

# MSP Mayfair Apartment

## Final Inclusion Participation Report



MSP Mayfair Apts.



## EXECUTIVE SUMMARY

MSP, serving as Design Build GC, completed the Mayfair Collection Apartments located east of Hwy 45 and north of Burleigh Street in Wauwatosa. The project involved the construction of two apartment buildings—one for general occupancy and one age-restricted to individuals 55 and older—with a combined total of 80 units. Of these, 56 units were designated as affordable at the 30-60% CMI level. Construction began in mid-2023 and concluded in 2024, lasting approximately 15 months.

### Inclusion Program Goals

The DGC received support from a City of Wauwatosa TIF agreement and the Wisconsin Housing and Economic Development Authority (WHEDA) Low-Income Tax Credits (LIHTC). Consequently, the project had specific inclusion goals tied to both agreements. Wauwatosa collaborated with the DGC to accept the WHEDA EBE spending goals at 25% of the base project cost, which included both construction (hard costs) and professional services (soft costs). This approach marked a shift from the standard Wauwatosa inclusion program, as it combined the two cost categories into one overall goal while embracing the WHEDA EBE business inclusion target.

The WHEDA workforce inclusion program calls for the development team and its contractors to employ twelve different individuals from low income households in 12 different trades.

The Tosa workforce inclusion program seeks to have the project as a whole employ 25% of its new hires from any of the twelve most distressed Milwaukee County zip codes, with a provision allowing workers from low-income Milwaukee County households to qualify in this category, regardless of their zip codes. These workers are called “Targeted workers.”

It is notable that this is the second MSP project under the relatively new Wauwatosa inclusion program, indicating that familiarity and planning is the key to success. The development team exceeded both the workforce and business inclusion goals of 25% target worker hours; as well as 25% of the hard cost coming from Emerging Business Enterprises – achieving 41.9% Target Worker hours and 46.5% EBE Participation by the completion of the project. Though Wauwatosa inclusion program has EBE goals, the development team achieved 30.7% DBE Participation.

## MSP Mayfair Apartments Financial Reporting

Table 1: Lead Construction Service Firms

Firm	Contracted by	Scope of service	Value Subject to Participation
MSP Construction, Inc.	MSP Real Estate, Inc.	All Construction Services	\$ 15,312,887
Total			\$ 15,312,887

EBE Goal is 25% of this value or \$ 3,828,222

Note: No exemption requests have been received to date, but we anticipate Elevator and Fire Sprinklers at a minimum.

Table 2: EBE TABLE Data

EBE Firm	Contracted by	Scope of service	EBE Classifications							Awarded Contract Value	Paid To Date
			SBA (8a)	DBE	DVB	MBE	SBE	SDVOSB	VOB		
B.V. Tetzlaff, Inc.	MSP Construction, Inc.	Utilities							X	\$ 183,600	\$ 162,900.00
Foust Foundations, Inc.	MSP Construction, Inc.	Concrete		X			X			\$ 1,264,521	\$ 1,149,709
Grade A Construction, Inc.	MSP Construction, Inc.	Drywall							X	\$ 515,000	\$ 473,827
Horner Plumbing Co., Inc.	MSP Construction, Inc.	Plumbing							X	\$ 1,081,989	\$ 946,950
LaBrant & Associates, LLC	MSP Construction, Inc.	Painting		X						\$ 250,119	\$ 214,900
P.L. Freeman Co.	Rural Masonry, Inc.	HVAC		X		X	X			\$ 671,762	\$ 608,136
Regency Janitorial Service, Inc.	MSP Construction, Inc.	Final Cleaning							X	\$ 45,460	\$ -
Selarom Construction, LLC	MSP Construction, Inc.	Rough Carpentry		X		X	X			\$ 2,513,160	\$ 2,424,837
Valley North Distributing, Inc.	MSP Construction, Inc.	Supplier (Fixtures)							X	\$ 592,403	\$ 527,070
EBE Total										\$ 7,118,014	\$ 6,508,329

Performance is OVER the goal by this amount>>>>> \$ 3,289,792

Project Subject to Participation:	\$ 15,312,887	EBE Goal 25%
Actual EBE Participation:	46.5%	
EBE Participation Goal:	\$ 3,828,222	
Actual EBE Participation:	\$ 7,118,014	

