

Citywide Affordable Housing Loan Committee

San Francisco Mayor's Office of Housing and Community Development
Department of Homelessness and Supportive Housing
Office of Community Investment and Infrastructure
Controller's Office of Public Finance

967 Mission Senior \$4,000,000 Predevelopment and \$24,750,000 Preliminary Gap Commitment \$1,000,000 Affordable Housing Program Bridge Loan

Evaluation of Request for:	Predevelopment and Preliminary Gap
Loan Committee Date:	September 15, 2023
Prepared By:	Judy Shepard-Hall, Sr. Project Manager
MOHCD Asset Manager:	Wesley Ellison-Labat
MOHCD Construction Representative :	Sarah Tenpas
Predevelopment Sources and Amounts of New Funds Recommended:	\$4,000,000 5M Quarter Mile
Permanent Sources and Amounts of New Funds Recommended:	\$23,124,009 5M Quarter Mile \$1,625,991 Housing Trust Fund
Sources and Amounts of Previous City Funds Committed:	N/A
NOFA/PROGRAM/RFP:	Multi-site Request for Qualifications issued on November 30, 2020
Applicant/Sponsor(s) Name:	The John Stewart Company (JSCo) & Bayview Hunters Point Multipurpose Senior Services (BHPMSS)

EXECUTIVE SUMMARY

Sponsor Information:

Project Name:	967 Mission	Sponsor(s):	JSCo & BHPMSS
Project Address (w/ cross St):	967 Mission St, San Francisco, CA 94103 (between 5 th & 6 th Street)	Ultimate Borrower Entity:	967 Mission, Limited Partnership

Project Summary:

JSCo/BHPMSS (collectively, Sponsor) requests \$4,000,000 in predevelopment funding from the Mayor’s Office of Housing and Community Development (MOHCD) to pay off the existing predevelopment loan of \$967,545 and accrued interest provided by the San Francisco Housing Accelerator Fund (SF HAF) and to continue predevelopment activities on the property located at 967 Mission Street in the South of Market District of San Francisco (Site).

Through the Multi-site Request for Qualifications (RFQ) issued on November 30, 2020, JSCo/BHPMSS were selected to develop the Site which is owned by the City. The current concept presented for 967 Mission is a 9-story building developed on an 8,777 square foot (sf) lot, with approximately 4,988 sf of planned ground floor non-rentable residential space, proposed to be used as offices and a conference room (Project). 967 Mission aims to provide 95 units serving seniors, including 1 one-bedroom manager unit. The Project also includes 24 units (25% of total residential units) serving formerly homeless senior households subsidized by the City’s Local Operating Subsidy Program (LOSP) with restricted at 25% MOHCD Area Median Income (MOHCD AMI), 5 units for households referred from the Plus Housing program restricted at 50% MOHCD AMI, 40 units serving extremely low-income seniors whose rent is subsidized by the City’s Senior Operating Subsidy Program (SOS) with income restricted at 15% and 25% MOHCD AMI, and 25 units serving low-income senior households at 50% MOHCD AMI.

The Sponsor is anticipating applying to the State of California’s Department of Housing and Community Development (HCD) Multifamily Housing Program (MHP) in 2024. As part of this request, JSCo/BHPMSS is requesting a \$24 million preliminary gap commitment letter from MOHCD in support of its application for funding to the HCD’s 2024 Notice of Funding Availability (2024 Super NOFA) for MHP. In addition to the MOHCD gap loan, the other proposed permanent financing will include 4% Low-Income Housing Tax Credits (LIHTC), General Partner Equity, and a private loan. The Sponsors are assuming construction start in Fall 2025 and completion in Summer 2027.

Project Description:

Construction Type:	Type IA	Project Type:	New Construction
Number of Stories:	9	Lot Size (acres and sf):	8,777 sf
Number of Units:	95	Architect:	Leddy Maytum Stacy Architects (LMSA) and YA Studios
Total Residential Area:	59,157sf	General Contractor:	Baines Group Inc. (BGI) and Nibbi Brothers General Contractors
Total Commercial Area:	0 sf	Property Manager:	The John Stewart Company
Total Building Area:	69,792 sf	Supervisor and District:	Matt Dorsey, District 6
Land Owner:	MOHCD		
Total Development Cost (TDC):	\$88,991,305	Total Acquisition Cost:	\$54,000
TDC/unit:	\$936,510	TDC less land cost/unit:	\$935,942
Loan Amount Requested:	Predev: \$4,000,000	Predev Amount/ unit:	\$42,105
	Prelim Gap \$24,750,000	Prelim Amount/ unit:	\$250,000
HOME Funds?	N	Parking?	N

PRINCIPAL DEVELOPMENT ISSUES

1. **Financing Plan:** While the Project pencils currently, the rents at the 50% AMI units are still too high for many seniors and Sponsor will seek additional subsidy sources to bring these rents down. The Sponsor will explore multiple options to increase operating sources including applying for Project Based Vouchers, VASH, Continuum of Care, etc. In addition, in the event that the Project is not selected for any funding sources presented in this application, the Sponsor will need to apply for other capital sources to fill any remaining gaps. See Section 6.4 Proposed Permanent Financing and Section 9.4.
2. **Competition for State Financing:** MHP funding has become increasingly competitive across the State. If the Project fails to secure an MHP award in 2024, the Sponsor will need to reapply in 2025 and cannot apply for tax credits and bonds until it has received an HCD commitment. Another year of delays will likely result in increased construction costs and delay to the extended construction schedule. See Section 6.4 Proposed Permanent Financing.
3. **Construction Costs:** Through value engineering efforts, the project team produced several construction cost estimates. However, soft costs still remain high at 55% above average per unit and 93% above average per square foot, primarily due to the challenges to obtain funding and the difficulty predicting costs of construction post pandemic, the project includes almost \$1.5 million in escalation contingency in their construction budget. This puts overall total development costs 14% above average per unit and 42% above average per square foot; the project team will need to continue to find ways to bring down soft costs. Please see Section 4.4 Construction Representative Evaluation.

SOURCES AND USES SUMMARY

Predevelopment Sources	Amount	Per Unit	Terms	Status
MOHCD/OCII	\$4,000,000	\$42,105	3 yrs. @ 3% Res Rec	This Request
Total	\$4,000,000	\$42,105		

Permanent Sources	Amount	Per Unit	Terms	Status
Private 1 st Mortgage	\$649,900	\$6,841	17 yrs/35 Amortized @ 6.59% / Periodic	Not Committed
MOHCD Gap Loan	\$23,750,000	\$250,000	55 yrs @ 3% / Res Rec	This Request as Preliminary Commitment
HCD-MHP	\$23,000,000	\$242,105	55 yrs @ 3%/42% / Res Rec	Not Committed
FHLB-AHP	\$1,000,000	\$10,526	Grant 15 years	Not Committed
Deferred Dev Fee	\$1,300,000	\$13,684	0%	Committed
GP Capital	\$100	\$1	0%	Committed
Tax Credit Equity	\$39,291,305	\$413,593	\$0.97 per credit	Not Committed
Total	\$88,991,305	\$936,751		

Permanent Uses	Amount	Per Unit	Per SF
Acquisition	\$54,000	\$568	\$.77
Hard Costs	\$64,584,740	\$679,839	\$925.39
Soft Costs	\$20,104,982	\$211,631	\$288.07
Reserves	\$747,583	\$7,869	\$10.71
Developer Fee	\$3,500,000	\$36,842	\$50.15
Total	\$88,991,305	\$936,751	\$1,275

1. BACKGROUND

1.1. Project History Leading to This Request.

For a summary of the milestones and schedule including the entitlements received to date, site permit issuance, financing, and the construction start date, see Attachment A.

967 Mission (Block 3725 Lot 086) has been a surface parking lot for decades and provides approximately 36 parking stalls with chain link fencing at the back of each sidewalk/at the property line. The City acquired the site in 2019 as a land dedication as part of an agreement between the City and the developer of the 5M project.

With the commencement of the 5M market rate development around the corner, the City of San Francisco gained possession of the parking lot. A Request for Proposals (RFP) was issued to activate the Site with an interim use while the senior housing is being developed. Kultivate Labs was selected for its proposal to create Kapwa Gardens, a temporary event venue for community events, community meetups, student lunches, a food vendor incubator, and private event rentals.

967 Mission will be the third 100% affordable senior development slated for development through the Multi-site Request for Qualifications. The Site is located on the southern side of Mission Street midblock between Mary Street and Sixth Street in San Francisco's SOMA neighborhood. 967 Mission senior housing is responsive to the need for affordable senior housing in San Francisco in that it contributes to the Regional Housing Needs Assessment ("RHNA") goals.

1.2. Applicable NOFA/RFQ/RFP. (See Attachment E for Threshold Eligibility Requirements and Ranking Criteria)

Through the Multi-site RFQ issued on November 30, 2020, The John Stewart Company and Bayview Hunters Point Multipurpose Senior Services (BHPMSS) were selected as a joint venture by MOHCD to co-develop a 100% affordable senior housing project at 967 Mission Street. The Sponsors met the minimum threshold eligibility requirements and were selected as the highest scoring team from the competitive RFQ process.

The project kickoff meeting with MOHCD was held on August 29, 2022.

1.3. Borrower/Grantee Profile. (See Attachment B for Borrower Org Chart; See Attachment C for Developer Resume and Attachment D for Asset Management Analysis)

1.3.1. Borrower.

967 Mission, L.P., is the borrower entity and is a California limited partnership formed by JSCo and BHPMSS. 967 Mission L.P. will be the only borrower entity both during the predevelopment and at closing.

1.3.2 Joint Venture Partnership.

967 Mission, L.P., was formed by and between BHPMSS 967 Mission LLC, a California limited liability company as the Managing General Partner, and JSCo 967 Mission, LLC, a California limited liability company, as the Administrative General Partner and Bayview Hunters Point Multipurpose Senior Services, Inc, a California nonprofit public benefit corporation, as the initial Limited Partner. These two parties entered into the 967 Mission LP Agreement as of October 19, 2022. The John Stewart Company is the lead developer, primarily responsible for all day-to-day project management and development tasks necessary to design, finance and build the project (with input and approvals from BHPMSS as outlined in the LP agreement). JSCo will provide property management and undertake initial lease-up of the Project. BHPMSS is the project's community-based partner co-developer responsible for providing and overseeing service delivery to meet the needs of the residents. BHPMSS will also participate in governmental, neighborhood and resident relations as well as take the steps necessary to secure and maintain property tax welfare exemption for the Project.

The parties agree that the developer fee will be split 50/50 during predevelopment of the Project to ensure that BHPMSS has the financial resources it needs to continue to build capacity.

1.3.3. Demographics of Board of Directors, Staff and People Served.

	Gender Identity	Race
John Stewart Company Board	40% Female 60% Male	100% White
John Stewart Company Development Team	75% Female 25% Male	50% White 25% African American 25% Other

	Gender Identity	Race
BHPMSS Board	42% Female 58% Male	86% African American 14% White
BHPMSS Staff	49% Female 51% Male	81% African American 6% Pacific Islander 5% Hispanic 4% Asian 4% White

1.3.4. Racial Equity Vision.

JSCo and BHPMSS have integrated racial equity into their organizations and in the projects they serve. JSCo and BHPMSS are working to intertwine this commitment throughout their everyday work as housing and service providers. The Sponsors are committed to racial equity in their work as follows:

JSCo launched a Diversity, Equity and Inclusion (DEI) initiative in mid-2020 to ensure all JSCo staff are empowered to thrive and fulfill their highest personal potential. As part of this work, JSCo undertook a company-wide survey to inform the DEI Initiative, among other in-person and virtual opportunities for honest engagement across all employee groups. While the aggregated feedback indicated very little internal discrimination at the company and a strong perception that JSCo is welcoming, inclusive, and appreciates its employees, the survey also identified areas of opportunity. Working with a third-party consultant, JSCo formed a DEI Committee, composed of a diverse group of employees representing all offices and departments, and has developed an Action Plan to address these areas of opportunity.

The Action Plan priorities include implementation of a DEI training program for all staff; development of an additional code of conduct to ensure clear expectations around resident and staff interaction; evaluation of and planning around contracting goals and protocols to achieve the highest level of minority participation; and evaluation and implementation of plans to ensure fair compensation, reasonable workloads, and clear pathways for employee advancement. The DEI Committee and third-party consultant meet monthly to discuss progress on these goals.

BHPMSS will host community listening sessions with residents of Bayview Hunters Point and potential residents of the new development to gather input. BHPMSS will prioritize outreach to historically marginalized communities in San Francisco's most distressed neighborhoods. BHPMSS plan to provide multicultural events promoting understanding and awareness about various cultures and traditions that are relevant to San Francisco's diverse communities, i.e. Filipino, Latino, Samoan, African American, etc.

1.3.5. Relevant Experience.

JSCo and BHPMSS team bring deep experience to the development, ownership, operation and service provision for low-income seniors in San Francisco. JSCo and BHPMSS have worked together on multiple projects to date and have the combined experience, and a multitude of lessons learned, that will enable them to work on the 967 Mission Street project expeditiously and successfully.

JSCo provides project development and construction management services for its own developments as well as for a wide variety of outside clients and organizations. To date, JSCo has developed approximately 5,000 units of housing throughout California, the vast majority of which are affordable. The development team has extensive experience financing projects with tax credits, tax-exempt bonds, HUD programs and other public and private funding sources. JSCo is the largest manager of affordable housing in California, including management of The Villages on Treasure Island and is the developer of Hunters View, the first in the City of San Francisco's "HOPE SF" initiative, which aims to revitalize the city's most dilapidated public housing.

Based in Bayview Hunters Point, BHPMSS has been housing and providing supportive services for San Francisco's low-income seniors for nearly 50 years. BHPMSS has served as a catalyst for neighborhood activism and advocacy and its programs are designed to enhance and retain the health, quality of life, and culture of African American elders who remain as long-standing members of communities in San Francisco. BHPMSS operates based on the belief that when older adults and people living with disabilities are cared for with dignity, honor and respect, they will be able to age in place and maintain a strong and vibrant cultural presence in San Francisco.

JSCo is very strong financially and is capable of providing all required project guarantees. This financial capability, along

with strong relationships that JSCo and BHPMSS have with public agencies, lenders, and investors, will be critical to securing advantageous financing and equity investments.

JSCo and BHPMSS have strong capacity to develop 967 Mission. JSCo has a stable and growing development team that includes six members. Further, JSCo endeavors to support BHPMSS's continued expansion into affordable housing development and ownership through this project. In this vein, the parties have agreed that the developer fee will be split 50/50 during predevelopment of the project, per MOHCD underwriting guidelines, to ensure that BHPMSS has the financial resources it needs to continue to build capacity.

1.3.6. Project Management Capacity.

Catherine Etzel, Director of Development, and Dicko Ba, Project Manager, are the primary contacts. Ms. Etzel spends 30% of her time on 967 Mission. Dicko Ba spends 50% of her time on 967 Mission. Margaret Miller, President of Development and Jack Gardner, CEO, are also involved in the Project and will step in to provide support, executive leadership, and a historical perspective.

Cathy Davis, Executive Director, is the main contact for BHPMSS and spends 10% of her time on 967 Mission. Ms. Davis has been involved in all the conversations regarding this Project, from Project design to proformas. JSCo endeavors to support BHPMSS's continued expansion into affordable housing development and ownership through this project.

Careem Conley, Asset and Project Manager, has over 20 years of experience in change management, staff retention, and professional development. He's worked primarily with mission-driven organizations including government agencies, non-profit groups, and social enterprises in the education, health, economic, housing, and justice arenas. As a certified expert in African American culture, Careem provides culturally rich competency staff training and professional development. Careem will spend 10% of employment hours on 967 Mission Housing development.

1.3.7. Past Performance.

1.3.7.1. City audits/performance plans.

JSCo:

Community Development Grants: JSCo does not hold any contracts/grants with the City.

Fiscal Monitoring: JSCo does not have any grants with MOHCD currently.

BHPMSS:

Community Development Grants: BHPMSS holds 2 contracts/grants with the City for housing stabilization services, tenant counseling, rental housing education and counseling, and short-term case management primarily for

residents of Bayview Hunter's Point community. The organization has performed exceptionally well programmatically in MOHCD contract/grants and staff has excellent case management capabilities.

Fiscal Monitoring: BHPMSS has no reported issues.

1.3.7.2 Marketing/lease-up/operations.

The Sponsors are tasked with implementing MOHCD's Lottery Preference Programs: a) Certificate of Preference (COP), b) Displaced Tenant Housing Preference (DTHP), c) Neighborhood Resident Housing Preference (NRHP), and d) Live or Work in San Francisco. All units will be leased according to rankings in a public lottery. The Plus Housing unit applicants will be referred by MOHCD, and the LOSP funded units will be referred by the Department of Homelessness and Supportive Housing (HSH) based on need and program fit.

