

## EXPERIENCE:

### **SELZER-ORNST CONSTRUCTION COMPANY, LLC - Milwaukee, WI**

**2020 - PRESENT**

#### Director of Real Estate Development

- Help Selzer-Ornst and their clients see around corners with respect to complicated and challenging real estate development projects.
- Leverage very diverse professional and educational background, bringing a wide range of skills and experiences to the real estate development process.

### **WISCONSIN REDEVELOPMENT, LLC - Milwaukee, WI**

**2002 - PRESENT**

#### Principal

- Wisconsin Redevelopment is a two-member real estate development and consulting firm. Often partnering with municipalities and non-profits to solve their most challenging and complex real estate development projects.
- Highlighted Wisconsin Redevelopment Project Experience (additional projects and details available upon request):
  - Welford Sanders Lofts, \$21 Million adaptive reuse of historic Nunn Bush Shoe Factory in Milwaukee, Wisconsin in 59 affordable loft-style apartments and 38,000 sf of office space with underground parking for 74 cars. Utilized Federal and State Historic Tax Credits, Affordable Housing tax credits, HOME funds, TIF, Tax Exempt Bonds and a variety of other funding sources. Placed in Service Fall 2018.
  - Artist Lofts, \$9 Million adaptive reuse of historic Mirro manufacturing facility in Manitowoc, Wisconsin into 40 mixed-income loft style apartments. Utilized Historic Tax Credits, Affordable Housing tax credits, Brown Field funding and a variety of other grant funding. Placed in Service 2016.
  - MLK Crossing Senior Apartments, \$9 Million construction of 56 new apartment homes for Seniors in Des Moines, Iowa. Development Consultant. LIHTC award in 2015
  - LBWN Rent-To-Own Homes, \$6.1 Million acquisition and rehab of 24 scattered site single family vacant and foreclosed homes on Milwaukee's South Side. Utilized Affordable Housing Tax Credits, HOME funding and NSP funding. 2012 LIHTC award. Placed in Service 2014.
  - King Drive Commons Phase IV, \$9.7 Million construction of 35 new single family, duplexes and townhomes and the renovation of 6 apartments in an historic mixed-use building in Milwaukee, WI. Utilized Affordable Housing Tax Credits, HOME funding, NSP funding and Federal Home Loan Bank Funds. Placed in Service 2013
  - Mitchell Street Market Lofts, \$6.1 Million construction of 24 two- and three-bedroom apartments over approximately 4,000 sf of commercial storefront space including a new year-round enclosed farmers market with Growing Power. Utilized Affordable Housing Tax Credits, Green Roof Grant from MMSD, Brownfields Grant from WI DOC, Federal Home Loan Bank Funds and NSP funding. Placed in Service: July 2012
  - Beaver Dam Lake Historic Lofts, \$8.3 Million conversion of 4 story historic mill building into 34 loft style apartments overlooking Beaver Dam Lake in Beaver Dam, WI. Utilized Affordable Housing Tax Credits, Historic Tax Credits, WHEDA TCAP financing, CDBG EAP financing, Brownfields Remediation funding and conventional financing. Placed in Service: May 2011
  - Johnson Park Lofts, \$4.8 Million renovation of a 6 story, 72,000 sf warehouse building located near Downtown Milwaukee overlooking Johnson Park. Conversion to 24 affordable "loft-style" apartments with over 12,000 sf of first floor commercial space. Utilizes Affordable Housing Tax Credits and other sources of funding. Developer/Owner. Placed in Service 2006.
  - Manitowoc Place, \$5.2 Million historic renovation of an 8 story, 65,000 sf former hotel located in downtown Manitowoc overlooking Lake Michigan. Conversion to 34 affordable apartments with 6,000 sf of first floor commercial space. Utilizes TIF Financing, HOME financing, Historic and Affordable Housing Tax Credits. Developer/Owner. Placed in Service 2005.
  - Silver City Townhomes, \$5.4 Million 20-unit new construction – townhome development located on Milwaukee's southside. LISC – MANDI Award winner and Cream of the Cream City Award winner. Utilized Affordable Housing Tax Credits, WHEDA TCAP funding and conventional financing. Co-Developer/Owner with the Layton Boulevard West Neighbors Association. Place in Service 2010.
  - King Drive Commons, \$3.5 Million three story - new construction of 18 residential units over approx. 5,000 sf of first floor storefront space. Utilizes Affordable Housing Tax Credits and TIF financing. Providing Full Development Consultant Services. Placed in Service: 2005



