DELHI CHARTER TOWNSHIP BROWNFIELD REDEVELOPMENT AUTHORITY MEETING
Meeting Location – Community Services Center
2074 Aurelius Road, Holt, MI
Tuesday, October 28, 2025

Immediately Following DDA Board Meeting

AGENDA

Call to Order
Roll Call
Set/Adjust Agenda
Comments from the Public
ANYONE WISHING TO COMMENT ON ANY MATTER NOT ON THE AGENDA MAY DO SO AT THIS TIME. PERSONS ADDRESSING THE BOARD MUST STATE THEIR NAME AND ADDRESS FOR THE RECORD AND WILL BE GIVEN TWO (2) MINUTES.

Approval of Minutes: Regular Meeting Minutes of September 30, 2025

Public Hearing – FY 2026 Brownfield Redevelopment Authority Budget

Business

1. Approve Fiscal Year 2026 Brownfield Redevelopment Authority Budget
2. Adopt Resolution No. 2025-001: Brownfield Plan #9 (Elkhorn Pass)

Limited Comments
MEMBERS OF THE PUBLIC MAY TAKE THE OPPORTUNITY TO ADDRESS THE BOARD REGARDING ANY ITEM ON THE AGENDA AT THE TIME SUCH ITEM IS OPEN FOR DISCUSSION BY THE BOARD. ANYONE WISHING TO COMMENT ON ANY MATTER NOT ON THE AGENDA MAY DO SO AT THIS TIME.

Adjournment

DELHI CHARTER TOWNSHIP
BROWNFIELD REDEVELOPMENT AUTHORITY BOARD
MINUTES OF REGULAR MEETING HELD ON SEPTEMBER 30, 2025

The Brownfield Redevelopment Authority met Tuesday, September 30, 2025, in a regular meeting at the Community Services Center, 2074 Aurelius Road, Holt, Michigan. Vice-Chairperson Fauser called the meeting to order at 6:22 p.m.

MEMBERS PRESENT: Kenneth Bachman, Jon Breier, Rita Craig, Mike Dunckel, Tim Fauser, Nanette Miller, Eddie Montemayor

MEMBERS ABSENT: Harry Ammon, David Leighton

OTHERS PRESENT: C. Howard Haas, DDA Executive Director, Cassie Butler, DDA Administrative Secretary

PUBLIC COMMENT: None

Set/Adjust Agenda: There were no changes to the agenda.

BUSINESS

FY 2026 BROWNFIELD BUDGET – SET PUBLIC HEARING FOR OCTOBER 28, 2025

> **Miller moved, Dunckel supported, to set a Public Hearing for the proposed Fiscal Year 2026 Brownfield Redevelopment Authority Budget and its subset, Local Brownfield Revolving Fund, to be held during the Tuesday, October 28, 2025, Brownfield Redevelopment Authority Meeting.**

A Public Hearing Notice will be published in the *Lansing State Journal* on October 12, 2025.

A Roll Call Vote was recorded as:
Ayes: Bachman, Breier, Craig, Dunckel, Fauser, Miller, Montemayor
Nays: None
Absent : Ammon, Leighton

MOTION CARRIED

ELKHORN PASS- BROWNFIELD PLAN PRESENTER: DAVE VANHAAREN

Fauser moved, Breier supported, to accept the Elkhorn Pass—Brownfield Plan as presented.

A Roll Call Vote was recorded as:
Ayes: Bachman, Breier, Craig, Dunckel, Fauser, Miller, Montemayor
Nays: None
Absent : Ammon, Leighton

SUBJECT TO APPROVAL

Limited Comments
None

ADJOURNMENT

The meeting was adjourned at 6:52 p.m.

____
Nanette Miller, Secretary

/CB

SUBJECT TO APPROVAL

DELHI CHARTER TOWNSHIP
DOWNTOWN DEVELOPMENT AUTHORITY
4410 HOLT ROAD, HOLT, MI 48842
TELEPHONE (517) 699-3866
FACSIMILE (517) 699-3878
www.delhidda.com

October 28, 2025

To: Brownfield Redevelopment Authority Board Members

From: C. Howard Haas, Executive Director

Re: Approval of Fiscal Year 2026 Budget

The Fiscal Year 2026 Budget for the Brownfield Redevelopment Authority and its subset, Local Site Remediation Fund, has been prepared and its initial review took place at our regular September meeting. This budget was submitted to the Delhi Township Board of Trustees for a budget workshop held on September 9, 2025. At our September meeting, a public hearing was set for October 28th. The notice for the public hearing was published in the *Lansing State Journal* on Sunday, October 12th. The Township Board of Trustees held its public hearing on Tuesday, October 21st. Following our public hearing, it is my recommendation that the Brownfield Redevelopment Authority Board formally approve the budget.

RECOMMENDED MOTION:

I move to approve the Fiscal Year 2026 Delhi Charter Township Brownfield Redevelopment Authority Budget and its subset, Local Brownfield Revolving Fund, and to submit it to the Township Board of Trustees for approval.

Brownfield Redevelopment Authority Fund

The primary purpose of the Brownfield Redevelopment Authority is to assist in financing environmental assessment, remediation, and other environmental response activities as authorized by Public Act 381, as amended.

Delhi Charter Township currently has four Brownfields:

- Esker Square (referred to as Brownfield #4).
- Willoughby Estates (referred to as Brownfield #6).
- 4495 Holt Road (referred to as Brownfield #7).
- 2313 Cedar Street (referred to as Brownfield #8).

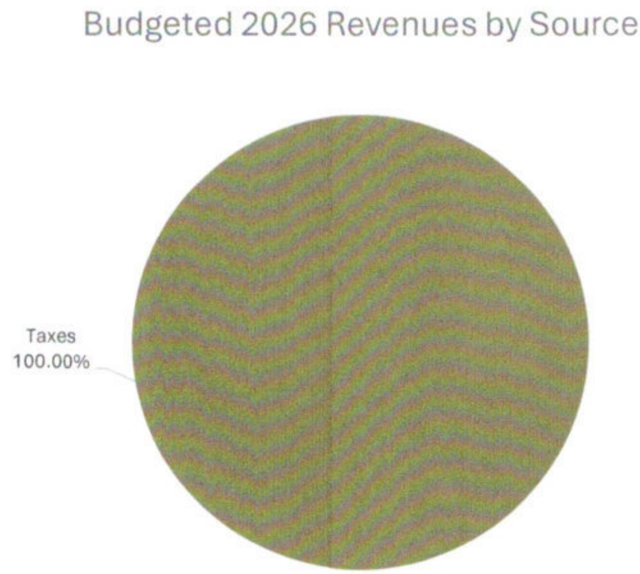
Summary

In 2026, we are budgeting $661,554 for revenue and $645,184 for expenditures. When compared to the 2025 Original Budget, revenues are expected to increase by $61,580 (10.3%) and expenditures are expected to increase by $57,884 (9.9%).

Review the table below to learn how this budget will impact fund balance.

Name	FY2024 Actual	FY2025 Original Budget	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
Beginning Fund Balance:	**$139,392.36**	**$106,443.03**	**$106,443.03**	**$122,589.33**	**$138,958.64**	**$155,532.98**
Revenues						
Taxes	$536,503.04	$599,973.48	$647,055.77	$661,553.54	$675,446.16	$688,955.08
Total Revenues:	**$536,503.04**	**$599,973.48**	**$647,055.77**	**$661,553.54**	**$675,446.16**	**$688,955.08**
Expenditures						
Operating Expenditures	$569,452.37	$587,300.00	$630,909.47	$645,184.23	$658,871.82	$672,181.66
Total Expenditures:	**$569,452.37**	**$587,300.00**	**$630,909.47**	**$645,184.23**	**$658,871.82**	**$672,181.66**
Total Revenues Less Expenditures:	**($32,949.33)**	**$12,673.48**	**$16,146.30**	**$16,369.31**	**$16,574.34**	**$16,773.42**
Ending Fund Balance:	**$106,443.03**	**$119,116.51**	**$122,589.33**	**$138,958.64**	**$155,532.98**	**$172,306.40**

Revenues



Name	Account Number	FY2024 Actual	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
Revenue Source						
Taxes						
CURR PROP TAX-BRWNFLD #4	243-000.00-403.040	$96,971.49	$176,633.78	$181,061.50	$184,863.79	$188,561.07
CURRENT PROP TAXES-BRNFLD # 6	243-000.00-403.060	$403,673.39	$434,291.54	$444,740.87	$454,080.43	$463,162.04
CURRENT PROP TAXES-BRNFLD #7	243-000.00-403.070	$11,984.25	$12,738.20	$12,026.45	$12,279.01	$12,524.59
CURR PROP TAX-BRNFLD #8	243-000.00-403.080	$23,873.91	$23,392.25	$23,724.71	$24,222.93	$24,707.39
Total Taxes:		**$536,503.04**	**$647,055.77**	**$661,553.54**	**$675,446.16**	**$688,955.08**
Total Revenue Source:		**$536,503.04**	**$647,055.77**	**$661,553.54**	**$675,446.16**	**$688,955.08**

Brownfield Administration

Summary

Purpose or Objective of this Department:

The Delhi Charter Township Brownfield Redevelopment Authority is a separate legal identity operating in conformity with Delhi Charter Township's policies and procedures. The Brownfield Redevelopment Authority is reported in the Township's financial statements as a discretely presented component unit.

The Brownfield Redevelopment Authority was created pursuant to Public Act 381 of 1996, as amended. Resolution No. 2001-167, adopted by Delhi Charter Township Board of Trustees on September 4, 2001, authorizes its existence.

Activities of this Department

The primary purpose of the Brownfield Redevelopment Authority is to assist in financing environmental assessment, remediation and other environmental response activities as authorized by PA 381, as amended. All activities of the Authority are conducted in conformance with adopted Brownfield Redevelopment Plans under supervision of the Board of Directors of the Authority. The membership of the Board of Directors of the Brownfield Redevelopment Authority is composed of the Board of Directors of the Delhi Charter Township Downtown Development Authority.

Year 2026 Goals

The Authority may conduct its activities throughout Delhi Township. The objectives of the Authority are outlined in the most recently adopted Brownfield Redevelopment Plan and are as follows:

1. Clean-up of environmentally challenged properties.
2. Enhance the Township's tax base by preparing environmentally challenged properties for desirable and productive re-uses.
3. Identify sites that are "abandoned" as defined by Michigan law and facilitate their redevelopment.

Current Projects

Specific projects undertaken by the Brownfield Redevelopment Authority in support of these objectives as a part of the 2026 Budget include:

- Reimbursement of costs related to the remediation of property at Esker Square (referred to as Brownfield #4).
- Reimbursement of costs related to the remediation of property at Willoughby Estates (referred to as Brownfield #6).
- Reimbursement of costs related to the remediation of property at 4495 Holt Road (referred to as Brownfield #7).
- Reimbursement of costs related to the remediation of property at 2313 Cedar Street (referred to as Brownfield #8).
- Identification of future eligible Brownfield projects; preparation of Brownfield Redevelopment Plans and implementation of plans.

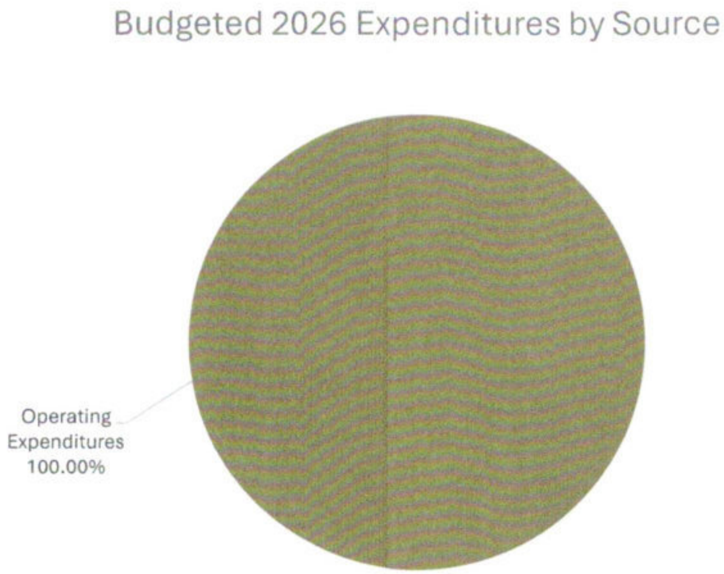
Resources Needed
The 2026 budget requests $645,184 in expenditures. The 2027 and the 2028 forecast request $658,872 and $672,182, respectively.

Resources Generated
For 2026, tax capture of $661,553 is anticipated. Forecasting to 2027, we anticipate a tax capture of $675,446. Finally, forecasting to 2028, we anticipate a tax capture of $688,955. Changes in tax capture revenues are due to increases in the taxable value of the properties. Accordingly, increases in expenditures for reimbursements to developers are expected.

Detailed Budgeted Expenditures

Name	Account Number	FY2024 Actual	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
Expense Objects						
LEGAL FEES	243-733.00-801.000	$15,025.52	$20,000.00	$20,000.00	$20,000.00	$20,000.00
AUDIT FEES	243-733.00-807.000	$250.00	$255.00	$270.00	$280.00	$290.00
PUBLISHING/LEGAL NOTICES	243-733.00-902.000	$99.70	$100.00	$100.00	$100.00	$100.00
REMEDIATION PYMT #4-ESKER SQUARE	243-734.00-964.004	$142,239.30	$167,802.09	$172,008.43	$175,620.60	$179,133.01
REMEDIATION PYMT #6-WILBY ESTATES	243-734.00-964.006	$378,673.39	$409,291.54	$419,740.87	$429,080.43	$438,162.04
REMEDIATION PYMT #7-4495 HOLT	243-734.00-964.007	$10,484.25	$11,238.20	$10,526.45	$10,779.01	$11,024.59
REMEDIATION PYMT #8-MSUFCU	243-734.00-964.008	$22,680.21	$22,222.64	$22,538.47	$23,011.78	$23,472.02
Total Expense Objects:		**$569,452.37**	**$630,909.47**	**$645,184.22**	**$658,871.82**	**$672,181.66**

Summary of Expenditures by Expense Type



Name	FY2024 Actual	FY2025 Original Budget	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
Expenditures						
Operating Expenditures	$569,452.37	$587,300.00	$630,909.47	$645,184.23	$658,871.82	$672,181.66
Total Expenditures:	**$569,452.37**	**$587,300.00**	**$630,909.47**	**$645,184.23**	**$658,871.82**	**$672,181.66**

Local Brownfield Revolving Fund

The primary purpose of the Local Brownfield Revolving Fund is to assist in financing environmental assessment, remediation, and other environmental response activities as authorized by Public Act 381, as amended.

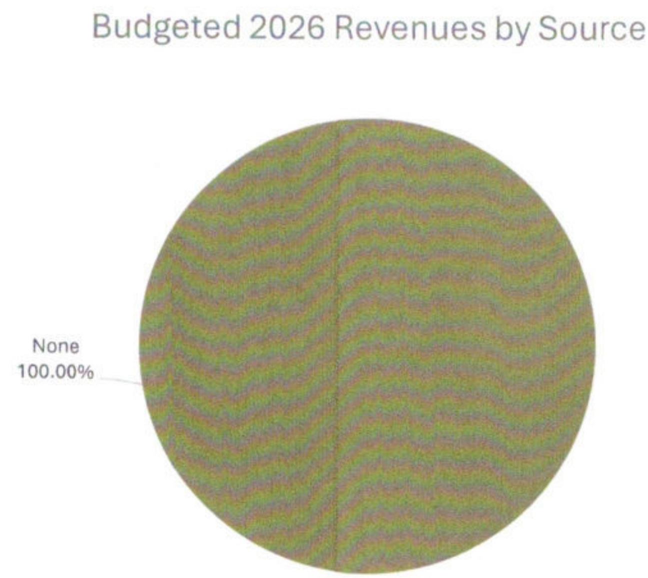
Summary

In 2026, we are budgeting $0 for revenue and $1,860 for expenditures. When compared to the 2025 Original Budget, revenues are expected to decrease by $10,000 (100.0%) and expenditures are expected to decrease by $9,940 (84.2%).

Review the table below to learn how this budget will impact fund balance.

Name	FY2024 Actual	FY2025 Original Budget	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
Beginning Fund Balance:	**$285,564.39**	**$256,581.46**	**$256,581.46**	**$283,114.69**	**$281,254.69**	**$279,384.69**
Revenues						
Grants and Revenue Sharing	$25,811.91	$10,000.00	$36,058.73	$0.00	$0.00	$0.00
Total Revenues:	**$25,811.91**	**$10,000.00**	**$36,058.73**	**$0.00**	**$0.00**	**$0.00**
Expenditures						
Operating Expenditures	$54,794.84	$11,800.00	$9,525.50	$1,860.00	$1,870.00	$1,880.00
Total Expenditures:	**$54,794.84**	**$11,800.00**	**$9,525.50**	**$1,860.00**	**$1,870.00**	**$1,880.00**
Total Revenues Less Expenditures:	**($28,982.93)**	**($1,800.00)**	**$26,533.23**	**($1,860.00)**	**($1,870.00)**	**($1,880.00)**
Ending Fund Balance:	**$256,581.46**	**$254,781.46**	**$283,114.69**	**$281,254.69**	**$279,384.69**	**$277,504.69**

Revenues



Name	Account Number	FY2024 Actual	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
Revenue Source						
Grants and Revenue Sharing						
STATE GRANTS	242-000.00-572.000	$25,811.91	$36,058.73	$0.00	$0.00	$0.00
Total Grants and Revenue Sharing:		**$25,811.91**	**$36,058.73**	**$0.00**	**$0.00**	**$0.00**
Total Revenue Source:		**$25,811.91**	**$36,058.73**	**$0.00**	**$0.00**	**$0.00**

Local Site Remediation

Summary

Purpose or Objective of this Department:
The Delhi Charter Township Local Brownfield Revolving Fund (formerly Local Site Remediation Fund) is a separate legal entity operating in conformity with Delhi Charter Township's policies and procedures. The Fund is reported in the Township's financial statements as a discretely presented component unit.

The Local Brownfield Revolving Fund was created pursuant to Public Act 381 of 1996, as amended. The Delhi Charter Township Brownfield Redevelopment Authority adopted Resolution No. 2001-002 on October 23, 2001, which authorized the existence of the Local Brownfield Revolving Fund.

Activities of this Department
The primary purpose of the Local Brownfield Revolving Fund is to assist in financing environmental assessment, remediation and other environmental response activities as authorized by PA 381, as amended. The membership of the Board of Directors is composed of the Board of Directors of the Delhi Charter Township Downtown Development Authority.

Year 2026 Goals
The Local Brownfield Revolving Fund may conduct its activities throughout Delhi Township. The objectives are as follows:

1. Clean-up of environmentally challenged properties.
2. Enhance the Township's tax base by preparing environmentally challenged properties for desirable and productive re-uses.
3. Identify sites that are "abandoned" as defined by Michigan law and facilitate their redevelopment.

Resources Needed
The 2026 budget requests $1,860 in expenditures. The 2027 forecast requests $1,870 and the 2028 forecast request $1,880 to cover audit and environmental investigation costs.

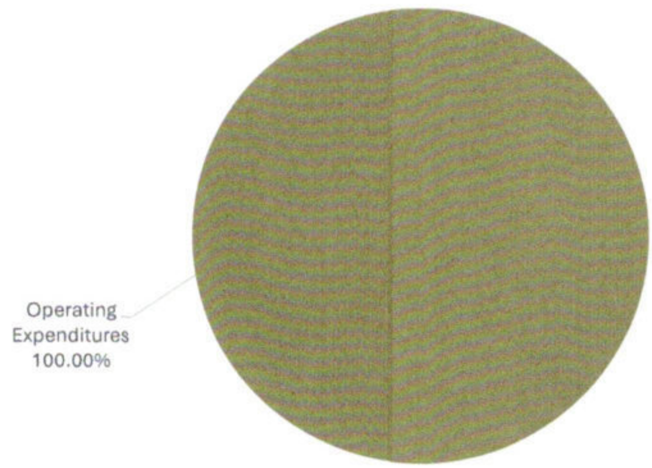
Resources Generated
After final reimbursement of Brownfield properties, the Local Brownfield Revolving Fund can capture revenue for 5 years. This fund will not collect any tax capture until newer Brownfield Plans reach the end of their cycles.

Detailed Budgeted Expenditures

Name	Account Number	FY2024 Actual	FY2025 Projected	FY2026 Budgeted	FY2027 Forecasted	FY2028 Forecasted
Expense Objects						
LEGAL FEES	242-735.00-801.000-DEQGRANT	$892.05	$588.00	$0.00	$0.00	$0.00
AUDIT FEES	242-735.00-807.000	$250.00	$255.00	$260.00	$270.00	$280.00
CONTRACTUAL SERVICES	242-735.00-818.000	$0.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00
CONTRACTUAL SERVICES	242-735.00-818.000-DEQGRANT	$53,553.09	$7,082.50	$0.00	$0.00	$0.00
PUBLISHING/LEGAL NOTICES	242-735.00-902.000	$99.70	$100.00	$100.00	$100.00	$100.00
Total Expense Objects:		**$54,794.84**	**$9,525.50**	**$1,860.00**	**$1,870.00**	**$1,880.00**

Summary of Expenditures by Expense Type

Budgeted 2026 Expenditures by Source



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Expenditures						
Operating Expenditures	$54,794.84	$11,800.00	$9,525.50	$1,860.00	$1,870.00	$1,880.00
Total Expenditures:	**$54,794.84**	**$11,800.00**	**$9,525.50**	**$1,860.00**	**$1,870.00**	**$1,880.00**

DELHI CHARTER TOWNSHIP
BROWNFIELD REDEVELOPMENT AUTHORITY
4410 HOLT ROAD, HOLT, MI 48842
TELEPHONE (517) 699-3866
FACSIMILE (517) 699-3878
www.delhidda.com

October 27, 2025

To: Brownfield Redevelopment Authority

From: C. Howard Haas, Executive Director

Re: Resolution No. 2025-001: Brownfield Plan #9 (Elkhorn Pass)

Green Development Ventures, LLC has been working with Delhi Township to redevelop vacant land on the corner of Holt Road. The Brownfield Plan should stimulate the development and construction of 148 single-family homes. Green Development Ventures anticipates $48.1 million in total future investment into this project.

