TRAVAUX

A real estate company with a social mission.

BUSINESS PLAN & OPERATING BUDGET
2019

SENIOR | MIXED-INCOME | WORKFORCE
MIXED-USE | SOCIAL MISSION | FAMILY
DISABLED ADULT | TRANSIT-ORIENTED

MISSION/VISION

We are a full service real estate company with a social mission. . Our social mission positions our firm as a prime choice for any public or private entity looking to reach sustainable market rate, mixed-income, mixed-use and commercial and institutional success. We will become the developer of choice for sustainable developments with a continuum of real estate development services and options..

PHILOSOPHY

When we begin work on a new development project, we begin with its heart, the people it will impact – residents, project partners, investors, and the surrounding community. We develop buildings and spaces that add value to the community and other stakeholders. Leveraging our expertise in affordable, sustainable housing, its reputation in the City of Milwaukee and relation with the Housing Authority of the City of Milwaukee, Travaux is committed to building a real estate development practice centered on its strength in, but ultimately not limited by, traditional housing agency practices and products.

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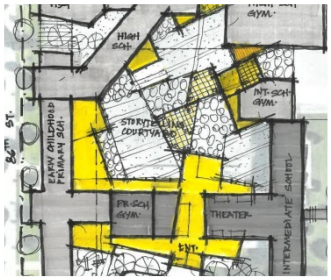
CORE COMPETENCIES

- Access to a Variety of Funding Sources
- Comprehensive Understanding of Public & Affordable Housing regulations
- Low-Income Housing Tax Credit Expertise
- Public Housing neighborhood redevelopment
- Dedicated & Knowledgeable Team from Public & Private Sector
- Environmental Design and Green Build Staffing Designations

LEED Platinum Home at Westlawn Gardens

A World Leader in Developing Healthy, Sustainable Communities

LINE OF BUSINESS

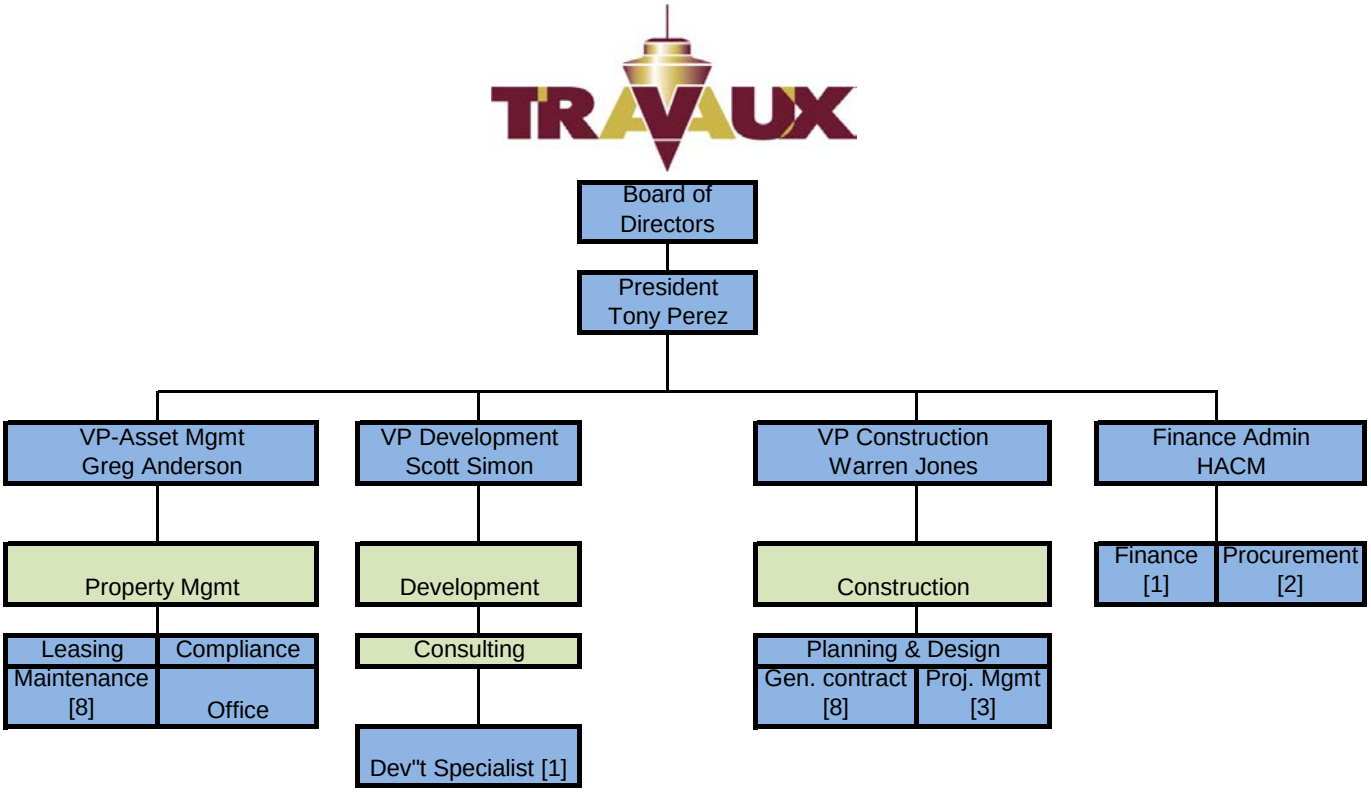


Development

Construction

Property & Asset Management

Consulting



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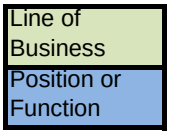

