010	St. Croix	3	618,312
Jackson	7	702,945	Taylor	4	449,481
Jefferson	14	1,632,035	Trempealeau	1	188,000
Juneau	6	561,064	Vernon	4	353,960
Kenosha	10	1,246,500	Vilas	3	294,800
Kewaunee	3	291,991	Walworth	13	1,667,129
La Crosse	37	4,306,228	Washington	28	4,046,592
Lafayette	5	578,700	Waukesha	43	7,424,075
Langlade	3	271,700	Waupaca	12	1,205,653
Lincoln	3	323,945	Waushara	1	126,100
Manitowoc	35	2,898,719	Winnebago	56	5,975,203
Marathon	70	6,890,506	Wood	34	2,981,003
TOTAL				1,316	\$153,948,308



PROGRAM STATISTICS FY2015

Fiscal year July 31, 2014 through June 30, 2015

LOW-INCOME HOUSING TAX CREDIT AWARDS

DEVELOPMENT	COMMUNITY	TOTAL UNITS	AMOUNT AWARDED
1520 Clark Street	Racine	74	\$798,858
2219 Lofts	La Crosse	25	240,214
Century City Homeowners Initiative*	Milwaukee	40	850,000
Cottages of Superior	Superior	24	220,220
Cumberland Redevelopment, Phase 1, LLC	Oshkosh	32	279,898
Cumberland Redevelopment, Phase 2, LLC	Oshkosh	40	361,753
Edgewater Terrace	Two Rivers	40	256,221
Fox Crossing II	Burlington	32	394,050
Haymarket Lofts	Milwaukee	72	789,292
Hilltop Manor	Spooner	28	141,681
Historic Berlin School Apartments	Berlin	40	449,418
Homestead Family Apartments	Chippewa Falls	40	374,362
Janesville Gardens**	Janesville	40	374,362
JNB Platteville Family, LP	Platteville	165	460,551
Lakeside Gardens	Fond du Lac	34	396,460
Layton Square	Cudahy	80	638,542
Maple Grove Commons	Madison	57	635,369
Meadow Ridge Middleton*	Middleton	80	763,118
Mission Village of Dodgeville	Dodgeville	95	850,000
Mission Village of Kaukauna	Kaukauna	40	446,057
Pioneer Ridge	Wisconsin Dells	60	680,314
Randall Court-Redevelopment, LLC	Appleton	72	723,750
Ridgecrest Apartments**	Madison	118	745,000
Shoe Factory Lofts	Milwaukee	127	566,638
Tennyson Ridge	Madison	55	554,749
The Rivers - Phase II	Oshkosh	72	725,627
Thurgood Marshall Apartments	Milwaukee	40	356,663
Union Corners Apartments	Madison	24	273,060
Waadookodaading Permanent Supportive Housing	Lac du Flambeau	24	509,233
Woolen Mills Lofts	Appleton	60	617,067
TOTAL		1,780	\$15,948,165

Fiscal Year 2015 LIHTC performance numbers updated 1/4/2016.

*This development received Low-Income Housing Tax Credits (LIHTC) under WHEDA's High Impact Project Reserve program (HIPR). The HIPR program was created to award LIHTCs to projects with strong economic development or redevelopment attributes that have significant community support and/or have a tangible impact on job creation, job retention or job training. Developments receiving LIHTCs under the HIPR program were selected in a 'Special Round' held later than WHEDA's normal selection round that was announced in April 2014.

