



RiverWalk

O n T h e F o x

Sawdust District

Alexander & Bishop Real Estate Capital Markets, LLC

300 N Main St Suite 300

Oshkosh, WI 54901

Presented by:

J. Peter Jungbacker

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FIRM OVERVIEW

Alexander & Bishop Real Estate Capital Markets, LLC of Oshkosh, Wisconsin, is a real estate development, management, and investment banking company. We develop, acquire, manage and own commercial, office, retail shopping centers and multi-family residential real estate in Wisconsin.

To date Alexander & Bishop Real Estate Capital Markets, LLC and its affiliates have developed over 6,000,000 square feet of shopping centers, office buildings, multi-family apartment communities, and industrial warehouses. Alexander & Bishop Real Estate Capital Markets, LLC also provides mortgage brokerage financing and real estate tax assessment appeal services to the commercial real estate industry.



ALEXANDER & BISHOP

PROJECTS DEVELOPED IN OSHKOSH

River Place Apartments

- 1335 Summit Ave



Concord Place Apartments

- 151 Dawes St



Morgan Crossing Apartments

- 495 Pearl Ave



Market Fair

- 1500 Block Koeller St



Westowne

- 2231 Westowne Ave

20th Street

- 1621 W 20th St



University Lofts

- 1615 W New York St



Other portfolio assets in Oshkosh:

- Bishops Place Apartments (1627 Elmwood Ave)
- 300 N Main St
- 440 N Main St
- Bent Block Apartments (470 N Main St)
- Lakeview Terrace Apartments (1191 High St)
- University Flats (1174 High St)



University Lofts & Lakeview Terrace



River Place



Morgan Crossing



Concord Place

DEVELOPMENT TEAM

Peter Jungbacker – Member

Logan Jungbacker – Director of Asset Management

Erik Jungbacker – General Counsel

John Boehme - Marketing Manager & Sustainability Coordinator

John Povolny- Finance and Development

J. Peter Jungbacker

pjungbacker@alexanderbishop.com | (920) 203-1790
300 North Main Street, Suite 300 | Oshkosh, WI 54901

Education



University of Wisconsin-Madison: Juris Doctor (JD)

University of Wisconsin-Madison: Master of Business Administration Finance (MBA)

University of Wisconsin-Madison: Master of Science Real Estate Investment Analysis (MS)

University of Wisconsin-Madison: Bachelor of Arts Economics (BA)

Real Estate Experience



Alexander & Bishop Real Estate Capital Markets, LLC: Managing Member (1993 – Present)

Real estate development, investment and management firm. Developer of shopping centers and multifamily communities.



University of Wisconsin-Oshkosh College of Business: Adjunct Professor (2000 – 2012)

Course 338 – Real Estate Finance and Capital Markets

Century Capital Group, LLC: Managing Member (1980 – Present)

Acquisition, development and property management firm with portfolio emphasis on warehouse and distribution facilities, residential apartment communities and retail shopping centers.

Urban Guild, Inc., Madison, WI: President (1974 – 1980)

Real Estate Research, appraisal valuation and market analysis company. Residential and retail market analysis valuation consultation and property tax appeal representation.

Professional Memberships

Wisconsin State Bar Association

Licensed Wisconsin Real Estate Broker

Board Member: Graaskamp Center for Real Estate, University of Wisconsin Madison

Mortgage Bankers Association (MBA)

Urban Land Institute (ULI)

International Council of Shopping Centers (ICSC)

American Real Estate & Urban Economics Association

International Warehouse Logistics Association (IWLA)

Commercial Securitized Mortgage Association (CMSA)

Logan Jungbacker

151 Dawes St. #102
Oshkosh, WI 54901

EDUCATION

- **University of Wisconsin-Madison, B.A. History, 2015**
- **The Williston Northampton School, H.S. Diploma, 2007**

PROFESSIONAL HISTORY

Alexander & Bishop Real Estate Capital Markets, LLC **Oshkosh, WI**
2018 to Present - Director, Asset Management
2016 to 2018 - Asset Manager

Nobadeer Capital, LLC **Oshkosh, WI**
2019, Managing Member, Single family investment properties