[#] = No. of Employees

TRAVAUX , INC.
PROJECT PIPELINE
1/1/2019

		2019				2020				2021				2022				2023			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
HACM -WESTLAWN - CNI																					
Phase 2B																					
Total Development Cost	$34,965,000																				
Projected Devt Fee [50% - split with HACM]	$1,755,000																				
Construction Cost	$23,564,000																				
Projected Construction Profit	$600,000																				
Phase 3																					
Total Development Cost	$33,833,000																				
Projected Devt Fee [50% - split with HACM]	$1,695,000																				
Construction Cost	$22,850,000																				
Projected Construction Profit	$1,180,000																				
Phase 4A																					
Total Development Cost	$31,592,000																				
Projected Devt Fee [50% - split with HACM]	$1,580,000																				
Construction Cost	$14,710,000																				
Projected Construction Profit	$760,000																				
Phase 4B																					
Total Development Cost	$50,550,000																				
Projected Devt Fee [50% - split with HACM]	$2,500,000																				
Construction Cost	$25,698,000																				
Projected Construction Profit	$1,330,000																				
Phase 5																					
Total Development Cost	$26,330,000																				
Projected Devt Fee [50% - split with HACM]	$250,000																				
Construction Cost	$25,048,000																				
Projected Construction Profit	$1,300,000																				
HACM -RAD CONVERSION																					
Holton Terrace																					
Total Development Cost	$12,168,000																				
Projected Devt Fee [50% - split with HACM]	$399,000																				
Rehab Cost	$3,950,000																				
Projected Construction Profit	$175,000																				
Merrill Park																					
Total Development Cost	$15,852,000																				
Projected Devt Fee [50% - split with HACM]	$678,000																				
Rehab Cost	$8,300,000																				
Projected Construction Profit	$370,000																				
Becher Court																					
Total Development Cost	$12,283,000																				
Projected Devt Fee [50% - split with HACM]	$478,000																				
Rehab Cost	$5,370,000																				
Projected Construction Profit	$238,000																				
Highland/Cherry Court Scattered Sites																					
Carver Park																					
Hillside Terrace																					
River View																					
Arlinton Court																					
Locust Court																					
HACM- OTHER PROJECTS																					
Convent Hill Lot																					
Cyber School-YMCA @ Parklawn																					
Highland Homes - Home Ownership Proj																					
OTHER PROJECTS																					
Hmong American Peace Academy																					
Consulting Project	$75,000																				
Land Acquisitions																					

PROJECT STAGE/STATUS

PRE-DEVELOPMENT
PRE-CONSTRUCTION
CONSTRUCTION

Travaux, Inc.
Operating Budget
FY2019

OPERATING BUDGET
2019

	Total Consolidated	Corporate	Development	Construction	Prop. Mgmt	Consulting
REVENUES						
Operating Revenue-Profit	4,192,187		1,983,800	1,668,242	505,145	35,000
Project Management fee	219,123			75,000	144,123	
Other Income	0					
Total Revenue	4,411,310	0	1,983,800	1,743,242	649,268	35,000
DIRECT COST						
Salaries & Benefits	1,279,887		0	774,742	505,145	
Fees	210,000		210,000			
Total Direct Cost	1,489,887	0	210,000	774,742	505,145	0
OPERATING GROSS PROFIT	**2,921,423**	**0**	**1,773,800**	**968,500**	**144,123**	**35,000**
ADMINISTRATIVE						
Administrative salaries	912,148	285,310	180,250	347,193	99,395	
Employee Bens. - Admin.	410,467	128,390	81,113	156,237	44,728	0
Training & Conferences	18,000	3,000	5,000	10,000		
Travel - convention	9,000	3,000		6,000		
Communications	13,200	6,000	1,200	6,000		
Legal Fees	125,000	25,000	75,000	25,000		
Insurance	110,000	110,000				
Utilities	14,400	14,400				
Office supplies	5,000	5,000				
Sundry	81,500	38,500	8,000	35,000	0	0
Total ADMINISTRATIVE	1,698,715	618,600	350,563	585,430	144,123	0
MAINTENANCE						
Automotive Parts & Fuel	5,000			5,000		
Hardware supplies	5,000			5,000		
Vehicle repairs contractor	10,000			10,000		
TOTAL MAINTENANCE SUPPLIES	20,000	0	0	20,000	0	0
TOTAL OPERATING EXPENSES	**1,718,715**	**618,600**	**350,563**	**605,430**	**144,123**	**0**
NET INCOME	**1,202,708**	**-618,600**	**1,423,238**	**363,070**	**0**	**35,000**
SUNDRY						
Miscellaneous	2,500	2,500				
Equipment repair	3,000	3,000				
Advertising	16,000	3,000	3,000	10,000		
Membership dues	2,000	2,000				
Bank charges/trustee fees	500	500				
Postage	500	500				
Dues & Subscriptions	1,000	1,000				
Printing	31,000	1,000	5,000	25,000		
Software	25,000	25,000				
TOTAL SUNDRY	81,500	38,500	8,000	35,000	0	0

Notes on Operating Budget

1. Property Management operation is budgeted on actual cost reimbursements from HACM.
2. Salary increase calculated at 3%; bonus and incentives are not included in budget
3. Benefits calculated at 45% of salaries
4. Development fees earned on HACM projects are split 50:50
5. Three [3] direct HACM employees are currently supervise and assigned under Travaux. Their costs are carried under HACM budget, not Travaux.
6. Construction profits assumed at 6% of Construction cost before GP,OH, GR [except for the Phase 2B project which was fixed.]