**This development received LIHTCs through 4% non-competitive credits and financed with tax-exempt bonds.

PROGRAM STATISTICS FY2015

Fiscal year July 31, 2014 through June 30, 2015

MULTIFAMILY HOUSING LOAN CLOSINGS

DEVELOPMENT	COMMUNITY	TOTAL UNITS	LOAN AMOUNT
Action Properties	Milwaukee	4	\$1,000,000
Britta Hill	Madison	4	157,955
Kilbourne Apartments	Tomah	16	279,703
Posner Building Redevelopment	Milwaukee	105	16,250,000
Ridgecrest Apartments	Madison	127	11,598,792
Whitewater Woods Apartments	Whitewater	40	857,000
TOTAL		296	\$30,143,450

Lobby in Paper Box Lofts, Milwaukee, Wisconsin



Ridgecrest Apartments in Madison, Wisconsin



PROGRAM STATISTICS FY2015

Fiscal year July 31, 2014 through June 30, 2015

NEW MARKETS TAX CREDITS ALLOCATIONS

BUSINESS	COMMUNITY	ALLOCATION
Freshwater Center	Milwaukee	\$10,000,000
Ignace Indian Health Center	Milwaukee	5,500,000
Impact Seven Loan Pool	Statewide	8,000,000
North End III	Milwaukee	5,000,000
TOTAL		\$28,500,000

PARTICIPATION LOAN PROGRAM

BUSINESS	COMMUNITY	LOAN PARTICIPATION	TOTAL LOAN AMOUNT
A Passion for Kids, LLC	Milwaukee	\$50,000	\$100,000
Adept Manufacturing & Gauging, LLC	Milwaukee	75,000	150,000
Harvest Consulting Company, LLC	Racine	48,500	150,000
Ignace Indian Health Center	Milwaukee	1,700,375	3,400,750
JSWD Commerce, LLC	Milwaukee	1,650,000	3,300,000
K&M Products & Services, Inc.	Waukesha	75,000	150,000
Mike's Country Meats, LLC	Campbellsport	580,198	1,305,448
Mister Rodgers Neighborhood	Milwaukee	2,000,000	8,000,000
Viking Brew Pub, LLC	Stoughton	75,000	150,000
TOTAL		\$6,254,073	\$16,706,198

SMALL BUSINESS LOAN GUARANTEES

BUSINESS	COMMUNITY	GUARANTEE AMOUNT	LOAN AMOUNT
Argon Industries, Inc.	Milwaukee	\$200,000	\$250,000
Greener Roofs and Gardens, LLC	Milwaukee	80,000	100,000
Huertas, LLP	Milwaukee	507,600	634,500
RSP, Inc.	Milwaukee	200,000	1,150,000
Taher Real Estate, LLC	Milwaukee	374,400	468,000
Taher Real Estate, LLC	Milwaukee	138,734	173,417
TOTAL		\$1,500,734	\$2,775,917

PROGRAM STATISTICS FY2015

Fiscal year July 31, 2014 through June 30, 2015

WISCONSIN STATE SMALL BUSINESS CREDIT INITIATIVE FUNDING

WISCONSIN VENTURE DEBT FUND (WVDF)*

BUSINESS	COMMUNITY	PARTICIPATION INVESTMENT AMOUNT	TOTAL INVESTMENT AMOUNT
Cellara, LLC	Madison	\$200,000	\$400,000
Energy Bank, Inc.	Manitowoc	250,000	500,000
Phoenix Nuclear Labs, LLC	Monona	200,000	500,000
Shoutlet, Inc.	Madison	750,000	2,250,000
WVDF Total		\$1,400,000	\$3,650,000

WISCONSIN EQUITY INVESTMENT FUND (WEIF)*

BUSINESS	COMMUNITY	PARTICIPATION INVESTMENT AMOUNT	TOTAL INVESTMENT AMOUNT
Invenra, Inc.	Madison	\$100,000	\$1,784,000
Magma Flooring, LLC	River Falls	189,945	2,999,950
Phoenix Nuclear Labs, LLC	Monona	121,532	1,378,467
Silatronix, Inc.	Madison	75,341	550,855
Swallow Solutions, LLC	Madison	39,198	1,376,056
Xolve, Inc.	Middleton	46,552	182,210
WEIF Total		\$572,568	\$8,271,538