In this instance, the proposed site of brownfield activity at [V/L] Holt Road in the Township qualifies as an eligible property because it is a "Housing Property" Section 2(y)(i) of Public Act 381 of 1996 ("Act 381". MCL 125.2652(y)(i). To that end, the Delhi Township's Environmental Attorney Mark Koerner has reviewed a proposed Brownfield plan submitted by *Triterra* on behalf of Elkhorn Pass and drafted a resolution for adoption. Following this step, the Township Board of Trustees will hold a public hearing and formally adopt Brownfield Plan #9 on November 18, 2025.

RECOMMENDED MOTION:

I move to adopt Resolution No. 2025-001, a resolution recommending the adoption of Brownfield Plan #9.

MEMO

FOSTER SWIFT
FOSTER SWIFT COLLINS & SMITH PC || ATTORNEYS

Confidential & Privileged

TO: **Howard Haas, and Delhi Charter Township Brownfield Redevelopment Authority**

FROM: **Mark Koerner**

DATE: **October 24, 2018**

RE: **REQUEST TO RECOMMEND PROPOSED ELKHORN PASS BROWNFIELD PLAN**

A. OVERVIEW

Green Development Ventures, LLC ("GDV") is requesting that the Township Brownfield Redevelopment Authority ("BRA") recommend approval of Elkhorn Pass Brownfield Plan for the redevelopment of [V/L] Holt Road, Parcel ID: 33-25-05-13-476-004, in the Township. The Brownfield Plan should stimulate the development and construction of 148 new single-family homes. GDV anticipates $48.1 million in total future investment into this project.

The Plan as drafted and attached provides a preliminary evaluation of (1) eligible activities that would be reimbursed through tax increment financing under Michigan's Brownfield statute and (2) the potential tax increments that are currently expected to be realized and recaptured for the redevelopment. The plan, if adopted and implemented, would not only reimburse GDV for future eligible costs but also provide reimbursement of the BRA's expected administrative expenses and reap the benefit of tax recapture after eligible activities have been reimbursed for deposit into the BRA's local brownfield revolving fund ("LBRF"). The LBRF monies would be available for the BRA to cover eligible activities for other potential Brownfield projects in the future.

B. ANALYSIS

1. Suitability of Project

The Brownfield Redevelopment Financing Act authorizes the creation of brownfield redevelopment plans that would allow recapture of tax increments that are realized from a potential development to reimburse a developer for the cost of eligible environmental and non-environmental activities on eligible properties. MCL 125.263. In this instance, the proposed site of brownfield activity at [V/L] Holt road in the Township qualifies as an eligible property because it is a "Housing Property" Section 2(y)(i) of Public Act 381 of 1996 ("Act 381". MCL 125.2652(y)(i).

Presently, GDV has identified several eligible activities for which it intends to seek reimbursement, including eligible activities authorized by Act 381, Mihcigan State Housing Development Authority approved non-environmental eligible activities and statutorily approved

BROWNFIELD REDEVELOPMENT AUTHORITY
RESOLUTION NO. 2025-001

At a regular meeting of the Delhi Charter Township Brownfield Redevelopment Authority (“Brownfield Authority”), held in the Community Services Center, 2074 North Aurelius, Holt, Michigan 48842 on the 28th day of October, 2025, at 6:00 p.m.

PRESENT: ____

ABSENT: ____

The following resolution was offered by __________________ and supported by ____________________:

WHEREAS, the Delhi Charter Township Brownfield Redevelopment Authority ("Brownfield Authority") has received and reviewed a request by Green Development Ventures, LLC to propose Brownfield Plan #9 for the proposed redevelopment at [V/L] Holt Road, in the Charter Township of Delhi, Ingham County (Parcel Identification 33-25-05-13-476-004), as attached; and

WHEREAS, the Brownfield Authority desires to proceed with the approval of Brownfield Plan #9 in accordance with the attached.

NOW, THEREFORE, the Delhi Charter Township Brownfield Redevelopment Authority hereby resolves as follows:

1. The Brownfield Authority recommends that the Board of Trustees of the Delhi Charter Township Board approve Brownfield Plan #9, in accordance with the attached Plan.

2. The Brownfield Authority submits that Brownfield Plan #9 constitutes a public purpose under Act 381 of the Public Acts of 1996 as amended ("Act"); that the Plan meets all requirements set forth in Section 13 of that Act; that the proposed method of financing the cost of eligible activities is feasible and the Authority has the ability to arrange financing; that the cost of eligible activities proposed in the Plan is reasonable and necessary to carry out the purposes of the Act; and that the amount of taxable value that may result from the adoption of the Plan is reasonable.

ADOPTED:

AYES:____

NAYS:____

ABSENT: ____

The foregoing Resolution declared and adopted on the day written above.

Dated: __________________________ ____

Secretary	Brownfield Redevelopment Authority

EGLE environmental eligible activities. A breakdown of those projected expenses is contained in the draft Brownfield Plan.

2. Approval Steps and Proposed Schedule

To facilitate this project, the BRA reviews the plan and provides a recommendation to the Township Board via resolution, which will conduct a hearing that needs to be posted and sent to the taxing jurisdictions informing them of the Brownfield Plan. Such notice must be given at least 10 days before the hearing by the Township Board. The Township Board has discretion following the public hearing to adopt a resolution approving the plan if the Township Board is comfortable in doing so later at the same meeting when the public hearing is planned.

It is my understanding that GDV is hoping that the hearing can be conducted after timely notice on November 18, 2025, during a regular Board meeting and that the Board, following the hearing, will approve the Brownfield Plan.

As part of the ultimate arrangement to facilitate this proposed action, the BRA and the DDA likely will need to sign an inter-local agreement allowing for the BRA to recapture amounts it is entitled to recapture while the Brownfield Plan is in effect. This would avoid the conflict that might otherwise result because of the DDA's current entitlement to recapture taxes when paid. In addition, a brownfield reimbursement agreement will need to be executed between the BRA and the Developer to set up a process for reviewing and reimbursing eligible costs.

C. CONCLUSION

I hope that this outline of the Brownfield Plan as it is now proposed and the steps necessary to implement the Plan will assist the BRA in understanding the project and deciding whether to recommend the Plan.

I will be happy to address questions and comments on this legal memorandum at the time of the BRA’s meeting on October 28, 2025.

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15322:00021:202100896-1

ACT 381 BROWNFIELD PLAN

Green Development Ventures, LLC
Elkhorn Pass
Ingham County, Delhi Township
Delhi Township Brownfield Redevelopment Authority

September 14, 2025

Prepared by
Michigan Growth Advisors
100 W Michigan Avenue
Suite #200
Kalamazoo, MI 49007

Approved by the Delhi Charter Township Brownfield Redevelopment Authority on - ____________

Approved by the Delhi Township Board of Trustees on ____________

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- 1.2 Identification of Housing Need
- 1.3 Eligible Property Information

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- 2.1 Description of Costs to Be Paid for With Tax Increment Revenues
- 2.2 Summary of Eligible Activities
- 2.3 Estimate of Captured Taxable Value and Tax Increment Revenues
- 2.4 Method of Financing and Description of Advances Made by the Municipality
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- 2.8 Legal Description, Property Map, Statement of Qualifying Characteristics and Personal Property
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Attachment A Brownfield Plan Resolutions

Attachment B Reimbursement Agreement

Attachment C Site Plan

Attachment D Housing Study

ACT 381 BROWNFIELD PLAN

1.0 INTRODUCTION

1.1 Proposed Redevelopment and Future Use for Each Eligible Property

The proposed redevelopment consists of one vacant parcel totaling approximately 47.217 acres in the Delhi Charter Township. The project will involve preparing the site for development to make way for 148 new single-family homes. The project expects to income restrict approximately 31 of the single-family homes to households at or below 120% of Area Median Income (AMI) for a duration of 10 years. The balance of the units are expected to be offered for rent at market rate**.** The homes are expected to be built over a 3-year period, with approximately 70 homes delivered in Year 1, 48 homes delivered in Year 2, and 30 homes delivered in Year 3.

The site is expected to have road access at the Southern end of the development to Holt Road. The development is expected to include road connectivity to College Road through an approximately 0.424-acre parcel that is not included as eligible property in this Plan (Parcel ID: 33-25-05-427-006). The housing development will be constructed to preserve existing wetlands throughout the development with additional onsite detention basins. Amenities on the site are expected to include a playground, dog park, pickleball courts, and greenspace.

The total capital investment on the project is expected to be approximately $48.1 million. Construction on the project is planned to begin in the spring of 2026 and will be completed by fall of 2028.

1.2 Identification of Housing Need

<u>Specific Housing Need</u>

The Tri-County Regional Planning Commission conducted a Housing Assessment for the Greater Lansing Region, which indicated a current demand of 2,602 new housing units in the county, with a projected demand for an additional 9,179 new housing units over the next 5 years (a total of 11,781 new units over the next 5 years). The majority of this demand over the next 5 years, 7,068 units (60%) is a demand for single-family housing. Additionally, the plurality of demand (3,652 units) are required for households between 60% to 120% of Area Median Income ("AMI"). In Delhi Charter Township specifically, the 5-year housing demand is estimated at 720 new units, including approximately 144 new housing units delivered per year. The township also has an aging housing stock with approximately 28% of housing units built prior to the 1970s, which creates risk in the existing housing stock.

<u>Job Growth Data</u>

According to the Tri-County Regional Planning Commission's Housing Assessment for the Greater Lansing Region, the Lansing Economic Area Partnership (LEAP) reports that nearly 4,500 jobs are in the pipeline for the region through expansions of existing businesses and new businesses locating in the region. Given there is already a tight labor market in the region, filling these jobs will require future employees to move into the region, which will increase the demand for housing units of all types and price points. According to LEAP's 2023 annual report, there were 560 jobs created in 2023 alone through 8 projects and $113M in investment to the region.

1.3 Eligible Property Information

<u>Basis of Eligibility</u>

Section 2(y)(i) of Public Act 381 of 1996 ("Act 381"), as amended, defines "Housing Property" as "A property on which 1 or more units of residential housing are proposed to be constructed, rehabilitated, or otherwise designated to be used as a dwelling." The development proposes 148 housing units on Parcel #33-25-05-13-476-004, thus this parcel is eligible property under Act 381.

<u>Location and Legal Description</u>

[V/L] Holt Road Parcel ID: 33-25-05-13-476-004 47.217 Acres
Delhi Charter Township, MI 48842

Legal Description

D 13-12 COM AT SE COR OF SEC 13, TH N89°39'05"W 400 FT, TH N00°05'W 50 FT TO POB, TH N89°39'05"W ALNG N LN OF HOLT RD 160 FT, TH N00°05'W 190 FT, TH N89°39'05"W 211 FT, TH S00°05'E 190 FT, TH N89°39'05'W 547.85 FT, TH N00°14'30"E 2190.94 FT, TH N89°55'E 809.39 FT TO NW COR LOT 1 COLLEGE RD MANOR SUBD, TH S00°09'10"E 598 FT, TH N89°44'07"E 165 FT TO SW COR OF LOT 4 OF SD SUBD, TH S00°09'45"E 1199.45 FT TO SW COR OF LOT 13, TH N89°55'E 329.61 FT, TH S00°05'E ALNG E SEC LN 153.92 FT, TH N89°39'05"W 400 FT, TH S00°05'E 250 FT TO POB. SEC 13, T3N R2W. 47.04 AC M/L.

2.0 Information Required by Section 13(2) of the Statute

2.1 Description of Costs to Be Paid for With Tax Increment Revenues

Tax increment revenues will be used to reimburse Green Development Ventures, LLC ("Developer") for the cost of eligible activities as authorized by Act 381. Michigan State Housing Development Authority ("MSHDA") approved non-environmental eligible activities and statutorily approved EGLE environmental eligible activities will be reimbursed with local and school tax increment revenues ("TIR").

The total cost of eligible activities including contingency are anticipated to be $17,671,358. Interest on unreimbursed eligible activities is also included as an eligible activity, which is estimated to be $7,128,712. Funding to the State Brownfield Redevelopment Fund is anticipated to be $1,472,844. Administrative fees to the

Brownfield Redevelopment Authority ("BRA") are estimated to be $2,394,781. The estimated cost of all eligible activities under this plan are summarized in Table 1.

Environmental Activities
Department Specific Activities in this Plan include Environmental Site Assessments ("ESAs").

Non-Environmental Activities
Because the basis of property eligibility is "Housing Property" under Public Act 381, additional non-environmental costs can be reimbursed through a brownfield plan. This plan provides for reimbursement of eligible "housing development activities" including reimbursement provided to the Developer to fill a financing gap associated with the development of housing units priced for income qualified households, and demolition, site preparation and infrastructure activities that are necessary for new housing development for income qualified households on eligible property.

2.2 **Summary of Eligible Activities**

2.2..1 Infrastructure
Infrastructure activities will include pipework, roadwork, sidewalks, sewer and water connection and fees, home meter fees, gas and electric service, driveways, landscaping, gas infrastructure, electric infrastructure and site lighting, and street trees. Engineering and design of these activities are also included as eligible activities. The total cost of these infrastructure activities is anticipated to be $8,497,500.

2.2..2 Demolition
Site demolition is included as an eligible activity. Site demolition is expected to cost $5,000.

2.2..3 Site Preparation
Site preparation activities will include clearing, grading, soil erosion and silt fence, stripping and excavation, backfill, land balance, fill, and finish grading. Engineering and design of these activities are also included as eligible activities. The total cost of these site preparation activities is anticipated to be $2,666,750.

2.2..4 Interest
Financing costs for the project are considered an eligible activity. This plan allows for up to 7% simple interest rate on the Developer's unreimbursed eligible activities. The interest rate shall be capped at 7% to be substantiated by documentation from the Developer's lender. The total interest associated with eligible activities is anticipated to be up to $7,128,712.

2.2..5 Contingency

A 15% contingency on infrastructure, demolition, and site preparation activities is included as an eligible activity. The contingency is estimated to be $1,675,388.

2.2..6 Financing Gap

Housing development activities, related to reimbursement provided to the Developer to fill a financing gap associated with the development of housing units priced for income qualified households, are included as eligible activities. The financing gap is calculated utilizing the Total Housing Subsidy formula developed by MSHDA and is anticipated to be $474,672 in year one of the Plan. With a MSHDA Control Rent of $3,735 for a 4-Bedroom unit, the annual rent loss and total rent loss over the term of a 10-year affordability period are delineated below. There are anticipated to be 31 income qualified units as a part of this development.

Type	MSHDA Control Rent	Project Rent	Rent Loss	Income Qualified Units	Annual Loss	Total Loss
4-Bed	$3,735	$2,459	$15,312	31	$474,672	$4,746,720

2.2..7 Brownfield Plan and Act 381 Work Preparation

The cost to prepare the Brownfield Plan and Act 381 Work Plan is anticipated to be $20,000.

2.2..8 Brownfield Plan Implementation

The cost of implementing the Brownfield Plan is anticipated to be $50,000.

2.2..9 Local Brownfield Revolving Fund

Capture to the Local Brownfield Revolving Fund is anticipated to be $6,450,521.

2.3 Estimate of Captured Taxable Value and Tax Increment Revenues

An estimate of the captured taxable value for this redevelopment by year is depicted in Table 2. This plan captures all available TIR, including real and personal property TIR.

2.4 Method of Financing and Description of Advances Made by the Municipality

The Developer’s eligible activities will be financed by the developer and reimbursed as outlined in this plan and accompanying reimbursement agreement.

2.5 Maximum Amount of Note or Bonded Indebtedness

No note or bonded indebtedness for this project is anticipated at this time. Therefore, this section is not applicable.

2.6 Duration of Brownfield Plan

The duration of this plan is estimated to be 24 years, inclusive of 5 years of capture to the Local Brownfield Revolving Fund. It is estimated that the redevelopment of the property will be completed in 2029, and that full recapture of eligible costs and eligible administrative costs of the authority will continue until 2050. Capture of TIR is expected to begin in 2027, however could be delayed for up to 5 years after the approval of this plan as permitted by Act 381. In no event shall capture extend beyond 30 years as required by Act 381. An analysis showing the reimbursement schedule is attached as Table 3.

2.7 Estimated Impact of Tax Increment Financing on Revenues of Taxing Jurisdictions

An estimate of the impact of tax increment financing on the revenues of all taxing jurisdictions is illustrated in detail within Table 2.

2.8 Legal Description, Property Map, Statement of Qualifying Characteristics and Personal Property

The property consists of one parcel which is approximately 47.217 acres in size and is located at [V/L] Hold Road, in Delhi Charter Township, Ingham County (Parcel Identification 33-25-05-13-476-004). A legal description of the properties along with a scaled map showing eligible property dimensions, is attached as Figure 1.

The parcel is considered "eligible property" due to the development of residential housing units on the property, as defined within the definition of "Housing Property" in Section 2(y) of Public Act 381 of 1996, as amended.

Taxable personal property, if any, is included in this plan.

2.9 Estimates of Residents and Displacement of Individuals/Families

No persons reside at the property therefore this section is not applicable.

2.10 Plan for Relocation of Displaced Persons

No persons reside at the property thus none will be displaced. Therefore, this section is not applicable.

2.11 Provisions for Relocation Costs

No persons reside at the property thus none will be displaced. Therefore, this section is not applicable.

2.12 Strategy for Compliance with Michigan's Relocation Assistance Law

No persons reside at the property thus none will be displaced. Therefore, this section is not applicable.

2.13 Other Material that the Authority or Governing Body Considers Pertinent

None.

Figure 1

Legal Description and Eligible Property Map

[V/L] Hold Road Parcel ID: 33-25-05-13-476-004 47.217 Acres
Delhi Charter Township, MI 48842

Legal Description:
D 13-12 COM AT SE COR OF SEC 13, TH N89°39'05"W 400 FT, TH N00°05'W 50 FT TO POB, TH N89°39'05"W ALNG N LN OF HOLT RD 160 FT, TH N00°05'W 190 FT, TH N89°39'05"W 211 FT, TH S00°05'E 190 FT, TH N89°39'05'W 547.85 FT, TH N00°14'30"E 2190.94 FT, TH N89°55'E 809.39 FT TO NW COR LOT 1 COLLEGE RD MANOR SUBD, TH S00°09'10"E 598 FT, TH N89°44'07"E 165 FT TO SW COR OF LOT 4 OF SD SUBD, TH S00°09'45"E 1199.45 FT TO SW COR OF LOT 13, TH N89°55'E 329.61 FT, TH S00°05'E ALNG E SEC LN 153.92 FT, TH N89°39'05"W 400 FT, TH S00°05'E 250 FT TO POB. SEC 13, T3N R2W. 47.04 AC M/L.

Table 1

Eligible Activity Costs

Eligible Activities Table
Elkhorn Pass
Green Development Ventures, LLC
Delhi Charter Township, Michigan
September, 2025

EGLE Eligible Activities Costs and Schedule		
EGLE Eligible Activities	**Cost**	**Completion Season/Year**
Department Specific Activities Sub-Total	**$ 10,000**	**Summer 2025**
Environmental Site Assessments	$ 10,000	
EGLE Eligible Activities Sub-Total	**$ 10,000**	
MSDHA Housing Development Activities Costs and Schedule		
MSHDA Eligible Activities	**Cost**	**Completion Season/Year**
Demolition Sub-Total	**$ 5,000**	
Site Demolition	$ 5,000	
Infrastructure Sub-Total	**$ 8,497,500**	**Summer 2028**
Pipework, Roadwork, Sidewalks	$ 5,000,000	
Sewer and Water Connection Fees	$ 75,000	
Home Meter Fees	$ 712,500	
Sewer and Water Connection	$ 285,000	
Gas and Electric Service	$ 90,000	
Driveway Fill, Approach, and Driveway Construction	$ 645,000	
Landscaping	$ 250,000	
Sidewalks	$ 90,000	
Gas Infrastructure	$ 300,000	
Electric Infrastructure and Site Lighting	$ 225,000	
Street Trees	$ 75,000	
Design, Engineering, and Inspections of Above	$ 750,000	
Site Preparation Sub-Total	**$ 2,666,750**	**Summer 2028**
Site Tree Clearing	$ 175,000	
Grading	$ 1,500,000	
Soil Erosion and Silt Fence	$ 156,250	
Strip and Dig Foundation	$ 250,500	
Backfill and Land Balance	$ 187,500	
Fill	$ 300,000	
Finish Grade	$ 97,500	
Affordable Housing Financing Gap	**$ 4,746,720**	
Brownfield Plan/Act 381 Work Plan Preparation	**$ 20,000**	**Fall 2025**
Brownfield Plan Implementation	**$ 50,000**	
MSHDA Eligible Activities Sub-Total	**$ 15,985,970**	
Contingency (15%)	**$ 1,675,388**	
Interest	**$ 7,128,712**	
Total Brownfield Eligible Activities	**$ 24,800,070**	

Table 2

Tax Capture Schedule

Tax Increment Revenue Capture Estimates
Elkhorn Pass
Green Development Ventures, LLC
Delhi Charter Township, Michigan
September 2025

Estimated Taxable Value (TV) Increase Rate: 2.00%

Plan Year	1	2	3	4	5	6	7	8	9	10	11	12	13
Calendar Year	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
*Base Taxable Value	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252
Estimated New TV	$ 10,546,252	$18,101,177	$ 23,145,001	$ 23,607,901	$ 24,080,059	$ 24,561,660	$ 25,052,893	$ 25,553,951	$ 26,065,030	$ 26,586,330	$ 27,118,057	$ 27,660,418	$ 28,213,627
Incremental Difference (New TV - Base TV)	**$10,500,000**	**$18,054,925**	**$ 23,098,749**	**$ 23,561,649**	**$ 24,033,807**	**$ 24,515,408**	**$ 25,006,641**	**$ 25,507,699**	**$ 26,018,778**	**$ 26,540,078**	**$ 27,071,805**	**$ 27,614,166**	**$ 28,167,375**