As a loan condition, Sponsor must provide initial draft marketing plan within 12 months of anticipated TCO, outlining the affirmative steps they will take to market the project to the City's preference program participants, including COP Holders, Displaced Tenants, and Neighborhood Residents, as well as how the marketing is consistent with the Mayor's Racial Equity statement and promotion of positive outcomes for African American San Franciscans. See Section 4.10 Marketing/Occupancy/Lease Up for more information.

Current occupancy demographics (JSCo): John Stewart Company owns 4,028 units. A detailed demographic breakdown is unavailable.

The MOHCD Marketing and Lease Up Report Card Assessment of recent marketing effort was completed and JSCo has extensive experience complying with DAHLIA and all other marketing requirements. JSCo and BRIDGE Housing worked on the marketing plan submittal together for Broadway Cove (family) and 735 Davis (senior). JSCo was amenable to changing their resident selection criteria and other lease-up forms to conform to updated MOHCD policies for lease-up. They created a robust outreach list to market the project to low and middle-income households and they worked with the Port Commission to market to employees and vendors. Initially, there was confusion between the two agencies as to the age restriction for the senior project. JSCo followed Bridge's lead to resolve this issue by working with their legal team.

JSCo was responsible for the lease-up at Broadway Cove and 735 Davis. The first few months of lease-up were challenging as a result of staffing issues at JSCo at the time. After about two months their permanent property manager started, and things ran much smoother. MOHCD spent more time training new staff at DAHLIA Partners and monitoring this lease-up than other projects for the first few months. In general, the staff at JSCo for these two projects were results focused and provided very good customer service. However, MOHCD has received complaints and documented considerable lease-up mistakes by other

JSCo staff at other projects such as 125 Mason and Alice Griffith Apartments. MOHCD has worked very closely with their staff to find resolutions to the complaints. JSCo's management is agreeable to working with MOHCD to develop lease-up improvements and establish a standard staffing plan for future marketing and lease-up.

The greatest challenge was leasing-up the 100% and 120% AMI units at Broadway Cove. BRIDGE and JSCo worked together to think of creative ways to lease the units. Eventually, they were successful after contacting thousands of applicants with an email alert system. Despite a significant administrative burden JSCo was persistent and leased all units at Broadway Cove.

As a loan condition, Sponsor must provide along with the marketing plan, a marketing and lease-up staffing plan outlining steps they will take to hire, on-board, and train staff assigned to market the project and lease units.

2. SITE (See Attachment E for Site map with amenities)

Site Description	
Zoning:	C-3-S DOWNTOWN SUPPORT OCCUPANCY CLASSIFICATION: R-2 RESIDENTIAL, A-3, B, S-2
Maximum units allowed by current zoning (N/A if rehab):	Zoning allows height, not max units. At maximum height of 160+33', the plan explored gave 19 total floors, so 18 residential floors at 11 units each floor = 198 units.
Number of units added or removed (rehab only, if applicable):	N/A
Seismic (if applicable):	To be confirmed by Geotech report
Soil type:	Geotech report expected on 9/15/2023
Environmental Review:	Phase I received on 8/25/2023 Phased II/ ESC expected on 9/20/2023
Adjacent uses (North):	Mixed commercial and residential development.
Adjacent uses (South):	Mixed commercial and residential development.
Adjacent uses (East):	Mixed commercial and residential development.
Adjacent uses (West):	Mixed commercial and residential development.
Neighborhood Amenities within 0.5 miles:	See Attachment F: Site Map with amenities.
Public Transportation within 0.5 miles:	See Attachment F: Site Map with amenities.
Article 34:	Not exempt. This project will need to submit Article 34 application before the predevelopment loan is executed.
Article 38:	Site is located within an area of elevated pollutant concentrations and must comply with Article 38

Accessibility:	This project does not need to be classified as a senior building to meet the non-housing type minimum accessibility requirements for threshold per TCAC guidelines, however, Sponsor will proceed with the general threshold for TCAC mobility units (10% which is also the CBC requirement)
Green Building:	Green Point Gold
Recycled Water:	Exempt
Storm Water Management:	Not submitted as of now

2.1. Description.

967 Mission Street is located on the southern side of Mission Street between Fifth Street and Sixth Street in San Francisco’s SOMA neighborhood. It is an 8,777-sf foot rectangular through block parcel with frontage on both Mission and Minna Streets. The City acquired the site in 2019 as a land dedication as part of an agreement between the City and the developer of the 5M project. Currently the site is home to Kapwa Gardens, an interim use public space activation project which hosts community events.

A 9-story building (plus occupied roof) mid-rise residential building (highest level <75' above Mission St.), with ground floor resident serving space, the building will provide approximately 95 units of Affordable senior housing including a manager’s unit. The project unit mix is studios and one-bedrooms weighted more toward studios. 25% of the units will be for formerly homeless seniors, and all units will be restricted to 50% AMI or lower. Given the proximity to transportation, services and retail, there will no car parking, and only bike parking. Additionally, the ground floor plate is not large enough to accommodate commercial space, and is programmed with property management offices, a community room with a kitchen that allows for flexibility of uses, services offices, and a small conference room, lobby with mail area and back of house spaces. Because this required ground floor program will not allow sufficient area to provide a transformer vault in the building, the project will apply for an under-sidewalk transformer vault. The building will be built for connectivity so that residents can access wi-fi. The building will be all-electric.

2.2. Zoning.

The project will employ the state density bonus program as well as AB 2162 to streamline the entitlements process. The team is expected to submit Planning Entitlements/ SB 35/ AB 1763 on 09.11.2023 and receive the approvals by 12.12.2023.

2.3. Probable Maximum Loss. N/A

2.4. Local/Federal Environmental Review.

The Project’s current financing plan does not include any federal funds therefore there is no requirement for NEPA review. If the Project seeks federal funding sources, such as HUD 202 PRAC or Continuum of Care operating subsidies, the Project would need to undertake a NEPA review.

2.5. Environmental Issues.

- Phase I/II Site Assessment Status and Results. Phase I report was provided on 8/25/2023. Phase II will be available on 9/20/2023.
- Potential/Known Hazards. Langan Engineering and Environmental Services, Inc., which provided the Phase I report for 967 Mission, previously provided geotechnical services for the adjacent property located at 973 Mission Street. During this geotechnical investigation, Langan drilled a 60-foot-deep rotary-wash boring within the footprint of the subject property and identified fill material ranging from five to fifteen feet below ground surface (bgs). Based on the presence of this layer of undocumented fill material, elevated concentrations of heavy metals and petroleum hydrocarbons may be present beneath the subject property. Langan considers the presence of potentially contaminated fill material to be a REC for the 967 Mission property. A Phase II evaluation is underway.

2.6. Adjacent uses and neighborhood amenities.

Direction	Adjoining Properties
North	Mission Street followed by mixed commercial and residential buildings. Commercial businesses include Eviction Defense Collaborative, Wood Thumb wood working studio, and a law office.
East	965 Mission Street which is occupied by commercial businesses including Indiegogo and Linqia offices.
South	Minna Street followed by a parking lot with the address of 475 Minna Street.
West	973 Mission Street which is occupied by Proof liberal arts children's school.

2.7. Green Building.

No special conditions.

3. COMMUNITY SUPPORT

The Sponsor plans to meet with the community at least three times during the design phase of the project and provide regular updates on the project website during the development process.

The team's engagement methodologies include:

1. Conduct direct outreach to the cultural districts, key organizations and stakeholders (SOMA Pilipinas, Bayanihan Equity Center, Kultivate Labs, etc.)
2. Conduct a 150' radius neighborhood notification contact list in addition to BBN contacts and local neighborhood groups and organizations via Radius Services, Community Engagement Advisor and project Sponsors.

Translation services for each meeting in three languages (Cantonese, Tagalog, Spanish) will be provided.

3.1. Prior outreach

The first community meeting was successfully held on June 12, 2023. The Development and Design team introduced themselves and MOHCD to the community. The timeline of the project as well as the target population (Seniors, below 50% AMI, 25% formerly homeless) were discussed. The attendees (approximately 25 people) were mainly immediate neighbors of the project and the current site occupants. The main conversation was around how this project can be a successful partner to the community, best reflect it, how art can be used to express the best of the community but also how seniors in the neighborhood could be eligible for housing in this project. The team also informed the community of the launch of the project website, www.967mission.com, where they can see updates on the project.

The Sponsor and design team collected feedback from the community and at the second meeting on July 13, 2023, presented them with a design and updated timeline and discussed art opportunities. A similar crowd attended the meeting but this time there were approximately 30 people. During this meeting, the team did a recap of the previous meeting, discussed floor plans as well as exterior options including color palettes and art opportunities. The conversation once again was mainly about eligibility for the housing once the project is completed. The team informed the community of the Art component and asked them to inform artists in the community that they will announce an RFP on the 967mission.com website in the future.

Both community meetings went well, and the sponsor team looks forward to more collaboration with the community.

- Meeting #1 (June 12, 2023)
 - Introduction of Development and Design Team.
 - Project Timeline
 - Target Population (Seniors, below 50% AMI, 25% formerly homeless)
- Meeting #2 (July 13, 2023)
 - Updates on Timeline
 - Schematic Design Presentation/Solicit Community member feedback.
 - Discussion of Art opportunities

3.2. Future Outreach.

- Meeting #3 (October 2023 @ 50% Development Design)
 - Updates on Timeline
 - Updates on Building Design
 - Discussion of community feedback and the team's ability to incorporate into design.

As a loan condition, the Sponsors' will make available the community outreach timeline via the website. This timeline will include both residential and commercial outreach plans during key periods of the project.

3.3. 1998 Proposition I Citizens' Right-To-Know.

Proposition I – Neighborhood Notification is required for 967 Mission and will be posted on September 15, 2023 after Loan Committee approval and 30 days before the Mayor signs the loan agreement.

4. DEVELOPMENT PLAN

4.1. Site Control.

The Site has been owned by the City since 2019 through the Development Agreements with 5M for affordable housing. MOHCD acquired the parcel on October 4, 2019.

4.2. Proposed Property Ownership Structure.

967 Mission LP is expected to take possession of the Site via a ground lease with MOHCD at the time of construction commencement in 2025. Until then, all interim uses of the Site will be managed by the City. As per MOHCD Ground Lease Policy, the Sponsor will enter into a 74-year ground lease, with an extension option of up to 25 years. Base Rent will be set at \$15,000 per year and Residual Rent will be based on the unrestricted value of the Project, per an appraisal. If surplus land points are required for a competitive advantage for the MHP application, the base rent would be set at \$100 plus an annual \$15,000 administrative fee, both paid annually.

4.3. Proposed Design.

The Project has completed 100% Concept Design and is completing 75% Schematic Design. 967 Mission will be a nine-story, 75' tall infill structure located between Mission and Minna Street, and 5th and 6th Streets replacing the temporary Kapwa Gardens interim use. The building will contain 63 studios and 32 1-bedroom units. The building will have a rooftop, a ground floor community room, and a laundry room serving the building residents. An office lounge with flexible workspace will offer interior open space and resources to accelerate digital access and skills. The building will be technology-enabled. Programming will be supported by a secure lobby, on-site property management and services offices, bike room, and laundry facilities that best fit requirements.

Avg Unit SF by Type:	Studio avg sf - 370 1 BR avg sf - 471		
Do all units meet CTCAC minimum SF?	Yes.		
	Unit Type	TCAC Minimum SF as written in 6/16/2022 Regulations	967 Mission proposed unit type percentage greater than TCAC minimums
	Studios	200	85%
	1-BR	450	4%
Residential SF:	~69,792 sf		
Commercial SF:	N/A		
Building Total SF:	~69,792 sf		

4.4. Construction Supervisor/Construction Representative’s Evaluation

967 Mission is a 9 story, Type 1A concrete building consisting of 94 senior units and one manager’s 2-bedroom unit. There are 32 one-bedroom units and 63 studio units. The Sponsor has evaluated multiple unit mixes of studio, one & two bedrooms, with the intent to provide as many one- and two-bedroom units as possible, but ultimately settled on this studio and one-bedroom unit mix because it was most competitive for funding sources while maximizing number of one-bedroom units.

The design is at 75% schematic design and is anticipating 100% SD completion in September 2023.

Current design has two community spaces on the ground floor and a roof top garden and open space on the roof to maximize common space for the residents. The bedrooms facing the interior of the building will look into a non-accessible atrium located on the second floor, which will have skylights providing natural light to one of the ground floor common spaces. Laundry is located on the top floor to maximize ground floor community space and take advantage of minimizing duct runs and plumbing risers. The exterior has a “zig-zag” floor plate to break up the face of building and maximize natural light. Exterior sunshades will be located on the Minna & Mission elevations to minimize direct light and provide accents. The exterior color palette reflects the current Kapwa Gardens aesthetic.

The studio and bedroom suites were designed for senior living in mind. Based on feedback from the community meetings and a focus group with residents and management staff at Davis Senior Housing, all units are at the required minimum adaptability and will have handrails in the bathrooms to support aging in place. Each unit will have air conditioning capacity since residents will likely spend a significant amount of time inside. The project team has also received community feedback for

keeping the building secure, and safety and security have been a primary focus of ground floor design development.

The project is expected to start in Fall of 2025. Due to the challenges to obtain funding and the difficulty predicting costs of construction post pandemic, the project includes almost \$1.5 million in escalation contingency in their construction budget. 967 Mission was compared to similar Type 1 projects that had lower unit to bedroom ratios since 967 Mission is all studio and junior bedroom suites. The construction cost per bedroom is higher than the compared projects (41%) along with cost per square foot (37%) however the cost per unit is only 10% more than comparable projects. Through the remainder of the schematic design and design development phases, the estimate should become more detailed to support the reduction of contingency and solidifying the actual costs. Soft costs are significantly above average at 55% above average per unit and 93% above average per square foot. This puts overall total development costs 14% above average per unit and 42% above average per square foot. Added soft costs not accounted for is the 15% increase in DBI permit fees as of August 28, 2023.

4.5. Service Space.

Services will be provided by BHPMSS. The building will have about 4900 sq ft of non-rentable residential space, providing four offices, of which three will be used for Residential Services Suite. Two offices will be dedicated to Intensive Case Management staff working with the formerly homeless senior households, and one office will be dedicated to a Resident Service Coordinator working with the senior households. The amount of space allocated for services space is quite high considering the number of offices needed. As a loan condition, Sponsor will look to reduce the number of services space square footage to create more community space or increase the number of units. See Section 9.2 Recommended Loan Conditions.

4.6. Interim Use.

Kultivate Lab, the local non-profit that launched Kapwa Gardens, a community pop-up space during the COVID-19 pandemic, currently operates the Site. In 2020, MOHCD and Kultivate Labs entered into a License Agreement for use of the Site during the interim planning period for the Project. The Sponsor is expected to take possession of the Site via a ground lease with MOHCD at the time of construction commencement in 2025. Until then, Kapwa Gardens is expected to remain in operation as long as the Site is available for interim use, subject to budget appropriations. All interim uses will be managed by the City.

4.7. Infrastructure. N/A. No infrastructure is included in this loan.

4.8. Communications Wiring and Internet Access.

Through the Fiber to Housing Program (FtH), the Department of Technology (DT) now makes Internet service available at little or no cost where the infrastructure in a building is built to receive this service. To ensure that MOHCD projects are properly prepared; MOHCD has developed the Communications Systems Standards (CSS) to make sure that adequate service is provided to residents who meet the eligibility requirements. The Sponsor will work with the MOHCD Construction Representative to determine the appropriate communications wiring scope that meets MOHCD’s standards.

4.9. Public Art Component.

The Project’s public art requirement calculation is based off 1% of expected construction cost multiplied by the percent of Project funded by MOHCD. Currently, the Project’s development budget does not include an estimate of \$172,377 for public art, but the Sponsor will include this cost in the final budget. See Section 9.2 Recommended Loan Conditions.

MOHCD Estimated Committed	\$23,750,000
TDC	\$88,991,305
Hard Cost Total	\$64,584,740
Public Art Requirement Calculation	
Construction Cost	\$64,584,740
1% of Construction Cost	\$645,847
Percent funded by MOHCD (MOHCD Committed / TDC)	26.69%
Public Art Requirement	\$172,377

4.10. Marketing, Occupancy, and Lease-Up

MOHCD’s marketing policies and procedures will be applied to all units. Marketing and occupancy outreach for the Project will be conducted in accordance with all applicable fair housing laws.