DBE Participation	
Awarded DBE Contract Value	\$ 4,699,562
DBE Participation %	30.7%

**Table 3: Final MSP Mayfair Workforce Participation**

Contractor	Sub To	Scope	Total Hours	# Of New Hires Workers	New Hire Hours	Target Workers Hours	Distressed Zip Codes Non-New Hires	50% Credit	Target Plus 50% Credit	Target Workers New Hire %
B V Tetzlaff, Inc aka Bohmann & Vick Inc.	MSP	General Labor	289.7	1	25.5	0.0	0.0	0.0	0.0	0.0%
Builder Service Group Inc.	MSP	Carpentry	1,523.3	7	469.0	0.0	0.0	0.0	0.0	0.0%
Dave Jones	MSP	Fire Sprinkler Fitter	990.0	2	222.1	0.0	0.0	0.0	0.0	0.0%
Foust Foundations	MSP	Carpentry	3,485.4	3	202.8	0.0	0.0	0.0	0.0	0.0%
Gypsum Floor	MSP	General Labor	446.0	1	54.0	0.0	0.0	0.0	0.0	0.0%
Jefferson Glass	MSP	Glazier	192.0	0	0.0	0.0	0.0	0.0	0.0	0.0%
JT RAMS, LLC	MSP	Roofers	907.0	5	97.0	88.5	339.0	169.5	258.0	37.6%
Kadlec Electric	MSP	Electrical	5,529.4	1	1,309.4	0.0	0.0	0.0	0.0	0.0%
KMI Construction, LLC	MSP	General Labor	2,399.0	8	778.0	208.0	529.5	264.8	472.8	164.6%
Kohlmann Chutes, Inc.	MSP	Sheet Metal	121.0	0	0.0	0.0	0.0	0.0	0.0	0.0%
Mid-States Concrete Industries	MSP	General Labor	286.5	1	34.0	0.0	0.0	0.0	0.0	0.0%
Midwest Drilled Foundation	MSP	Heavy Equipment	21.0	0	0.0	0.0	4.0	2.0	2.0	0.0%
On-Track Overhead Door	MSP	Overhead Door Installation	24.0	0	0.0	0.0	0.0	0.0	0.0	0.0%
P.L. Freeman	MSP	Sheet Metal	3,833.0	4	1,469.0	0.0	166.5	83.3	83.3	5.7%
Payne & Dolan, Inc.	MSP	Heavy Equipment	103.5	4	26.8	4.5	33.0	16.5	21.0	78.5%
Regency Janitorial , Inc.	MSP	General Labor	1,961.5	24	851.3	696.8	826.3	413.1	1,109.9	76.7%
Schindler Elevator Corp.	MSP	Elevator Construction	174.0	0	0.0	0.0	0.0	0.0	0.0	0.0%
Selaron Construction, LLC	MSP	Carpentry	9,639.5	15	4,205.0	1,640.5	1,058.8	529.4	2,169.9	51.6%
USA Heating & Cooling, Inc.	MSP	General Labor	2,182.8	4	464.2	0.0	354.7	177.3	177.3	38.2%
Wandel Contractors	MSP	General Labor	278.3	7	90.0	13.8	19.3	9.6	23.4	26.0%
Whitetail Concrete, LLC	MSP	Cement Finisher	65.5	0	0.0	0.0	0.0	0.0	0.0	0.0%
<b>TOTALS</b>			<b>34,452.4</b>	<b>87</b>	<b>10,297.9</b>	<b>2,652.0</b>	<b>3,330.9</b>	<b>1,665.5</b>	<b>4,317.5</b>	<b>41.9%</b>