School Capture	Millage Rate	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
State Education Tax (SET)	6.0000	$ 63,000	$ 108,330	$ 138,592	$ 141,370	$ 144,203	$ 147,092	$ 150,040	$ 153,046	$ 156,113	$ 159,240	$ 162,431	$ 165,685	$ 169,004
School Operating Tax	18.0000	$ 189,000	$ 324,989	$ 415,777	$ 424,110	$ 432,609	$ 441,277	$ 450,120	$ 459,139	$ 468,338	$ 477,721	$ 487,292	$ 497,055	$ 507,013
School Total	**24.0000**	**$ 252,000**	**$ 433,318**	**$ 554,370**	**$ 565,480**	**$ 576,811**	**$ 588,370**	**$ 600,159**	**$ 612,185**	**$ 624,451**	**$ 636,962**	**$ 649,723**	**$ 662,740**	**$ 676,017**

Local Capture	Millage Rate	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
County Operating	6.7807	$ 71,197	$ 122,425	$ 156,626	$ 159,764	$ 162,966	$ 166,232	$ 169,563	$ 172,960	$ 176,426	$ 179,960	$ 183,566	$ 187,243	$ 190,995
County Voted	5.6114	$ 58,920	$ 101,313	$ 129,616	$ 132,214	$ 134,863	$ 137,566	$ 140,322	$ 143,134	$ 146,002	$ 148,927	$ 151,911	$ 154,954	$ 158,058
CRAA	0.6990	$ 7,340	$ 12,620	$ 16,146	$ 16,470	$ 16,800	$ 17,136	$ 17,480	$ 17,830	$ 18,187	$ 18,552	$ 18,923	$ 19,302	$ 19,689
CATA	2.9895	$ 31,390	$ 53,975	$ 69,054	$ 70,438	$ 71,849	$ 73,289	$ 74,757	$ 76,255	$ 77,783	$ 79,342	$ 80,931	$ 82,553	$ 84,206
CAD Library	1.5590	$ 16,370	$ 28,148	$ 36,011	$ 36,733	$ 37,469	$ 38,220	$ 38,985	$ 39,767	$ 40,563	$ 41,376	$ 42,205	$ 43,050	$ 43,913
Ingham ISD	6.2290	$ 65,405	$ 112,464	$ 143,882	$ 146,766	$ 149,707	$ 152,706	$ 155,766	$ 158,887	$ 162,071	$ 165,318	$ 168,630	$ 172,009	$ 175,455
LCC	3.7692	$ 39,577	$ 68,053	$ 87,064	$ 88,809	$ 90,588	$ 92,403	$ 94,255	$ 96,144	$ 98,070	$ 100,035	$ 102,039	$ 104,083	$ 106,168
Township Operating	4.2410	$ 44,531	$ 76,571	$ 97,962	$ 99,925	$ 101,927	$ 103,970	$ 106,053	$ 108,178	$ 110,346	$ 112,556	$ 114,812	$ 117,112	$ 119,458
Fire/EMS	1.4761	$ 15,499	$ 26,651	$ 34,096	$ 34,779	$ 35,476	$ 36,187	$ 36,912	$ 37,652	$ 38,406	$ 39,176	$ 39,961	$ 40,761	$ 41,578
Police	1.4761	$ 15,499	$ 26,651	$ 34,096	$ 34,779	$ 35,476	$ 36,187	$ 36,912	$ 37,652	$ 38,406	$ 39,176	$ 39,961	$ 40,761	$ 41,578
Parks/Trails/Rec	0.9921	$ 10,417	$ 17,912	$ 22,916	$ 23,376	$ 23,844	$ 24,322	$ 24,809	$ 25,306	$ 25,813	$ 26,330	$ 26,858	$ 27,396	$ 27,945
Fire/EMS Equip	0.4960	$ 5,208	$ 8,955	$ 11,457	$ 11,687	$ 11,921	$ 12,160	$ 12,403	$ 12,652	$ 12,905	$ 13,164	$ 13,428	$ 13,697	$ 13,971
Local Total	**36.3191**	**$ 381,351**	**$ 655,739**	**$ 838,926**	**$ 855,738**	**$ 872,886**	**$ 890,378**	**$ 908,219**	**$ 926,417**	**$ 944,979**	**$ 963,912**	**$ 983,224**	**$ 1,002,922**	**$ 1,023,014**

Non-Capturable Millages	Millage Rate	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
School Debt	8.2300	$ 86,415	$ 148,592	$ 190,103	$ 193,912	$ 197,798	$ 201,762	$ 205,805	$ 209,928	$ 214,135	$ 218,425	$ 222,801	$ 227,265	$ 231,817
Total Non-Capturable Taxes	**8.2300**	**$ 86,415**	**$ 148,592**	**$ 190,103**	**$ 193,912**	**$ 197,798**	**$ 201,762**	**$ 205,805**	**$ 209,928**	**$ 214,135**	**$ 218,425**	**$ 222,801**	**$ 227,265**	**$ 231,817**
	68.5491													

	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
Total Tax Increment Revenue (TIR) Available for Capture	$ 633,351	$ 1,089,057	$ 1,393,296	$ 1,421,217	$ 1,449,698	$ 1,478,747	$ 1,508,378	$ 1,538,601	$ 1,569,429	$ 1,600,874	$ 1,632,947	$ 1,665,662	$ 1,699,031

Footnotes:

Average Home taxable Value	$ 150,000
Percentage of Homestead units	0%

	Total	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039
New Units Constructed		70	48	30	0	0	0	0	0	0	0	0	0	0
	148	70	118	148	148	148	148	148	148	148	148	148	148	148

MICHIGAN GROWTH ADVISORS

Tax Increment Revenue Capture Estimates
Elkhorn Pass
Green Development Ventures, LLC
Delhi Charter Township, Michigan
September 2025

Estimated Taxable Value (TV) Increase Rate:

Plan Year		**14**	**15**	**16**	**17**	**18**	**19**	**20**	**21**	**22**	**23**	**24**	**TOTAL**
Calendar Year		2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	
*Base Taxable Value		$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ 46,252	$ -
Estimated New TV		$ 28,777,899	$ 29,353,457	$ 29,940,526	$ 30,539,337	$ 31,150,123	$ 31,773,126	$ 32,408,588	$ 33,056,760	$ 33,717,895	$ 34,392,253	$ 35,080,098	$ -
Incremental Difference (New TV - Base TV)		**$ 28,731,647**	**$ 29,307,205**	**$ 29,894,274**	**$ 30,493,085**	**$ 31,103,871**	**$ 31,726,874**	**$ 32,362,336**	**$ 33,010,508**	**$ 33,671,643**	**$ 34,346,001**	**$ 35,033,846**	$ -
School Capture	Millage Rate												
State Education Tax (SET)	6.0000	$ 172,390	$ 175,843	$ 179,366	$ 182,959	$ 186,623	$ 190,361						$ 2,945,688
School Operating Tax	18.0000	$ 517,170	$ 527,530	$ 538,097	$ 548,876	$ 559,870	$ 571,084						$ 8,837,065
School Total	**24.0000**	**$ 689,560**	**$ 703,373**	**$ 717,463**	**$ 731,834**	**$ 746,493**	**$ 761,445**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 11,782,753**
Local Capture	Millage Rate												
County Operating	6.7807	$ 194,821	$ 198,723	$ 202,704	$ 206,764	$ 210,906	$ 215,130	$ 219,439	$ 223,834	$ 228,317	$ 232,890	$ 237,554	$ 4,471,006
County Voted	5.6114	$ 161,225	$ 164,454	$ 167,749	$ 171,109	$ 174,536	$ 178,032	$ 181,598	$ 185,235	$ 188,945	$ 192,729	$ 196,589	$ 3,700,002
CRAA	0.6990	$ 20,083	$ 20,486	$ 20,896	$ 21,315	$ 21,742	$ 22,177	$ 22,621	$ 23,074	$ 23,536	$ 24,008	$ 24,489	$ 460,901
CATA	2.9895	$ 85,893	$ 87,614	$ 89,369	$ 91,159	$ 92,985	$ 94,847	$ 96,747	$ 98,685	$ 100,661	$ 102,677	$ 104,734	$ 1,971,194
CAD Library	1.5590	$ 44,793	$ 45,690	$ 46,605	$ 47,539	$ 48,491	$ 49,462	$ 50,453	$ 51,463	$ 52,494	$ 53,545	$ 54,618	$ 1,027,962
Ingham ISD	6.2290	$ 178,969	$ 182,555	$ 186,211	$ 189,941	$ 193,746	$ 197,627	$ 201,585	$ 205,622	$ 209,741	$ 213,941	$ 218,226	$ 4,107,230
LCC	3.7692	$ 108,295	$ 110,465	$ 112,677	$ 114,935	$ 117,237	$ 119,585	$ 121,980	$ 124,423	$ 126,915	$ 129,457	$ 132,050	$ 2,485,306
Township Operating	4.2410	$ 121,851	$ 124,292	$ 126,782	$ 129,321	$ 131,912	$ 134,554	$ 137,249	$ 139,998	$ 142,801	$ 145,661	$ 148,579	$ 2,796,398
Fire/EMS	1.4761	$ 42,411	$ 43,260	$ 44,127	$ 45,011	$ 45,912	$ 46,832	$ 47,770	$ 48,727	$ 49,703	$ 50,698	$ 51,713	$ 973,300
Police	1.4761	$ 42,411	$ 43,260	$ 44,127	$ 45,011	$ 45,912	$ 46,832	$ 47,770	$ 48,727	$ 49,703	$ 50,698	$ 51,713	$ 973,300
Parks/Trails/Rec	0.9921	$ 28,505	$ 29,076	$ 29,658	$ 30,252	$ 30,858	$ 31,476	$ 32,107	$ 32,750	$ 33,406	$ 34,075	$ 34,757	$ 654,163
Fire/EMS Equip	0.4960	$ 14,251	$ 14,536	$ 14,828	$ 15,125	$ 15,428	$ 15,737	$ 16,052	$ 16,373	$ 16,701	$ 17,036	$ 17,377	$ 327,049
Local Total	**36.3191**	**$ 1,043,508**	**$ 1,064,411**	**$ 1,085,733**	**$ 1,107,481**	**$ 1,129,665**	**$ 1,152,292**	**$ 1,175,371**	**$ 1,198,912**	**$ 1,222,924**	**$ 1,247,416**	**$ 1,272,398**	**$ 23,947,811**
Non-Capturable Millages	Millage Rate												
School Debt	8.2300	$ 236,461	$ 241,198	$ 246,030	$ 250,958	$ 255,985	$ 261,112	$ 266,342	$ 271,676	$ 277,118	$ 282,668	$ 288,329	$ 5,426,635
Total Non-Capturable Taxes	**8.2300**	**$ 236,461**	**$ 241,198**	**$ 246,030**	**$ 250,958**	**$ 255,985**	**$ 261,112**	**$ 266,342**	**$ 271,676**	**$ 277,118**	**$ 282,668**	**$ 288,329**	**$ 5,426,635**
	68.5491												
Total Tax Increment Revenue (TIR) Available for Capture		$ 1,733,067	$ 1,767,784	$ 1,803,196	$ 1,839,315	$ 1,876,158	$ 1,913,736	$ 1,175,371	$ 1,198,912	$ 1,222,924	$ 1,247,416	$ 1,272,398	**$ 35,730,564**

Footnotes:

Average Home taxable Value	$ 150,000
Percentage of Homestead units	0%

New Units Constructed	0
148	148

Table 3

Reimbursement Schedule

Tax Increment Revenue Reimbursement Allocation Table
Elkhorn Pass
Green Development Ventures, LLC
Delhi Charter Township, Michigan
September 2025

Developer Maximum Reimbursement	Proportionality	School & Local Taxes	Local-Only Taxes	Total
State	**32.4%**	**$ 10,309,909**		$ 10,309,909
Local	**67.6%**	**$ 21,553,030**		$ 21,553,030
TOTAL		**$ 31,862,939**		**$ 31,862,939**
EGLE	0.1%	$ 10,000		$ 10,000
MSHDA	99.9%	$ 12,914,638		$ 12,914,638

Estimated Total Years of Plan:	24

Estimated Capture	**$ 35,730,564**
Administrative Fees	$ 2,394,781
State Brownfield Redevelopment Fund	$ 1,472,844
Local Brownfield Revolving Fund	$ 6,453,774

Plan Year		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
		2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044
Total State Incremental Revenue		$ 252,000	$ 433,318	$ 554,370	$ 565,480	$ 576,811	$ 588,370	$ 600,159	$ 612,185	$ 624,451	$ 636,962	$ 649,723	$ 662,740	$ 676,017	$ 689,560	$ 703,373	$ 717,463	$ 731,834	$ 746,493
State Brownfield Redevelopment Fund (50% of SET)		$ 31,500	$ 54,165	$ 69,296	$ 70,685	$ 72,101	$ 73,546	$ 75,020	$ 76,523	$ 78,056	$ 79,620	$ 81,215	$ 82,842	$ 84,502	$ 86,195	$ 87,922	$ 89,683	$ 91,479	$ 93,312
State TIR Available for Reimbursement		**$ 220,500**	**$ 379,153**	**$ 485,074**	**$ 494,795**	**$ 504,710**	**$ 514,824**	**$ 525,139**	**$ 535,662**	**$ 546,394**	**$ 557,342**	**$ 568,508**	**$ 579,897**	**$ 591,515**	**$ 603,365**	**$ 615,451**	**$ 627,780**	**$ 640,355**	**$ 653,181**
Total Local Incremental Revenue		$ 381,351	$ 655,739	$ 838,926	$ 855,738	$ 872,886	$ 890,378	$ 908,219	$ 926,417	$ 944,979	$ 963,912	$ 983,224	$ 1,002,922	$ 1,023,014	$ 1,043,508	$ 1,064,411	$ 1,085,733	$ 1,107,481	$ 1,129,665
BRA Administrative Fee	10%	$ 38,135	$ 65,574	$ 83,893	$ 85,574	$ 87,289	$ 89,038	$ 90,822	$ 92,642	$ 94,498	$ 96,391	$ 98,322	$ 100,292	$ 102,301	$ 104,351	$ 106,441	$ 108,573	$ 110,748	$ 112,966
Local TIR Available for Reimbursement		**$ 343,215**	**$ 590,165**	**$ 755,033**	**$ 770,164**	**$ 785,598**	**$ 801,340**	**$ 817,397**	**$ 833,775**	**$ 850,481**	**$ 867,521**	**$ 884,901**	**$ 902,629**	**$ 920,712**	**$ 939,157**	**$ 957,970**	**$ 977,160**	**$ 996,733**	**$ 1,016,698**
Total State & Local TIR Available		**$ 563,715**	**$ 969,318**	**$ 1,240,107**	**$ 1,264,959**	**$ 1,290,308**	**$ 1,316,163**	**$ 1,342,536**	**$ 1,369,437**	**$ 1,396,875**	**$ 1,424,862**	**$ 1,453,409**	**$ 1,482,527**	**$ 1,512,227**	**$ 1,542,521**	**$ 1,573,421**	**$ 1,604,940**	**$ 1,637,088**	**$ 1,669,879**
DEVELOPER	Beginning Balance																		
DEVELOPER Eligible Activity Balance	***$ 12,924,638***	***$ 13,734,086***	***$ 14,103,306***	***$ 14,148,157***	***$ 14,112,836***	***$ 13,995,072***	***$ 13,792,547***	***$ 13,502,899***	***$ 13,123,718***	***$ 12,652,543***	***$ 12,086,868***	***$ 10,916,236***	***$ 9,612,709***	***$ 8,173,626***	***$ 6,631,104***	***$ 5,057,683***	***$ 3,452,743***	***$ 1,815,655***	***$ 145,776***
MSHDA Gap Calc Reimbursement	***$ 4,746,720***	*$ 474,672*	*$ 474,672*	*$ 474,672*	*$ 474,672*	*$ 474,672*	*$ 474,672*	*$ 474,672*	*$ 474,672*	*$ 474,672*	*$ 474,672*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*
State Tax Reimbursement		$ 153,590	$ 153,590	$ 153,590	$ 153,590	$ 153,590	$ 153,590	$ 153,590	$ 153,590	$ 153,590	$ 153,590	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Local Tax Reimbursement		$ 321,082	$ 321,082	$ 321,082	$ 321,082	$ 321,082	$ 321,082	$ 321,082	$ 321,082	$ 321,082	$ 321,082	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Gap Calc Reimbursement Balance		*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*
MSHDA Housing Development Reimbursemen	***$ 12,914,638***	$ -																	
State Tax Reimbursement		$ 66,858	$ 225,389	$ 331,227	$ 340,941	$ 350,848	$ 360,954	$ 371,262	$ 381,776	$ 392,501	$ 403,439	$ 568,068	$ 579,449	$ 591,057	$ 337,842	$ -	$ -	$ -	$ -
Local Tax Reimbursement		$ 22,116	$ 268,874	$ 433,615	$ 448,735	$ 464,156	$ 479,886	$ 495,931	$ 512,296	$ 528,989	$ 546,016	$ 884,217	$ 901,931	$ 920,000	$ 706,264	$ -	$ -	$ -	$ -
Total MSHDA Reimbursement Balance		*$ 12,825,663*	*$ 12,331,399*	*$ 11,566,557*	*$ 10,776,882*	*$ 9,961,877*	*$ 9,121,037*	*$ 8,253,844*	*$ 7,359,772*	*$ 6,438,282*	*$ 5,488,827*	*$ 4,036,542*	*$ 2,555,162*	*$ 1,044,105*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*
EGLE Reimbursement	***$ 10,000***																		
State Tax Reimbursement		$ 52	$ 175	$ 256	$ 264	$ 272	$ 279	$ 287	$ 296	$ 304	$ 312	$ 440	$ 449	$ 458	$ 262	$ -	$ -	$ -	$ -
Local Tax Reimbursement		$ 17	$ 208	$ 336	$ 347	$ 359	$ 372	$ 384	$ 397	$ 410	$ 423	$ 685	$ 698	$ 712	$ 547	$ -	$ -	$ -	$ -
Total EGLE Reimbursement Balance		*$ 9,931*	*$ 9,548*	*$ 8,956*	*$ 8,345*	*$ 7,714*	*$ 7,063*	*$ 6,391*	*$ 5,699*	*$ 4,985*	*$ 4,250*	*$ 3,126*	*$ 1,979*	*$ 808*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*
Interest Accrual	7%	*$ 898,492*	*$ 863,866*	*$ 810,286*	*$ 754,966*	*$ 697,871*	*$ 638,967*	*$ 578,216*	*$ 515,583*	*$ 451,029*	*$ 384,515*	*$ 282,777*	*$ 179,000*	*$ 73,144*	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*
State Tax Reimbursement															*$ 265,261*	*$ 615,451*	*$ 627,780*	*$ 640,355*	*$ 653,181*
Local Tax Reimbursement															*$ 232,346*	*$ 957,970*	*$ 977,160*	*$ 996,733*	*$ 1,016,698*
Total Interest Reimbursement Balance		$ 898,492	$ 1,762,358	$ 2,572,644	$ 3,327,610	$ 4,025,481	$ 4,664,448	$ 5,242,664	$ 5,758,247	$ 6,209,276	$ 6,593,791	$ 6,876,568	$ 7,055,568	$ 7,128,712	$ 6,631,104	$ 5,057,683	$ 3,452,743	$ 1,815,655	$ 145,776
Total Annual Developer Reimbursement		*$ 563,715*	*$ 969,318*	*$ 1,240,107*	*$ 1,264,959*	*$ 1,290,308*	*$ 1,316,163*	*$ 1,342,536*	*$ 1,369,437*	*$ 1,396,875*	*$ 1,424,862*	*$ 1,453,409*	*$ 1,482,527*	*$ 1,512,227*	*$ 1,542,521*	*$ 1,573,421*	*$ 1,604,940*	*$ 1,637,088*	*$ 1,669,879*
LOCAL BROWNFIELD REVOLVING FUNI																			
LBRF Deposits *																			
State Tax Capture	*$ -*																		
Local Tax Capture	*$ -*																		*$ -*
Total LBRF Capture		***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***	***$ -***

* Up to five years of capture for LBRF Deposits after eligible activities are reimbursed. May be taken from EGLE & Local TIR only.