Neenah High School Varsity Boy's Lacrosse **Neenah, WI**
2018 to Present - Assistant Head Coach

- 2018 Assistant Coach of the Year, Bay Valley Lacrosse Conference

2017 to 2018 Offensive Coordinator

- 2017 Bay Valley Lacrosse Conference Champions

Marcus & Millichap **Austin, TX**
2015 to 2016 - **Associate, Multi-Family Investment Sales**
Apartment Sales in Austin and San Antonio, TX

Professional Affiliations

- American Law Institute Continued Legal Education (ALI-CLE), Member
- Urban Land Institute (ULI), Member
- International Council of Shopping Centers (ICSC), Member
- Mortgage Bankers Association (MBA), Member
- Wisconsin Real Estate Alumni Association (WREAA), Associate
- National Association of Home Builders (NAHB), Member
- National Apartment Association, (NAA), Member

Erik Jungbacker

312 Pine Street, New Orleans, LA 70118
ejungbacker@gmail.com
(504) 287-9293

Professional Experience

ALEXANDER AND BISHOP REAL ESTATE CAPITAL MARKETS LLC
Managing Member & General Counsel

Oshkosh, WI &
New Orleans, LA
June 2012 – Present

- Principal executive and owner of family's mid-sized commercial real estate company.
- Lead negotiator for 100+ commercial tenants: including roughly 70 public companies (Walgreens, Starbucks, Best Buy, Ross Dress for Less, Ulta Beauty, regional grocery operators, etc).
- Lead financier of over \$100 Million in transaction volume.
- Extensive investment banking and securitization experience.
- Sole developer of roughly 40,000 square feet in new construction - representing over \$10 Million of construction project finance and management since 2014.
- Oversight of legal, property management, leasing and marketing functions, managed 9 direct reports, over 60 employees and numerous third party vendors and service providers.
- www.alexanderbishop.com

DOWNTOWN DEVELOPMENT DISTRICT
Real Estate Development Manager

New Orleans, LA
June 2010 – June 2012

- Provided economic development services in New Orleans' Central Business District as government representative for over \$2 billion in real estate development activity.
- www.neworleansdowntown.com

FIRSTLINE SCHOOLS
Teacher

New Orleans, LA
October 2004 – May 2010

- Taught a variety of subjects (K-8 grades) pre and post Hurricane Katrina.
- Helped restart SJ Green and Arthur Ashe Charter schools in 2005 and 2007 in both operational and instructional roles.
- Responsible for the highest student test results (6th and 7th social studies) in 1,200 student network in 2010.
- Volunteer soccer coach for 3rd and 4th grade afterschool soccer program, 8 hours per week (2014-present)
- www.firstlineschools.org

Education

TULANE UNIVERSITY LAW SCHOOL
Juris Doctor
Admitted to New York State Bar

May 2014

<u>Additional Education:</u>	<u>Degree Awarded</u>	<u>Date</u>
Tulane University – A.B. Freeman School of Business	Master of Science – Finance	2009
University of New Orleans	Master of Business Administration	2008
University of Wisconsin	Bachelor of Arts – History	2004
Phillips Academy Andover	High School Diploma	1999

John F. Boehme III

Oshkosh, WI 54901 | (920) 841-2332 | JBoehme@Alexanderbishop.com | LinkedIn

Operations Manager/Business Analyst

Highly driven marketing & sustainability professional with proven leadership skills and experience in startup, corporate, and non-profit organizations. First-hand experience delivering solutions to complex business and environmental problems. Highly skilled at cross-cultural communication and building cross-functional teams. Fluent in English and Spanish; well-traveled across >70 countries.

Key Strengths:

Creative Business Strategy | Continuous Improvement | Negotiation | Digital Marketing
Corporate Citizenship | Sales | Client/Vendor Relations | Growth & Revenue Planning
Sustainability | Global Perspective | Reporting | Innovation | Entrepreneurial Thinking

Professional Experience

Alexander & Bishop Real Estate Capital Markets, Oshkosh, WI | July 2019 to Present

Marketing Manager/Sustainability Coordinator

Oversee A&B's marketing department, developing strategies and tactics to boost the company's reputation and brand equity while driving qualified traffic. Also responsible for establishing marketing benchmarks and best practices via analytics-driven practices meant to meet or exceed established by industry standards while also spearheading A&B's corporate sustainability program.