The Sponsors will conduct outreach to neighborhood-based, non-profit housing corporations, agencies and other low-income housing advocacy organizations that maintain waiting lists. Units that are not Plus Housing or subsidized by LOSP will be entered in a lottery and subject to San Francisco preferences. Among all eligible applicants, additional preference will be observed in the following order:

- San Francisco Redevelopment Agency Certificate of Preference Holders
- Displaced Tenant Housing Preference (Ellis Act/OMI) Certificate Holders for up to 20% of lottery units.
- Neighborhood Resident Preference assumed at 25% given assumed HCD funding
- Live or Work in San Francisco.

Bayview Senior Services has been aggressive in finding suitable housing for COP holders to support the African American community to stay in San Francisco. The

community building and mental health components contribute to resiliency and self-sufficiency required in independent living. The ability to have one’s own apartment at an affordable level relieves the strain on family members who may have to chip in to provide rent for a family member. Having a stable home environment is a key factor for African Americans seniors to age in place in their community.

Marketing materials will be printed in Chinese, English, Spanish and Tagalog, and published in a variety of publications that represent a broad range of non-English speaking populations.

As a loan condition prior to gap loan commitment, the Sponsors will be required to provide a clear marketing strategy plan targeting Black/African American household for the Project’s marketing and lease up.

The five Plus Housing units in the Project are restricted at 50% MOHCD AMI. Incomes of Plus Housing participants, however, are primarily at or below 30% AMI. As a loan condition, the Sponsor will work with seniors in the community and Plus Housing participants to seek a tenant-based rental subsidy from programs like Catholic Charities to reduce tenant rent burden and help meet the Sponsor’s affordability goals for the Project. See Section 9.2 Recommended Loan Conditions.

4.11. Relocation.

The term of the interim use will continue until a 60-day notice to terminate is issued by either the City or Kultivate Labs and will not result in any relocation expenses to the Project.

5. DEVELOPMENT TEAM

Development Team			
Consultant Type	Name	SBE/LBE	Outstanding Procurement Issues
Architect	LEDDY MAYTUM STACY Architects (LMSA)	N	N
JV/other Architect	YA Studios (YA)	SBE	N
General Contractor	Nibbi Brothers General Contractors	N	N
JV/ Other General Contractor	Baines Group Inc. (BGI)	SBE	N
Financial Consultant	Devine & Gong	N	N
Legal	Goldfarb & Lipman LLP	N	N
Property Manager	The John Stewart Company	Y/N	N
Services Provider	BHPMSS	Y	N
Joint Trench Design	Urban Design Consulting Engineers	SBE/LBE	N
Geotechnical	Langan	N	N
Environmental	Langan	N	N

5.1. Procurement Plan.

The Sponsor’s Small Business Enterprise (SBE) goal for professional service and construction contracts is 20% from the Office of Contract Management (CMD). Current SBE participation as a percentage of all contracts is at 50%.

5.2. Opportunities for BIPOC-Led Organizations.

In 2020, JSCo launched a Diversity, Equity and Inclusion (DEI) initiative. As part of that effort a company-wide survey was conducted that resulted in 850 employee responses. These responses informed a JSCo DEI Action Matrix that includes as one of its goals, “evaluation of and planning around contracting goals and protocols to try and achieve the highest level of minority participation.” Towards this end, the Project will work with the general contractor to select BIPOC-led subs when possible and economically feasible.

6. FINANCING PLAN (See Attachment F for Cost Comparison of City Investment in Other Housing Developments; See Attachment G and H for Sources and Uses)

6.1. Prior MOHCD/OCII Funding:

This is the first request for predevelopment from the Sponsor.

The Sponsor and the San Francisco Housing Accelerator Fund (SFHAF) executed a predevelopment loan on December 7, 2022 in the amount of \$967,545. The current predevelopment loan sources and amount remaining on the HAF loan is shown below.

Principal Balance (HAF Predev Loan)		\$967,545.00
Fees - Legal	\$ 8,198.00	
Fees - Origination	\$ 12,094.00	
Draw #1	\$ 2,375.00	
Draw #2	\$ 118,171.63	
Interest Charged from 12.7.2022 to 8.31.2023	\$ 1,912.47	
Total Disbursements as of 8.31.2023		\$(142,751.10)
Outstanding Loan Balance as of 8.31.2023		\$824,793.90

6.2. Disbursement Status.

The Project has incurred costs dating back to December 7, 2022. These costs were incurred by the borrower entity 967 Mission, L.P., to procure the design team, work with the financial consultant and conduct the community engagement meetings. These costs that occurred earlier than December 7, 2022 will not be restated in the new loan for the development that includes the predevelopment loan.

This is the first request for financing.

6.3. Proposed Predevelopment Financing

6.3.1. Predevelopment Sources Evaluation Narrative

To date, predevelopment costs have been funded by the SFHAF loan. With this request, MOHCD will take out the existing loan. The \$4,000,000 predevelopment budget is intended to take the Project through construction closing.

6.3.2. Predevelopment Uses Evaluation:

Predevelopment Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Acquisition Cost is based on appraisal	N/A	No acquisition cost.
Holding costs are reasonable	N/A	Not included since the City owns the site, there are no holding costs associated.
Architecture and Engineering Fees are within standards	Y	Total Predev Architectural and Engineering fees are \$2,473,774 and are within MOHCD Underwriting Guidelines.
Consultant and legal fees are reasonable	Y	\$70,000 for legal costs are reasonable for the Project.
Entitlement fees are accurately estimated	Y	Included in Perm Sources and Uses.
Construction Management Fees are within standards	Y	Construction management fees are reasonable at \$84k, reflecting about 8 months of the predevelopment work.
Developer Fee is within standards	Y	Total Dev Fee during predevelopment of \$550,000 complies with MOHCD Developer Fee Policy.
Soft Cost Contingency is 10% per standards	Y	Soft Cost Contingency is 10%

6.4. Proposed Permanent Financing

The permanent financing is being presented to illustrate the project’s overall feasibility for the purposes of submitting an HCD-MHP application. The Sponsor will return at Gap with a final budget for approval.

6.4.1. Permanent Sources Evaluation Narrative.

The Sponsor proposes to use the following sources to permanently finance the project:

- 4% Tax Credit Equity (\$39,291,305): Equity Investor TBD. Sponsor is assuming \$0.97 federal credit pricing. Considering the market and recent rates projects in the MOHCD pipeline have received, this equity amount appears conservative. Should the market improve an increase in equity would assist in reducing the overall gap. See Section 9.2, Recommended Loan Conditions.
- MHP Loan (\$23,000,000): 55 years, 3% simple interest rate with a 0.42% mandatory payment, residual receipts, \$500 PUPA replacement reserve and minimum of 6 months operating reserve requirements.

The project's MHP tiebreaker is strong due to high public funds leverage and deep affordability.

The project has a potential 107-point score for MHP, putting it above similar non-high resource area projects that do not have local land donations. The local land donation structure would require the base rent set at nominal value. The concept has been previewed with MOHCD staff who confirmed MOHCD is open to an alternate structure to maximize leveraging for state resources. Administrative fees relating to the MOHCD loan origination and land value consideration will be underwritten as the project moves towards a final structure including bond fees, loan fees, and MOHCD admin fees.

At present the best chance for a bond allocation is to minimize bond request and as such re-contributed developer fee is a financing strategy the project is avoiding. As needed, proposed deferred developer fee that cannot be reasonably projected to be paid from cashflow may take the form of a contribution structure.

- MOHCD Loan (\$23,750,000): 55 years, 3% simple interest rate, residual receipts loan, or \$250,000 per unit.
- AHP Grant (\$1,000,000): 15 years, 0% interest. The Sponsors plan to apply in 2025, and if not awarded, will continue to apply as many times as possible prior to the temporary certificate of occupancy ("TCO") is issued for the development. As a loan condition, Sponsors will provide an analysis by the next AHP round. See Section 9.2 Loan Conditions.
- Private Mortgage (\$649,900): 17/35 years, 6.59% interest. Mortgage is underwritten with 17-year term and 35-year amortization, at 6.59% interest rate without any repricing. In the current interest rate environment, it is recommended that the Sponsor explore adding an interest rate lock in rate to their strategy.
- General Partner Equity (\$100): This is the Sponsor's 0.01% equity share and the minimum requirement for tax credit developments. See Section 6.5.2.

- Construction Loan (\$43,500,000): 36 months, 8.40% interest rate. This loan would be funded through proceeds from a tax-exempt bond allocation. Referenced here although this is not a permanent source.

6.5.2 CDLAC Tax-Exempt Bond Application:

The Project scoring will be competing in the ELI/VLI set-aside within the New Construction pool and the Bay Area’s geographic set-aside. After receiving an MHP award, the Sponsors will apply to CDLAC and TCAC in February 2025 for a June 2025 allocation with an approximate \$43.5 million tax-exempt bond request, scoring 119 out of 120 total points, with a tiebreaker of 129.515% (based off the 2020 tiebreaker calculation).

CDLAC Self-Score	
Opportunity Map Resource Level	TCAC/HCD Opportunity Map: High (In QCT/DDA)
TCAC Housing Type (new construction only)	TCAC regs: Senior
Bond Allocation Request Amount	\$43,500,000
Total Self-Score (out of 120 points)	119
Tiebreaker Score	129.515%

6.5.3. Permanent Uses Evaluation:

Development Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Hard Cost per unit is within standards	Y	\$679,839/unit
Construction Hard Cost Contingency is at least 5% (new construction) or 15% (rehab)	Y	Hard Cost Contingency is 5.0%
Architecture and Engineering Fees are within standards	Y	\$3,694,022 which is within Underwriting guidelines
Construction Management Fees are within standards	Y	\$236,000 meets UG standard for predev and construction period.
Developer Fee is within standards, see also disbursement chart below	Y	Project management fee: \$1,100,000 At risk fee: \$1,100,000 Deferred fee: \$1,300,000 GP equity: \$0 Commercial fee: N/A Total fee: \$3,500,000

Consultant and legal fees are reasonable	Y	\$490,000 including consultants and the syndication fees
Entitlement fees are accurately estimated	Y	\$1,533,995 which is within Underwriting guidelines
Construction Loan interest is appropriately sized	Y	Construction Loan Interest is 8.40%
Soft Cost Contingency is 10% per standards	Y	Soft Cost Contingency is 8.1%
Capitalized Operating Reserves are a minimum of 3 months	Y	\$747,583 Capitalized Operating Reserve is equal to 6 months includes \$70,000 Rent Up/Occupancy Reserve
Capitalized Replacement Reserves are a minimum of \$1,000 per unit (Rehab only)	N/A	N/A

6.5.4 Developer Fee Evaluation: Below is the total development fee with a breakdown by milestone of the payment of the developer fee to the Sponsor are specified:

Total Developer Fee:	\$3,500,000	
Project Management Fee Paid to Date:	\$ 0	
Amount of Remaining Project Management Fee:	\$1,100,000	
Amount of Fee at Risk (the "At Risk Fee"):	\$1,100,000	
Amount of Commercial Space Developer Fee (the "Commercial Fee"):	Not Applicable	
Amount of Fee Deferred (the "Deferred Fee"):	\$1,300,000	
Amount of General Partner Equity Contribution (the "GP Equity"):	\$ 100	
Milestones for Disbursement of that portion of Developer Fee remaining and payable for Project Management	Amount Paid at Milestone	Percentage Project Management Fee
Predevelopment milestone #1: Close of Predevelopment Financing	\$275,000	25%
Predevelopment milestone #2: Submission of HCD Funding Application	\$110,000	10%
Predevelopment milestone #3: Submission of CDLAC and TCAC Application	\$220,000	20%
Construction milestone #1: At the Construction Closing	\$220,000	20%
Project Close-out	\$110,000	10%
Milestones for Disbursement of that portion of Developer Fee defined as At-Risk Fee		Percentage At Risk Fee
95% lease up and draft cost certification	\$220,000	20%
Permanent Conversion	\$550,000	50%
Project Close-out	\$330,000	30%

Per MOHCD UWs, the amount projected is higher than underwriting guidelines. The Sponsor will work with MOHCD Staff to bring the developer fee in line with guidelines by Gap. See Section 9.2, Loan Conditions.

7. PROJECT OPERATIONS (See Attachment I and J for Operating Budget and Proforma)

7.1. Annual Operating Budget.

The Project is currently estimating first year operating expenses in 2027 of around \$16.2K PUPA, not including debt service and minimum HCD debt payments. Currently, the Project does not go negative in subsequent years. However, the project team should apply for additional subsidy to stabilize the Project budget for future years, including by adding Continuum of Care (CoC) funding to a portion or all of the PSH units, or SFHA project-based vouchers for the non-PSH unit.

- The Project is requesting LOSP operating subsidies to support 24 units
 - LOSP subsidy is projected at \$483,755K, or \$20,156, PUPA in Year 1.
- The preliminary operating budget assumes a per unit pro rata split for all operating costs except for:
 - Security/Front Desk Coverage costs 75% to LOSP.
- Staffing assumes 1.0 FTE Property Manager, 1.0 FTE Assistant Property Manager, .50 FTE Occupancy Specialist, 4.5 FTE Desk Clerks for 24-hour coverage, and 2 FTE maintenance staff.
- Insurance budgeted at \$96,000. This is extremely low when compared to other projects in MOHCD.
- Supportive services for the non-LOSP units are budgeted at \$140,379 for direct resident service connection, Resident Service Coordinator, 1.0 FTE.
- Replacement reserves are set at \$500 per unit in line with both MOHCD requirements and HCD’s requirement for MHP funding.

7.2. Annual Operating Expenses Evaluation.

Operating Proforma		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Debt Service Coverage Ratio is minimum 1.1:1 in Year 1 and stays above 1:1 through Year 17	Y	DSCR is 1.165 at Year 1 and 1.559 at Year 17.
<i>For TCAC projects:</i> Vacancy rate meets TCAC Standards	Y	Vacancy rate is 5%
Annual Income Growth is increased at 2.5% per year or 1% for LOSP tenant rents	Y	Income escalation factor is 2.5%, 4.0% per year for SOS units and 1.0% for LOSP tenant rents
<i>For TCAC projects:</i> Annual Operating Expenses are increased at 3.5% per year	Y	Expenses escalation factor is 3.5%

Base year operating expenses per unit are reasonable per comparables	Y	Total Operating Expenses are \$16,246 per unit with reserves, ground lease base rent and bond monitoring fees. MOHCD's senior portfolio of between 72 – 101 units new construction projects, built between 2001 – 2016, reflects an average per unit operating cost of \$14,027, escalated to 2023. The projects used to project operating expense comps include: John King Senior Community, Presentation Senior Community, Parkview Terrace, Vera Haile Senior Housing. MOHCD and HSH will continue to meet with the Sponsor to review the services and unit costs for the LOSP units.
Property Management Fee is at allowable <u>HUD Maximum</u>	Y	Total Property Mgmt Fee is \$7,200 per month or \$76 PUPM
Property Management staffing level is reasonable per comparables	N	Proposed Staffing: 1.0 FTE Property Manager (PM) 1.0 FTE Assistant PM 1.0 FTE Occupancy Specialist This property management staffing pattern appears high but could be due to the additional compliance to monitor the LOSP and SOS units. 4.5 FTE Front Desk Coverage (24/7 Desk Clerks) 1.0 FTE Maintenance Tech 1.0 FTE Janitor
Asset Management and Partnership Management Fees meet standards	Y	Annual AM Fee is \$23,550/yr. Annual PM Fee is \$25,000/yr.
<i>For TCAC projects:</i> Replacement Reserve Deposits meet or exceed TCAC minimum standards	Y	Replacement Reserves are \$500 per unit per year per TCAC and HCD standards.
Limited Partnership Asset Management Fee meets standards	Y	\$5,000 and does not escalate over time per Underwriting Guidelines

7.3. Income Restrictions for All Sources.

The Project is proposed at 95 units, with 25% of the total residential units (24) as permanent supportive housing units for seniors that will be referred by HSHs Coordinated Entry system. The 5 Plus Housing units will also be referred from MOHCD's waitlist.

The remaining 65 units will be filled by DAHLIA lottery with MOHCD income restrictions at 15% - 50% MOHCD AMI. The table below summarizes the equivalent affordability restrictions from all funders, including those that will be proposed to HCD in the MHP application, and will be used at the time of marketing to determine the most restrictive income and rent levels.