- King Drive Commons – Phase II, \$5 Million – new construction of 24 townhome units and approx. 2,200 sf of commercial storefront space. Utilizes Affordable Housing Tax Credits . Providing Full Development Consultant Services. Placed in Service 2008
- King Drive Commons – Phase III, \$5.5 Million – new construction of 24 apartments and townhome style units. Utilizes Affordable Housing Tax Credits, WHEDA Exchange Funding, Housing Trust Funds. Providing Full Development Consultant Services. Placed in Service 2010
- Columbia Square, \$3.7 Million three story new construction of 22 residential units over approx. 6,000 sf of first floor storefront space. Utilizes Affordable Housing Tax Credits and TIF financing. Providing Full Development Services. Providing Full Development Consultant Services.
- New Covenant Gateway Plaza – 3501 Building, Milwaukee, WI, 2002-2004, \$3.1 Million mixed-use, affordable housing project at 35th and North on Milwaukee’s North Side. Includes 8 new townhomes and 6 lofts over 6,000 sf of Commercial Space. Provided Full Development Consultant Services.
- New Covenant Gateway Plaza – 4401 Building, Milwaukee, WI, 2002-2004 \$2 Million mixed-use, affordable housing project at 44th and North Avenue in Milwaukee’s Sherman Park Neighborhood. 10 renovated apartments over approx. 5,000 sf of commercial space. Provided Full Development Consultant Services.

### **ABC DEVELOPMENT, LLC - Milwaukee, WI**

**1999 - PRESENT**

#### **Principal**

- ABC Development is a single member real estate development and consulting firm focused on smaller real estate investment projects. Projects range from single family homes and duplexes to small commercial developments and consulting services.

### **IMPACT SEVEN, INC. - Milwaukee, WI**

**2008 - 2015**

#### **Consulting Director of Real Estate Development**

- As a full-time consultant to the company, Todd was responsible for bringing in and overseeing 12 major real estate development projects totaling more \$100 Million of development in less than 7 years. Todd’s involvement with Impact Seven helped to grow the company into one of the most respected and preeminent developers of affordable multifamily and historic properties in Wisconsin
  - Identify and analyze the feasibility of new opportunities for real estate development projects within Impact Seven’s operational area.
  - Oversee all real estate development activities. Assist in development of long- and short-range plans for the organization. Impact Seven is a 45-year-old Community Development Organization.
- Highlighted Impact Seven Project Experience:
  - Posner Building Redevelopment, \$25 Million adaptive reuse of an office building into 105 mixed-income luxury apartments over 20,000 sf of retail space in Milwaukee, Wisconsin’s downtown business district. Utilized Historic Tax Credits, TIF financing, State of Wisconsin redevelopment funding and nearly \$900k of Impact Seven equity. Placed in Service 2015
  - Franklin School Apartments, \$4 Million adaptive reuse of a historic school in Rice Lake Wisconsin into 12 apartments and 8 new townhomes. Utilized Affordable Housing Tax Credits and Historic Tax Credits. Placed in Service 2016.
  - Impact Milwaukee 1, \$6.1 Million acquisition and complete gut renovation of 24 scattered site single family homes on Milwaukee’s North Side. Homes will be leased for ultimate ownership. Utilized Affordable Housing Tax Credits and HOME funding. 2012 LIHTC award. Placed in Service 2015.
  - Medford Affordable Housing, \$3.3 Million renovation of 22 townhome and garden style affordable apartment homes in Medford, WI. Utilized Affordable Housing Tax Credits, HOME funding and Federal Home Loan Bank Funds. Placed in Service 2013
  - National Avenue Lofts, \$15.9 Million construction of 73 new townhome and loft-style affordable apartments in Milwaukee, WI. Daily Reporter Project of the Year Award winner – 2011. Utilized Affordable Housing Tax Credits, WHEDA Exchange Funding and Federal Home Loan Bank Funds. Placed in Service: October 2011
  - Lincoln School Apartments, \$4.4 Million conversion of 4 story historic school building into 24 affordable apartments in Park Falls, WI. Utilized Affordable Housing Tax Credits, WHEDA Exchange funding, HOME funds, Federal Home Loan Bank Funds, TIF financing. Placed in Service: September 2010
  - Avalon Commons, \$4.6 Million construction of 24 new townhome style development for families in Columbus, WI. Utilized Affordable Housing Tax Credits, WHEDA Exchange Funding, conventional financing. Placed in Service: December 2010