SSBCI* TOTAL **\$1,972,568** **\$11,921,538**

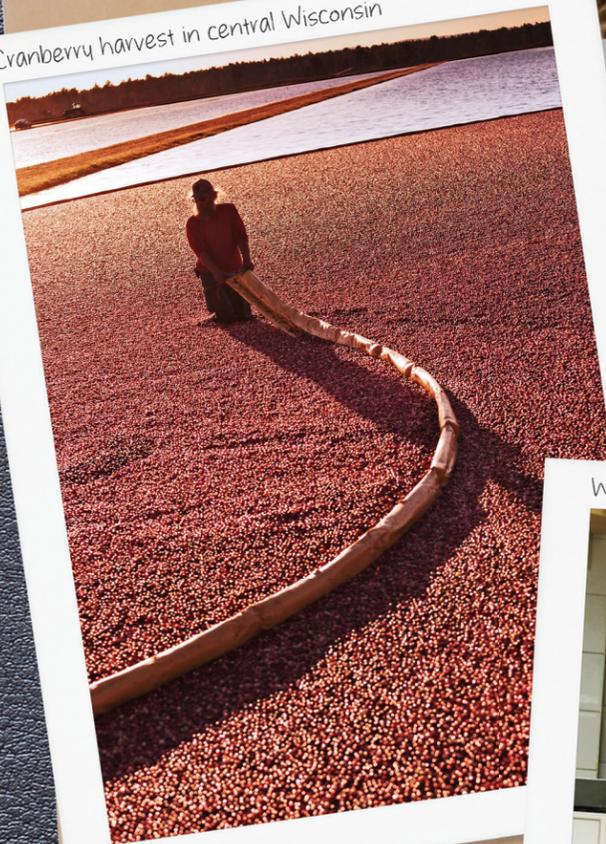
*WHEDA is using State Small Business Credit Initiative (SSBCI) funds from Wisconsin's award of \$22.4 million in 2011 to partner in the Wisconsin Venture Debt Fund and Wisconsin Equity Investment Fund. SSBCI is a federal resource for job creation and business development in the U.S.



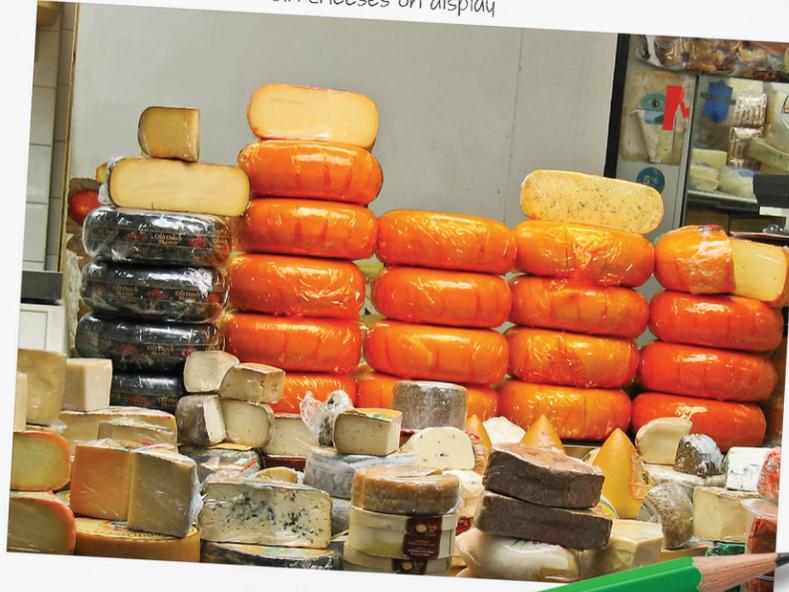
Wisconsin ginseng has the reputation for the best quality in the world.