Footnotes:

Tax Increment Revenue Reimbursement Allocation Table
Elkhorn Pass
Green Development Ventures, LLC
Delhi Charter Township, Michigan
September 2025

	19 2045	20 2046	21 2047	22 2048	23 2049	24 2050	TOTAL
Total State Incremental Revenue	$ 761,445						$ 11,782,753
State Brownfield Redevelopment Fund (50% of	$ 95,181						$ 1,472,844
State TIR Available for Reimbursement	**$ 666,264**						**$ 10,309,909**
Total Local Incremental Revenue	$ 1,152,292	$ 1,175,371	$ 1,198,912	$ 1,222,924	$ 1,247,416	$ 1,272,398	$ 23,947,811
BRA Administrative Fee	$ 115,229	$ 117,537	$ 119,891	$ 122,292	$ 124,742	$ 127,240	$ 2,394,781
Local TIR Available for Reimbursement	**$ 1,037,062**	**$ 1,057,834**	**$ 1,079,021**	**$ 1,100,631**	**$ 1,122,674**	**$ 1,145,158**	**$ 21,553,030**
Total State & Local TIR Available	**$ 1,703,327**	**$ 1,057,834**	**$ 1,079,021**	**$ 1,100,631**	**$ 1,122,674**	**$ 1,145,158**	
DEVELOPER							
DEVELOPER Eligible Activity Balance	***$ 0***	***$ 0***	***$ 0***	***$ 0***	***$ 0***	***$ 0***	
MSHDA Gap Calc Reimbursement	$ -	$ -	$ -	$ -	$ -	$ -	**$ 4,746,720**
State Tax Reimbursement	$ -	$ -					$ 1,535,899
Local Tax Reimbursement	$ -	$ -					$ 3,210,821
Total Gap Calc Reimbursement Balance	$ -	$ -	$ -	$ -	$ -	$ -	**$ 4,746,720**
MSHDA Housing Development Reimbursemen							**$ 12,914,638**
State Tax Reimbursement	$ -	$ -					$ 5,301,612
Local Tax Reimbursement	$ -	$ -					$ 7,613,025
Total MSHDA Reimbursement Balance	$ -	$ -	$ -	$ -	$ -	$ -	**$ 12,914,638**
EGLE Reimbursement							**$ 10,000**
State Tax Reimbursement	$ -	$ -					$ 4,105
Local Tax Reimbursement	$ -	$ -					$ 5,895
Total EGLE Reimbursement Balance	$ -	$ -	$ -	$ -	$ -	$ -	**$ 10,000**
Interest Accrual	$ -	$ -	$ -	$ -	$ -	$ -	**$ 7,128,712**
State Tax Reimbursement	*$ 47,169*	$ -	$ -				$ 2,849,197
Local Tax Reimbursement	*$ 98,607*	$ -	$ -				$ 4,279,515
Total Interest Reimbursement Balance	$ -	$ -	$ -	$ -	$ -	$ -	**$ 7,128,712**
Total Annual Developer Reimbursement	*$ 145,776*	$ -	$ -	$ -	$ -	$ -	**$ 24,800,070**
LOCAL BROWNFIELD REVOLVING FUNI							
LBRF Deposits *							
State Tax Capture	*$ 10,000*						$ 10,000
Local Tax Capture	*$ 938,455*	*$ 1,057,834*	*$ 1,079,021*	*$ 1,100,631*	*$ 1,122,674*	*$ 1,145,158*	$ 6,443,774
Total LBRF Capture	***$ 948,455***	***$ 1,057,834***	***$ 1,079,021***	***$ 1,100,631***	***$ 1,122,674***	***$ 1,145,158***	**$ 6,453,774**

* Up to five years of capture for LBRF Deposits

Footnotes:

Attachment A

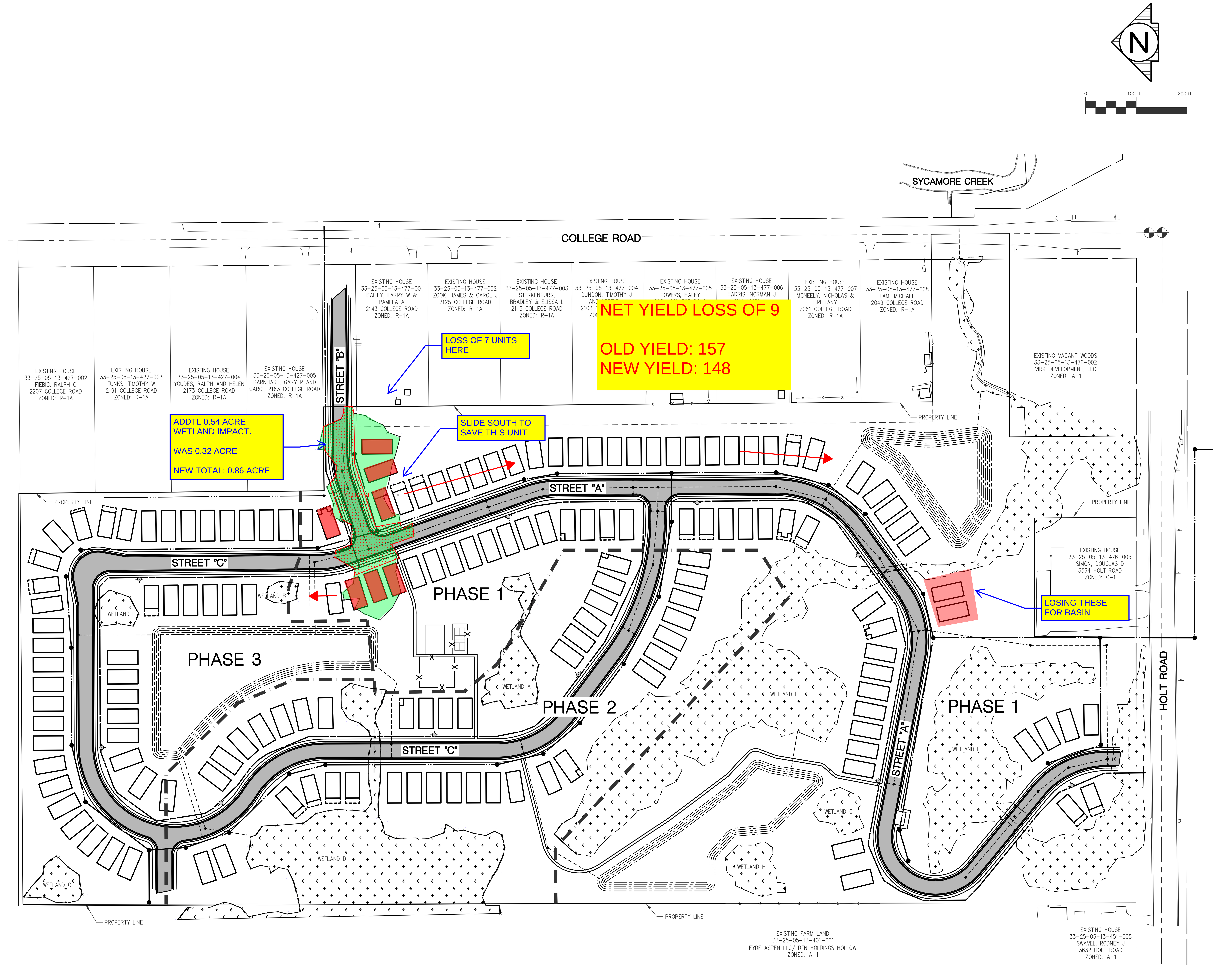
Brownfield Plan Resolutions

Attachment B

Reimbursement Agreement

Attachment C

Site Plan



PRELIMINARY SITE PLAN REQUIREMENTS:

PARCEL INFORMATION:

TAX MAP DESCRIPTION FOR PARCEL 33-25-05-13-476-004:
D 13-12 COM AT SE COR OF SEC 13, TH N89°39'05"W 400 FT, TH N00°05'W 50 FT TO POB, TH N89°39'05"W ALNG N LN OF HOLT RD 160 FT, TH N00°05'W 190 FT, TH N89°39'05"W 211 FT, TH S00°05'E 190 FT, TH N89°39'05'W 547.85 FT, TH N00°14'30"E 2190.94 FT, TH N89°55'E 809.39 FT TO NW COR LOT 1 COLLEGE RD MANOR SUBD, TH S00°09'10"E 598 FT, TH N89°44'07"E 165 FT TO SW COR OF LOT 4 OF SD SUBD, TH S00°09'45"E 1199.45 FT TO SW COR OF LOT 13, TH N89°55'E 329.61 FT, TH S00°05'E ALNG E SEC LN 153.92 FT, TH N89°39'05"W 400 FT, TH S00°05'E 250 FT TO POB. SEC 13, T3N R2W. 47.04 AC M/L.

TAX MAP DESCRIPTION FOR PARCEL 33-25-05-13-427-006:
(DP 3776) LOT 5 COLLEGE ROAD MANOR.

PROPERTY OWNER INFORMATION (33-25-05-13-476-004):
SEEHASE, DEWEY & JOYCE TRUSTS
34 AVIEMORE DRIVE
MASON, MI 48854-1384

PROPERTY OWNER INFORMATION (33-25-05-13-427-006):
DELHI CHARTER TOWNSHIP
2074 AURELIUS ROAD
HOLT, MI 48842

DEVELOPER INFO:
GREEN DEVELOPMENT VENTURES LLC
ATTN – MIKE WEST
2186 EAST CENTRE AVENUE
PORTAGE, MI 49002
(269) 365-8548

EXISTING PARCEL (33-25-05-13-476-004):
ZONING: R-1E
LAND USE: VACANT LAND
PROPOSED USE OF SITE: PD SINGLE FAMILY DETACHED (R-1E UNDERLYING ZONING)
PARCEL SIZE: 47.31 ACRES

EXISTING PARCEL (33-25-05-13-427-006):
ZONING: R-1A
LAND USE: VACANT LAND
PROPOSED USE OF SITE: PD SINGLE FAMILY DETACHED (R-1A UNDERLYING ZONING)
PARCEL SIZE: 0.43 ACRES

EXISTING DEED RESTRICTIONS
THERE ARE NO KNOWN EXISTING DEED RESTRICTIONS ON EITHER PARCEL

EXISTING DEVELOPMENT AND NATURAL FEATURES
SEE SITE PLAN FOR FEATURES

EXISTING EASEMENTS
SEE SITE PLAN FOR EASEMENT LOCATIONS

LOCATION OF ADJACENT BUILDINGS, DRIVES AND PARKING AREAS
SEE SITE PLAN FOR LOCATIONS

NEAREST PUBLIC TRANSPORTATION ROUTE AND STOP
THERE ARE NO KNOWN LOCATIONS NEAR THE DEVELOPMENT

FLOOR COVERAGE AND AREA RATIOS
NOT APPLICABLE

DWELLING TYPES AND NUMBER
157 SINGLE FAMILY RENTAL HOMES
1 AND 2 STORY BUILDINGS

PARKING
ALL UNITS WILL HAVE 2 GARAGE STALLS AND 2 EXTERIOR PARKING SPACING LOCATED IN THE DRIVEWAY. 157 HOMES x 4 SPACES = 628 PARKING SPACES.

TRANSITION STRIPS
SEE SITE PLAN FOR TRANSITION STRIP LOCATIONS

SANITARY SEWER:
SANITARY SEWER TO BE IN ACCORDANCE WITH DELHI TOWNSHIP STANDARDS. SEE SITE PLAN FOR EXISTING AND PROPOSED LOCATIONS.

WATER MAIN:
WATER MAIN TO BE IN ACCORDANCE WITH LBWL STANDARDS. SEE SITE PLAN FOR EXISTING AND PROPOSED LOCATIONS.

STORM SEWER:
STORM SEWER TO BE IN ACCORDANCE WITH INGHAM COUNTY DRAIN COMMISSIONER STANDARDS. SEE SITE PLAN FOR EXISTING AND PROPOSED LOCATIONS. ALL LOTS ARE PROVIDED WITH A STORM SEWER OUTLET FOR FOOTING DRAIN CONNECTIONS.

THE ULTIMATE DISCHARGE LOCATION IS SYCAMORE CREEK AND/OR EXISTING COUNTY DRAINS.

SITE LIGHTING:
SITE LIGHTING TO BE IN ACCORDANCE WITH DELHI TOWNSHIP STANDARDS. SEE SITE PLAN FOR PROPOSED LOCATIONS.

TRASH STORAGE AREAS
RESIDENTS WILL BE RESPONSIBLE FOR STORAGE OF THEIR OWN TRASH IN INDIVIDUAL TRASH CANS.

LOCATION EXISTING WATER COURSES
SEE SITE PLAN FOR LOCATIONS

WETLANDS
SEE SITE PLAN FOR LOCATIONS AND IMPACTS. WETLAND DELINEATION COMPLETED BY BARR ENGINEERING ON JUNE 21, 2023 AND JUNE 30, 2023 AND SUMMARIZED IN A WETLAND DELINEATION REPORT DATED NOVEMBER 17, 2024. SEE TABLE FOR WETLAND IMPACTS.

FLOODPLAINS
THE SITE IS NOT AFFECTED BY A REGULATED 100-YEAR FLOODPLAIN

PUBLIC SERVICES
POLICE: DELHI TOWNSHIP POLICE DEPARTMENT
FIRE: DELHI TOWNSHIP FIRE DEPARTMENT
SCHOOLS: HOLT PUBLIC SCHOOLS

SOILS
ACCORDING TO THE SCS SOIL SURVEY, SOILS ON THIS SITE ARE LOAMS, SANDY LOAMS, AND MUCK OF THE AUBBEENAUBBEE-CAPAC, BOYER, BRADY, COLWOOD-BROOKSTON, CONOVER, EDWARDS, HOUGHTON, MARLETTE, FILER, MARTHERTON, OSHTEMO, SEBEWA, SISSON, AND UDORTHENTS AND UDIPSAMMENTS SOIL TYPES.

SCHEDULE OF DEVELOPMENT
PHASE 1: 27.17 ACRES (74 UNITS) – 2024-2025
PHASE 2: 11.10 ACRES (39 UNITS) – 2025-2026
PHASE 3: 8.77 ACRES (44 UNITS) – 2027-2028

PROPOSED DENSITY OF DEVELOPMENT
ENTIRE PROJECT: (157-UNITS \ 47.05 ACRES) = 3.34 UNITS / ACRE
PHASE 1: (74 UNITS \ 27.17 ACRES) = 2.72 UNITS / ACRE
PHASE 2: (39 UNITS \ 11.10 ACRES) = 3.51 UNITS / ACRE
PHASE 3: (44 UNITS \ 8.77 ACRES) = 5.02 UNITS / ACRE

ROADWAYS
ALL PROPOSED ROADWAYS SHALL BE PRIVATE WITH 50' WIDE PRIVATE ROAD EASEMENT WITH 30' WIDTH BACK OF CURB TO BACK OF CURB. ROADWAY TO BE BUILT IN ACCORDANCE WITH INGHAM COUNTY ROAD COMMISSION AND/OR AASHTO STANDARDS.

CONTAMINATION
THERE WILL BE NO HAZARDOUS SUBSTANCES STORED OR GENERATED ON SITE. THERE ARE NO PROPOSED STORAGE FACILITIES ON SITE. THERE WILL BE NO OPERATIONS ON SITE AND THUS NO HAZARDOUS MATERIALS OR SUBSTANCES WILL BE GENERATED, TRANSPORTED, OR STORED. THERE ARE NO KNOWN OR SUSPECTED CONTAMINATED AREAS ON SITE.

811
Know what's **below.**
Call before you dig.

PLAN SUBMITTALS AND CHANGES

PRELIMINARY PLANS – **NOT FOR CONSTRUCTION**

DATE	DESCRIPTION

PLAN DATE: JULY 2025
PROJECT MGR.: AJW
REVIEWER: ALN
SCALE: 1"=100'

ROWE PROFESSIONAL SERVICES COMPANY
O: (616) 272-7125
www.rowepsc.com
507 36th Street SE
Grand Rapids, MI 49548

PREPARED FOR
ALLEN EDWIN HOMES
ELKHORN PASS

SITE PLAN SHEET

REV:

SHT# 1 OF 1

JOB No: 2400617

Attachment D

Housing Study

An excerpt of the Tri-County Regional Planning Commission's Housing Assessment is included as an attachment to this Plan. The full report can be accessed here: https://www.mitcrpc.org/housingdrives.

HousingDrives TRI-COUNTY

Regional Housing Assessment & Strategy

Prepared for
Tri-County Regional Planning Commission

TRI-COUNTY
regional planning commission

DEVELOPMENT STRATEGIES®

Stakeholders

FOCUS GROUPS

Neighborhood Organizations

Joan Nelson
Allen Neighborhood Center

Melik Brown
Westside Neighborhood Association

Peggy Vauhgn Payne
NorthWest Initiative

Faith Based Organizations

Glenn Ashley
Action of Greater Lansing

Susan Cancro
Advent House

Travis Myers
South Naz Church of the Nazarene

Non-Profit Organizations

Jerry Norris
The Fledge

Michelle Lantz
Greater Lansing Food Bank

Rawley VanFossen
Capital Area Housing Partnership

Roxanne Case
Ingham County Land Bank

Teresa Kmetz
Capital Area United Way

Planning staff

Brett Wittenberg
DeWitt Charter Township

Brian McGrain
City of Lansing

Dave Kudwa
City of St. Johns

Elizabeth Hude
City of Mason

Tim Schmitt
Meridian Charter Township

Tom Fehrenbach
City of East Lansing

KEY INTERVIEWS

Andy Schor
Mayor, City of Lansing

Carrie Rosingana
Capital Area Michigan Works, CEO

Janet Lillie
Michigan State University, Vice President of Government Relations

Steering Committee

Bob Trezise
Lansing Economic Area Partnership, President & CEO

Brent Forsberg
TA Forsberg Realty, President & CEO

Carrie Rosingana
Capital Area Michigan Works, CEO

Cindy Kosloski
Greater Lansing Home Builders Association, CEO

Claudine Williams
Eaton County, Director of Community & Economic Development

Colin Cronin
DTN, Vice President

Dru Mitchell
Clinton County Catalyst, Executive Director

Janet Lillie
Michigan State University, Vice President of Government Relations

Jeffrey G. Jackson
Chief Lending Officer, MSUFCU

Joan Nelson
Allen Neighborhood Center, Executive Director

Megan Webber
Greater Lansing Association of Realtors, CEO

Pat Gillespie
Gillespie Group, President & CEO

Rawley Van Fossen
Capital Area Housing Partnership, Executive Director

Teresa Kmetz
Capital Area United Way, CEO

Tim Daman
Lansing Regional Chamber of Commerce, President & CEO

Vivki Hamilton-Allen
Habitat for Humanity Capital Region, President & CEO

Client Team

Jim Snell
Tri-County Regional Planning Commission , Executive Director

Nicole Baumer
Tri-County Regional Planning Commission, Deputy Director

Consultant Team

Development Strategies

Matt Wetli, Principal

Andy Pfister, Project Director

Richa Singh, Project Manager

Miriam Keller, Project Planner

Megan Hinrichsen, Art Director

Anjali Katare, Research & Housing Analyst

Liam Flood, Market Analyst

Piper & Gold (Media & Community Outreach)

Kate Synder, Principal Strategist

Emma Shelby, Project Director

Shannon Janczewski, Project Manager

Cortez Washington, Diversity Equity & Inclusion Specialist

Image credits: Piper & Gold, Development Strategies

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A Appendix


3

3 Housing Market Analysis

Market Analysis: A Process Overview

Market analysis helps to understand current conditions and opportunities. It identifies gaps that exist in the housing supply today and likely housing needs in the future, including the specific needs of different populations based on income, age, and physical ability.

Supply Analysis

The first step in housing market analysis is to document what exists today. This information tells us a great deal about what the market will support in terms of rents, sale prices, and lease rates. It indicates preferences for specific products or locations. Sometimes, analysis of the competitive market can reveal specific opportunities for types of housing that the region lacks by identifying newer, more competitive types of development that achieve product differentiation by focusing on quality, amenity, design, or service offerings. Supply analysis provides critical foundational information for market analysis and the strategic framework designed to meet critical housing needs.

Demand Analysis

Demand analysis is fundamentally about people: Who lives in the community today? Where do they live? What are their needs? Who is moving into the community? How many? This requires analysis of standard demographic data like household income, age, and population. It is important to analyze housing demand from multiple angles and for multiple populations. Seniors prefer different housing products than young professionals or families. Workforce housing looks different than upscale housing or housing for at-risk people. Demand analysis allows us to quantify how many units are needed at different price points and income levels.

Housing Gap Analysis

Housing gap analysis is the comparison of supply and demand. It allows us to determine what is currently missing in the market and what is needed to provide attainable housing for all residents of the tri-county region. This may mean more affordable units so that fewer households are cost burdened, or encouraging the development of more upscale single-family homes and multi-family units to maintain higher-paid professionals.

20-Year Demand Projections

Once the supply and demand analysis is complete and key housing gaps are identified, detailed projections are made to close this gap, taking into account projected population and household growth for the next 20 years. This projection, coupled with the strategic framework for housing, provides a practical road map for regional leaders and housing partners to meet current and future demand. Demand projections are made in five-year increments differentiated by for-sale and rental housing by income level, housing tenure for each income group, and housing type.

Chapter three follows this systematic process for market analysis, starting with current supply analysis, followed by demand analysis and identification of market gaps, and concludes with 20-year demand projections.

Housing Supply Overview

Multi-Family (Market-Rate)

While a number of new multi-family and mixed-use properties have been developed along the Michigan Avenue corridor in central Lansing and East Lansing, much of the region's existing market-rate rental supply is scattered in more suburban locations near major interstates and highways. Most of the region's existing market-rate rental supply consists of traditional low-rise garden-style communities, although developments built over the past decade are more dense three- and four-story developments. Older condos and newer townhomes with attached garages also represent a sizable portion of the region's existing multi-family rental supply. Vacancy rates declined slowly over the past decade, falling to decade-lows in 2021 in tandem with a 30 percent jump in asking rents, indicating growing demand for non-student market-rate multi-family units.

Single-Family (For-Sale)

Nearly half of the housing stock in the tri-county region was built before 1970, and another 39 percent was built between 1970 and 2000. Only about 15 percent of the region's housing stock was built over the last two decades, with single-family homes representing nearly two-thirds (64 percent) of all permitting activity since 2000. In 2021, new home prices averaged $337,000–a 14 percent increase since 2019, while existing homes sold for an average of $194,000.

Senior

There are currently 19 independent and assisted living communities serving senior residents with around 1,330 total units. However, less than a handful were built in the past decade, and these newer communities are unaffordable for a large segment of the population. While most properties offer a similar array of services and care options, they vary in terms of amenities, design, and finishes. The high cost of long-term care is a barrier for many seniors, and existing facilities are generally concentrated in the more affluent areas of the region. There is a lack of supply of housing options, such as villa-style development, that allow for aging in place.

Multi-Family (Affordable)

Affordable housing is an important component of a larger strategy to ensure demographic, economic, and housing diversity and equity throughout the region. The supply of affordable rental options consists of a mix of LIHTC, public housing, project-based and voucher-based Section 8, USDA Section 515, and other subsidy programs, totaling more than 7,300 dedicated affordable units. Approximately 16 percent (1,200 units) of the affordable multi-family supply was built and/or renovated in the last decade. In total,14 affordable properties were built or renovated in a number of municipalities throughout the tri-county region.

Single-Family (Rental)

The region's single-family rental market is somewhat limited. These properties vary widely in size and condition, from modest, 700 to 800 square-foot one-bedroom homes in fair condition to larger recently-renovated three- and four-bedroom homes exceeding 1,000 square feet. Investors have purchased a number of single-family homes in and around the more historically affordable neighborhoods of the region—Lansing in particular— marketing them as rentals. While this can be a benefit in diversifying residential uses, speculative buyers may have little incentive to renovate properties until the surrounding neighborhood improves. SFR investors also frequently compete with first-type home buyers.

Student

Michigan State University acts as the largest attraction to students in the tri- county region. While the university offers some on-campus housing, it is not enough to accommodate all students. Student housing demand is particularly high in the cities of Lansing and East Lansing. More than 60 percent of the enrolled students in Michigan State University live off-campus. Students experience disproportionately high risk towards housing insecurity or finding adequate affordable housing. While student housing is a critical need of the region, it can inflict significant pressure on a limited affordable housing market.