NON-LOTTERY		No. of Units	MOHCD	TCAC	HCD
Studio – LOSP	16	30% MOHCD AMI	25% TCAC AMI	25% TCAC AMI	
1 BR – LOSP	8	30% MOHCD AMI	25% TCAC AMI	25% TCAC AMI	
Sub-Total	24				
Studio – Plus Housing	2	50% MOHCD AMI	40% TCAC AMI	40% TCAC AMI	
1 BR – Plus Housing	3	50% MOHCD AMI	40% TCAC AMI	40% TCAC AMI	
Sub-Total	5				
<u>LOTTERY</u>					
Studio- SOS	13	15% MOHCD AMI	20% TCAC AMI	20% TCAC AMI	
1 BR- SOS	7	15% MOHCD AMI	20% TCAC AMI	20% TCAC AMI	
Sub-Total	20				
Studio- SOS	14	25% MOHCD AMI	20% TCAC AMI	20% TCAC AMI	
1 BR- SOS	6	25% MOHCD AMI	20% TCAC AMI	20% TCAC AMI	
Sub-Total	20				
Studio	18	50% MOHCD AMI	40% TCAC AMI	40% TCAC AMI	
1 BR	7	50% MOHCD AMI	40% TCAC AMI	40% TCAC AMI	
Sub-Total	25				
<u>STAFF UNITS</u>					
1 BR	1	N/A	N/A	N/A	
TOTAL	95				
PROJECT AVERAGE		34%	30%	30%	
AVERAGE FOR LOTTERY UNITS ONLY		30%	30%	30%	

7.4. MOHCD Restrictions.

Unit Size	No. of Units	Maximum Income Level
0 BR	13	15% of Median Income
1 BR	7	15% of Median Income
0 BR	14	25% of Median Income
1 BR	6	25% of Median Income
0 BR	16	30% of Median Income
1 BR	8	30% of Median Income
0 BR	20	50% of Median Income
1 BR	10	50% of Median Income
1 BR	1	Manager's Unit
Total	95	

In the event that the LOSP or PLUS Subsidy is removed or unavailable, the AMI shall float up to 50% MOHCD AMI for those units.

8. SUPPORT SERVICES

8.1. Services Plan.

Bayview Hunters Point Multipurpose Senior Services will provide the following social services:

1. Housing retention – referrals to mediation and legal support services with support from Bayview Senior Services housing navigation team
2. Nutrition and food access – food give away, senior meals distribution
3. Health – organizing on-site health and wellness classes including exercise, health information, bringing in providers for specific health care pop ups and field trips
4. Creative Expression – through art and music seniors will have opportunities to engage with each other and express themselves artistically.
5. Mental Health – ongoing groups to share experiences to provide socialization, providing on-site space for providers such as: City-Wide Mental Health, referrals to agencies providing specialized group work such as anger management, grief and loss and social connections
6. Substance Abuse services – referrals and case coordination with neighboring agencies, as well as hosting AA, N/A and other group approaches to recovery.
7. Finance – work with BHPMSS money management team and other providers to ensure rents are paid and seniors have access to financial counseling
8. Community building – work on disaster preparedness, holiday family events, food giveaways, recreational activities, trips game night, etc. based on resident input
9. Community engagement – connect with local facilities to host events for over 45 people, arranging trips to area venues to experience the art and culture of the neighborhood and San Francisco in general.

Outcomes:

- 75% of residents will participate in an annual survey conducted by the Resident Services Coordinator (RSC)

- 100% of new tenants will participate in an initial move-in orientation with the property management team to understand lease requirements and services available to building residents.
- 75% of new residents will engage in voluntary support services within 90-days of move-in.
- 50% of all referrals will result in a successful linkage. Referrals include those related to supplemental food programs, transportation resources, in-home support services, community medical services, community mental health services, benefits needs, etc.
- 95% of the residents will retain their housing for at least one year.
- 95% of the residents receiving eviction prevention services will either retain their housing or move out prior to eviction.

At this property, BHPMSS will hire two full-time staff:

- A Resident Services Coordinator (RSC) who will focus on linking all tenants to services available to seniors out in the community with a staffing ratio of 1:96
- A Case Manager will focus on assisting the 24 previously homeless residents with housing stability with a staffing ratio of 1:24.

It will be their job to coordinate with community service providers who can provide more services as well as assist with intensive case management for residents.

The RSC will be creative in outreach strategies, diligent in following up with linkages and referrals, assertive in forming relationships with service providers in the community, and consistent when working in partnership with BHPMSS and JSCo property management. The Case Manager will receive referrals from the Department of Homelessness and Supportive Housing (HSH) and focus on the needs of formerly homeless residents. He/she will provide warm hand-offs for clients who need more assistance as he follows up on referrals. Through the resources from HSH and Bayview Senior Services the Case Manager will arrange for furnishings, personal care, and cleaning supplies upon move-in and as needed.

BHPMSS' supportive services are based on providing compassionate, individualized, culturally and linguistically competent, and voluntary services designed to help seniors meet individual and community goals for self-sufficiency and well-being. Through their partnership with property management, the RSC and Case Manager will work with seniors to continue improving or maintaining a higher quality of life, access quality services, and maintain housing stability.

Target Population:

The project will serve seniors over age 62 earning between 15% and 50% AMI based on the San Francisco County's Area Median Income. 25% of residents will be referred from the Department of Homelessness and Supportive Housing.

Service Needs:

Residents of this property will be surveyed upon move-in to gather a broader understanding of the services they require to remain stable in their housing. The Resident Services Coordinator will provide referrals to services available out in the community, to

meet a wide variety of needs. The Resident Services Coordinator will be the point person for residents and will provide services and activities tailored to their individual needs. The Case Manager will focus on providing support services for previously homeless residents and provide reporting to the HSH.

The Resident Services Coordinator and Case Manager will both engage residents in support and process groups, provide advocacy services, make referrals, create linkages to outside services and provide outreach to and engagement with residents on a regular basis.

The on-site services offices will include two staff offices and shared conference room meeting space shared with Property Management. The community room will be used for group resident activities. Given the small amount of space available, visiting partner agency case managers and service providers will have space in the conference room or a staff office based upon scheduling. Our team anticipates that residents could benefit from services that include but are not limited to money management, financial assistance, assistance accessing benefits for seniors, mental health and/or substance abuse services, nutrition and food access, recreation and social activities, and ongoing information/referral to develop a support system to help them age in place.

The service model is based upon Bayview Senior Services' experience as a provider of social services at Dr Davis Senior Housing where over 25 COP holders have lived.

8.2. Services Budget.

See Project's preliminary services budget below:

	TOTAL Budget	HSH Budget	Operating Budget
Case Manager (1.0 FTE)	\$66,560	\$66,560	
Resident Services Coordinator (1.0 FTE)	\$66,560		\$66,560
Services Supervisor	\$19,760	\$14,820	\$4,940
Subtotal Payroll	\$152,880	\$81,380	\$71,500
Fringe Benefits 30%	\$45,864	\$24,414	\$21,450
Total Staffing:	\$198,744	\$105,794	\$92,950
Client Supplies	\$10,200	\$7,650	\$2,550
Program Supplies	\$11,400	\$2,850	\$8,550
Telephone/Communications	\$6,800	\$3,400	\$3,400
Recruitment/ Training	\$5,760	\$4,320	\$1,440
Transportation	\$4,650	\$1,163	\$3,488
Counseling Services	\$21,450	\$13,650	\$7,800
Special Events	\$3,600	\$900	\$2,700
Office Supplies	\$1,802	\$451	\$1,352
Total Other:	\$65,662	\$34,383	\$31,279
Sub-total	\$264,406	\$140,177	\$124,229
Indirect 13%	\$34,373	\$18,223	\$16,150
TOTAL COST	\$298,779	\$158,400	\$140,379

8.3. HSH Assessment of Service Plan and Budget.

HSH and MOHCD reviewed and assessed the Services Plan and Budget and will request updates to the plan and budget during the predevelopment phase including for MHP and as required for other financing applications. The allocation shown above meets HSH’s total annual cost of up to \$165,000, as allowable under HSH guidelines.

9. STAFF RECOMMENDATIONS

9.1. Proposed Loan/Grant Terms

Financial Description of Proposed Predevelopment Loan	
Loan Amount:	\$4,000,000
Loan Term:	3 years (extend an additional 55-years at construction close)
Loan Maturity Date:	2026
Loan Repayment Type:	Residual Receipts (convert at construction close)
Loan Interest Rate:	3%
Date Loan Committee approves prior expenses can be paid:	Any expenses dated back to December 7, 2022.

Financial Description of Proposed Preliminary Gap Loan	
Loan Amount:	\$23,750,000
Loan Term:	55 years
Loan Maturity Date:	2084
Loan Repayment Type:	Residual Receipts
Loan Interest Rate:	3%
Date Loan Committee approves prior expenses can be paid:	Any expenses dated back to Sept 15, 2023.

Financial Description of Proposed Bridge Loan	
Loan Amount:	\$1,000,000 – AHP Bridge Loan Separate Note
Loan Term:	2 years
Loan Maturity Date:	2027
Loan Repayment Type:	Due in Full on Maturity Date
Loan Interest Rate:	0%
Date Loan Committee approves prior expenses can be paid:	Any expenses dated back to Sept 15, 2023.

9.2. Recommended Loan Conditions

Prior to Initial Predevelopment Disbursement:

1. Sponsor must provide evidence of Prop I sign posting.
2. Sponsor must provide evidence of Limited Partnership formation.
3. Sponsor must provide evidence of SF HAF payoff amount.

On-Going:

1. Sponsor must provide MOHCD with detailed monthly updates via the MOHCD Monthly Project Update, including on (1st report due January 10, 2024):
 - a. Community outreach
 - b. Outcomes achieved related to racial equity goals
 - c. Community outreach timeline including both residential and commercial outreach plans during key periods of the project, posted on website.
2. Sponsor must provide quarterly updated response to any letters requesting corrective action.
3. Sponsor to provide self-scores for all third-party funding requests.
4. Sponsor must provide an analysis by the next AHP application round. (estimated March 2024)
5. Sponsor must apply for any other higher value rent and operating subsidies available including Continuum of Care contracts or Project Based Vouchers.

Prior to Gap Financing Application:

1. Sponsor must provide operating and development budgets that meet MOHCD Underwriting Guidelines. Specially, the Sponsor must work with MOHCD Staff to bring the developer fee in line with guidelines by Gap.
2. Sponsor must work with MOHCD Construction Representative, and Architectural Team to keep Project costs within the MOHCD per unit subsidy limit of up to \$280,000 per unit or less per the underwriting guidelines.(estimated May 2025)
3. Sponsor must work with MOHCD staff and project's General Contractor to Value Engineer construction budget with the goal of continually reducing construction costs inclusive of contractor contingency, bid contingency and escalation to start of construction.
4. Sponsor must look to reduce the number of services space square footage to create more community space or increase the number of units.
5. Sponsor must provide MOHCD and HSH with a services plan and budget with proposed staffing levels that meet MOHCD underwriting standards and HSH guidelines prior to gap loan approval. Any changes to the current proposed plan and budget will need to be represented to MOHCD and HSH at least 90 days prior to gap loan approval (estimated May 2025).

6. Sponsor must add the Public Art costs including installation to the final construction budget. (estimated May 2025)
7. Sponsor must provide MOHCD with information outlining cost containment, efficiencies and innovation strategies to reduce overall project costs and maximize efficiency of MOHCD gap loans particularly 3 FTE for Property Manager, Assistant Property Manager and Occupancy Specialist, and deferred developer fee.
8. Sponsor must: a) provide for MOHCD review of the Request for Proposals (RFP) for equity investors and lenders before it is finalized and distributed; b) provide for MOHCD review of all raw financial data from developer or financial consultant prior to selection; c) provide for MOHCD review and approval of all selected investors and lenders; and d) provide for MOHCD review and approval of all Letters of Intent from financial partners.
9. Sponsor must provide a clear marketing strategy plan targeting Black/African American household for the Project's marketing and lease up.

Within 12 Months of TCO:

10. Sponsor to work with MOHCD and HSH to establish the LOSP budget and income restrictions for the referrals from Coordinated Entry.
11. Sponsor must provide initial draft marketing plan within 12 months of anticipated TCO, outlining the affirmative steps they will take to market the project to the City's preference program participants, including COP Holders, Displaced Tenants, and Neighborhood Residents, as well as how the marketing is consistent with the Mayor's Racial Equity statement and promotion of positive outcomes for African American San Franciscans.
12. Sponsor must provide along with the marketing plan, a marketing and lease-up staffing plan, outlining steps they will take to hire, on-board, and train staff assigned to market the project and lease units.
13. Sponsor must work with seniors in the community and Plus Housing participants to seek a tenant-based rental subsidy from programs like Catholic Charities to reduce tenant rent burden and help meet the Sponsor's affordability goals for the Project.
14. Sponsor must submit an updated 1st year operating budget and 20-year cash flow – if any changes have occurred – by November 1st before the year the project will achieve TCO so that MOHCD may request the LOSP subsidy.

10. LOAN COMMITTEE MODIFICATIONS

[N/A or list]

LOAN COMMITTEE RECOMMENDATION

Approval indicates approval with modifications, when so determined by the Committee.

APPROVE. DISAPPROVE. TAKE NO ACTION.

Date: _____

Eric D. Shaw, Director
Mayor's Office of Housing and Community Development

APPROVE. DISAPPROVE. TAKE NO ACTION.

Date: _____

Salvador Menjivar, Director of Housing
Department of Homelessness and Supportive Housing

APPROVE. DISAPPROVE. TAKE NO ACTION.

Date: _____

Thor Kaslofsky, Director
Office of Community Investment and Infrastructure

APPROVE. DISAPPROVE. TAKE NO ACTION.

Date: _____

Anna Van Degna, Director
Controller's Office of Public Finance

- Attachments:
- A. Project Milestones/Schedule
 - B. Borrower Org Chart
 - C. Developer Resumes
 - D. Asset Management Analysis of Sponsor
 - E. Threshold Eligibility Requirements and Ranking Criteria
 - F. Site Map with amenities
 - G. Elevations and Floor Plans, if available
 - H. Comparison of City Investment in Other Housing Developments
 - I. Predevelopment Budget
 - J. Development Budget
 - K. 1st Year Operating Budget
 - L. 20-year Operating Pro Forma

REQUEST FOR PREDEVELOPMENT AND PRELIMINARY GAP COMMITMENT FOR 967 MISSION

Shaw, Eric (MYR)

Fri 9/15/2023 1:31 PM

To: Amaya, Vanessa (MYR) <Vanessa.Amaya@sfgov.org>

Approve

Eric D. Shaw

Director/ Interim Director HopeSF

Mayor's Office of Housing and Community Development

City and County of San Francisco

1 South Van Ness Avenue, 5th Floor

967 Mission Street

Menjivar, Salvador (HOM)

Tue 9/19/2023 12:20 PM

To: Shaw, Eric (MYR) <eric.shaw@sfgov.org>

Cc: Amaya, Vanessa (MYR) <Vanessa.Amaya@sfgov.org>

I support the request by The John Stewart Company and Bayview Hunters Point Multipurpose Senior Services for \$4M in predevelopment and \$24.7M preliminary gap commitment for a total amount of \$28,750,000 for the construction of 95 new affordable senior housing units located at 967 Mission Street.

Best,

Salvador



Salvador Menjivar
Director of Housing
Pronouns: He/Him

San Francisco Department of Homelessness and Supportive Housing
salvador.menjivar1@sfgov.org | 415-308-2843

Learn: dhsh.sfgov.org | hsh.sfgov.org | Follow: [@SF_HSH](https://twitter.com/SF_HSH) | Like: [@SanFranciscoHSH](https://twitter.com/SanFranciscoHSH)

CONFIDENTIALITY NOTICE: This e-mail is intended for the recipient only. If you receive this e-mail in error, notify the sender and destroy the e-mail immediately. Disclosure of the Personal Health Information (PHI) contained herein may subject the discloser to civil or criminal penalties under state and federal privacy laws.

Approval of Request for Predevelopment and Preliminary Gap Commitment for 967 Mission

Kaslofsky, Thor (CII)

Fri 9/15/2023 12:03 PM

To: Amaya, Vanessa (MYR) <Vanessa.Amaya@sfgov.org>

Cc: Colomello, Elizabeth (CII) <elizabeth.colomello@sfgov.org>; Shaw, Eric (MYR) <eric.shaw@sfgov.org>; Ely, Lydia (MYR) <lydia.ely@sfgov.org>

Hi Vanessa,

I approve the above request on behalf of OCII.

Thanks!

Best Regards,

Thor



Thor Kaslofsky

Executive Director

One South Van Ness Avenue, 5th Floor

San Francisco, CA 94103

415.749.2588

thor.kaslofsy@sfgov.org

www.sfocii.org

*Please note that if you are receiving this email outside of your normal working hours there is no urgent need to respond unless there is a specific request to do so.