Cranberry harvest in central Wisconsin



World-renowned Wisconsin cheeses on display



PROGRAM STATISTICS FY2015

Fiscal year July 31, 2014 through June 30, 2015

CROP LOAN GUARANTEES

COUNTY	NUMBER OF LOANS	GUARANTEE AMOUNT	LOAN AMOUNT
Barron	1	\$64,000	\$80,000
Door	2	111,500	135,000
Eau Claire	1	13,500	15,000
Iowa	1	40,000	50,000
La Crosse	1	25,817	28,685
Pierce	1	80,000	100,000
Pepin	1	22,500	25,000
Portage	1	27,450	30,500
Rusk	1	42,480	47,200
Sauk	1	120,000	150,000
Vernon	1	120,000	150,000
TOTAL	12	\$667,247	\$811,385

FARM LOAN GUARANTEES

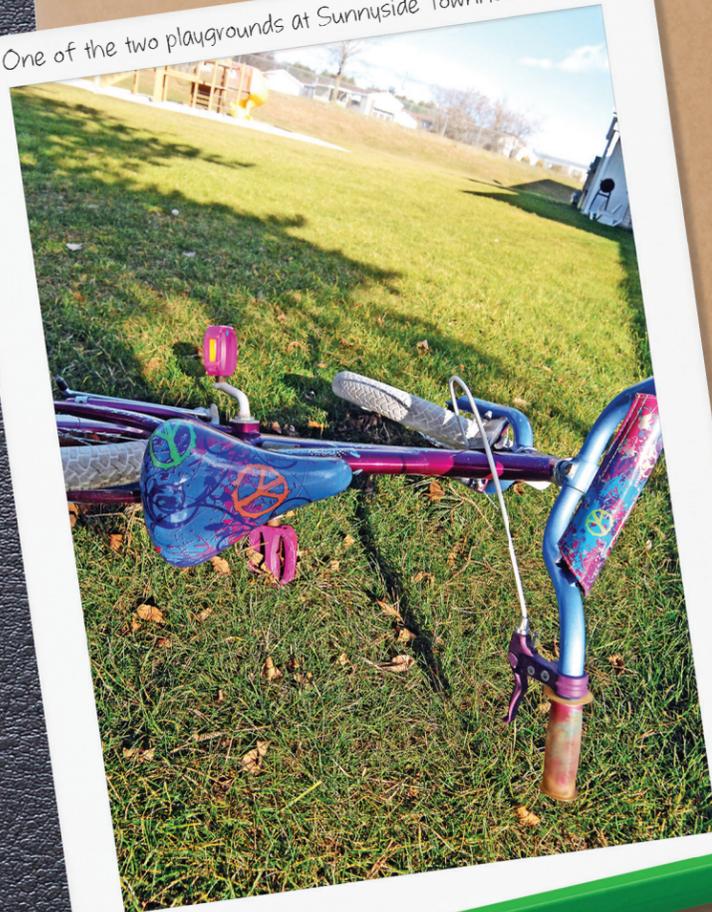
COUNTY	NUMBER OF LOANS	GUARANTEE AMOUNT	LOAN AMOUNT
Kewaunee	1	\$165,000	\$660,000
Wood	1	200,000	1,000,000
TOTAL	2	\$365,000	\$1,660,000



Welcome home!



One of the two playgrounds at Sunnyside Townhouses



Dawn Zoerner manages the 50-unit Sunnyside in Sheboygan

PROGRAM STATISTICS FY2015

Fiscal year July 31, 2014 through June 30, 2015

WHEDA FOUNDATION GRANTS

EMERGENCY/TRANSITIONAL HOUSING

APPLICANTS	COMMUNITY	AMOUNT
Advocates of Ozaukee	Saukville	\$11,000
Bad River Housing Authority	Odanah	25,000
Beloit Domestic Violence Survivor Center	Beloit	24,881
CAP Services	Stevens Point	25,000
Community Referral Agency	Milltown	9,500
Hebron House of Hospitality	Waukesha	2,014
My Home Your Home	Milwaukee	20,000
Northwoods Homeless Shelters	Amery	6,400
Pathfinders Milwaukee	Milwaukee	6,130
Rock Valley Community Programs	Janesville	25,000
The Salvation Army	Milwaukee	20,000
TOTAL		\$174,925