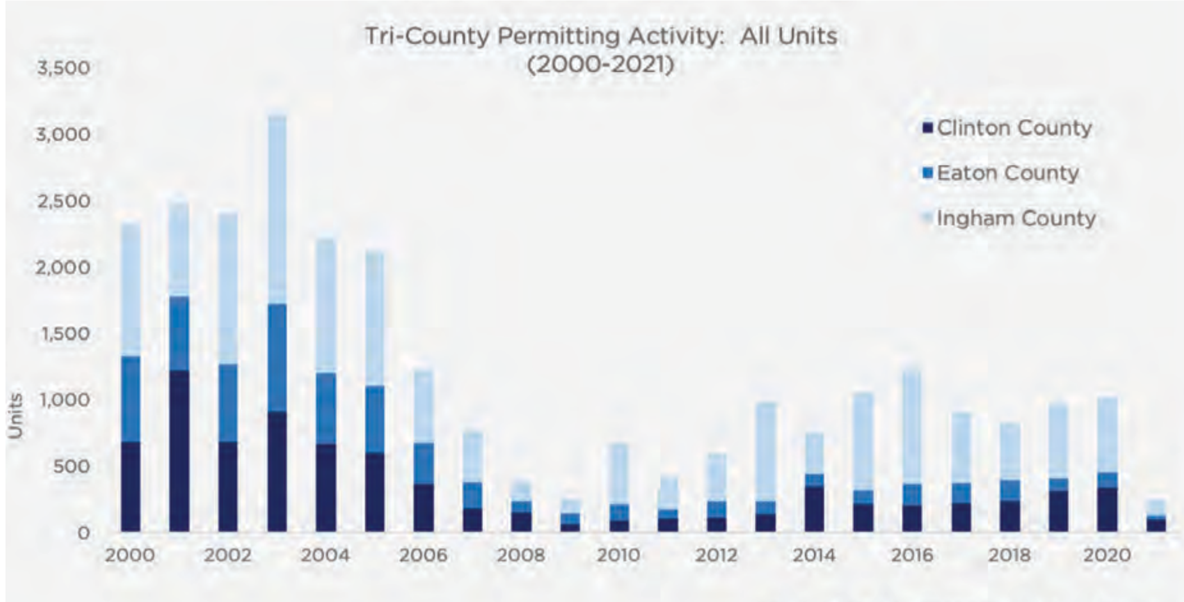
What are the key supply trends in the region?

The tri-county region has a very tight housing market, with high occupancy rates increasing rents in the rental market, rapidly escalating prices, and record low supply in the for-sale market.

According to Census data, the tri-county region added more than 8,200 households from 2010 to 2020 and only 6,540 housing units. Building permit data indicates that permits for 8,410 units were issued during that period; however, some of the permitted units may not have been completed.

The building permit data summarized in the graph to the right shows an important trend that contributed to some of the housing market challenges present today. Permits were issued for an average of nearly 2,100 units annually from 2000 to 2007, before the Great Recession. Permitting and development activity have not returned to pre-Recession levels. Permits were issued for an average of 860 units each year during the past decade, a nearly 60 percent decrease.

While it took at least a few years for the housing market in the region to recover from the Great Recession, the reduced amount of development over the past decade relative to earlier periods contributed to a general supply shortage. The COVID-19 pandemic, escalating lumber and materials prices, labor shortages, and other factors also contributed.



Source: HUD User SOCDS Building Permit Database

These trends also contributed to the mismatch in supply and demand that we see today because of the housing types developed—predominantly single-family homes and large multi-family properties. Additionally, the price point that the market is able to provide without public intervention or subsidy continues to increase, so much of the product added to the market is priced above median affordability levels.

Roughly half of the past decade's new construction—nearly all subdivision development—occurred in Ingham County, mainly in suburban communities, such as Meridian Township, and outlying exurbs, including Holt and Mason. However, Clinton County's share of single-family permitting activity slowly increased in recent years led by continued population growth in communities such as DeWitt and St. Johns.

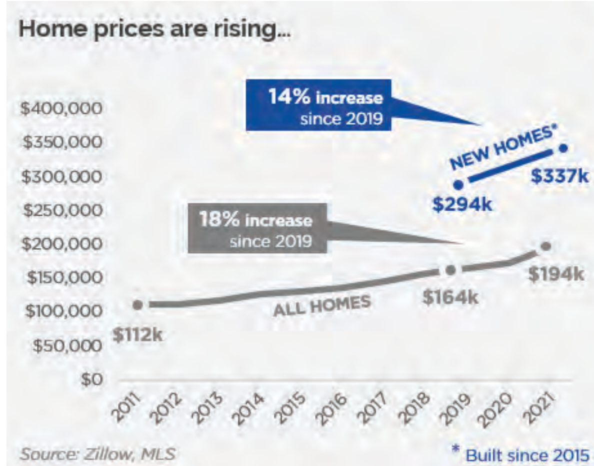
Single-Family Overview

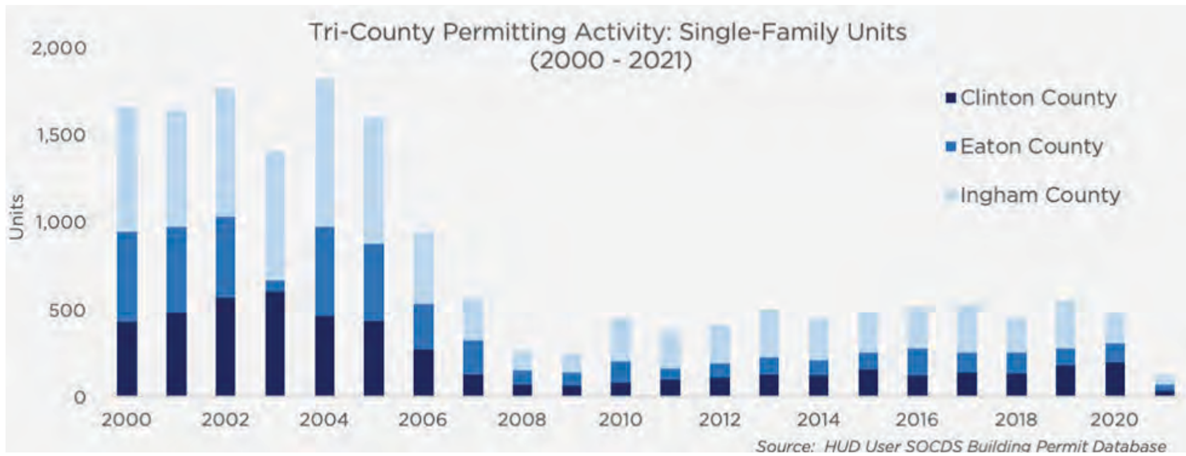
Low-cost homes comprise a significant portion of the tri-county region's overall housing supply. According to ACS data, approximately 30 percent of all homes in the City of Lansing have a value of less than $100,000. Even well-maintained homes at these price points face marketability issues, including limited neighborhood amenities, discontinuous utility networks, lack of sidewalks, and the poor condition of many nearby homes. The 2020 Census puts the count of vacant units in the City at around 4,500 units—more than doubling from about 2,000 units in 2010.

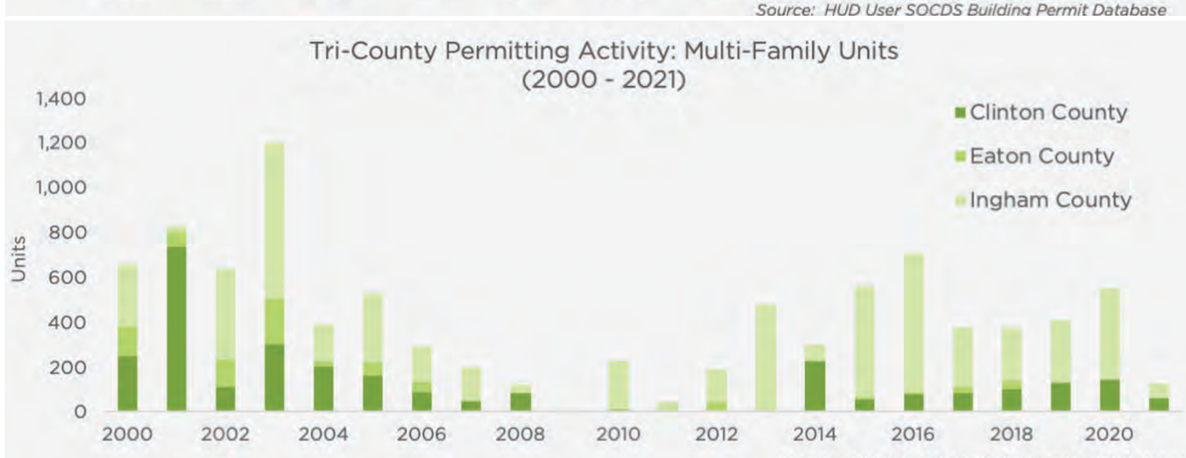
As per the MLS data, new home prices in 2021 averaged $337,000–a 14 percent increase since 2019, while existing homes sold for an average of $194,000. This rapid increase in home prices is indicative of a tight housing market where active listing have dropped significantly in the last decade (4,120 homes in 2012 to 1,670 homes in 2021). Homes are also selling quickly, averaging about 34 days on market for a new listing, compared to 111 days a decade ago.

Multi-Family Overview

Multi-family development in the region fluctuated over the last decade, but has picked up in recent years. The steady stream of new apartment development, particularly at the top-end of the regional rental market, is keeping vacancy rates from falling below five percent.







Single-Family Trends

With an aging stock of homes available for-sale in and around the urban cores, nearly all of the contemporary construction of the past two decades has occurred in the more suburban and exurban portions of the tri-county region.

For-Sale Trends

Single-family homes remain the dominant housing typology in the tri-county region, accounting for 72 percent of total housing units. More than a third (37 percent) of homes across the region are valued below $150,000; however, these units do little to address the shortage of affordable and workforce housing options in the region given their condition and smaller size. Further, more than half (55 percent) of homes have values ranging from $100,000 to $250,000, resulting in a median of around $180,000.

Much of the housing stock in the tri-county region was built before the 1970s and averages 1,500 square feet in size. Due to the size, finishes, layout, high cost of maintenance, dated utility systems, and condition, a portion of the region's stock does not meet the needs and preferences of the current housing market. As such, investment in programs to rehab and retro-fit the current supply to meet not only today's current market standards, but the needs of existing senior residents, will be crucial.

Recent Housing Sales Trends

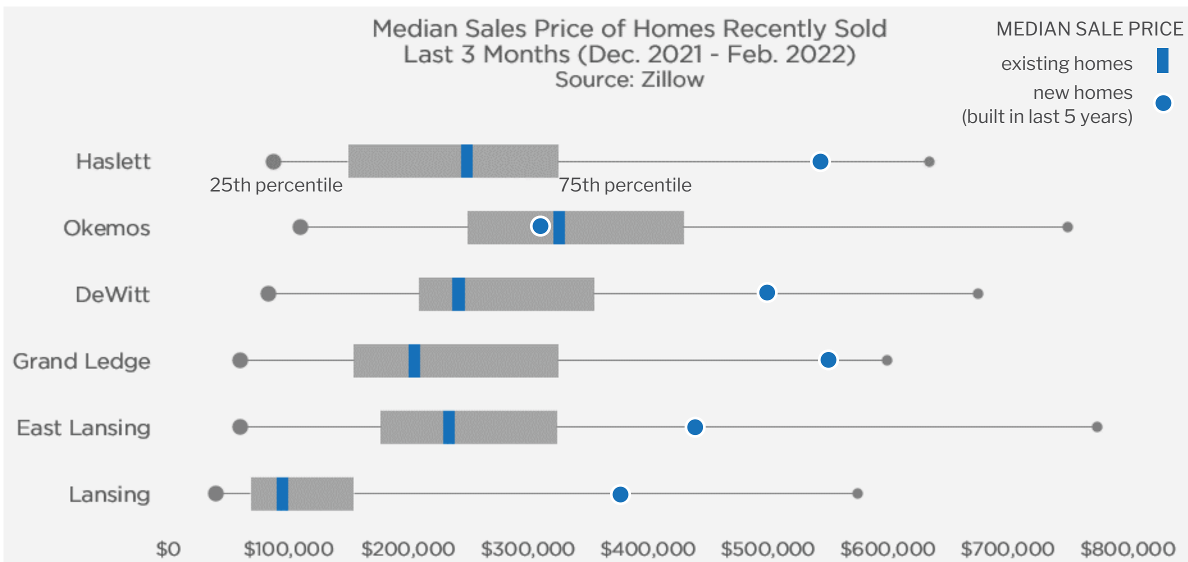
The region has a strong and increasingly tightening for-sale housing market. Home values in the region have shown tremendous growth in the last decade and particularly over the last year (13 percent), as record-low mortgage rates have bolstered demand.

According to Zillow, median home values in the tri-county region increased considerably over the past decade by 74 percent, or nearly $83,000. Home values across the region were still recovering from the 2008 recession at the beginning of the decade and did not begin to increase too dramatically until 2014. Between 2015 and 2020, however, home values increased rapidly at an average pace of six percent annually. Recent sales trends are great indicators of the level of market demand. The chart below shows median sale prices for homes sold in the last three months. Housing typologies and conditions vary considerably across the region, reflected by a wide range in recent sales prices.

Recent Single-Family Rental Trends

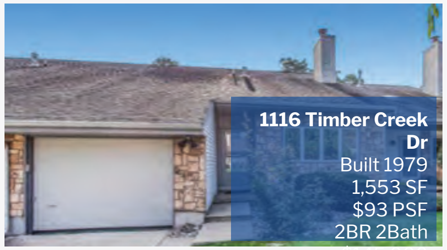
Single-family rentals can be a stable rental housing option for a variety of households and population segments where, for a variety of reasons, homeownership is not currently attainable.

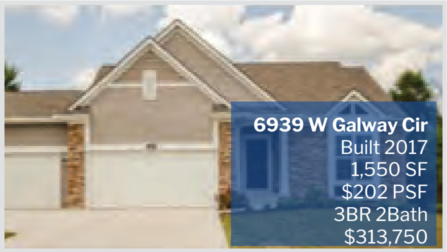
Single-family homes also represent a considerable portion of the tri-county region's existing rental supply, with an overwhelming proportion scattered throughout the core neighborhoods of Lansing. While more than 70 percent of housing units are single-family attached and detached, only about a third of all housing units are renter-occupied. ACS data for housing tenure and occupancy indicates there are approximately five percent single-family homes for rent region-wide. The region's single-family rentals in good condition that fit the preferences of families with children are priced relatively high, while much smaller, more affordable homes tend to be in below average to fair condition.



URBAN

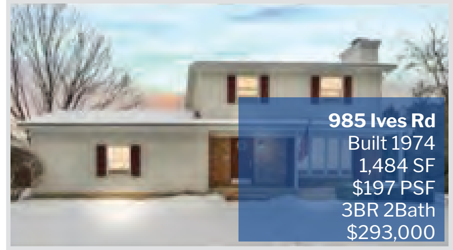
SUBURBAN





EXURBAN

RURAL



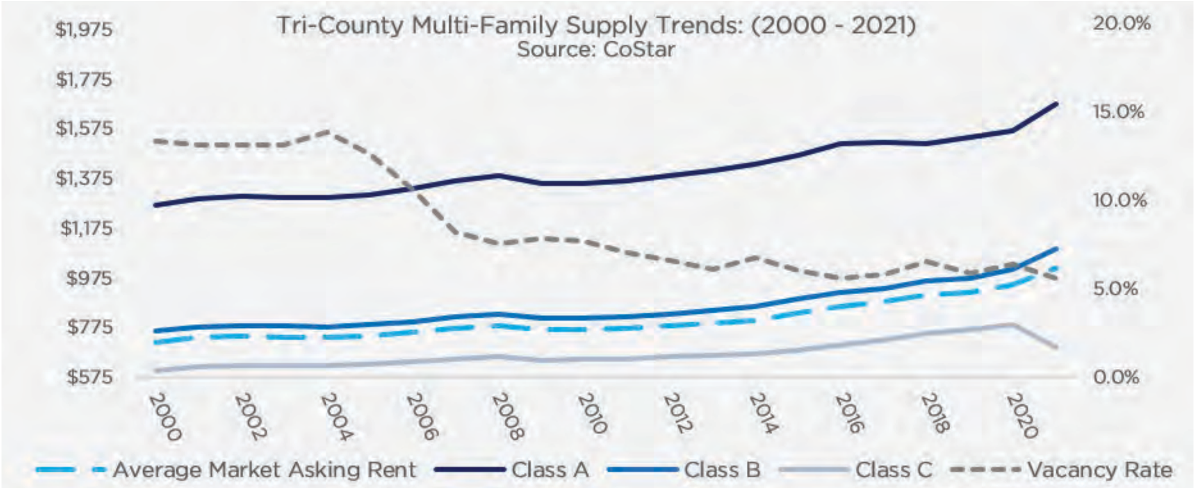
Market Rate Multi-Family Trends

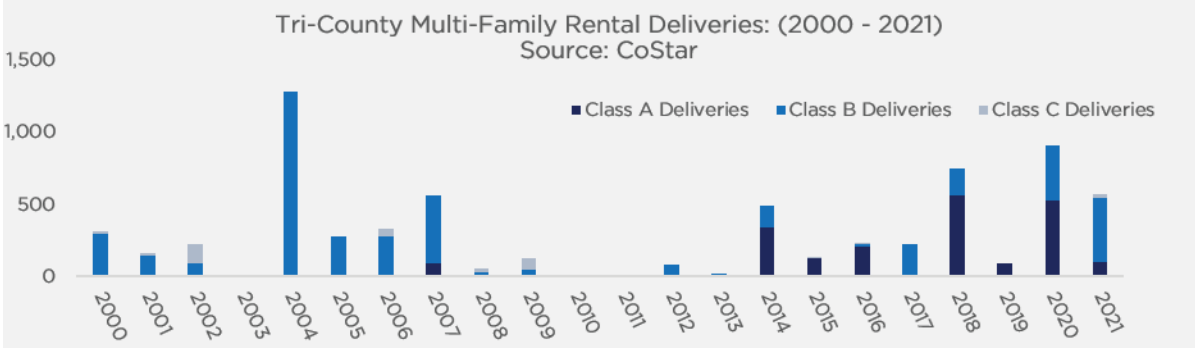
While there is recent momentum in new larger-scale multi-family development in Lansing, East Lansing, and other eastern suburbs, much of the region's existing market-rate rental supply consists of a variety of traditional low-rise garden-style apartment communities.

The tri-county region has a current inventory of approximately 35,000 professionally-managed market rate multi-family units, contained primarily within suburban-style garden apartment communities. According to CoStar, multi-family development fluctuated over the last decade, but has picked up in recent years with about 45 percent of new units delivered in the past three years.

Vacancy rates declined slightly over the past decade, hovering between five and six percent. The steady stream of new apartment development, particularly at the top-end of the regional rental market, is keeping vacancy rates from falling below five percent. Average asking rent growth averaged around two percent annually between 2011 and 2020.

Following national trends, average rents spiked between seven and eight percent annually over the last two years, indicating growing demand. Newer developments fetch healthy market rents, ranging from $1,200 for one-bedroom to upwards of $2,500 for three-bedroom units. These newer, Class A multi-family units receive average rents of $1,700, while somewhat older, Class B and C properties receive rents of $1,100 and $700, respectively. Additionally, CoStar reports Class B and C properties represent approximately 94 percent of the existing multi-family supply.





Naturally Occurring Affordable Housing (NOAH)

An important component of the housing market is NOAH, or moderately-priced apartments that are generally older (30 to 50 years), reasonably maintained, and typically have original finishes and fixtures. In other words, they are naturally affordable because of their age and features.

These properties are also attractive to investors and developers because of their upside potential that can be realized through renovation and increasing rents.

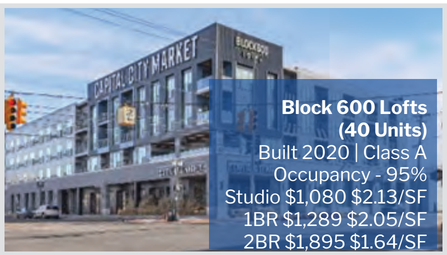
Preserving the units while maintaining quality is an important component of preserving regional affordable housing options.