Re: REQUEST FOR PREDEVELOPMENT AND PRELIMINARY GAP COMMITMENT FOR 967 MISSION

Trivedi, Vishal (CON)

Fri 9/15/2023 11:14 AM

To: Amaya, Vanessa (MYR) <Vanessa.Amaya@sfgov.org>; Shaw, Eric (MYR) <eric.shaw@sfgov.org>

I vote yes on this item. Thanks!

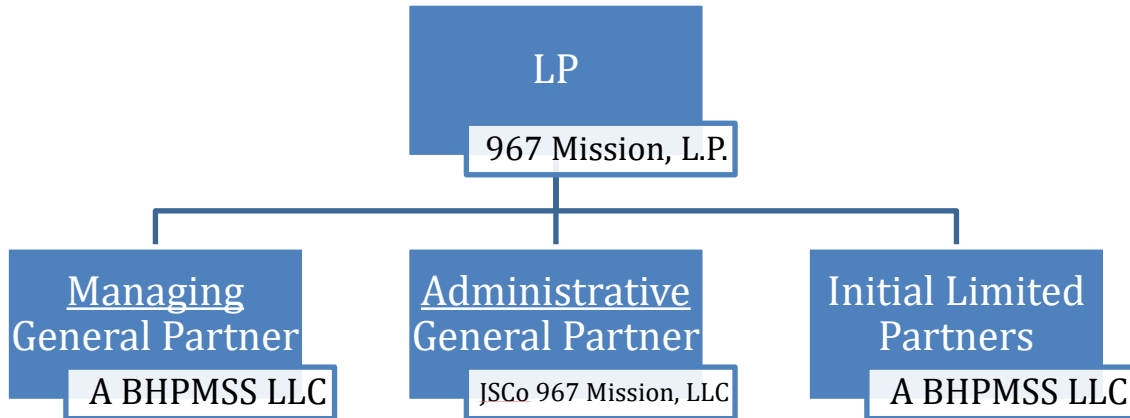
Vishal Trivedi | Financial Analyst
Office of Public Finance | City & County of San Francisco
Email | vishal.trivedi@sfgov.org

Attachment A: Project Milestones and Schedule

No.	Performance Milestone	Estimated or Actual Date	Notes
A.	Prop I Noticing (if applicable)	<u>10/15/2023</u>	<u>Requires Loan Committee Approval</u>
1	Acquisition/Predev Financing Commitment	<u>09/15/2023</u>	
2.	Site Acquisition	<u>N/A</u>	
3.	Development Team Selection		
a.	Architect	<u>1/31/2023</u>	
b.	General Contractor	<u>1/31/2023</u>	
c.	Owner's Representative		
d.	Property Manager	<u>06/11/2021</u>	
e.	Service Provider	<u>06/11/201</u>	
4.	Design		
a.	Submittal of Schematic Design & Cost Estimate	<u>09/1/2023</u>	
b.	Submittal of Design Development & Cost Estimate	<u>01/12/2024</u>	
c.	Submittal of 50% CD Set & Cost Estimate	<u>03/15/2024</u>	
d.	Submittal of Pre-Bid Set & Cost Estimate (75-80% CDs)	<u>05/24/2024</u>	
b.	LOI/s Executed	<u>N/A</u>	
5.	Environ Review/Land-Use Entitlements	<u>9/15/2023</u>	
a.	SB 35 Application Submission	<u>09/11/2023</u>	
b.	CEQA Environ Review Submission	<u>N/A</u>	
c.	NEPA Environ Review Submission	<u>TBD</u>	<u>Only required if CoC, or HUD 202 PRAC appl submitted</u>
d.	CUP/PUD/Variances Submission	<u>08/11/2023</u>	
6.	PUC/PG&E		
a.	Temp Power Application Submission	<u>08/11/2023</u>	
b.	Perm Power Application Submission	<u>08/11/2023</u>	
7.	Permits		
a.	Building / Site Permit Application Submitted	<u>10/25/2023</u>	
b.	Addendum #1 Submitted	<u>05/27/2024</u>	
c.	Addendum #2 Submitted	<u>05/27/2024</u>	
8.	Request for Bids Issued	<u>12/02/204</u>	
9.	Service Plan Submission		
a.	Preliminary	<u>07/14/2023</u>	
b.	Final	<u>07/15/2025</u>	
10.	Additional City Financing		
a.	Preliminary Gap Financing Application	<u>09/15/2023</u>	
b.	Final Gap Financing Application	<u>07/15/2025</u>	
11.	Other Financing		
a.	HCD Application	<u>06/01/2024</u>	

b.	Construction Financing RFP	<u>05/15/2025</u>	
c.	AHP Application	TBD	<u>Initial Submission by 2025</u>
d.	CDLAC Application	<u>02/15/2025</u>	
e.	TCAC Application	<u>02/15/2025</u>	
f.	Lender/Investor RFP	<u>05/15/2025</u>	
g.	Other Financing Application	TBD	<u>As Required</u>
h.	LOSP Funding Request	<u>6/02/2025</u>	
12.	Closing		
a.	Construction Loan Closing	<u>10/15/2025</u>	
b.	Conversion of Construction Loan to Permanent Financing	<u>04/15/2028</u>	
13.	Construction	<u>10/15/2025</u>	<u>Assumes 20-month construction period</u>
a.	Notice to Proceed	<u>10/15/2025</u>	
b.	Temporary Certificate of Occupancy/Cert of Substantial Completion	<u>07/15/2027</u>	
14.	Marketing/Rent-up		
a.	Marketing Plan Submission	<u>10/15/2025</u>	
b.	Commence Marketing	<u>11/15/2026</u>	
c.	95% Occupancy	<u>11/15/2027</u>	
15.	Cost Certification/8609	<u>10/15/2028</u>	
16.	Close Out MOH/OCII Loan(s)	<u>12/15/2028</u>	

Attachment B: Borrower Org Chart



Attachment C: Development Staff Resumes

The Development team is comprised of the following staff from The John Stewart Company and Devine & Gong, Inc. who work day-to-day on Hunters View.

Catherine Etzel, Director of Development, JSCo

Catherine Etzel joined JSCo in 2013 as a Project Manager and has since been promoted to Director of Development. Ms. Etzel manages the development activities for both new construction and rehabilitation projects across the Bay Area and has primarily worked on Hunters View, where she has managed the design and construction process, overseen financial closings, and coordinated community outreach for nearly ten years.

Dicko Ba, Project Manager, JSCo

Dicko Ba joined JSCo in 2021 as a Project Manager and works on new construction and rehabilitation projects in San Francisco, San Jose and Sacramento County. Her responsibilities include managing entitlement and environmental review processes, developing and tracking project scope and budgets, preparing funding applications and draws, and supporting financial closings and other day-to-day development activities.

Margaret Miller, President of Development, JSCo

Margaret Miller joined JSCo in 2004 as a Project Manager and now leads the firm's eight-person Development Division. In this capacity Ms. Miller oversees the full range of activities related to developing affordable and mixed-income housing, including identifying and acquiring properties, business development, project design, obtaining entitlements and environmental approvals, financial structuring, loan packaging, construction oversight, and regulatory compliance.

Jack Gardner, CEO, JSCo

Jack D. Gardner has been actively involved in the financing, development, and management of affordable housing since 1985 and has served as the CEO of The John Stewart Company since 2002. Under Mr. Gardner's leadership JSCo has become one of the largest managers of affordable housing in the United States – with over 33,000 units under management – and one of the top developers of affordable housing in California, with over 1,000 units of affordable housing under construction or in predevelopment.

Cathy Davis, Executive Director, BHPMSS

Cathy Davis came to Bayview Hunters Point Multipurpose Senior Services in 1978 after assisting seniors as a VISTA volunteer in Decatur, Illinois for two years. She worked with the agency's executive director, Dr. George W. Davis, for the next 32 years, serving as deputy director, adult day health director and now as its executive director. Mrs. Davis assisted in the development of the senior center and then became the director of the adult day health center in 1984. In recent years, Mrs. Davis has expanded the agency's focus on housing, increased case management and supported senior services in Western Addition. Mrs. Davis has been instrumental in the negotiations for creating 121 units of housing and a new senior center at 1751 Carroll, a part of Dr. Davis's dream for an Aging Campus designed for seniors to age in place in the community. Construction on this project began in April 2014 with completion in April 2016. She is uniquely qualified to lead the effort to bring this project into fruition.

Attachment D: Asset Management Evaluation of Project Sponsor

Number of projects and average number of units/projects currently in sponsor's asset management portfolio

JSCo owns 34 projects, which include 4,028 units and has an average project size of 119 units. Note that JSCo provides active asset management on only a portion of its portfolio as it owns all of these projects with non-profits, some of whom have strong asset management functions within their own organization. JSCo is responsible for day-to-day active asset management on 15 of its projects, which include 2,165 units for an average project size of 144 units.

Sponsor's current asset management staffing – job titles, FTEs, average number of units assigned to each FTE, org chart and status of each position (filled/vacant)

- Margaret Miller (President) oversees asset management of JSCo owned portfolio and spends approximately 20% of her time on asset management related activities.
- Teresa Liu (Asset Manager) is a full-time asset manager for JSCo and oversees the 15 properties for which JSCo is the day-to-day asset manager.
- Ally Vigil (Executive Assistant) works with Margaret and Teresa on asset management reporting and special projects and spends approximately 25% of her time on these activities.
- Iris Lee (Accountant) works on the accounting, audit, tax and finance for JSCo's owned portfolio and spends approximately 25% of her time devoted to this responsibility.
- JSCo will fill an Asset Management Analyst position in 2023 to support JSCo's asset management function.

Description of scope and range of duties of sponsor's asset management team.

- Creates and maintains comprehensive asset management/strategy plans for each property in assigned portfolio.
- Completes portfolio analysis and summary reports to determine concerns impacting the financial and/or physical health of the asset.
- Establishes and maintains good working relationships with lenders and investors as JSCo's primary contact.
- Negotiates with partners and/or lenders as needed to amend agreements and/or secure approvals.
- Develops and sponsors occasional meetings to review portfolios with investors, lenders and internal groups, including the coordination of on-site property visits.
- Coordinates all responses to questions from investors/lenders on assigned portfolio.
- Reviews all reporting information due to investors/lenders.
- Researches partnership agreements, financing documents, regulatory agreements, tax returns, and other source documents to determine constraints and barriers to long-term needs.
- Conducts site visits, documents property condition and develops corrective action as appropriate.
- Reviews all governing documents for new and existing properties.
- Monitors property commercial spaces and work with brokers to market and negotiate leases with prospective tenants, as needed.
- Works with Development and Property Management to create accurate proformas and long-term strategic plans for new properties.
- Evaluates property plans to ensure surplus cash will meet long-term corporate cash flow

targets.

- Works in collaboration with others to resolve issues related to cash-flow and long-term capital needs, including working with investors/lenders to free-up existing reserves or secure loans.
- Manages the annual budget process and proposes creative solutions to cash-flow issues.
- Monitors portfolio to ensure that financial performance is in-line with budgets, that variance explanations meet owner and investor/lender requirements, and that operating deficit guarantees are “burned off” as quickly as possible.
- Monitors and reviews audits to ensure surplus distributions are made correctly and on a timely basis.
- Monitors that properties moving into operations are meeting financial performance according to the proforma.
- Reviews long-term capital plans for the properties in assigned portfolio, suggesting adjustments to Construction Services if necessary, managing reserve balances to meet long-term cash needs, identifying those properties requiring outside funding, and ensuring that major projects are progressing on plan.

Description of sponsor’s coordination between asset management and other functional teams, including property management, accounting, compliance, facilities management, etc.

JSCo has a unique advantage in that asset management, development, property management, accounting, compliance, and construction and maintenance services are all within JSCo. Coordination between these functional teams is eased as a result and capabilities and capacity is leveraged to the benefit of JSCo’s owned assets. Additionally, both development and asset management are under the leadership of Margaret Miller (President) which makes the transition and coordination from development to asset management more seamless and successful. At JSCo, once a property is fully developed, asset management is responsible for all coordination between the different functional teams within JSCo as it relates to the owned asset.

Sponsor’s budget for asset management team – shown as cost center for projects in San Francisco.

JSCo does not bill asset management costs to any of its properties and instead collects pre-determined asset management fees, as allowable by lenders and investors, from each property. All JSCo asset management costs are paid by the asset management fees collected, as well as any surplus cashflow generated from properties.

Number of projects expected to be in sponsor’s asset management portfolio in 5 years and, if applicable, plans to augment staffing to manage growing portfolio.

It is currently anticipated that JSCo will add 8 new projects, or 787 units, to its owned portfolio in the next five years. JSCo will continue to grow its asset management team accordingly, and as previously indicated JSCo is currently in the process of hiring an Asset Management Analyst to add additional capacity to the team.

Attachment E: Threshold Eligibility Requirements and Ranking Criteria

- a. -of this RFQ. For purposes of this requirement, the member of the general partner of the tax credit partnership that will own the completed project is the proposed "Owner."
- b. **Minimum Property Management Experience:** The proposed Property Manager must have managed at least **one** Qualifying Project for at least 24 months.
- c. **Minimum Service Provision Experience:** The proposed service provider(s) must have at least 36 months experience providing services to low-income family residents, communities of color, homeless persons and/or senior citizens within a Qualifying Project.

Note Regarding Experience: For any Respondent team member, the experience of key staff members may be substituted for the experience of the organization as a whole as long as the staff members' experience in other firms was substantive and involved responsibilities similar to those that they are anticipated to perform during the proposed development of the site. Any substitution should be clearly identified in Attachment 4, Qualifying Project Form.

1. *Minimum Developer and Owner Capacity Requirements*

The proposed Developer and Owner must demonstrate the financial and staffing capacity to successfully complete the project and manage the asset in the long-term, as further described below.

- a. **Financial Capacity:** The proposed Developer (or Guarantor where another entity is providing required guarantees) must demonstrate its ability to obtain competitive financing, as evidenced by submitting the latest (2) years of either signed federal income tax returns (including schedules or attachments, if any); or audited financial statements (with management letters, if any). The proposed Developer must also submit **Attachment 5 – Financing Terms for Developer's Qualifying Project** documenting the equity pricing and debt terms for the Qualifying Project submitted under Minimum Developer Experience.
- b. **Staffing Capacity:** The proposed Developer must document its capacity to successfully plan, design, and develop the Project, throughout the period of development, either through staff with appropriate experience and capacity, contracted services, or collaboration with other organizations. To document this, the proposed Developer must submit a written narrative **no more than one page** (in Times New Roman font, 12 font size, and 1-inch margins) to document

the experience and capacity of key staff, their workloads, and the organizational structure for supporting staff. The proposed Developer must also submit **Attachment 6 – Projected Staffing Workload Form** to document the work assignments (existing or contemplated) associated with each staff person expected to work on the Project for Developer.

- c. **Asset Management Capacity:** The proposed Owner must document its capacity to successfully manage real estate assets in compliance with City regulatory agreements and restrictions. To document this, the proposed Owner must submit a recent Real Estate Owned (REO) schedule, stating the number of projects and average number of units/project currently in Owner’s asset management portfolio, proposed Owner’s current asset management staffing noting job titles, FTEs, and status of each position (filled/vacant) and proposed Owner’s organizational chart.
- d. **Racial Equity Capacity:** The proposed Developer must document its capacity to successfully plan, design, and develop racial equity strategy that will lower barriers to obtaining quality affordable housing for communities of color through staff with appropriate experience and capacity, contracted services, or collaboration with other organizations. Documentation should include information evidencing the Developer’s capacity to achieve the goals of this RFQ (see especially pages 4-5).
- Select partners that are able to work with MOHCD to deploy city resources, tools and expertise to create developments that are responsive to populations disproportionately impacted by systemic racism;
 - Ensure that development teams are working within a culturally competent approach through the development process;
 - Align each Project with the implementation of City policies on anti-displacement, racially inclusive communities, and creating stable housing for vulnerable populations;
 - Create opportunities for growth of smaller and Black, Indigenous and people of color, (BIPOC)-led organizations in development role or as member of development team
 - Submit demographic data for the Boards of Directors of each Development Team member and for the staff of each organization represented on the Team.