PERMANENT HOUSING

APPLICANTS	COMMUNITY	AMOUNT
Arc Housing	Fond du Lac	\$25,000
Balance, Inc.	Multiple	12,500
Bayview Foundation	Madison	25,000
Clarity Care	Fox Cities	4,000
Center for Veterans Issues	Milwaukee	25,000
Indianhead Community Action Agency	Gilman	9,100
Movin' Out	Madison	25,000
Partners for Community Development	Sheboygan	25,000
Passages	Richland	14,425
Porchlight	Madison	25,000
Rebuilding Together Greater Milwaukee	Milwaukee	12,500
Rice Lake Housing Authority	Rice Lake	25,000
Social Development Commission	Milwaukee	18,784
St. Catherine Residence	Milwaukee	25,000
Tomorrow's Home Foundation	Statewide	25,000
The Arc of Dunn County	Menomonie	3,766
WAICO RHF	Milwaukee	25,000
TOTAL		\$325,075
GRAND TOTAL		\$500,000



WHEDA FINANCIALS FY2015

For the Fiscal Years Ended June 30, 2015 and 2014 (Millions of Dollars)

STATEMENTS OF REVENUES, EXPENSES AND CHANGE IN NET POSITION

	2015	2014	FAVORABLE/(UNFAVORABLE)	
			AMOUNT	%
Mortgage income	78.9	89.8	(10.9)	(12.1)
Mortgage-backed investment income (net)	2.7	4.5	(1.8)	(40.0)
Investment income (net)	4.3	4.1	0.2	4.9
Interest expense and debt financing costs	(45.2)	(55.3)	10.1	18.3
Net Interest Income	40.7	43.1	(2.4)	(5.6)
Mortgage service fees	5.8	5.8	-	-
Pass-through subsidy revenue	171.5	169.9	1.6	0.9
Other	18.3	16.5	1.8	10.9
Net Interest and Other Income	236.3	235.3	1.0	0.4
Direct loan program expense	14.7	16.9	2.2	13.0
Pass-through subsidy expense	171.5	169.9	(1.6)	(0.9)
Grants and services	0.9	0.8	(0.1)	(12.5)
General and administrative expense	17.4	17.9	0.5	2.8
Other expense	0.9	0.9	-	-
Change in Net Position	30.9	28.9	2.0	6.9
Net Position, Beginning of Year	627.1	609.4	17.7	2.9
Prior Period Adjustment	3.3	(11.2)	14.5	
Net Position, Beginning of Year, Restated	630.4	598.2	28.9	
Net Position, End of Year	661.4	627.1	34.3	5.5

Schedule may not foot due to rounding

Net interest income dropped \$2.4 million to \$40.7 million during 2015. This reflects a decrease of 5.6% from fiscal year 2014. Traditional mortgage income is declining largely because new Single Family loans are sold upon closing. However, the high level of prepayments experienced by the Authority over the last several years has allowed for the early retirement of higher rate variable bonds so the associated interest expense has decreased significantly which has offset the decline in revenue. The decrease in overall net interest income during 2015 was also due to a drop in the overall market value adjustment to the Authority's investments. Direct loan program expense declined by 13% or \$2.2 million. The decline was largely driven by lower loan loss expense in the Single Family portfolio as the portfolio continues to run off and new mortgages are sold rather than being held by the Authority.

Pass-through subsidy revenue and expense represent subsidy proceeds and other financial assistance received by the Authority and transferred to or spent on behalf of secondary projects. Revenues and expenses of the pass-through subsidy programs are equal resulting in a net effect, on the Authority's financial statements, of zero. The Authority implemented the Governmental Accounting Standards Board Statement No. 68 - *Accounting and Financial Reporting for Pensions* during fiscal year 2015. This implementation required the recognition of a net pension asset as well as deferred outflows of resources related to future benefit payments and resulted in a \$3.3 million adjustment to beginning net position.