REVEALED AMERICA, Missoula, MT | January 2017 to June 2019

(Professional planning of custom trips across the US and Canada)

Operations Manager/Business Analyst

Monitored a global network of 250+ clients and vendors to ensure process consistency, compliance, and efficiency with minimal waste or variation for a \$15m portfolio of trips. Partnered with global agencies to secure new and recurring group and business travel opportunities. Identified opportunities for market share growth, operational improvements, budget control, and ways to enhance the customer experience.

- ▶ Unified a disjointed team of 13 employees; developed clear job designs and clear definitions and incentive structures for all employees and created a new chain of communication with full management support, resulting in ability to measure clear performance benchmarks as a basis for driving staff performance and boosting morale.
- ▶ Created a new mission-critical payment report on SharePoint for daily tracking by company controller; boosted employee and vendor morale as past-due payments decreased by 90%.

Education

UNIVERSITY OF ILLINOIS, Urbana-Champaign, Champagne, IL | 2021

Master's Degree in Management and Marketing

UNIVERSITY OF MONTANA, Missoula, MT | 2019

- **BS Degree in Management and Entrepreneurship**; Graduated **Magna cum Laude** (3.75 GPA)
- **Earned President's Award for Outstanding Graduating Senior** in the College of Business
- **Scored in 91st percentile for ETS Business Major Field Test**

Board Leadership:

Dean's Advisory Board | UM Sustainability Board | Blackstone LaunchPad Innovation Board

John Povolny

jpovolny@alexanderbishop.com | 920-850-3209
Oshkosh, WI 54901

Education



University of Wisconsin-Madison, School of Business
Real Estate & Urban Land Economics (BBA, December 2018)
2017 Brand Award winner for excellence in real estate valuation

Professional Experience

Alexander & Bishop Real Estate Capital Markets, LLC (March 2019 – Present)

Finance and Development Associate

- Underwrite and perform due diligence for acquisitions and new development (primarily multifamily)
- Manage development critical paths from project inception through groundbreaking
- Structure the capital stack and obtain financing for new construction, acquisitions and refinancing (including TIF and PACE). Deal sizes ranging from \$1MM to \$15MM
- Appeal property assessments and real estate taxes - achieved \$10.5 million in assessment reductions in 2020 resulting in over \$200,000 of property tax savings
- Write LOIs and negotiate various transactions including commercial leasing and purchase offers

Intern: Research and Financial Analyst (May 2018 – August 2018)

- Assembled and delivered loan requests to local and national banks
- Produced over 100 commercial lease abstracts
- Developed operating budgets for multifamily and retail projects to forecast operating income and expenses, capital expenditures, debt service and levered cash flows

Gannett | USA TODAY Network (May 2017 – May 2018)

Intern: Data Analyst

- Generated and managed over \$25,000 of targeted real estate advertisements on social media

Professional Memberships

Wisconsin Real Estate Alumni Association (WREAA)
Mortgage Bankers Association (MBA)
Urban Land Institute (ULI)