**A. MINIMUM EXPERIENCE AND CAPACITY REQUIREMENTS FOR
RESPONDENTS APPLYING FOR 100% SUPPORTIVE HOUSING FOR
HOMELESS ADULTS**

1. Team Member Specific Minimum Requirements

a. Minimum Developer Requirements - Lead Developer itself or in partnership with other co-developers must provide evidence of the following experience:

- New construction of at least two affordable housing developments that are both high-density infill sites, with an aggregate unit count of approximately 75 units or more
- Development of at least one supportive affordable housing development for formerly homeless adults and/or formerly homeless seniors (may be new construction or substantial rehabilitation of an existing building)
- Use of Low-Income Housing Tax Credit financing

For joint-venture Development partners, the experience of either entity may suffice for the joint-venture partnership. A Memorandum of Understanding between joint-venture Development partners must be submitted with the application.

Furthermore, a Respondent can qualify for development experience by contracting with a development consultant for comprehensive project management services. Project management services should include financial packaging, selection of other consultants, selection of construction contractor and property management agent, oversight of architectural design, construction management, and consultation on major aspects of the development process. The contract for development services must be submitted with the RFQ response and must be acceptable to MOHCD.

b. Minimum Ownership Experience - The proposed Owner of the Project must have owned at least one supportive formerly homeless project in San Francisco for at least 5 years prior to the Submittal Deadline of this RFQ. In addition, each proposed Owner must provide evidence of experience with owning housing financed with Low Income Housing Tax credits. This experience does not have to be on the same project that satisfies the 5-year ownership requirement. If the Selected Developer entity is not the same entity as the proposed Owner, MOHCD reserves the right to require that certain members of the Selected Developer remain active in the ownership for whatever length of time MOHCD deems necessary to ensure operating and financial stability.

For purposes of this requirement, the managing general partner of the tax credit partnership intended to take ownership of the completed Project and to provide asset management for the Project is the proposed "Owner".

c. Minimum Property Manager Requirements - The proposed property manager for the Project must have managed at least three supportive formerly homeless

or supportive senior rental projects, including at least one in San Francisco, each for at least 36 months. In addition, the Property Manager for the Project must provide evidence of experience with managing housing financed with Low Income Housing Tax credits.

- d. **Minimum Service Provision Requirements** - The proposed service provider(s) must have at least 36 months' experience providing supportive services to formerly homeless adults and/or formerly homeless seniors including case management and comprehensive services for homeless households in a residential setting in San Francisco. The proposed service provider(s) must have the infrastructure to supervise and train the onsite staff and their supervisors. The service provider must also have experience with and capacity to bill Medi-Cal.
- e. **Other Consultants** – For any Respondent team, the experience of key staff members or “other consultants” may be substituted for the experience of the organization as a whole as long as the staff member’s or consultant’s experience in other firms was substantive and involved responsibilities similar to what they are anticipated to perform as a member of the Respondent’s team.

B. SELECTION CRITERIA AND SCORING

All applications that meet the Minimum Experience and Capacity Requirements will be scored and ranked according to the following selection criteria:

	Category	Points
A.	EXPERIENCE:	40
i.	<p>Developer (12 pts)</p> <ul style="list-style-type: none"> ➤ Experience with the following: <ul style="list-style-type: none"> ○ Completing projects on time and on budget ○ Obtaining competitive financing terms ○ Developing Type V/I or III/I construction ○ Developing housing for low-income families, seniors, or the homeless ➤ Building community support through outreach ➤ Current staff capacity and experience to take on this project type 	
ii.	<p>Owner (4 pts)</p> <ul style="list-style-type: none"> ➤ Track record successfully owning housing financed with Low-Income Housing Tax Credits 	

	<ul style="list-style-type: none"> o Experience owning affordable housing for low-income families, seniors and/or the homeless ➤ Current asset management structure, staffing, and portfolio ➤ Capacity for assuming asset management of an expanded portfolio once the development is complete 	
<p>iii.</p>	<p>Property Manager (8 pts)</p> <ul style="list-style-type: none"> ➤ Experience managing property for target populations ➤ Experience achieving high rates of housing retention ➤ Implements low barrier tenant selection policies ➤ Contributes to long-term sustainability of the development ➤ Achieves cost efficiencies in operations 	
<p>iv.</p>	<p>Service Providers (8 pts)</p> <ul style="list-style-type: none"> ➤ Experience delivering services to target populations ➤ Experience linking residents to the City’s safety net of services ➤ Works with property management to achieve high rates of housing retention ➤ Supports positive outcomes for residents around health and economic mobility ➤ If applicable, provides explanation for service contracts terminated prematurely within the last 5 years ➤ Discusses barriers to communities of color accessing quality health care services, employment and educational opportunities 	
<p>v.</p>	<p>Racial Equity Strategy (8 pts)</p> <ul style="list-style-type: none"> ➤ Describes level of racial equity awareness ➤ Experience providing housing to COP and neighborhood preference holders ➤ Uses innovative approaches to engagement with COP and neighborhood preference holders ➤ Demonstrates commitment to racially diverse project development teams 	

	<p>Proposes a substantive partnership that increases opportunity/capacity for growth of smaller and Black, Indigenous and people of color, (BIPOC)-led organizations</p> <ul style="list-style-type: none"> ➤ Demonstrates experience with serving historically excluded communities of color ➤ Describes approaches to overcoming historical obstacles to communities of color obtaining high quality affordable housing ➤ Describes experience providing access and implementing service delivery strategies to historically excluded communities of color 	
B.	VISION:	60
i.	<p>Program Concept (20 pts)</p> <ul style="list-style-type: none"> ➤ Describes vision for a development program at this site, while best achieving the project goals, and includes: <ul style="list-style-type: none"> ○ A residential program and other envisioned uses; ○ Indicates how the proposed uses and amenities will enhance the lives of the proposed target population and the surrounding neighborhood. ➤ Indicates particular groups served by the programs and spaces (tots, children, teens, homeless people, young adults, adults, elderly, disabled etc.). ➤ Describes how the program will contribute to lowering barriers to persons of color seeking and retaining quality housing. 	
ii.	<p>Community Engagement Strategy (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes community engagement strategy and includes: <ul style="list-style-type: none"> ○ The team’s philosophy on community engagement; ○ Process for establishing and/or building positive relationships with surrounding neighbors and the larger community; ○ Efforts designed to engage all interested community members, including monolingual 	

	<p>non-English speaking members of the community;</p> <ul style="list-style-type: none"> o How the Development Team intends to comply with the City’s Language Access Ordinance. <ul style="list-style-type: none"> ➤ Describes the Team’s approach to achieving entitlements for the project expeditiously and the Team’s approach to maintaining and building community relationships after entitlements have been achieved and the development is in operations. ➤ Indicate how particular community engagement strategy will address the historical exclusion of communities of color from quality housing, including but not limited to marketing to attract target populations. 	
<p>iii.</p>	<p>Services Delivery Strategy (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes the Development Team’s services delivery strategy and includes: <ul style="list-style-type: none"> o The overall service philosophy; o Model for providing any anticipated services to formerly homeless residents (including case management ratio and provision of amenities such as front desk clerks, if applicable); o The services goals of the proposed vision. ➤ A brief description of the desired outcome of the services to be provided and innovative approaches to services provision, including the strategy of engaging residents and encouraging access to services. ➤ Describes how services for residents will be coordinated with the existing network of services in the neighborhood and community. 	
<p>iv.</p>	<p>Finance & Cost Containment Approach (10 pts)</p> <ul style="list-style-type: none"> ➤ Narration that describes the Development Team’s financing approach to the project. ➤ Includes the Team’s process for structuring the project and controlling development costs. 	

	<ul style="list-style-type: none"> ➤ Includes innovative strategies intended to minimize MOHCD's projected capital gap financing. ➤ Describes any innovative (i.e. non-standard, routine or commonly used) direct or indirect cost-cutting strategies relevant to overall development, construction or operating expenses. ➤ Do not include proforma financials. 	
v.	<p>Racial Equity Strategy (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes proposed resident services program, including the activities or types of services, how they will be provided, and the approach (such as timeline, hours and days of operation, examples, and best practices). ➤ Explain how the Development Team's model removes barriers to intergenerational wealth, self-sufficiency and resiliency for persons of color, particularly COP holders, African American households and/or households in historically African American neighborhoods. ➤ Explain how the strategy aligns with the four primary goals of this RFQ set forth in the Introduction. 	
TOTAL POSSIBLE POINTS		100

Attachment F: Site Map with amenities



Amenity Type	Number on Map	Name	Address	Walking Distance from Site (miles)	TCAC Score
Transit	1	Powell Bart Station	Powell Street, 899 Market St, San Francisco, CA 94103	0.4	7
		Market St & 5th St	San Francisco, CA 94103	0.3	
Park	2	Parks at 5 M	Random Park, 44 Mary St, San Francisco, CA 94103	0.1	3
		Yerba Buena Gardens	750 Howard St, San Francisco, CA 94103	0.4	
Public Library	3	San Francisco Public Library	100 Larkin St, San Francisco, CA 94102	0.6	2
Grocery Store	4	Trader Joe's	10 4th St, San Francisco, CA 94103	0.4	5
Senior Center	5	Planning for Elders	965 Mission St, San Francisco, CA 94103	0.3	3
		Filipino Senior Resource Center	953 Mission St # 61, San Francisco, CA 94103	230 ft	
Medical Clinic	6	St. Anthony's Medical Clinic	150 Golden Gate Ave 2nd floor, San Francisco, CA 94102	0.4	3
		Mabuhay Health Center	1010 Mission St, San Francisco, CA 94103	476 ft	
Pharmacy	7	Walgreens Pharmacy	825 Market St, San Francisco, CA 94103	0.4	2
School			N/A		
High/Highest Op			N/A		

Attachment G: Elevations and Floor Plans

(See Attached)

**Attachment H: Comparison of City Investment in Other Housing
Developments**

Affordable Multifamily Housing New Construction Cost Comparison - San Francisco

Updated 8/7/2023

	Acquisition by Unit/Bed/SF			Construction by Unit/Bed/SF			Soft Costs By Unit/Bed/SF			Total Development Cost (Incl. Land)			Subsidy	
	Acq/unit	Acq/BR	Acq/lot sq.ft	Const/unit	Const/BR	Const/ sq.ft ⁶	Soft/unit	Soft/BR	Soft/ sq.ft ⁶	Gross TDC/unit	Gross TDC/BR	Gross TDC/ sq.ft ⁶	Subsidy / unit	Leveraging ⁷
Delta of Subject and Comparable Projects	\$ (36,777)	\$ (28,657)	\$ (279)	\$ 63,698	\$ 197,667	\$ 241	\$ 91,112	\$ 126,986	\$ 162	\$ 116,767	\$ 295,005	\$ 363	\$ (20,371)	117.4%
Delta Percentage	-98%	-98%	-98%	10%	41%	37%	55%	98%	93%	14%	46%	42%	-8%	174%
SUBJECT PROJECT	\$ 568	\$ 568	\$ 6	\$ 679,839	\$ 679,839	\$ 893	\$ 256,102	\$ 256,102	\$ 336	\$ 936,510	\$ 936,510	\$ 1,230	\$ 247,368	73.6%
Comparable Projects Average:	\$ 37,345	\$ 29,225	\$ 285.40	\$ 616,141	\$ 482,173	\$ 652	\$ 164,990	\$ 129,116	\$ 175	\$ 819,742	\$ 641,504	\$ 867	\$ 267,739	67.3%

Costs **lower** than comparable average (within 10%) Costs **higher** than comparable average (within 10%)

	Lot sq.ft	Completion/ start date	# of Units	# of BR ¹	Building Square Footage			Total Project Costs			Total Dev. Cost w/land	Local Subsidy	Total Dev. Cost w/o land	Notes on Financing	Building Type	Stories	Comments
					Res. ²	Non-Res. Sq. ft.	Total sq. ft.	Acq. Cost ³	Constr. Cost ⁴	Soft Cost							
ALL PROJECTS	Average:	31,513	120	191	120,323	13,545	132,205	\$ 1,671,187	\$ 80,541,800	\$ 18,824,491	\$ 101,144,660	\$ 29,006,149	\$ 99,484,962				
Comparable Projects Completed (filtered)	Average:	15,029	98	137	84,271	11,298	95,569	\$6,251,805	\$59,382,229	\$10,188,610	\$75,822,644	\$27,058,738	\$69,570,840				
Comparable Projects Under Construction (filtered)	Average:	13,110	112	131	105,344	2,830	108,174	\$4,709,523	\$61,805,188	\$23,343,250	\$89,857,961	\$28,691,021	\$85,148,438				
Comparable Projects In Predevelopment (filtered)	Average:	13,325	107	137	90,030	6,678	95,842	\$872,470	\$74,052,339	\$18,749,289	\$94,075,255	\$29,090,040	\$93,311,844				
Total Comparable Projects	Average:	13,821	106	135	93,215	6,935	99,861	\$3,944,599	\$65,079,919	\$17,427,050	\$86,585,287	\$28,279,933	\$82,677,040				
967 Mission Senior Housing	967 Mission St	8,782	95	95	72,347	-	72,347	\$ 54,000	\$ 64,584,740	\$ 24,329,665	\$ 88,968,405	\$ 23,500,000	\$ 88,914,405		Type 1A	9	9 story senior housing, Type 1A in SOMA
Delta of Subject and Comp Project Averages		-5,039	-11	-40	-20,868	-6,935	-27,514	(\$3,890,599)	(\$495,179)	\$6,902,615	\$2,383,118	(\$4,779,933)	\$6,237,365				
Delta Percentage		-36%	-10%	-30%	-22%	-100%	-28%	-99%	-1%	40%	3%	-17%	8%				

PROJECTS COMPLETED

Project Name	Address	Lot sq.ft	Compl. Date	# of Units	# of BR ¹	Building Square Footage			Total Project Costs			Total Dev. Cost w/land	Local Subsidy ⁵	Total Dev. Cost w/o land	Notes on Financing	Building Type	Stories	Comments
						Res. ²	Non-Res.	Total	Acq. Cost ³	Constr. Cost ⁴	Soft Cost							
Mission Family Housing	1036 Mission	15,200	Oct-18	88	134	92,462	6,955	99,417	\$ 5,551,029	\$ 48,898,433	\$ 6,583,453	\$ 61,032,915	\$ 17,704,400	\$ 55,481,886	2 HCD Loans (MHP & TOD)	Type IB	9	
1296 Shotwell Senior	1296 Shotwell	11,667	Jan-20	94	94	66,153	-	66,153	\$ 831,098	\$ 53,709,722	\$ 231,384	\$ 54,772,204	\$ 27,812,014	\$ 53,941,106	4% LIHTC HOME AHF	Type IA	9	seismic damper
490 South Van Ness	490 S. Van Ness Avenue	14,250	Apr-21	81	121	51,639	28,985	80,624	\$ 18,500,000	\$ 55,840,878	\$ 13,393,811	\$ 87,734,689	\$ 28,892,030	\$ 69,234,689		Type IA	7 +	Over partial basement
681 Florida	681 Florida Street	19,000	Oct-22	130	199	126,830	9,260	136,080	\$ 125,091	\$ 79,079,886	\$ 20,545,793	\$ 99,750,770	\$ 33,826,507	\$ 99,625,679	HCD MHP Loan	Type IB	9	8,400 +/- PDR

PROJECTS UNDER CONSTRUCTION

Project Name	Address	Lot sq.ft	Compl. Date	# of Units	# of BR ¹	Building Square Footage			Total Project Costs			Total Dev. Cost w/land	Local Subsidy ⁵	Total Dev. Cost w/o land	Notes on Financing	Building Type	Stories	Comments
						Res. ²	Non-Res.	Total	Acq. Cost ³	Constr. Cost ⁴	Soft Cost							
921 Howard	921 Howard Street	28,893	Aug-23	203	259	235,680	1,970	237,650	\$ 14,081,129	\$ 111,260,260	\$ 36,248,774	\$ 161,590,163	\$ 46,468,120	\$ 147,509,034	CalHfa MIP/4% LIHTC	Type IA	18	Incl 3 parking spaces & retail (GMP 4/19/21)
180 Jones Street	180 Jones Street	4,853	Nov-24	70	70	36,166	3,304	39,470	\$ 10,000	\$ 38,293,496	\$ 15,262,708	\$ 53,566,204	\$ 12,858,477	\$ 53,556,204	4% LIHTC + MHP	Type I	9	Small very tight site; studios (95% CD est. updated est at close)
Central Freeway Parcel U	78 Haight Street	5,583	Dec-23	63	63	44,185	3,216	47,401	\$ 37,439	\$ 35,861,808	\$ 18,518,268	\$ 54,417,515	\$ 26,746,467	\$ 54,380,076	9% Fed & St. Credits, MHP	Type I	7	2022
Under Construction:	Average:	37,427		126	218	138,118	17,817	151,509	1,676,449	88,461,759	22,733,792	112,971,729	36,552,197	111,296,457				