**Table 4: MKE County Workforce**

Contractor	Sub To	Scope	Total Hours	MKE CNTY Hours	MKE CNTY Hour %
B V Tetzlaff, Inc aka Bohmann & Vick Inc.	MSP	General Labor	289.7	59.4	20.5%
Builder Service Group Inc.	MSP	Carpentry	1,523.3	0.0	0.0%
Dave Jones	MSP	Fire Sprinkler Fitter	990.0	60.9	6.1%
Foust Foundations	MSP	Carpentry	3,485.4	0.0	0.0%
Gypsum Floor	MSP	General Labor	446.0	0.0	0.0%
Jefferson Glass	MSP	Glazier	192.0	0.0	0.0%
JT RAMS, LLC	MSP	Roofers	907.0	778.0	85.8%
Kadlec Electric	MSP	Electrical	5,529.4	2,107.6	38.1%
KMI Construction, LLC	MSP	General Labor	2,399.0	992.5	41.4%
Kohlmann Chutes, Inc.	MSP	Sheet Metal	121.0	0.0	0.0%
Mid-States Concrete Industries	MSP	General Labor	286.5	0.0	0.0%
Midwest Drilled Foundation	MSP	Heavy Equipment	21.0	4.0	19.0%
On-Track Overhead Door	MSP	Overhead Door Installation	24.0	0.0	0.0%
P.L. Freeman	MSP	Sheet Metal	3,833.0	1,941.2	50.6%
Payne & Dolan, Inc.	MSP	Heavy Equipment	103.5	55.3	53.4%
Regency Janitorial , Inc.	MSP	General Labor	1,961.5	1,953.0	99.6%
Schindler Elevator Corp.	MSP	Elevator Construction	174.0	0.0	0.0%
Selaron Construction, LLC	MSP	Carpentry	9,639.5	4,642.8	48.2%
USA Heating & Cooling, Inc.	MSP	General Labor	2,182.8	1,928.5	88.4%
Wandel Contractors	MSP	General Labor	278.3	155.3	55.8%
Whitetail Concrete, LLC	MSP	Cement Finisher	65.5	0.0	0.0%
<b>TOTALS</b>			<b>34,452.4</b>	<b>14,678.2</b>	<b>42.6%</b>

**Table 5: Workforce by Distressed Zip code**

Distressed Zip Code	# of Workers	Total Hours
53204	33	1,975.0
53205	0	0.0
53206	2	141.5
53208	4	574.5
53209	0	0.0
53210	2	116.0
53212	0	0.0
53215	38	2,496.3
53216	1	10.5
53218	7	264.0
53225	1	9.0
53233	2	396.2
<b>Total</b>	<b>90</b>	<b>5,982.9</b>

## DBE Interview with P.L. Freeman



Prentice Freeman and his Crew Supervisor Alex outside finished Mayfair Apts.

Since 1981 P.L. Freeman Co. has been providing roofing service on both residential and commercial projects in Southern Wisconsin. In 2004 the company was incorporated by Prentice and has been growing ever since.

Employing workers from several different trade unions has made it possible for Freeman to provide work in 9 different construction disciplines. He has also recently hired an engineer from the Milwaukee School of Engineering to perform Business Information Modeling.

Company president Prentice L. Freeman, Jr. is a steamfitter by trade and has been providing quality service since 1999. He has prided himself on the integrity and excellence of his workers stating, "sometimes integrity is more important than pricing."

Freeman was a participant in a pre-project meet and greet held for Targeted Business Enterprises, which was held for prospective firms wanting to collect information about the project.

Prentice expressed his pleasure in working with MSP. He liked their attention to detail and their use of quality building materials. "I have worked on affordable housing projects in the past and seen cheap materials being used by contractors. MSP only uses quality materials and installs quality appliances. I'd have the appliances they used in my house."



Prentice looks forward to working with/for MSP in the future. Working on the MSP Mayfair project has afforded Freeman the opportunity to get his own bonding and bid future projects without necessarily having to collaborate with other firms.” Among other things, my growth has allowed me the ability to hire my own designer so that I can show up to a project with my own plans.”

## Onsite Interview

**Vincenzo Vassallo**



Vincenzo is a 21-year-old, who currently works for Kadlec Electric, and is new to the construction trades. His duties consist of basic electrical work such as splicing outlets.

He got into the construction field because he has family in the field. His uncle was his foreman on the MSP Mayfair project. Vincenzo has been performing electrical work for about 7 months now. His family owns a restaurant and that was where he worked prior to his journey into construction. In 5 years, he sees himself tapping into real estate or becoming a school therapist. Vincenzo encourages those interested in construction to try it. “You’ll never know whether it’s a good fit for you until you put yourself out there”, he says.