REFERENCES

Kurt Rheingans

Vice President / Senior Lending Officer

West Pointe Bank

1750 Witzel Ave. PO Box 2266

Oshkosh, WI 54903

Office (920) 303-6047 Cell (920) 279-9991

Bill Kadrach

Senior Vice President

CIBM Marine Bank

12700 W. Bluemound Rd. Suite 150 | Elm Grove, WI. 53122

Phone: (414) 254/9356 | Fax: (414) 607/6009

David Pike

Managing Director of Banking

Angel Oak Capital Advisors

david.pike@angeloakcl.com

4590 MacArthur Blvd

5th Floor

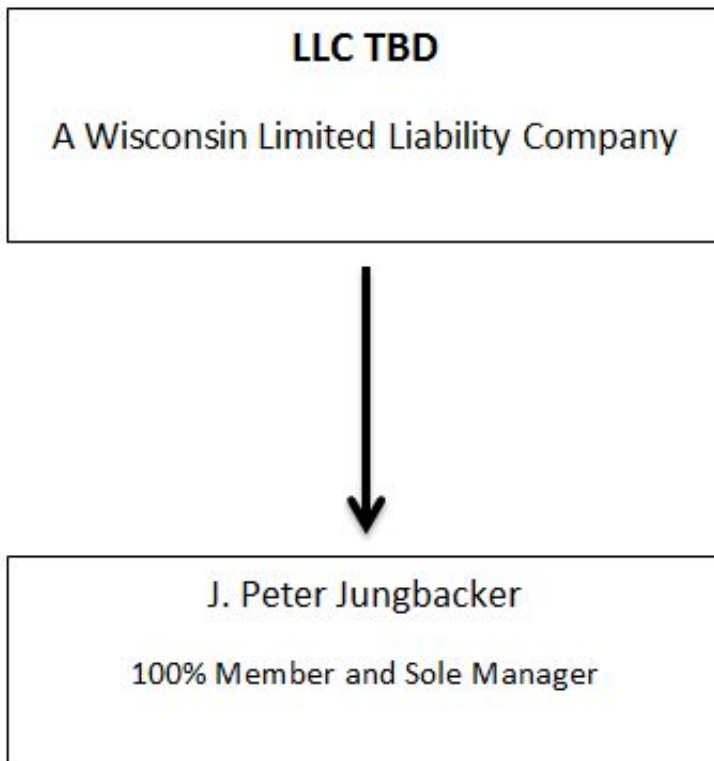
Newport Beach, CA 92660

O: 949-468-4390

C: 704-231-2136

LEGAL STRUCTURE

Single purpose LLC (to be created)



PROJECT DESCRIPTION

Overview

- 20 townhome units
- 2 stall attached garage parking per unit
- En suite washers and dryers
- Gas fireplaces

- 50 1 bedroom, 1 bathroom apartment units
- 90 2 bedroom, 2 bathroom apartment units
- 9' ceilings
- En suite washers and dryers
- Granite Countertops
- Stainless Steel Appliances
- Attractive landscaping and streetscaping
- Underground Parking

The interiors of all units will be finished to a high level that will include stainless steel appliances and granite countertops in the kitchens, ceramic tile tub surrounds and granite vanity tops in the bathrooms and en suite laundry. Many units will have balconies and patios that overlook the Fox River.

Construction is expected to begin in summer of 2022 and to be completed within 24 months.

CONCEPT PLAN



CONCEPT PLAN



CONCEPT RENDERINGS



Mixed Use Building Facing Main Street. Bottom floor retail; top two floors residential

CONCEPT RENDERINGS



High Density Courtyard View

CONCEPT RENDERINGS



Townhomes facing Fox River

CONCEPT RENDERINGS



Townhome & linear garden view from Riverwalk

CONCEPT RENDERINGS



View from townhome window towards Riverwalk & Fox River

REPRESENTATIVE INTERIOR PHOTOS



SOUND MITIGATION

- Triple glazed windows can significantly reduce the low-mid pitch frequency noises up to 90%.
- Double sound walls between dwelling units engineered to STC 65 (exceeds IBC code of STC 50), sound channels, extra framing blocks and acoustic sealants all deter sound transmission.
- Significant landscaping to act as a natural sound barrier.
- Balcony materials and configurations engineered to absorb and deflect ambient exterior noise.
- Building layout and configuration in relation to the rail way as to maximize noise deflection (avoiding large walls that are parallel to the train tracks)

FINANCING PLAN

Capital Stack:

First Mortgage

- \$18,100,000

Tax Incremental Financing (TIF)

- \$6,820,000

Property Assessed Clean Energy (PACE)

- \$4,090,000

Developer Equity

- \$5,115,000

Total Project Cost: \$34,085,500

Offer Price for the land: \$1

Target Market:

- Young Professionals
- Co-living (unrelated roommates splitting rent)
- Senior Living