PROJECTS IN PREDEVELOPMENT

Project Name	Address	Lot sq.ft	Start Date (anticipated)	# of Units	# of BR ¹	Building Square Footage			Total Project Costs			Total Dev. Cost w/land	Local Subsidy	Total Dev. Cost w/o land	Notes on Financing	Building Type	Stories	Comments
						Res. ²	Non-Res.	Total	Acq. Cost ³	Constr. Cost ⁴	Soft Cost							
266 4th Steet (4th & Folsom)	266 4th Street	8,400	TBD	70	99	60,515	1,580	62,095	\$ 133,100	\$ 49,982,213	\$ 13,943,417	\$ 64,058,730	\$ 15,629,817	\$ 63,925,630	4% Credits: AHSC, St. Credits	Type I	8	Unlikely to move forward (6/2022) Over MUNI substation tunnel, structurally complex, small footprint
The Kelsey	240 Van Ness	18,313	Dec-24	112	144	94,001	1,349	95,350	\$ 24,590	\$ 69,202,040	\$ 19,297,224	\$ 88,523,854	\$ 27,103,503	\$ 88,499,264	4% LIHTC, IIG, AHSC	Type IB	8	11/15/2022 gap eval: bid set 80% CD
2550 Irving	2550 Irving Street	19,125	Apr-24	90	161	107,821		107,818	\$ 70,979,265	\$ 24,946,857	\$ 95,926,122	\$ 25,573,912	\$ 95,926,122	\$ 25,573,912	4% LIHTC; HCD - IIG, MHP,	Type I	7	Incl 11 spaces, pkg stacker system. or forzz estimate with 10% bid. estimate. please see attached. 100% CD. Commit rpl of Asia SF rest (8/30/21 Loan Eval)
772 Pacific Avenue	772 Pacific Avenue	9,219	Apr-24	86	86	45,458	8,847	54,305	\$ -	\$ 58,265,200	\$ 17,129,912	\$ 75,395,112	\$ 25,176,182	\$ 75,395,112	4% Credits: MHP, AHP	Type IA	8	
1939 Market Street	1939 Market Street	11,860	Nov-24	187	187	135,643	1,640	137,283	\$ -	\$ 132,080,501	\$ 22,783,451	\$ 154,863,952	\$ 68,463,859	\$ 154,863,952	4% credits, AHP, MHP, IIG, LI	Type I	15	100%SD with MEPP buy out; 6/2023 proforma for MHP app
160 Freelon	160 Freelon	13,091	May-24	85	154	91,944	10,282	102,226	\$ 20,000	\$ 75,256,791	\$ 19,236,327	\$ 96,614,847	\$ 20,077,591	\$ 98,594,846	4% Credits, MHP, AHP	Type IB	9	100% DD cost estimate and 50% CD set
Homeless Prenatal Program Hsg (2530 18th)	2530 18th Street	13,504	Feb-24	73	117	79,010	12,768	91,778	\$ 5,909,600	\$ 58,078,289	\$ 14,413,395	\$ 78,401,284	\$ 20,102,281	\$ 72,491,684	4% Credits, MHP, IIG, AHP	Type I	8	100% SD 3/17/22
Transbay 2 WEST - Senior OCII (CCDC)	200 Folsom	13,091	May-24	150	150	105,850	10,282	116,083	\$ 20,000	\$ 78,574,411	\$ 18,243,727	\$ 96,818,138	\$ 30,593,175	\$ 96,798,138	4% Credits, MHP, AHP	Type I	9	Conceptual 2021
In Predevelopment	Average:	23,881		119	176	115,798	9,196	124,400	532,666	82,842,245	18,540,036	102,136,764	25,987,793	101,637,389				

Attachment I: Predevelopment Budget

(See Attached)

Application Date: 9/15/23 # Units: 95
 Project Name: 967 Mission # Bedrooms: 127
 Project Address: 967 Mission Street # Beds:
 Project Sponsor: John Stewart Company - BHPMSS LOSP Project

SOURCES	4,000,000	-	-	-	-	-	-	Total Sources	4,000,000	Comments
Name of Sources:	MOHCD/OCII									

USE:

ACQUISITION

Acquisition cost or value									0	
Legal / Closing costs / Broker's Fee									0	
Holding Costs									0	
Transfer Tax									0	
TOTAL ACQUISITION	0	0	0	0	0	0	0	0	0	

CONSTRUCTION (HARD COSTS)

Unit Construction/Rehab									0	Include FF&E
Commercial Shell Construction									0	
Demolition									0	
Environmental Remediation									0	
Onsite Improvements/Landscaping									0	
Offsite Improvements									0	
Infrastructure Improvements									0	HOPE SF/OCII costs for streets etc.
Parking									0	
GC Bond Premium/GC Insurance/GC Taxes									0	
GC Overhead & Profit									0	
GC General Conditions									0	
Sub-total Construction Costs	0	0	0	0	0	0	0	0	0	
Design Contingency (remove at DD)									0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Bid Contingency (remove at bid)									0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Plan Check Contingency (remove/reduce during Plan Review)									0	4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+
Hard Cost Construction Contingency									0	5% new construction / 15% rehab
Sub-total Construction Contingencies	0	0	0	0	0	0	0	0	0	
TOTAL CONSTRUCTION COSTS	0	0	0	0	0	0	0	0	0	

Construction line item costs as a % of hard costs

SOFT COSTS

Architecture & Design

Architect design fees	872,100								872,100	See MOHCD A&E Fee Guidelines: http://sfmohcd.org/documents-reports-and-forms
Design Subconsultants to the Architect (incl. Fees)	868,000								868,000	Based on Architect's contract contract
Architect Construction Admin									0	Based on Architect's contract contract
Reimbursables									0	
Additional Services									0	
Sub-total Architect Contract	1,740,100	0	0	0	0	0	0	0	1,740,100	
Other Third Party design consultants (not included under Architect contract)										Permit Expediter - \$95,000 Based on proposal received Joint Trench - \$100,325 Based on proposal received Accessibility consultant Smoke Control? Dry Utilities Consultant Historic Building Consultant (Initial Report) Archeological Monitoring Plan & Field Exterior Envelope/Waterproofing Security Exterior Building Maintenance Energy Star Shadow Study Traffic Commissioning Interior Design Asbestos/Lead Report Utilities Consultant Other
Total Architecture & Design	2,473,774	0	0	0	0	0	0	0	2,473,774	

Engineering & Environmental Studies

Survey	18,000								18,000	
Geotechnical studies	44,300								44,300	Based on proposal received
Phase I & II Reports	70,000								70,000	Based on proposal received
CEQA / Environmental Review consultants	60,000								60,000	
NEPA / 106 Review									0	
CNA/PNA (rehab only)									0	
Other environmental consultants	47,727								47,727	LEED Green Building Consultant/Fees
Total Engineering & Environmental Studies	240,027	0	0	0	0	0	0	0	240,027	

Financing Costs

Construction Financing Costs										
Construction Loan Origination Fee	25,000								25,000	
Construction Loan Interest									0	
Title & Recording									0	
CDLAC & CDIAC fees									0	
Bond Issuer Fees									0	
Other Bond Cost of Issuance									0	
Other Lender Costs (specify)	98,565								98,565	Lender Inspections Total HAF loan interest + origination (if going to term)
Sub-total Const. Financing Costs	123,565	0	0	0	0	0	0	0	123,565	
Permanent Financing Costs										
Permanent Loan Origination Fee									0	
Credit Enhance. & Appl. Fee									0	
Title & Recording									0	
Sub-total Perm. Financing Costs	0	0	0	0	0	0	0	0	0	
Total Financing Costs	123,565	0	0	0	0	0	0	0	123,565	

Legal Costs

Borrower Legal fees									0	
Land Use / CEQA Attorney fees									0	
Tax Credit Counsel									0	
Bond Counsel									0	
Construction Lender Counsel									0	
Permanent Lender Counsel									0	
Other Legal (specify)	70,000								70,000	Legal, Planning and Land Use Legal Organization
Total Legal Costs	70,000	0	0	0	0	0	0	0	70,000	

Other Development Costs

Appraisal	20,000								20,000	
Market Study	15,000								15,000	
Insurance									0	
Property Taxes									0	
Accounting / Audit	5,000								5,000	
Organizational Costs									0	
Entitlement / Permit Fees									0	Building permits & impact fees
Marketing / Rent-up									0	
Furnishings										
PGE / Utility Fees									0	\$2,000/unit. See MOHCD U/W Guidelines: http://sfmohcd.org/documents-reports-and-forms
TCAC App / Alloc / Monitor Fees									0	
Financial Consultant fees	58,000								58,000	
Construction Management fees / Owner's Rep	84,000								84,000	Based on Estimate made with MOHCD CR during last RFP
Security during Construction									0	
Relocation									0	
Other (specify)	46,000								46,000	Tax Credit Fees
Other (specify)	1,200								1,200	Tax-Exempt Bond Fees
Other (specify)									0	
Total Other Development Costs	229,200	0	0	0	0	0	0	0	229,200	

Soft Cost Contingency

Contingency (Arch, Eng, Fin, Legal & Other Dev)	313,434	0	0	0	0	0	0	0	313,434	Should be either 10% or 5% of total soft costs.
TOTAL SOFT COSTS	3,450,000	0	0	0	0	0	0	0	3,450,000	

Total Soft Cost Contingency as % of Total Soft Costs 10.0%

RESERVES

Operating Reserves									0	
Replacement Reserves									0	
Tenant Improvements Reserves									0	
Other (specify)									0	
Other (specify)									0	
Other (specify)									0	
TOTAL RESERVES	0	0	0	0	0	0	0	0	0	

DEVELOPER COSTS

Developer Fee - Cash-out Paid at Milestones	550,000								550,000	Based on developer fee schedule & policy
Developer Fee - Cash-out At Risk									0	
Commercial Developer Fee									0	
Developer Fee - GP Equity (also show as source)									0	
Developer Fee - Deferred (also show as source)									0	
Development Consultant Fees									0	Need MOHCD approval for this cost, N/A for most projects
Other (specify)									0	
TOTAL DEVELOPER COSTS	550,000	0	0	0	0	0	0	0	550,000	

TOTAL DEVELOPMENT COST

Development Cost/Unit by Source	4,000,000	0	0	0	0	0	0	0	4,000,000	
Development Cost/Unit as % of TDC by Source	42,105	0	0	0	0	0	0	0	42,105	
Acquisition Cost/Unit by Source	0	0	0	0	0	0	0	0	0	

Construction Cost (inc Const Contingency)/Unit By Source

Construction Cost (inc Const Contingency)/SF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
--	------	------	------	------	------	------	------	------	------	--

*Possible non-eligible GO Bond/COP Amount:

City Subsidy/Unit	58,000
	42,105

Tax Credit Equity Pricing:

Construction Bond Amount:	0.97
Construction Loan Term (in months):	43,500,000
Construction Loan Interest Rate (as %):	36 months
	8.40%

Attachment J: Development Budget

[See Attached](#)

Application Date: 9/15/23 # Units: 95
 Project Name: 967 Mission # Bedrooms: 127
 Project Address: 967 Mission Street # Beds:
 Project Sponsor: John Stewart Company - BHPMSS LOSP Project

SOURCES	23,750,000	23,000,000	1,000,000	1,300,000	100	39,291,305	649,900	Total Sources	88,991,305	Comments
Name of Sources:	MOHCD/OCII	HCD MHP	AHP	Deferred Fee	GP Capital	LP Capital	TE 1st Mortgage (17/35)			

USE:

ACQUISITION										
Acquisition cost or value	45,000							45,000		Prepaid Ground Lease (hold until structure shift)
Legal / Closing costs / Broker's Fee								0		
Holding Costs								0		
Transfer Tax	9,000							9,000		
TOTAL ACQUISITION	54,000	0	0	0	0	0	0	54,000		

CONSTRUCTION (HARD COSTS)

Unit Construction/Rehab	4,311,326	23,000,000	1,000,000		100	19,598,426	649,900	48,559,752		
Commercial Shell Construction								0		
Demolition	0						175,000	175,000		
Environmental Remediation	0						175,000	175,000		
Onsite Improvements/Landscaping	0						0	0		
Offsite Improvements	0						0	0		
Infrastructure Improvements	0						0	0		HOPE SF/OCII costs for streets etc. Escalation without the contingencies Contractor advised to carried an escalation of 6% per year which exceed the MOHCD allowable contingencies
Parking	1,439,835							1,439,835		
GC Bond Premium/GC Insurance/GC Taxes	0					1,238,772		1,238,772		2.2%
GC Overhead & Profit	0					1,796,431		1,796,431		3.2%
CG General Conditions	0					3,272,407		3,272,407		5.6%
Sub-total Construction Costs	5,751,161	23,000,000	1,000,000	0	100	26,256,036	649,900	56,657,197		
Design Contingency (remove at DD)	2,018,746					0		2,018,746		5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+ 3.6%
Bid Contingency (remove at bid)	1,700,000					0		1,700,000		5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+ 3.0%
Plan Check Contingency (remove/reduce during Plan Review)	1,150,000					0		1,150,000		4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+ 2.0%
Hard Cost Construction Contingency	0					3,058,797		3,058,797		5% on all line items (assuming contingencies lines 32-34 end up in contract will need a minimum of 5% contingency at closing) 5.0%
Sub-total Construction Contingencies	4,868,746	0	0	0	0	3,058,797	0	7,927,543		
TOTAL CONSTRUCTION COSTS	10,619,907	23,000,000	1,000,000	0	100	29,314,833	649,900	64,584,740		

SOFT COSTS

Architecture & Design										
Architect design fees	872,100							872,100		See MOHCD A&E Fee Guidelines: http://sfmohcd.org/documents-reports-and-forms
Design Subconsultants to the Architect (incl. Fees)	1,312,998							1,312,998		
Architect Construction Admin	447,100							447,100		
Reimbursables	0							0		
Additional Services	0							0		
Sub-total Architect Contract	2,632,198	0	0	0	0	0	0	2,632,198		
Other Third Party design consultants (not included under Architect contract)										Permit Expediter - \$95,000 Based on proposal received Joint Trench - \$100,325 Based on proposal received Accessibility consultant Smoke Control? Dry Utilities Consultant Historic Building Consultant (Initial Report) Archaeological Monitoring Plan & Field Exterior Envelope/Waterproofing Security Exterior Building Maintenance Energy Star Shadow Study Traffic Commissioning Interior Design Asbestos/Lead Report - \$10,000 Utilities Consultant - \$100,000 Inspections - \$100,000 Other
Total Architecture & Design	3,694,022	0	0	0	0	0	0	3,694,022		
Engineering & Environmental Studies										
Survey	20,000							20,000		
Geotechnical studies	85,000							85,000		
Phase I & II Reports	85,000							85,000		
CEQA / Environmental Review consultants	60,000							60,000		
NEPA / 106 Review	0							0		
CNA/PNA (rehab only)	0							0		
Other environmental consultants	130,000							130,000		LEED Green Building Consultant/Fees + P Wage Monitor
Total Engineering & Environmental Studies	380,000	0	0	0	0	0	0	380,000		
Financing Costs										
Construction Financing Costs										
Construction Loan Origination Fee	540,000							540,000		
Construction Loan Interest						6,424,311		6,424,311		Includes taxable tail and HAF predev interest
Title & Recording	50,000							50,000		
CDLAC & CDIAC fees	18,750							18,750		
Bond Issuer Fees	270,938							270,938		Initial Fee + 36 months monitoring
Other Bond Cost of Issuance	74,062							74,062		Trustee costs, issuer fees, annual fees (36 mos const)
Lender Inspections, Closing Fees, Appraisal/Third Parties	89,200							89,200		
Sub-total Const. Financing Costs	1,042,650	0	0	0	0	6,424,311	0	7,467,261		
Permanent Financing Costs										
Permanent Loan Origination Fee	243,770							243,770		MOHCD Loan Fee + Perm Bank Origination Fee
Credit Enhance. & Appl. Fee	0							0		
Title & Recording	75,000							75,000		Includes additional perm conversion costs (third parties, title, lender title/survey)
Sub-total Perm. Financing Costs	318,770	0	0	0	0	0	0	318,770		
Total Financing Costs	1,361,420	0	0	0	0	6,424,311	0	7,786,031		
Legal Costs										
Borrower Legal fees	210,000							210,000		Construction and perm loan closings
Land Use / CEQA Attorney fees	45,000							45,000		
Tax Credit Counsel	65,000							65,000		Legal, Investor
Bond Counsel	65,000							65,000		
Construction Lender Counsel	75,000							75,000		
Permanent Lender Counsel	0							0		
Syndication	30,000							30,000		
Total Legal Costs	490,000	0	0	0	0	0	0	490,000		
Other Development Costs										
Appraisal	20,000							20,000		
Market Study	15,000							15,000		
Insurance	0					3,552,161		3,552,161		
Property Taxes	25,000							25,000		
Accounting / Audit	40,000							40,000		
Organizational Costs	20,000							20,000		
Entitlement / Permit Fees	1,533,995							1,533,995		
Marketing / Rent-up	285,773							285,773		
Furnishings	346,000							346,000		
PCE / Utility Fees	0							0		
ITCAC App / Alloc / Monitor Fees	86,000							86,000		
Financial Consultant fees	95,000							95,000		
Construction Management fees / Owner's Rep	236,000							236,000		
Security during Construction	0							0		
Relocation	0							0		
Other (specify)	0							0		
Other (specify)	0							0		
Other (specify)	0							0		
Total Other Development Costs	2,702,768	0	0	0	0	3,552,161	0	6,254,929		
Soft Cost Contingency										
Contingency (Arch, Eng, Fin, Legal & Other Dev)	1,500,000	0	0	0	0	0	0	1,500,000		Should be either 10% or 5% of total soft costs.
TOTAL SOFT COSTS	10,128,510	0	0	0	0	9,976,472	0	20,104,982		8.1%