## **US BANK (FKA: FIRSTAR BANK) COMMUNITY INVESTMENT CORP. - Milwaukee, WI**

**1995 - 2001**

### **Real Estate Project Officer**

- Firstar Community Investment Corporation (FCIC) was a subsidiary of Firstar Bank in Milwaukee, WI. FCIC completed mixed-use, mixed-income real estate development projects which met the mission of the bank to increase access to affordable housing and provide economic development opportunities within the markets served by Firstar Bank. Todd was responsible for the management of real estate development projects from initial feasibility analysis through project completion, including all the following duties:
  - Meet with local government officials, staff, non-profit agencies, neighborhood groups and other potential developers to determine local needs.
  - Perform evaluation of potential development sites.
  - Develop schematic designs and proformas.
  - Present plans for approval to local municipalities and neighborhood groups.
  - Assemble development team and negotiate contracts.
  - Direct architects and contractors in design development and value engineering.
  - Secure necessary financing for project, including any gap grants and tax credits.
  - Oversee architectural design, construction and property management
- Highlighted FCIC Project Experience:
  - Historic Riverwalk Plaza, \$13 Million conversion of two warehouse building into mixed-income Loft Style Condominium Development, Milwaukee, WI. Includes Riverwalk, boat slips, underground parking and 6,000 sf of commercial storefront.
    - Listed as one of the top 20 projects of 1999 by Daily Reporter.
  - Racine City Homes, \$1.1 million construction of seven new single-family homes on the site of a former bank branch. Utilized numerous grant sources to provide sale prices at or below \$75,000 each.
  - Village Meadows, \$3 Million, 31 new single – family home, mixed-income subdivision, Dousman, WI. Completed at the request of Waukesha County.
    - Winner of HUD's 1996 National Home Ownership Summit Award.
  - King Heights Apartments, \$2.9 Million Historic rehabilitation of mixed-use and mixed-income apartments using Historic Tax Credits and Low-Income Housing Tax Credits. Incorporated bronze statue of Dr. Martin Luther King, Jr. into the design of the project. Completed at the request of the City of Milwaukee.
    - Numerous Awards:
      - AIA Wisconsin Design Award
      - National Trust for Historic Preservation – Rehabilitation award
      - City of Milwaukee – Cream of the Cream City Design Award
      - National Council for Urban Economic Development (CUED) – Silver Award
      - Federal Home Loan Bank – Community Development Award
      - Daily Reporter – Top 20: Urban Development Award.

## **YMCA OF METRO MILWAUKEE, NORTH CENTRAL BRANCH - Milwaukee, WI**

**1993 - 1995**

### **Director – Central City Housing Initiative**

- The initiative remodeled 40 units of housing over a two-year period for sale to first time low-income homeowners or for existing low-income homeowners in one of Milwaukee's most depressed neighborhoods within blocks of the North Central YMCA at North Avenue and 12th Street. Responsibilities included:
- Developed and implemented redevelopment plan for declining residential neighborhood in Milwaukee's central city – selected vacant houses for rehab, negotiated purchases, presold homes to new first-time home buyers, developed drawing and scopes of work based on new homeowner's requirements, bid out to general contractors, provided project management during construction and finally, sold homes to new first-time homeowners.
- Facilitated two long-range strategic planning efforts by neighborhood residents.
- Provided public presentations on television and radio programs as well as before church, civic and other groups interested in the program.
- Awards:
  - HUD-Excellence in Affordable Housing Award YMCA
  - Wisconsin Cluster, Program Excellence Award



## **GUENTHER-WAGNER-JOHNSON - Milwaukee, Wisconsin**

**1988 - 1993**

### **Architect/Project Manager**

- Guenther-Wagner-Johnson, Inc was a commercial design-build contractor. Todd worked with GWJ for six years progressing from an assistant project manager to lead design architect responsible for job development. Projects included daycares, banks, retail, office and governmental work, with a mixture of remodeling and new construction.
- Responsible for management of all design/build projects from initial marketing through design and construction to project closeout.
  - Developed leads, qualification statements, proposals and presentations.
  - Directed overall project design concepts, budgets, schedules and CDs.

## **EDUCATION:**

### **University of Wisconsin-Milwaukee - Milwaukee, Wisconsin**

**1988**

#### **Bachelor of Science, Architectural**

- Licensed Architect - State of Wisconsin, #7310

### **Harvard Graduate School of Design - Cambridge, Massachusetts**

**1998**

#### **Institute on Affordable Housing Development**

### **University of Wisconsin Outreach - Milwaukee, Wisconsin**

**1996**

#### **Researching Historic Properties Program**

### **Marquette University - Milwaukee, Wisconsin**

**1994**

#### **Future Milwaukee, Community Leadership Program**

### **Robbins and Lloyd School of Real Estate - Milwaukee, Wisconsin**

**1995, 1999**

#### **Wisconsin Real Estate Salespersons Program**

- Licensed Real Estate Salesperson - State of Wisconsin

#### **Wisconsin Real Estate Broker's Program**

- Licensed Real Estate Broker - State of Wisconsin, #49810-090

### **Other Education**

- Building Code Refresher Courses (1993, 1994, 1997, 2002, 2019)
- Introduction to AutoCAD Course (2019)
- AGC Marketing Courses
- AIA Marketing Courses
- Advanced Excel Courses

## **AWARDS & RECOGNITION:**

- Milwaukee Realist's Community Service Award (1994)
- Corporate Report, Future Leaders of Wisconsin Star Stream Award finalist (1998)
- Business Journal's Central City Business Award, Individual Honor (2011)
- MANDI Navigator Award Finalist (2015)

## **COMMUNITY INVOLVEMENT:**

- Associates in Commercial Real Estate (ACRE), Instructor & Mentor
- Commercial Association of REALTORS® WI (CARW), Member
- City of Oshkosh Rental Housing Advisory Board, Member
- National Association of REALTORS® (NAR), Member
- National Historical Society, Member
- Winnebago Apartment Association, Board Member
- Wisconsin Historical Society, Member