URBAN

Eastwind
(32 Units)
Built 1989 | Class C
Occupancy - 100%
1BR $783 $0.98/SF
2BR $895 $0.90/SF

Woodmar
(86 Units)
Built 1960 | Class C
Occupancy - 100%
1BR $845 $1.21/SF
2BR $1,102 $1.23/SF

Marketplace
(158 Units)
Built 2014 | Class B
Occupancy - 96%
Studio $975 $1.95/SF
1BR $1,193 $2.01/SF
2BR $1,459 $1.63/SF



Block 600 Lofts
(40 Units)
Built 2020 | Class A
Occupancy - 95%
Studio $1,080 $2.13/SF
1BR $1,289 $2.05/SF
2BR $1,895 $1.64/SF

SUBURBAN

Tammany on the Ponds
(235 Units)
Built 1999 | Class B
Occupancy - 94%
1BR $725 $1.01/SF
2BR $807 $0.87/SF

Castle Point
(468 Units)
Built 1974 | Class B
Occupancy - 97%
1BR $846 $1.37/SF
2BR $951 $1.03/SF
3BR $985 $0.88/SF

Fairfax Apartments
(156 Units)
Built 1988 | Class C
Occupancy - 98%
1BR $999 $1.22/SF
2BR $1,140 $1.11/SF

Somerset Park
(384 Units)
Built 2004 | Class B
Occupancy - 96%
1BR $1,139 $1.44/SF
2BR $1,342 $1.24/SF
3BR $1,576 $1.17/SF

EXURBAN

Blue Water Village
(57 Units)
Built 2006 | Class C
Occupancy - 95%
2BR $904 $0.58/SF

Legacy Parke
(126 Units)
Built 2001 | Class B
Occupancy - 99%
1BR $938 $1.23/SF
2BR $1,051 $1.00/SF
3BR $1,208 $1.01/SF

Willoughby Estates
(269 Units)
Built 2018 | Class A
Occupancy - 97%
1BR $1,086 $1.36/SF
2BR $1,539 $1.32/SF
3BR $2,219 $1.68/SF

The Quarry
Built 2014 | Class A
Occupancy - 95%
1BR $1,510 $1.73/SF
2BR $1,968 $1.53/SF
3BR $2,152 $1.44/SF

RURAL

Looking Glass Meadows
(64 Units)
Built 1995 | Class C
Occupancy - 100%
1BR $748 $0.91/SF
2BR $876 $0.88/SF
3BR $999 $0.86/SF

Creek Club
(196 Units)
Built 1964 | Class C
Occupancy - 99%
Studio $606 $1.92/SF
1BR $711 $1.37/SF
2BR $999 $1.01/SF
3BR $1,203 $0.84/SF

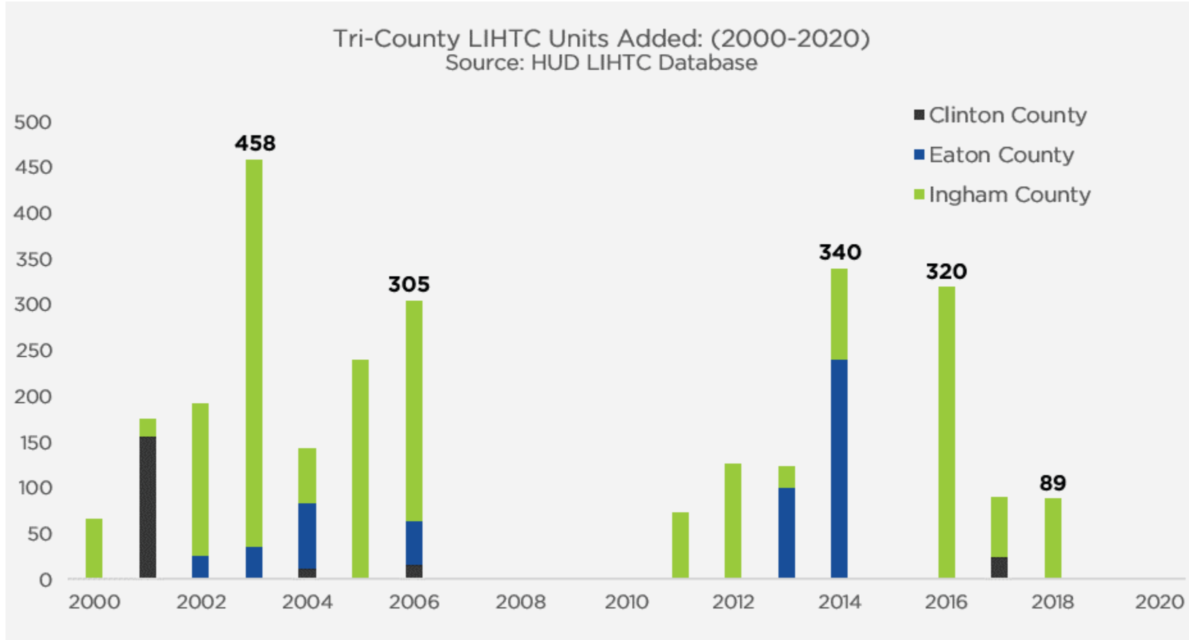
Dedicated Affordable Housing Trends

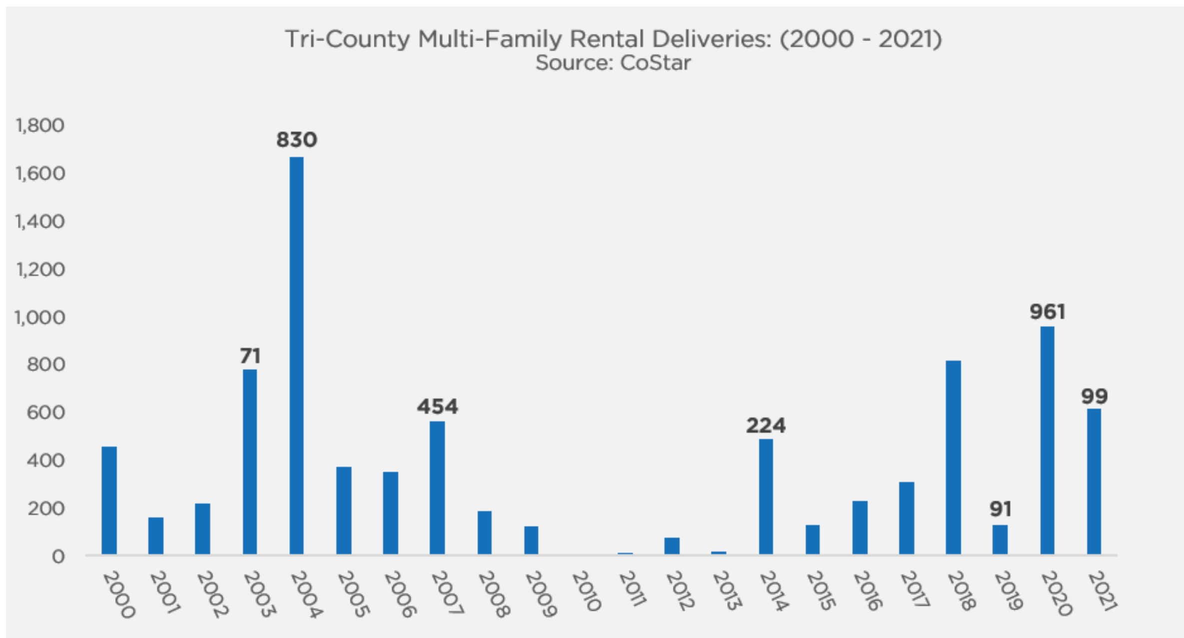
The tri-county region's supply of affordable rental options consists of a mix of LIHTC properties, public housing, and other deeply-subsidized units.

The tri-county region has a total supply of about 7,300 affordable units, including nearly 3,200 LIHTC units, 550 public housing units, and around 3,500 units contained within scattered properties supported by project-based vouchers. Further, according to HUD data, roughly 3,800 Housing Choice Vouchers are administered throughout the region and used by tenants at various properties.

Affordable housing is an important component of a larger strategy to ensure demographic, economic, and housing diversity throughout the region. While a variety of affordable housing programs are available, LIHTC communities—affordable communities financed with low-income housing tax credits administered by MSHDA—are most common and represent the bulk of affordable housing built across the nation today.

A relatively small portion (16 percent) of the existing affordable supply was built in the last decade. Roughly 14 newly constructed or renovated LIHTC communities have been delivered since 2011, with most targeting low-income seniors. A notable portion of the region's existing supply, built in the latter half of the 20th century and early 2000s, is not only aging but potentially nearing the end of their LIHTC compliance periods.



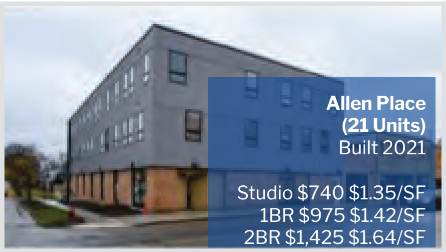


URBAN

The Abigail Apartments (60 Units)
Built 2020 | Senior
Occupancy - 100%
1BR $660 $0.84/SF
2BR $768 $0.79/SF

Walnut Park (72 Units)
Built 2018 | Senior
Occupancy - 100%
1BR $685 $0.86/SF
2BR $808 $0.73/SF
3BR $914 $0.68/SF

Bailey Center Apartments (30 Units)
Built 2007 | Senior
Occupancy - 100%
1BR $690 $1.00/SF
2BR $830 $0.94/SF



Allen Place (21 Units)
Built 2021

Studio $740 $1.35/SF
1BR $975 $1.42/SF
2BR $1,425 $1.64/SF

SUBURBAN

Tammany on the Ponds (235 Units)
Built 1999 | Class B
Occupancy - 94%
1BR $725 $1.01/SF
2BR $807 $0.87/SF

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Built 1974 | Class B
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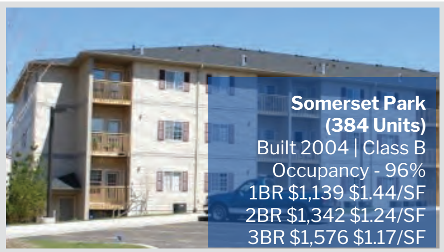

Somerset Park (384 Units)
Built 2004 | Class B
Occupancy - 96%
1BR $1,139 $1.44/SF
2BR $1,342 $1.24/SF
3BR $1,576 $1.17/SF

EXURBAN

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Built 2006 | Class C
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RURAL

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Built 1995 | Class C
Occupancy - 100%
1BR $748 $0.91/SF
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3BR $999 $0.86/SF

Creek Club (196 Units)
Built 1964 | Class C
Occupancy - 99%
Studio $606 $1.92/SF
1BR $711 $1.37/SF
2BR $999 $1.01/SF
3BR $1,203 $0.84/SF

Market Rate Senior Housing

A relatively small proportion of the region's overall housing supply is tailored to the unique needs of senior residents, particularly empty nesters and seniors who want to downsize and maintain an active lifestyle.

The senior living market has steadily moved towards contemporary independent living, assisted living, and memory care communities that provide a greater degree of independence while providing assistance with activities of daily living in a comfortable, attractive environment. The tri-county region has roughly 1,300 units dedicated to senior living.

Much of the existing supply is representative of an earlier generation completed in the 1980s and 1990s. Though somewhat dated, these properties offer a nearly identical array of amenities and services compared to the relatively newer communities built over the last two decades.

According to Genworth's 2021 Cost of Care Survey, the median monthly cost of assisted and independent living in the tri-county region is $4,300 and $3,000 per month, respectively.

However, our survey of existing communities found current base rates can exceed $6,000 for assisted living and $5,000 for independent living. While there are affordability concerns for a wide spectrum of senior households—an issue addressed at greater length in the demand section—these existing long-term care facilities will continue providing quality options across several price points. Additionally, the distribution of these properties throughout the region is somewhat uneven, with the majority of facilities concentrated in East Lansing and Meridian Township. As a result, senior households west of Highway 127 have few long-term care options nearby.

In addition, age-restricted multi-family communities that fit the lifestyle preferences of baby boomers and seniors looking to downsize have become increasingly prevalent nationwide. Newman Lofts is the only modern, accessible, and amenitized market rate apartment community available for seniors in the region. While this property fills a need, it remains highly unaffordable to the majority of aging households in the region.

There is a limited supply of senior-oriented properties outside of traditional independent and assisted living facilities and, with growth in the senior age cohorts, a more diverse array of senior housing options is needed.

URBAN

Grand Haven Living Center (110 Beds)
Built 2004
Assisted Living $3,250
Memory Care $3,725

Campus View (139 Beds)
Built 2013 | Class B
Occupancy - 100%
Studio $1,275 $1.96/SF
2BR $815 $2.02/SF
4BR $715 $2.61/SF

SUBURBAN

Bickford Assisted Living (80 Beds)
Built 2007
Assisted Living $3,650

The Hamptons (72 Beds)
Built 2008 | Class B
Occupancy - 100%
3BR $657 $1.59/SF

EXURBAN

Island City Assisted Living (42 Beds)
Built 2010
Assisted Living $3,100

RURAL

Demand

There is demand for housing–for-sale and rental–across the affordability spectrum. The current condition of the region's housing stock, particularly in older neighborhoods in the urban core, is a key challenge in meeting demand.

Quantifying Demand

Demand for housing comes from a number of "demand segments," which consist of existing residents and new residents moving to the region. Generally, the needs of these segments are different—many existing residents need access to quality affordable housing, while attracting new residents will require improving the conditions and marketability of neighborhoods and the region as a whole. For the region to be successful and economically vibrant, it will need to address the housing needs of both segments.

Existing Residents

An important goal of a comprehensive housing study is to address the needs of existing residents. The existing housing stock is a result of a number of compounding factors, such as historic housing policies, economic trends, and preferences of residents at various points in history. Much of the housing stock in the tri-county region is less competitive in today's housing market. While this is a major challenge region-wide, housing needs vary significantly by cities, neighborhoods and resident income. Thus, a variety of approaches is required to address diverse needs. Some residents will need help in upgrading their homes and assistance in making housing payments, while others will benefit from investments in public amenities and efforts to improve desirability of the region and its neighborhoods.

New Residents

Several cities within the tri-county region are set to add new jobs in industries ranging from AgTech, Mobility to Medical Technology. It is anticipated that the region will add as many as 13,000 jobs over the next several years. This has the potential to invigorate economic activity in the region by bringing in new individuals and families, including new students in K-12 schools, revenue for municipal services, shoppers for commercial centers, new renters, and homeowners.

Therefore, the next tier of the demand analysis is identifying the impact of growing jobs in the region and potential households who would move to the tri-county region. Understanding what potential types and affordability levels of housing is needed to support this growth will give the region a competitive advantage.

Demand Analysis

Determining market demand for the different needs and aspirations of existing and potential future residents requires a multi-faceted approach. To arrive at an overall housing demand for the region, five different approaches were undertaken that contribute in different ways:

Conventional Demand Analysis

- Assesses income variables within the tri-county region to determine the amount and types of units that are affordable to existing residents.

Target Market Analysis

- Considers consumer profiles of residents within the market area to determine desirable housing products that can attract them to the region.

Affordable Housing Demand

- Uses household income levels and projected population growth to determine future demand.

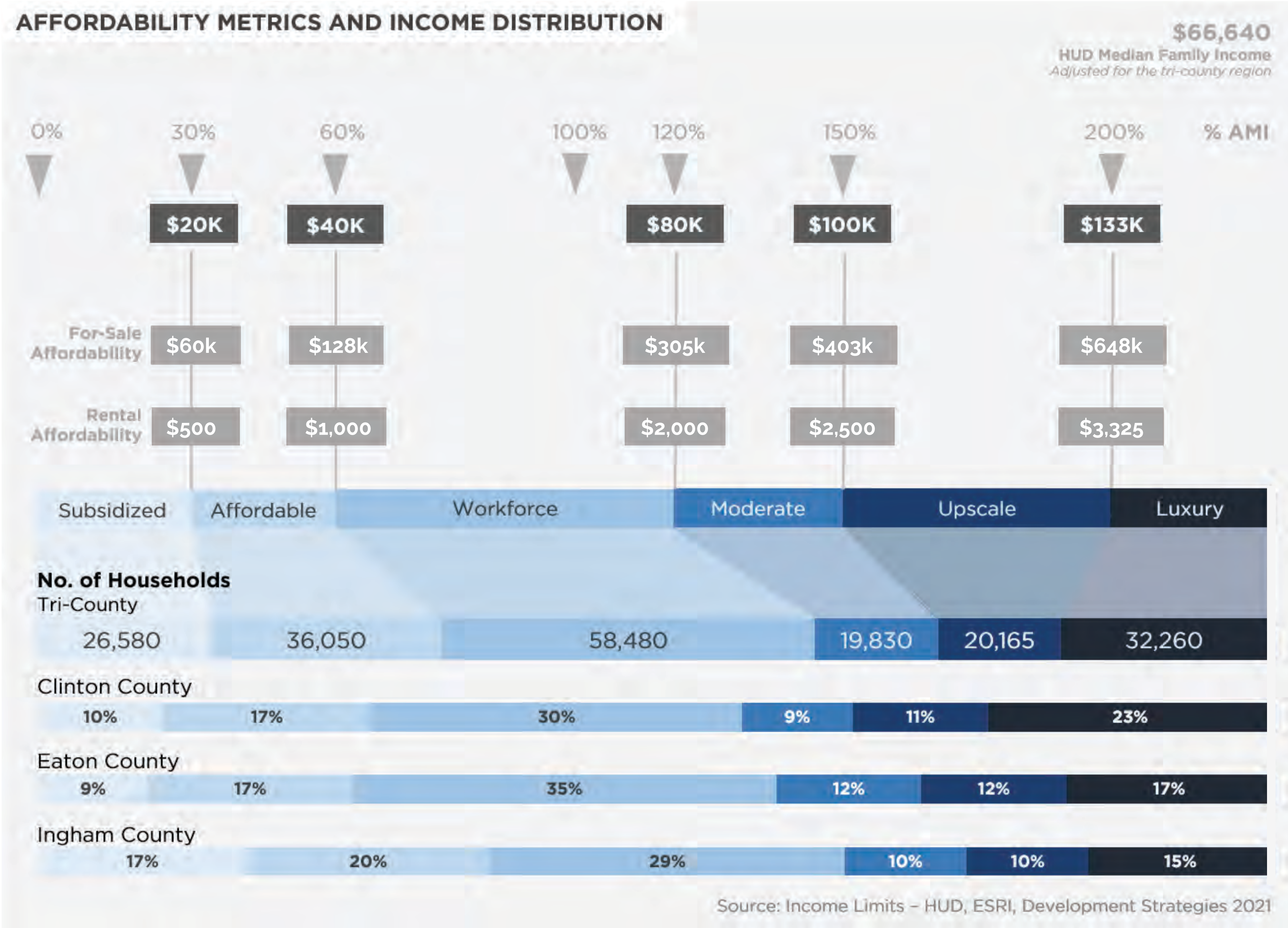
Senior Housing Demand

- Uses age group projections, senior demographic data, and supply information from the market to determine future demand.

Impact of Growing Jobs

- Assesses the projected job growth in the region to determine future demand and desirable housing products.

Quantifying the number of households by affordability levels and product segments can inform the price and rent levels required, as well as inform the scale of the need in the market to address demand. The graphic on the right distills the HUD-determined Area Median Income (AMI) of the region, adjusted for the region's average household size, into various affordability levels. At each affordability level, ideal equivalent housing prices are set so that no resident is cost-burdened. This allows us to break up the market into different segments, which corresponds to different types of housing products. Using American Community Survey data, the number of households in the tri-county region that fall within each price bracket is also shown, with a further breakdown by each of the three counties.



Note: Calculations for for-sale affordability include down payment, mortgage (3.5 percent interest @ 30 years), property taxes, and insurance. Calculations for rental affordability include monthly rent payment and utilities, assuming a maximum of 30 percent of the household income towards housing costs.

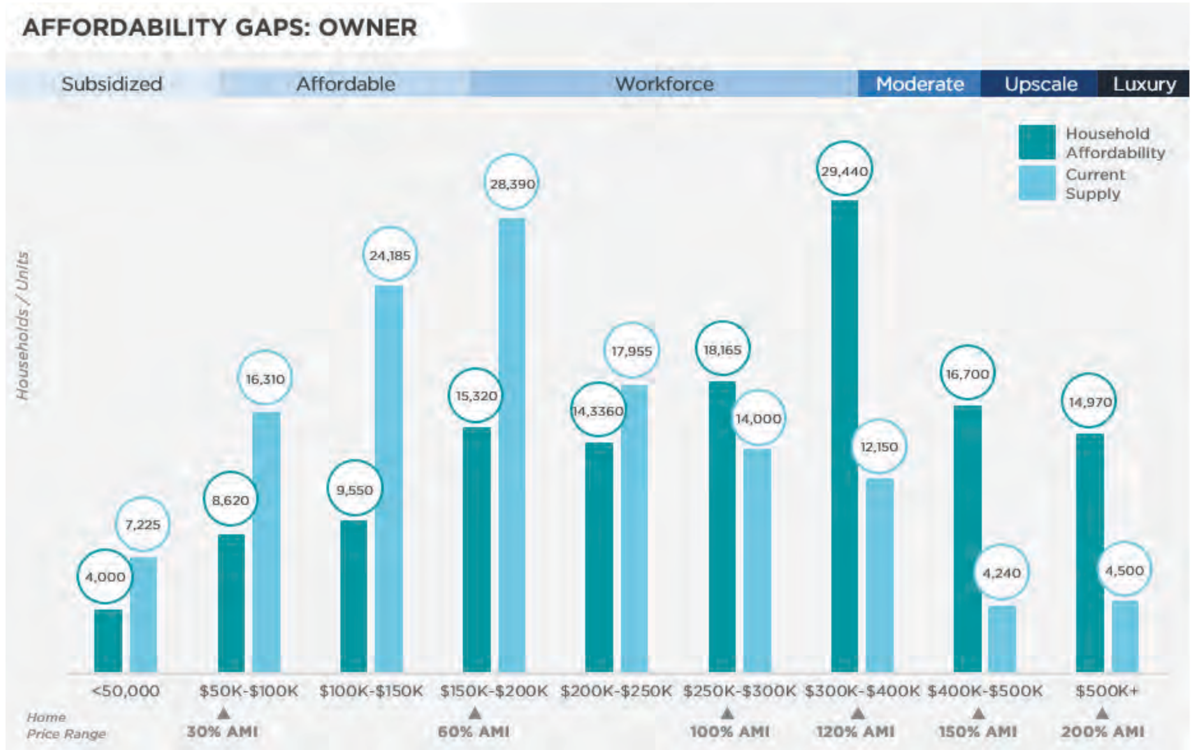
Conventional Demand Analysis

Quantifying demand for housing in the near term will be driven by the income and affordability levels of existing households in the region. Additional demand will be generated by attracting households from the broader metro area with diverse housing products that are currently in limited supply.

Quantifying Demand-Supply

Conventional market demand analysis uses household income data to determine for-sale and rental price points with the greatest degree of potential market support. Such analysis highlights potential opportunities for development where gaps exist between the existing supply and household affordability. This analysis can provide a more nuanced look at how idealized spending for housing (without being cost-burdened) by households in the region line up with supply currently available.

The American Community Survey provides income distribution data by housing tenure, as well as the share of owner and renter households in the tri-county region. The 'household affordability' bars represent the number of households able to afford residential products at various price points, taking into account appropriate housing spending patterns at various income levels, while not being cost-burdened. However, this does not represent their existing spending on housing.