WHEDA FINANCIALS FY2015

June 30, 2015 and 2014 (Millions of Dollars)

STATEMENTS OF NET POSITION

	2015	2014	INCREASE/(DECREASE)	
			AMOUNT	%
Cash and cash equivalents	377.2	390.2	(13.0)	(3.3)
Mortgage loans and interest receivable	1,397.3	1,529.7	(132.4)	(8.7)
Mortgage-backed security investments and interest receivable	105.1	94.0	11.1	11.8
Investments and interest receivable	109.2	112.6	(3.4)	(3.0)
Security lending cash collateral	-	3.5	(3.5)	(100.0)
Net pension asset	1.8	-	1.8	100.0
Other assets	21.6	21.3	0.3	1.4
Total Assets	2,012.2	2,151.3	(139.1)	(6.5)
Accumulated decrease in fair value of hedging	43.5	52.2	(8.7)	(16.7)
Pension plan - Actual vs. expected outcomes	1.5	-	1.5	100.0
Deferred Outflow of Resources	45.0	52.2	(7.2)	(13.8)
Accrued interest payable	11.4	13.8	(2.4)	(17.4)
Bonds and notes payable	1,228.4	1,393.1	(164.7)	(11.8)
Interest Rate Swap Agreements	43.5	52.2	(8.7)	(16.7)
Security lending liability	-	5.0	(5.0)	(100.0)
Other liabilities	112.5	112.3	0.2	0.18
Total Liabilities	1,395.8	1,576.4	(180.6)	(11.5)
Net investment in capital assets	8.3	7.2	1.1	15.3
Restricted by bond resolutions	447.3	419.1	28.2	6.7
Restricted by contractual agreements	202.1	193.4	8.7	4.5
Unrestricted	3.7	7.4	(3.7)	(50.0)
Total Net Position	661.4	627.1	34.3	5.5

Schedule may not foot due to rounding

Total assets of the Authority dropped from \$2.2 billion to \$2.0 billion during 2015. This decline is due to the continued contraction of the Authority's loan portfolio. The contraction has been driven by continued loan prepayments in both the Single Family and Multifamily programs. In addition, the majority of the new Single Family loans originated during the year were sold upon closing which generates front-end revenue, but does not increase the Authority's loan portfolio. Mortgage loans and interest receivable declined \$132.4 million to finish the year at \$1.4 billion. However, mortgage backed security investments rose 11.1% to \$105.1 million. While Single Family loan originations continue to tick upwards year over year, the majority of those loans are sold upon closing. In addition, Multifamily loan originations dropped to \$42.9 million which when coupled with the Single Family activity resulted in the Authority's loan portfolio contracting by 7.5%. The contraction of the portfolio dropped slightly from the prior year level of 11.0% and the Authority expects to add mortgages to the portfolio under a new business model in 2016.

Liabilities decreased by \$180.6 million to \$1.4 billion. As in the prior year, the largest decline continues to be in the bonds and notes payable category and was the result of early calls of high rate variable debt made possible by the cash flow generated from loan prepayments and scheduled redemptions over the past several years. In addition, there was only one small Multifamily bond issue during the year as the majority of the new loans that were retained by the Authority were funded with internal sources of capital.

Overall, net position, increased \$34.3 million during fiscal year 2015. The various lending programs and investments within the Authority's business segments generated the change in net position. The business segment contributions for fiscal year 2015 are as follows: \$16.0 million in Single Family bond resolutions, \$12.2 million in Multifamily Housing Revenue bond resolutions, \$6.0 million in the General Fund and (\$56,000) in State of Wisconsin Programs.



WHEDAites tour Ridgcrest Apartments in Madison



Ron Slade and Nick Monet attend a TMI Collective Impact session



Carmen Nordness, Dave Ginger and Mike Powers man the WHEDA booth



WHEDAites tour Transform Milwaukee area in Milwaukee

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