



**GREEN BAY**

**Real Estate Acquisition -- Rental Acquisition for Portfolio Growth  
Project Rating Performed by the Board's Asset Management Team**

Green Light	Criteria is Acceptable/Low Risk, Move Forward
Yellow Light	Criteria is Questionable/Moderate Risk, Pursue with Mission Wins & Be Careful
Red Light	Criteria is Generally Not Acceptable/Higher Risk, Discuss Mission Impact & Risk

Criteria	Indicator	Possible Values
<b>Geography</b>	Green Light	Subject property is in the City of Green Bay
	Yellow Light	Subject property is in Brown County
	Red Light	Subject property is outside Brown County
<b>Debt Coverage Ratio</b> <i>(stabilized operation)</i>	Green Light	DCR exceeds 1.20
	Yellow Light	DCR is between 1.10 and 1.20
	Red Light	DCR is below 1.10
<b>Net Cash / Unit / Year</b> <i>(stabilized operation)</i>	Green Light	Net Cash flow exceeds \$1,000 per unit
	Yellow Light	Net Cash flow is projected between \$500 - \$1,000
	Red Light	Net Cash flow projected less than \$500
<b>Portfolio Loan to Value</b> <b>After Project Completion</b>	Green Light	<= 70%
	Yellow Light	70.01% - 80%
	Red Light	> 80%
<b>Property Purchase Price</b> <i>(an indicator of exposure not Mission fit)</i>	Green Light	<= \$250,000
	Yellow Light	\$250,001 - \$500,000
	Red Light	> \$500,000

**Mission Impacts Mitigating any Yellow or Red Indicators:**

**Implementation:**

After review and proposal by staff to the Asset Management Team, the Committee will ascertain the indicator levels above. With any yellow or red indicators, the Committee may elect to kill the proposal. If the Committee wishes the project to proceed, the following policy shall guide their action:

All Green Light Indicators: Asset Management Team may direct staff to proceed with project, no Board action required.

Green and Yellow Light Indicators: Asset Management Team will add description of the Mission Wins that may mitigate areas of concern (Yellows), and will place the item (with traditional description, photos, etc. along with this scorecard) in the next Board Meeting's Consent Agenda where it could be approved as part of the Consent Agenda or removed for discussion prior to action. Larger projects which may entail greater risks may trigger a yellow flag, even if the project fundamentals look sound.

Any Red Light Indicators: Asset Management Team will add description of the Mission Wins that may mitigate areas of concern (Yellows, Reds), and will place the item (with traditional description, photos, etc. along with this scorecard) in the next Board Meeting's Strategic Items for Discussion Agenda where it would be discussed by the Board prior to any action. Projects of exceptional size will trigger Board discussion, regardless of other indicators.