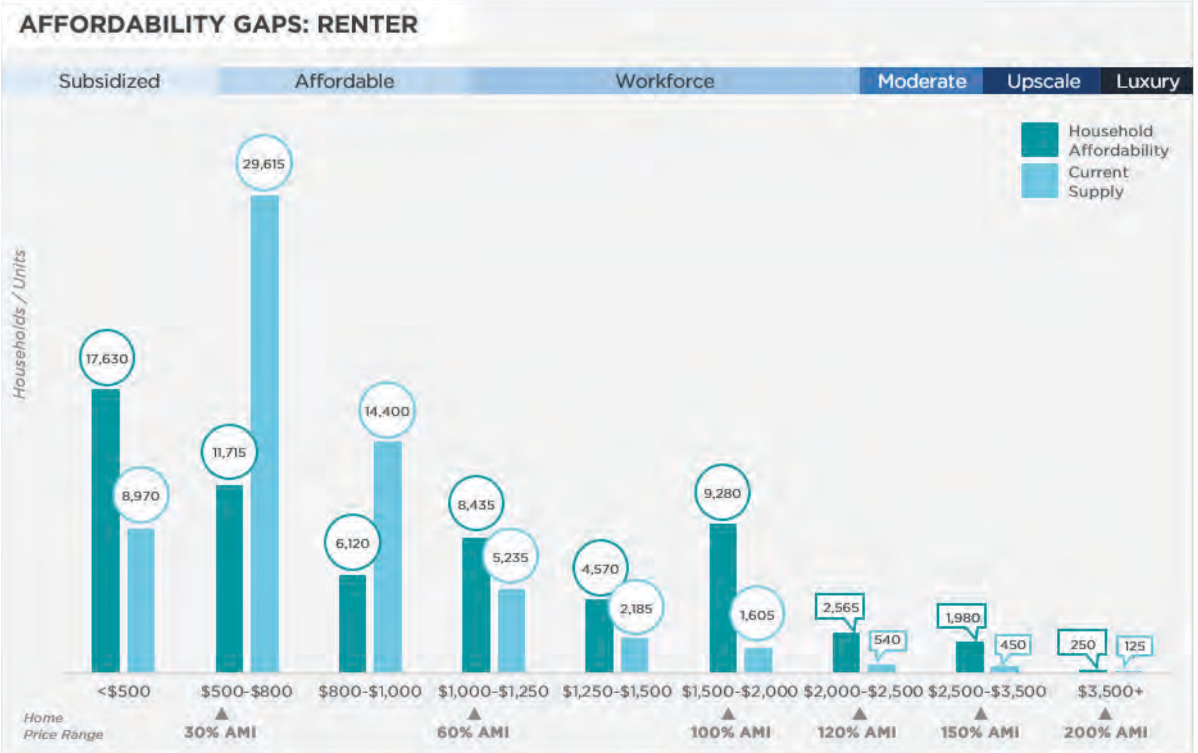


In some cases, households are spending more than what they can actually afford on housing, while others may spend significantly less due to higher saving levels, the absence of a desired housing typology, or a number of other factors.

Each housing cost range (mortgage or rent) is assigned to a housing type to pair product with affordability, ranging from subsidized units to luxury housing products.

Affordability Gap Analysis: Owner

The affordability gap analysis graph shows a substantial oversupply of homes priced between $50,000 and $200,000 (within range of the Median Home Value of the region of $180,000), which is 60 percent of the supply in the region. Note that the viability of homeownership for many of the households in the lower AMI levels will vary in the real world. In an ideal case, an income at 100 percent AMI allows for affording a home priced between $250,000 and $300,000 without being cost-burdened. This implies that a mismatch exists because a significant portion of the supply in the tri-county region is of low value (likely because of its lower quality). Additionally, based on conversations with Realtors and stakeholders, the oversupply of 'affordable' priced homes below $200,000, does not meet market preferences. Thus, a substantial portion



of the existing supply is not marketable because of condition, style, location, or a number of other factors. A significant portion of the housing stock priced below $100,000 is in "below average" condition, meaning that it requires significant upgrades and may not be suitable for habitation. While inexpensive to purchase, this housing is typically unaffordable because of the amount of work needed to stabilize it; therefore, much of this housing stock is not currently in the condition to meet housing needs. There is no uniform, region-wide data on housing condition and it is a recommendation of this study to implement a housing condition survey and mapping tool so that local communities can better address condition-related challenges.

The affordability gap analysis for owners also shows that there are many households in the region that could afford more expensive homes than they currently live in, specifically homes $250,000 or higher. At the same time, increased investment in improving the condition of homes priced between $100,000 and $200,000 will also improve supply.

Affordability Gap Analysis: Renter

The affordability gap analysis for renters takes the mismatch between idealized demand and supply even further. The oversupply in the 'affordable' segment, representing 70 percent of the region's rental supply, points largely to the condition challenges of the rental housing stock, especially in the private rental market. The high demand for publicly-funded assisted housing, the slow pace of new affordable development of newer affordable housing units, and the level of cost-burdened households in the region suggests the need for significant investment in the rental housing stock.

There is considerable unmet demand for very affordable housing—affordable to those earning at or below 30 percent of AMI—at rents $500 and below. Additionally, there is substantial unmet demand for rental housing at workforce segment and above, or $1,000 and up, which can be met with new construction, renovations and natural aging of existing quality market-rate units.

Conclusions

The affordability gap analysis provides a high-level overview of where there are clear mismatches between supply and demand. However, several other factors are important to consider. Housing condition is generally substandard at lower affordability levels. While these units are "affordable," their condition leads to higher utility bills and potential health and safety hazards.

Smaller for-sale units—condos and townhomes—can be positioned at a more accessible price point for workforce and moderate-income households than larger detached single-family homes. Diversity in housing stock can fill these gaps and create a pathway to homeownership for a broader range of households. Renovating the existing housing stock will be key to meeting future demand, and a wide range of housing needs.

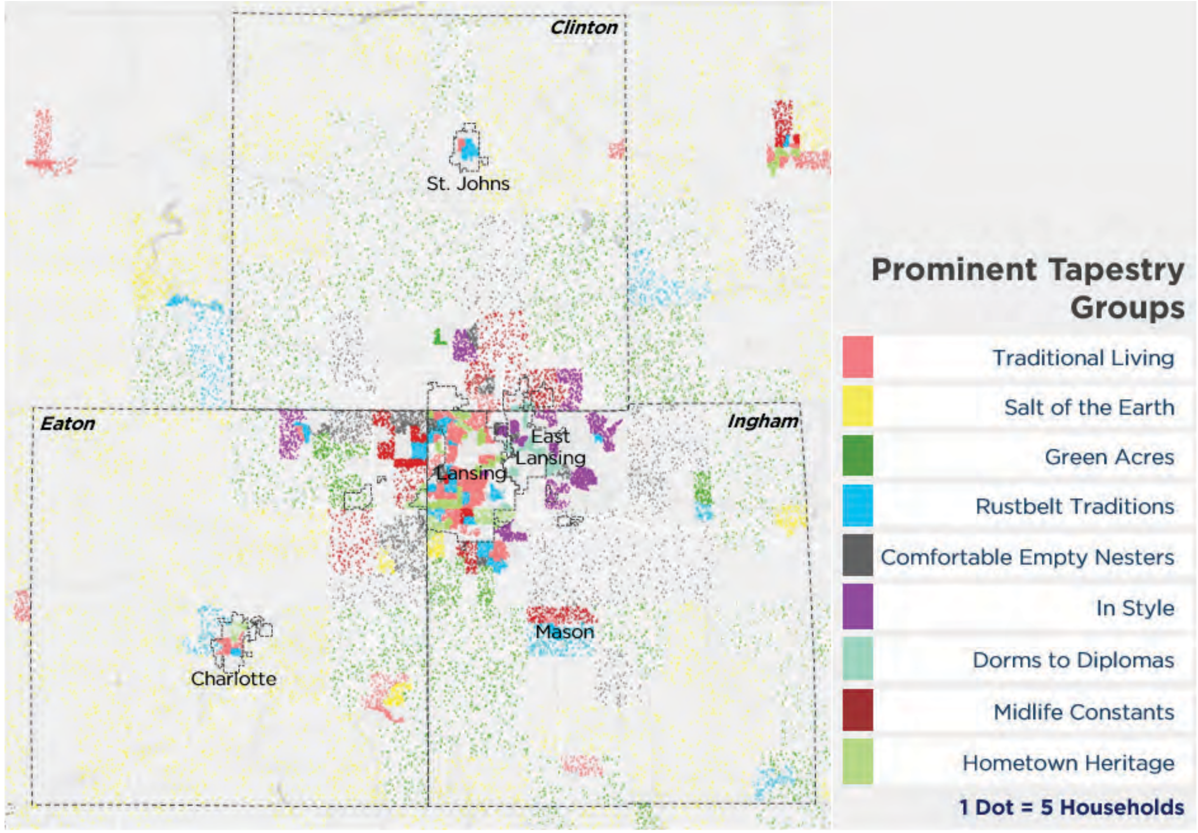
Market Segmentation

Target market analysis is used to determine demand based not only on geography and demographic traits, but also on consumer preferences. As a result, desired product types can be determined, in addition to affordability. Just as market segmentation is used to determine tendencies to buy different types of consumer products, data on market segments can be used to identify demand for different types of housing products at a particular location. The segments present in the tri-county region (mapped on the right) are identified using ESRI's Community Tapestry™ data, which use algorithms to link demographic, geographic, and psychographic data to create 65 unique geodemographic segments.

Using the past population growth trends estimated by ESRI we can estimate that more than half of the new potential households in the tri-county region will belong to the following tapestry segments.

Dorms to Diplomas: This group mainly consists of college students–young single households. Residents of this group are likely to share housing costs with a roommate to help defray high rents. The presence of MSU is a key factor in the projected growth of this tapestry segment in the region.

In Style: This group is older and more likely to have children, but consists primarily of professional couples or single-person households. These households are mid-career and relatively affluent, with a median household income of more than $70,000. Some of these households may be interested in downsizing to an urban townhome or condo.



Green Acres: A majority of these households are older married couples with or without children. This group tends to prefer rural settings in metropolitan areas. They are primarily interested in single-family homes with high acreages.

Middleburg: This group is typically family households–young couples with children located in semi-rural locales within metropolitan areas. Households within this group are predominantly interested in affordable single-family housing options.

Salt of the Earth: Citizens in this group are primarily older, and many have grown children that have moved away. Homeownership rates for this group are very high (83 percent).

Potential new households as well as preferred housing typologies for each of the above-mentioned tapestry segments are illustrated on the facing page.

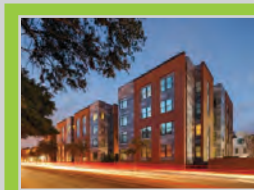
NEW POTENTIAL HOUSEHOLDS

RENTAL FOR-SALE

Dorms to Diplomas

New Households
5,300

Median HH Income: $17k
Average HH Size: 2.22
Owner-occupancy: 8%



Typology:
Apartments
Duplex

Affordable Rents:
$500-$1,000

In Style

New Households
2,500

Median HH Income: $73k
Average HH Size: 2.35
Owner-occupancy: 67%

Typology:
Townhomes

Affordable Rents:
$1,500-$2,000

Typology:
Single-Family
Attached

Affordable Home Prices:
$250k-$270k

Green Acres

New Households
2,200

Median HH Income: $77k
Average HH Size: 2.70
Owner-occupancy: 86%

Typology:
Single-Family

Affordable Home Prices:
$250k-$300k

Middleburg

New Households
1,400

Median HH Income: $60k
Average HH Size: 2.75
Owner-occupancy: 73%

Typology:
Apartments
Duplex

Affordable Rents:
$500-$1,000

Typology:
Single-Family

Affordable Home Prices:
$200k-$300k

Salt of the Earth

New Households
1,200

Median HH Income: $56k
Average HH Size: 2.59
Owner-occupancy: 83%

Typology:
Single-Family

Affordable Home Prices:
$180k-$250k

Source: ESRI 2021

Affordable Housing Demand

Affordable housing is typically developed with tax credits used as equity to help finance the development of a property, while subsidized housing is generally provided through federal programs that provide a rent subsidy. Strategic usage of these programs throughout the tri-county region could improve housing conditions for a large share of current residents.

The implications of the housing market analysis for affordable housing are significant. Low Income Housing Tax Credit and mixed-income properties help diversify the existing rental housing stock Such properties provide quality residential options in neighborhoods that cannot support market rate development.

Housing affordability for the Lansing-East Lansing metro area is based on HUD-published household income limits for households, as well as tenure data from the ACS. Using this data, there are roughly 57,800 households that would be income-eligible for units at 60 percent AMI. Of those, 23,100 households are very low-income households at or below 30 percent AMI. This far exceeds the existing supply of about 11,150 low-income affordable units in the tri-county region. Some portion of this excess demand could be met with a combination of federal programs that include LIHTC, Section 8 subsidies, and other development incentives.

At achievable LIHTC rents, roughly 15,380 renter households in the tri-county region would be income-qualified for affordable rental housing at 60 percent AMI without additional project-based rental assistance. Applying a capture rate of ten percent indicates that a series of affordable properties containing up to 1,500 additional units could be added to the market if appropriate sites are available.

Demand projections were made for affordable housing over the next 20 years and several factors were considered, as summarized on the following page.

Source: ESRI 2021, HUD Assisted Housing Database

First, we determined the number of households whose incomes indicate they need affordable housing at or below 60 percent of AMI in order to not be cost-burdened. There are 57,800 such households. Next, the number of dedicated affordable housing units, or those subsidized through LIHTC, HUD, and other programs, as well as housing choice vouchers, was identified—11,150 units.

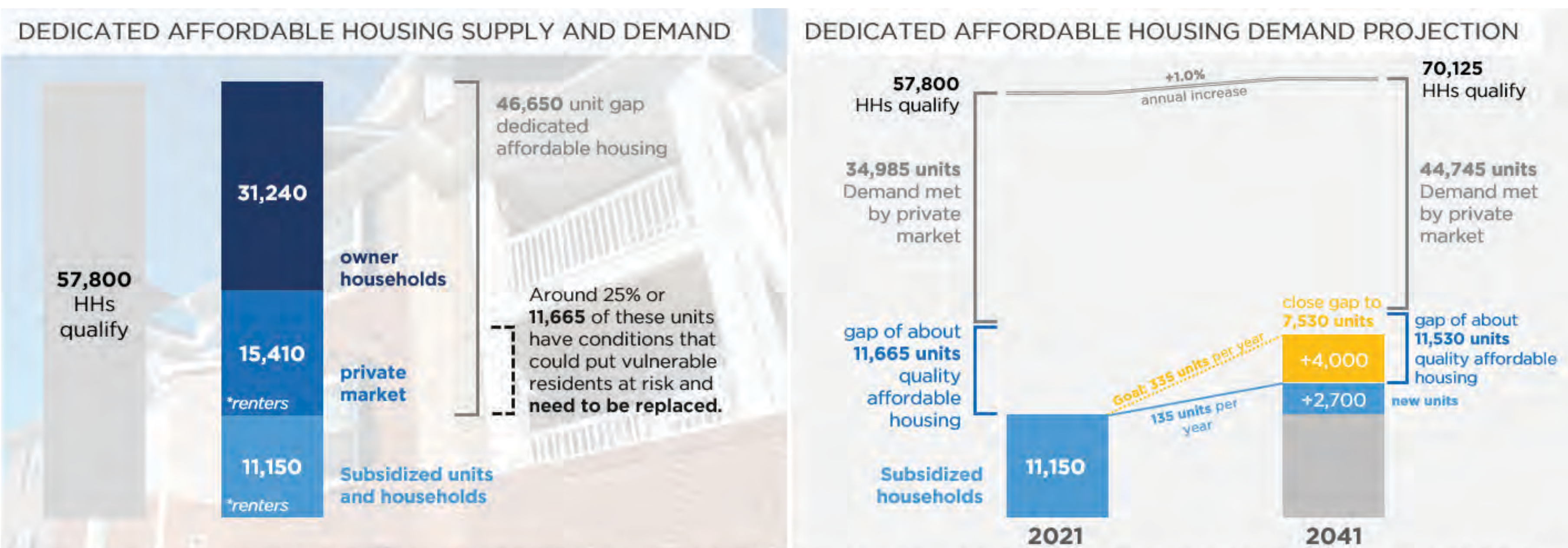
The remaining 46,650 households find their housing in the private market, both as homeowners and renters. Many of these households find suitable and affordable housing on the open market and are not cost-burdened, although there is not significant data defining what proportion of households fit that category. At the high end, we know that nearly 25 percent of households are cost-burdened or have another housing problem, as defined by HUD. Most households that face cost-burden or housing problems earn less than 50 percent of AMI.

Assuming a conservative estimate range above and below 30% of the units in the affordable segment to be substandard, we get around 11,665 units that need to be replaced. Then, the remaining households live in decent affordable housing provided by the private market.

The final step is to project demand over the next 20 years. Forecasts by the Michigan Bureau of Labor Market Information and Strategic Initiatives for the tri-county region for 2040 suggests an annual increase of one percent. Based on affordable housing production, primarily through the LIHTC program, approximately 135 units were added each year over the past two decades. If these trends persist, about 2,700 new units would be added to the market, bringing the total gap of dedicated affordable housing down to 11,530 units.

However, if new tools were created and funding sources aligned to support an average of 200 additional units per year—335 units in total—4,000 additional new dedicated affordable housing units would be constructed over the next 20 years, moving the tri-county region much closer to meeting its affordable housing demand, and reducing the gap to 7,530 units by 2041.

There is a projected need for approximately 11,530 quality affordable units over the next 20 years (7,380 rental and 4,150 for-sale), although some or many of these units could be provided by renovating existing homes.



Production based on past 20 years of LIHTC allocations; demand based on estimate of households below 60% AMI; growth based on 2040 forecast by Michigan Bureau of Labor Market Information and Strategic Initiatives.

Senior Housing Demand

Seniors continue to live longer, yet many prefer to no longer care for a single-family home. New housing typologies will be necessary to allow seniors to remain in current neighborhoods.

Like many regions in the Midwest—and across the country—the senior population in the tri-county region is expected to grow at a much faster rate than the population overall over the next several years. While many seniors will choose to stay in their homes as long as possible, alternative housing arrangements may be necessary as care needs change. This often presents a challenge in low-income areas due to the high costs of senior care. Additional senior housing options can accomplish at least two important goals: freeing up existing housing stock for first-time buyers, and providing seniors with a more suitable housing option to meet their lifestyle preferences.

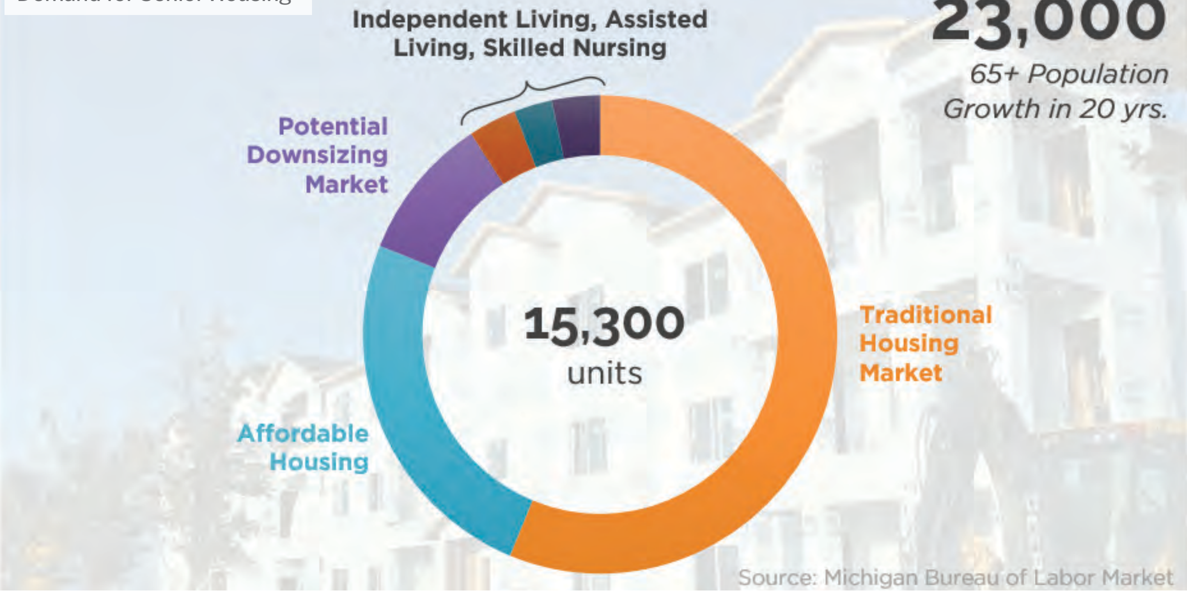
The senior market has moved away from more institutional settings such as nursing and skilled care facilities over the past few decades, with contemporary assisted living, memory care, and independent living communities comprising the bulk of the current supply. Costs for these properties are often prohibitively high for even moderate-income senior households, with monthly rates exceeding $3,000. Low housing values contribute to this challenge, as seniors often rely on selling their home to cover a significant portion of these costs.

As described in prior sections, the population of those aged 65 and older is expected to grow substantially over the next 20 years, so demand for senior-oriented housing is expected to continue to grow. A total of approximately 15,300 housing units will be needed to meet senior housing demand.

As illustrated in the graphic below, demand for senior-oriented housing makes up a relatively small share of overall housing demand created by the senior population.

- Nearly 56 percent (8,600) of households will find appropriate housing on the traditional housing market. This would consist of primarily for-sale single-family homes and for-sale or rental villas/attached homes,
- One-fourth, or 3,800 households, will need affordable housing of some kind (60% of AMI or less). The primary type of affordable housing needed is rental, one-bedroom and two-bedroom units, as well as affordable aging-in-place options.
- Ten (10) percent, or 1,530 households, make up the potential downsizing market, or primarily those who would sell their existing, often larger (three- or four- bedroom) home for something smaller. Villas, townhomes, condominiums, and other similar missing middle products are the primary home types for this cohort.
- Approximately 2.5 percent to 3.5 percent of the senior population lives in independent living, assisted living, or skilled nursing facilities, respectively, based on national and state-wide trends. This means there will be demand for 400 to 500 additional units of each product.

Demand for Senior Housing



Source: Michigan Bureau of Labor Market

Impact of Growing Jobs

Projected job growth in the tri-county region will increase demand for a diverse range of housing products.

Lansing Economic Area Partnership (LEAP) reports that nearly 4,500 jobs are in the pipeline for the region through expansions of existing businesses and new businesses locating in the area. With an already tight labor market, filling these jobs will require future employees to move to the region, increasing demand for housing of almost all types.

The graphic to the right illustrates the approximate distribution of wages for each of the companies that have made public announcements based on the reported average wage and industry data (U.S. Department of Labor, Bureau of Labor Statistics) on wage ranges for different positions. This analysis is illustrative in showing the price point of housing that would be supported by these industries.

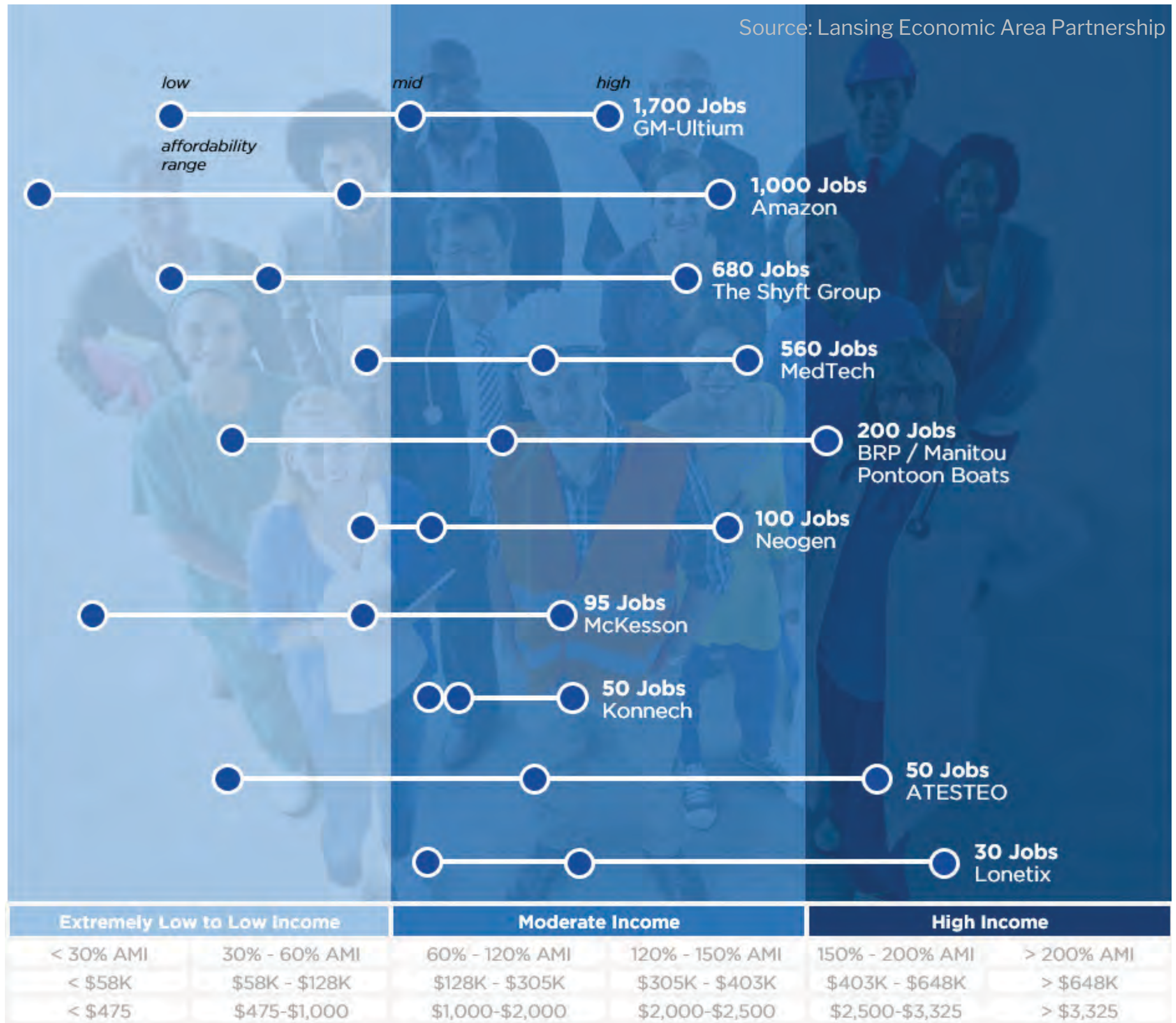
For instance, most jobs at Amazon will range between $18 and $50 per hour, which would support housing priced $128,000 to $300,000, or rents of $1,000 to $2,000, assuming a single-earner household.

This job growth will continue to fuel demand for housing, with most wages falling in the moderate income category, indicating that for-sale products priced between $128,000 and $405,000 and rental products priced between $1,000 and $2,500 per month, including utilities, are attainable.

These jobs will also create demand for housing across the affordablilty spectrum, with attainable housing needed for lower-income workers, as well as those earning top wages.

It is important to note that 4,500 new jobs does not necessarily mean 4,500 new housing units. Existing residents will fill some of the jobs, as will two members of the same household.

The takeaway is that much of the demand will be in the moderately-priced range, and that it is difficult to produce most of those price points, particularly on the for-sale side, with the existing policies and tools.



20-Year Demand Projections

New housing demand will be driven primarily by the replacement of aging housing stock, continued growth in the region, and the capture of a larger proportion of regional growth.

Demand for new housing generally consists of a combination of household growth and the replacement of obsolete residential units. Demographic indicators over the next five years estimate continued population growth in the tri-county region.

While replacement housing provides a baseline for new housing demand, it can result in increased vacancy in the urban core, particularly in cities where vehicular access to regional amenities and employment centers remains very good from more suburban areas.

Serving new demand—by workforce moving into the region—requires the addition of new housing options currently absent from the market.

A mix of smaller, more affordable for-sale typologies such as condos or townhomes can attract urban-minded residents into denser neighborhoods by offering walkable access to various amenities and services. These typologies are limited in the region and could serve to leverage ongoing renovation and district creation.

Demand estimates in the short-term reflect the existing condition and quality of the housing stock, and the need for replacement housing. The projection below illustrates new demand, which includes demand for new construction units, as well as demand that could be met by the existing housing stock if renovations and general modernization were to occur. Growth is projected over the next 20 years and, to accommodate some of that growth, the housing vacancy rate may decrease.

Demand Summary

There is a need for the following housing to support demand and provide equitable housing choices over the next 20 years:

- 11,530 units of affordable housing (7,380 rental and 4,150 for-sale). Rents of less than $1,000 per month and for-sale prices of less than $150,000.
- 14,865 units of workforce-affordable housing (4,240 rental and 10,625 for-sale). Rents of $1,000 to $2,000 per month and for-sale prices of $150,000 to $300,000.
- 10,000 units of market-rate housing (940 rental and 9,060 for-sale). Rents of more than $2,000 per month and for-sale prices of $300,000 and up.
- Within these categories, there is also demand for 15,300 units of senior housing (3,800 affordable, 1,500 potential downsizing market, 8,600 traditional for-sale and rentals, and 1,400 independent and assisted living).

20-Year Projections: Demand by Income Level and Housing Tenure

INPUTS						NET DEMAND									
						Current		5 Year		10 Year		15 Year		20 Year	
AMI	Income	Households	% Owner	For Sale	For Rent	Sale	Rent	Sale	Rent	Sale	Rent	Sale	Rent	Sale	Rent
30%	$19,900	23,339	15%	3,501	19,838	48	272	169	960	199	1,126	129	732	116	657
60%	$39,900	34,692	50%	17,444	17,248	239	237	844	835	990	979	644	636	578	571
120%	$79,800	58,795	68%	40,209	18,586	552	255	1,946	899	2,283	1,055	1,484	686	1,332	616
150%	$99,700	19,898	81%	16,028	3,870	220	53	776	187	910	220	591	143	531	128
200%	$133,000	20,376	89%	18,085	2,292	248	31	875	111	1,027	130	667	85	599	76
>200%	>$133,000	32,567	92%	29,853	2,714	410	37	1,445	131	1,695	154	1,101	100	989	90
					Units per period	1,716	885	6,055	3,124	7,103	3,664	4,617	2,382	4,145	2,139
					Total Units	1,716	885	7,771	4,009	14,875	7,674	19,491	10,055	23,637	12,194

Demand by Housing Type

The dominant housing type in the tri-county region is the single-family home. There will be a need for different housing types as trends shift over the next 20 years.

As detailed in this study, single-family homes were the primary type of housing built in the tri-county region over the past decade, although some submarkets had a relatively healthy balance of single-family and multifamily construction. The most significant change from prior years was that the pace of new construction never recovered to pre-recession levels.

The market analysis clearly concludes that there is a need for a diversity of housing types to retain and/or attract residents, particularly for young families and seniors. While single-family homes will continue to be the dominant housing type, there will be more demand for attached and/or maintenance-free homes, as well as for quality multi-family options over the long term. Therefore, it is important to assess how demand for different housing types will change over the 20-year demand projection period.

The table below summarizes demand projections for different housing types, with adjustments to the ratios to allow for a more diverse housing stock.

Understanding the projected shift in housing type over the next 20 years will allow the tri-county region to identify ideal sites, work with land and housing developers, and review zoning codes and comprehensive plans across municipalities to ensure that these types are adequately supported.

20-Year Projections: Demand by Housing Type

DESCRIPTION		NET DEMAND									
		Current		5 Year		10 Year		15 Year		20 Year	
Units in Structure	Current Distribution	% Share by Unit Type	# Units	% Share by Unit Type	# Units	% Share by Unit Type	# Units	% Share by Unit Type	# Units	% Share by Unit Type	# Units
Single-Family*	72%	60%	1,561	60%	5,507	60%	6,461	60%	4,199	60%	3,770
Duplex	5%	5%	130	5%	459	5%	538	5%	350	5%	314
Fourplex	2%	5%	130	5%	459	5%	538	5%	350	5%	314
Small Multifamily (5-19 units)	14%	15%	390	15%	1,377	15%	1,615	15%	1,050	15%	943
Large Multifamily (20+ units)	7%	15%	390	15%	1,377	15%	1,615	15%	1,050	15%	943
Total Unit Demand		**2,602**		**9,179**		**10,768**		**6,998**		**6,284**	

20-Year Projections: Demand by Unit Size

DESCRIPTION		NET DEMAND				
		Current	5 Year	10 Year	15 Year	20 Year
Unit Size	Share Interested	# Units	# Units	# Units	# Units	# Units
Studio	5%	130	459	538	350	314
1 Bedroom	15%	390	1377	1615	1050	943
2 Bedroom	25%	650	2295	2692	1750	1571
3 Bedroom	35%	911	3213	3769	2449	2199
4 Bedroom	15%	390	1377	1615	1050	943
5 or more Bedroom	5%	130	459	538	350	314
Total Unit Demand		**2,602**	**9,179**	**10,768**	**6,998**	**6,284**

Data Summary Book

Delhi Charter Township

KEY REGIONAL FINDINGS

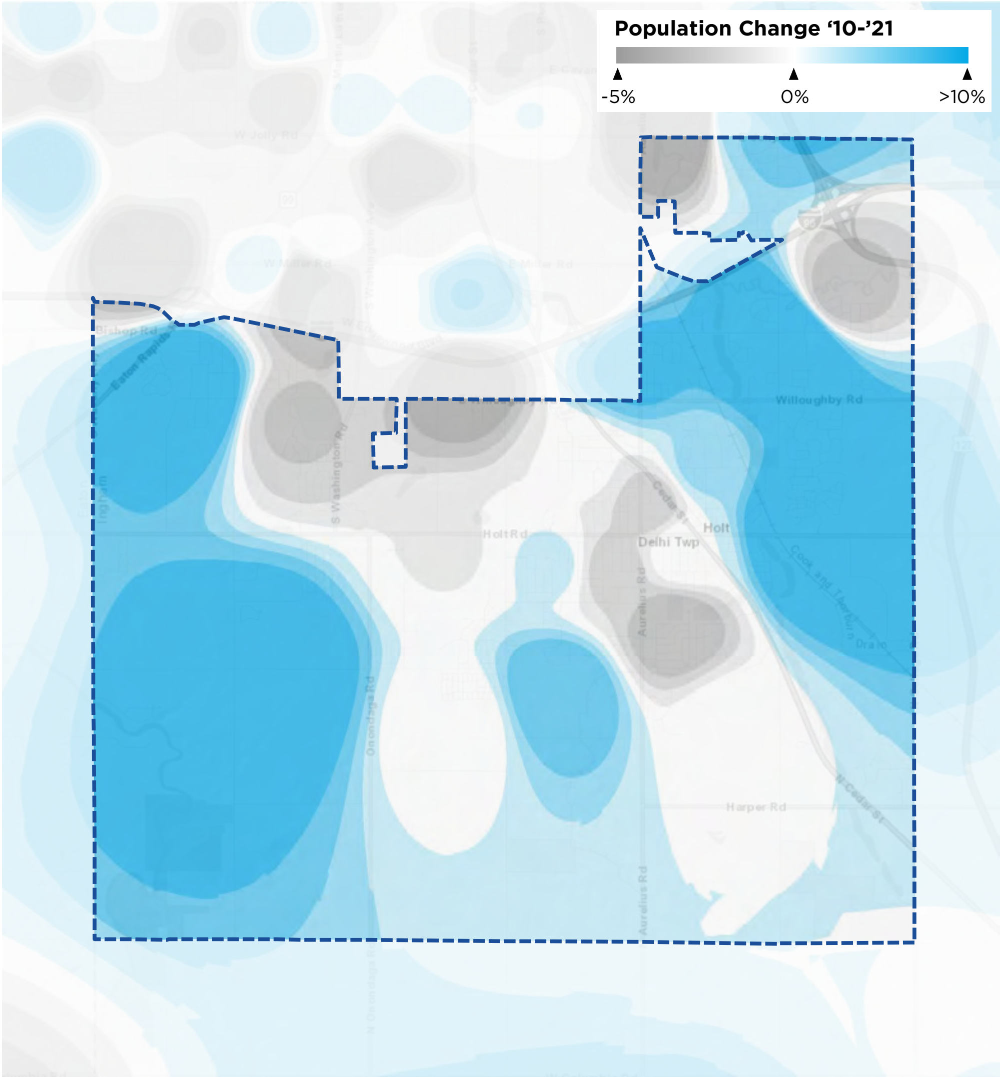
- There is a mismatch between what is being built and what is attainable.
- Growth in senior population will drive demand for housing.
- Home prices escalated rapidly, pricing many out of the market.
- Many residents continue to struggle to make monthly housing payments.
- The condition of the older housings stock is a challenge.
- There is a jobs, housing, and transportation mismatch.
- The region's reliance on institutions creates unique challenges.

HousingDrives TRI-COUNTY

Source: ESRI, 2022

DEMOGRAPHIC KEY METRICS	Population	Households	Median Household Income	Median Age	% Population > 65 years
	27,740	11,200	$75,500	40.2	4,685
REGION	473,535	192,320	$66,640	37.2	80,630
REGIONAL COMPARISON	6% of regional population	6% of regional households	1.1x of area median income	Older than the region	6% of regional population > 65 years

- Delhi Charter Township is part of Ingham County in the tri-county region.
- It has **27,740 residents** and **grew at a faster rate** (6.4 percent) compared to the region during the last decade.
- Delhi Charter Township added **984 households** during the past decade, a **faster growth rate** (nine percent) than the tri-county region.
- The median household income in Delhi Charter Township is approximately **$11,800 higher than in the region**, with 59 percent of jobs in the township having median wages $50,000 or higher.
- The median age is **higher than the region**. The fastest-growing group, age 65 or older, makes up 18 percent of all households.
- It has a similar proportion of seniors 65 and older compared to the tri-county region (17 percent), and this cohort is anticipated to grow substantially, indicating **a need for housing options that support aging in place.**



KEY OBSERVATIONS

- Will need more housing units to support growth.
- Is likely to continue growing faster than the other municipalities.

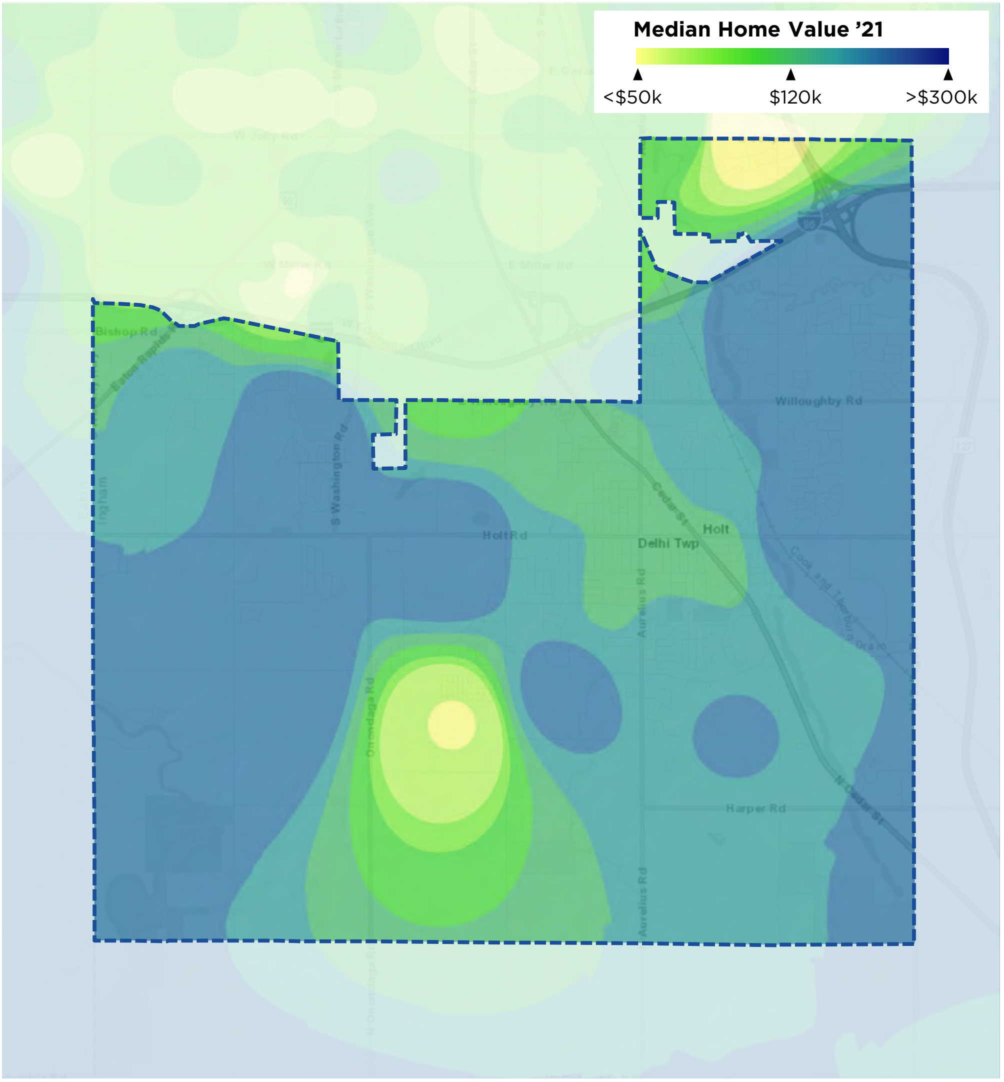
HOUSING KEY METRICS	Housing Units	Vacancy Rate	Median Home Value	Median Rent	% Units < 10 years old	Median Sale Price
	11,840 / 206,680 REGION	5% / 7% REGION	$192,000 / $196,925 REGION	$1,010 / $898 REGION	7.4 / 3.6 REGION	$248,000 SINGLE FAMILY
REGIONAL COMPARISON	6% of regional housing units	2% less than the region	At Par with regional home values	1.1x than the region	Higher than the region	141% of region

- Delhi Charter Township's median sale price of $248,000 (about $123 per sq.ft.) **is well above** that of the Ingham County ($176,000 @ $115 per sq.ft.).

- **Single-family homes is the predominant housing typology** (70 percent). A fifth of all housing is multi-family. The township needs more diverse mix of housing types, including missing middle products.

- Some aging housing stock with nearly **28 percent** of housing units **built prior to 1970s**. The preservation and renovation of these units will be critical to meeting future housing demand.

- Delhi Charter Township has approximately **four percent of the region's dedicated affordable** housing supply and six percent of the region's households, and could use more attainable housing to better balance the market and meet the needs of the current and future residents.



The township needs policies and programs **that support the senior populations and diversify housing types and housing affordability levels** to provide more opportunity for moderate and lower-income households, as well as to better support the projected job growth.

DELHI CHARTER TOWNSHIP

HOUSING NEEDS OVERVIEW

DEMAND & HOUSING NEEDS:

- Assuming the *current growth rate*, Lansing would need 1,652 units over the next five years.

- Approximately 43 percent of this demand will be for households earning between $39,900 to $99,700.

CONCLUSIONS:

Key Challenges:

- Tight housing market
- Economics of housing development
- Production continues to lag demand
- Lack of diversity of price-points in housing supply

Opportunities for meeting the Housing Demand

- Diversify housing types
- New development
- More affordable housing options

DEMAND SUMMARY

KEY ASSUMPTIONS

Share of Tri-County Region Households	**6%**
Within the East Submarket	
Submarket Population Capture	**38%**

5 YEAR DEMAND PROJECTIONS

	For-Sale	Rental	**TOTAL**
Housing Units Needed	604	116	**720**
Avg. Units/Year	*121*	*23*	*144*

DEMAND PROJECTIONS BY INCOME RANGE

	Affordable Home Price Range	For-Sale Demand	Affordable Rent Range	Rental Demand	**Total Demand**
Less than $19,900	<$58k	9	<$475	74	**83**
$19,900 to $39,900	$58k-$128k	54	$475-$1,000	4	**58**
$39,900 to $79,800	$128k-$305k	145	$1,000-$2,000	3	**148**
$79,800 to $99,700	$305k-$403k	158	$2,000-$2,500	8	**166**
$99,700 to $133,000	$403k-$648k	111	$2,500-$3,325	0	**111**
More than $133,000	>$648k	126	>$3,325	27	**153**