RESERVES

Operating Reserves	677,583							677,583		6 months
Replacement Reserves	0							0		
Tenant Improvements Reserves	0							0		
Other (Rent Up Reserve)	70,000							70,000		
Other (specify)	0							0		
Other (specify)	0							0		
TOTAL RESERVES	747,583	0	0	0	0	0	0	747,583		

DEVELOPER COSTS

Developer Fee - Cash-out Paid at Milestones	1,100,000							1,100,000		
Developer Fee - Cash-out At Risk	1,100,000							1,100,000		
Commercial Developer Fee	0							0		
Developer Fee - GP Equity (also show as source)	0							0		
Developer Fee - Deferred (also show as source)	1,300,000							1,300,000		
Development Consultant Fees	0							0		Need MOHCD approval for this cost, N/A for most projects
Other (specify)	0							0		
TOTAL DEVELOPER COSTS	2,200,000	0	0	1,300,000	0	0	0	3,500,000		

TOTAL DEVELOPMENT COST	23,750,000	23,000,000	1,000,000	1,300,000	100	39,291,305	649,900	88,991,305		
Development Cost/Unit by Source	250,000	242,105	10,526	13,684	1	413,593	6,841	936,751		
Development Cost/Unit as % of TDC by Source	26.7%	25.8%	1.1%	1.5%	0.0%	44.2%	0.7%	100.0%		

Acquisition Cost/Unit by Source	474	0	0	0	0	0	0	474		
Construction Cost (inc Const Contingency)/Unit by Source	111,788	242,105	10,526	0	1	308,577	6,841	679,839		
Construction Cost (inc Const Contingency)/SF	152.17	329.55	14.33	0.00	0.00	420.03	9.31	925.39		

*Possible non-eligible GO Bond/COP Amount: 5,860,682
 City Subsidy/Unit: 250,000

Tax Credit Equity Pricing: 0.970
 Construction Bond Amount: 43,500,000
 Construction Loan Term (in months): 36 months
 Construction Loan Interest Rate (as %): 8.40%

Attachment K: 1st Year Operating Budget

(See Attached)

Application Date:	9/15/2023	Non-LOSP	LOSP	LOSP Units	Units	Project Name:	967 Mission	
Total # Units:	16	24	73			Project Address:	967 Mission Street	
First Year of Operations (provide date assuming that Year 1 is full year, i.e. 12 months of operations):	2027	LOSP/Non-LOSP Allocation:				Project Sponsor:	John Stewart Company - BHPWSS	
		LOSP	Non-LOSP	Total	Comments			
INCOME								
Residential - Tenant Rents	458,350	458,350	744,350	Links from New Proj - Rent & Unit Mx Worksheet	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Residential - Tenant Equipment/Utility/Other	483,750	483,750	786,750	Links from New Proj - Rent & Unit Mx Worksheet	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Residential - LOEP Rental Assistance Payments	0	0	0		Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Commercial Base Rent	0	0	0	From Commercial Ob. Budget Worksheet, Commercial to Residential allocation: 100%				
Residential Parking	0	0	0	Links from Utilities & Other Income Worksheet				
Miscellaneous Rent Income	0	0	0	Links from Utilities & Other Income Worksheet				
Residential Business Income	0	0	0	Links from Utilities & Other Income Worksheet				
Interest Income - Project Operations	0	0	0	Links from Utilities & Other Income Worksheet				
Leasing and Marketing	2,875	8,623	11,500	Links from Utilities & Other Income Worksheet	Projected LOSP Split	LOSP	non-LOSP	Only acceptable if LOSP-specific expenses are being tracked at entry level in the property's accounting system
Reserve Changes	0	0	0	Links from Utilities & Other Income Worksheet				
Miscellaneous Residential Income	0	0	0	Links from Utilities & Other Income Worksheet				
Other Commercial Income	0	0	0	From Commercial Ob. Budget Worksheet, Commercial to Residential allocation: 100%	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Residential Rent/Lease/Other Income (Commercial to Residential)	458,350	458,350	744,350					
Interest Income - Residential	0	0	0					
Leasing and Marketing	2,875	8,623	11,500	Leasing and Mktg. in Exp. of Special Items				
Leasing and Marketing - Residential - Tenant Assistance Payments	0	0	0	Leasing and Mktg. in Exp. of Special Items				
Leasing and Marketing - Commercial	0	0	0	From Commercial Ob. Budget Worksheet, Commercial to Residential allocation: 100%				
EFFECTIVE GROSS INCOME	539,255	1,172,117	1,711,371					
OPERATING EXPENSES								
Management	21,800	66,800	88,600	1st Year to be set according to HED schedule	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Asset Management Fee	9,585	17,963	27,548		Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Sub-total Management Expenses	31,385	84,763	116,148	PUPA: 1,157				
Salaries/Benefits	225,283	73,428	313,710	2nd Year Check Lock (Utilities and vendors) at \$22/hour	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Manager's Salary	38,501	100,503	139,004	PM (884 504) - JEM (823 500) - Occupancy Specialist (PT)	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Health Insurance and Other Benefits	18,668	46,119	64,787	Employee benefits (Health Insurance - 60% contribution)	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Other Salaries/Benefits	168,114	56,806	224,920	Employee benefits (Health Insurance - 40% contribution)	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Sub-total Salaries/Benefits	231,466	203,537	435,003	PUPA: 5,685				
Administration	150	450	600		Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Office Expenses	6,673	25,712	32,385	Supplies, Telephone, Mailage, Seminars, Seminars & Training, Computer charges	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Legal Expenses - Property	1,250	3,750	5,000	Legal Expenses - Property	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Health Expenses	4,158	12,475	16,633	Health Insurance and Other Benefits	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Software/Accounting Services	3,744	11,232	14,976	Software/Accounting Services	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Real Estate	0	0	0	Real Estate	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Sub-total Administration Expenses	17,872	53,629	71,501	PUPA: 757				
Utilities	31,500	86,500	118,000		Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Water	10,500	31,875	42,375	Water	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Gas	11,875	35,625	47,500	Gas	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Sub-total Utilities	44,800	124,000	165,875	PUPA: 1,853				
Taxes and Licenses	975	1,125	1,500	RE Taxes paid for vehicle building	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Real Estate Taxes	975	1,125	1,500	Real Estate Taxes	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Property Taxes	0	0	0	Property Taxes	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Sub-total Taxes and Licenses	975	1,125	1,500	PUPA: 267				
Insurance	24,000	72,000	96,000		Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Property and Liability Insurance	24,000	72,000	96,000	Property and Liability Insurance	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Director's & Officers Liability Insurance	0	0	0	Director's & Officers Liability Insurance	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Sub-total Insurance	24,000	72,000	96,000	PUPA: 1,265				
Maintenance & Repair	30,350	91,107	121,457	Maintenance Technician at \$30/hour and Janitor/Maintenance Assistant at \$24/hour	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Plumbing	18,750	56,250	75,000	Plumbing materials, repairs, contracts, alterations, electrical, mechanical, plumbing, etc.	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Electricity	11,600	34,850	46,450	Electricity, Extermination, janitor, elevator, janitorial, custodial, cleaning, etc.	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Garbage and Trash Removal	0	0	0	Garbage and Trash Removal	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Security/Development	0	0	0	Security & Security services	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
HVAC Repairs and Maintenance	0	0	0	HVAC Repairs and Maintenance	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Vehicle and Maintenance Equipment Operation and Storage	0	0	0	Vehicle and Maintenance Equipment Operation and Storage	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Miscellaneous Operation and Maintenance & Repair Expenses	500	2,500	3,000	Miscellaneous Operation and Maintenance & Repair Expenses	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Sub-total Maintenance & Repair Expenses	30,350	91,107	121,457	PUPA: 3,245				
Residential Services	0	180,270	180,270	Residential Services (included in other categories)	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Commercial Expenses	0	0	0	From Commercial Ob. Budget Worksheet, Commercial to Residential allocation: 100%	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
TOTAL OPERATING EXPENSES	491,355	987,093	1,478,378	PUPA: 15,692				
Reserve/Ground Lease Base Rent/Bond Fees	0	0	0					
Ground Lease Base Rent	0	0	0	Ground lease with MCHCD - Provide additional comments here, if needed				
Bond Maintenance Fee	0	0	0					
Reserve/Reserve Deposit	11,875	35,625	47,500	5000 PUPA Fee (LOSP)	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Operating Reserve Deposit	0	0	0	Operating Reserve Deposit	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Other Reserve/Reserve Deposit	0	0	0	Other Reserve/Reserve Deposit	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Sub-total Reserve/Reserve Deposit	11,875	35,625	47,500	PUPA: 564				
Reserve/Reserve Deposit - Commercial	0	0	0	From Commercial Ob. Budget Worksheet, Commercial to Residential allocation: 100%				
Sub-total Reserve/Reserve Deposit	11,875	35,625	47,500	PUPA: 564				
TOTAL OPERATING EXPENSES (w/ Reserve/Gl Base Rent/Bond Fees)	507,685	1,033,718	1,525,878	PUPA: 16,246				
NET OPERATING INCOME (INCOME minus OP EXPENSES)	31,680	136,344	187,994	PUPA: 1,768				
DEBT SERVICE/RENT PAYMENTS (Third debt/annualized basis)	0	47,600	47,600	1st Mortgage (17750)	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Hard Debt - Senior Lender (HED Program) 4.75% (bank or other 2nd L)	24,150	72,450	96,600	HED MRP	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Hard Debt - Third Lender (Other HED Program) 4.75% (bank or other 2nd L)	0	0	0	Provide additional comments here, if needed	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Hard Debt - Fourth Lender	0	0	0	Provide additional comments here, if needed	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Commercial Hard Debt Service	0	0	0	From Commercial Ob. Budget Worksheet, Commercial to Residential allocation: 100%				
TOTAL HARD DEBT SERVICE	24,150	72,450	96,600	PUPA: 1,518				
CASH FLOW (NO) minus DEBT SERVICE	7,530	16,294	21,794					
Commercial Cash Flow	7,530	16,294	21,794					
Allocation of Commercial Surplus to LOSP/Non-LOSP (Residual Income)	0	0	0					
AVAILABLE CASH FLOW	7,530	16,294	21,794					
USES OF CASH FLOW BELOW (this use also shows DECR)	0	0	0					
Below-the-Line Asset Mx (see comments in other sections)	0	0	0	Second Priority				
Permitted Management Cash (see notes for debt)	0	0	0	First Priority				
Reserve/Reserve Deposit (see notes for debt)	0	0	0	Reserve/Reserve Deposit	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Other Payments	0	0	0	Provide additional comments here, if needed	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Reserve/Reserve Deposit (see notes for debt)	0	0	0	Reserve/Reserve Deposit	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Other Payments	0	0	0	Provide additional comments here, if needed	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
Deferral Developer Fee (Rate set at Max Fee from cell 130)	0	0	0	Def. Developer Fee (Rate set at Max Fee)	Alternative LOSP Split	LOSP	non-LOSP	Approved By (hand)
TOTAL PAYMENTS PRECEDING MCHCD	7,530	22,500	30,000	PUPA: 316				
RESIDUAL RECEIPTS (CASH FLOW minus PRECEDING MCHCD)	0	16,294	16,294					
Residual Receipts Calculation	0	16,294	16,294					
Does Project have a MCHCD Residual Obligation?	Yes	Yes	Project has MCHCD ground lease?	Yes				
Will Project Debt/Developer Fee?	Yes	Yes	Max Deferred Developer Fee Amt (Use for data entry above. Do not link.)	Sum of DDF from LOSP and non-LOSP				
Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1	50%	50%	Ratio of Sum of DDF and calculated 50%	#VALUE!				
% of Residual Receipts available for distribution to soft debt lenders	0	0	0					
Soft Debt Lenders with Residual Receipts Obligations								
MCHCD/DCDC - Soft Debt Loans	0	0	0	MCHCD/DCDC Loans available from use notes				
MCHCD/DCDC - Ground Lease Value at 4.50% Ann Cost	0	0	0	Ground Lease Value				
MCHCD Soft Debt Loan - Lender 1	0	0	0	MCHCD Soft Debt Loan				
Other Soft Debt Lender - Lender 4	0	0	0					
Other Soft Debt Lender - Lender 5	0	0	0					
MCHCD Residual Receipts Debt Service	0	0	0	50% of residual receipts, multiplied by 50.96% - MCHCD's pro rata share of all soft debt				
Proposed MCHCD Residual Receipts Amount to Loan Repayment	0	0	0	50% of residual receipts, multiplied by 49.04% - MCHCD MRP's pro rata share of all soft debt				
Proposed MCHCD Residual Receipts Amount to Residual Receipts	0	0	0	If applicable, MCHCD residual receipts and fee, LESS amt proposed for loan repay				
REMAINING BALANCE AFTER MCHCD RESIDUAL RECEIPTS DEBT SERVICE	0	0	0					
NON-MCHCD RESIDUAL RECEIPTS DEBT SERVICE	0	0	0	50% of residual receipts, multiplied by 49.04% - MCHCD MRP's pro rata share of all soft debt				
MCHCD Residual Receipts Amount Due	0	0	0	50% of residual receipts, multiplied by 50.96% - MCHCD's pro rata share of all soft debt				
Lender 4 Residual Receipts Due	0	0	0					
Lender 5 Residual Receipts Due	0	0	0					
Total Non-MCHCD Residual Receipts Debt Service	0	0	0					
REMAINDER (Should be zero unless there are distributions below)	0	0	0					
Other Distributions	0	0	0					
Final Balance (should be zero)	0	0	0					

Attachment L: 20-year Operating Proforma

(See Attached)

967 Mission

Total # Units:	LOSP Units		Non-LOSP Units		Year 1			Year 2			Year 3		
	95	24	71	71									
	25.00%	24	75.00%	71									
	% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	
INCOME													
Residential - Tenant Rents	1.0%	2.5%		55,392	688,968	714,360	55,946	675,442	731,388	56,505	692,326	748,834	
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	4.0%	Should only be for SOS (4%) - Non LOSP non SOS should be at 2.5%/year	-	565,752	565,752	-	588,382	588,382	-	611,917	611,917	
Residential - LOSP Tenant Assistance Payments	n/a	n/a	from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	483,755	-	483,755	500,573	-	500,573	517,993	-	517,993	
Commercial Space	n/a	2.5%		-	-	-	-	-	-	-	-	-	
Residential Parking	2.5%	2.5%		-	-	-	-	-	-	-	-	-	
Miscellaneous Rent Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-	
Supportive Services Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-	
Interest Income - Project Operations	2.5%	2.5%		-	-	-	-	-	-	-	-	-	
Laundry and Vending	2.5%	2.5%		2,878	6,633	11,510	2,949	6,848	11,798	3,023	9,970	12,093	
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-	-	-	-	
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-	
Other Commercial Income	n/a	2.5%	from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable	-	-	-	-	-	-	-	-	-	
Gross Potential Income				542,024	1,233,353	1,775,377	559,468	1,272,673	1,832,141	577,522	1,313,315	1,890,837	
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	(2,770)	(32,948)	(35,718)	(2,797)	(33,772)	(36,569)	(2,825)	(34,616)	(37,442)	
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a		-	(28,288)	(28,288)	-	(29,419)	(29,419)	-	(30,596)	(30,596)	
Vacancy Loss - Commercial	n/a	n/a		-	-	-	-	-	-	-	-	-	
EFFECTIVE GROSS INCOME				539,255	1,172,117	1,711,371	556,671	1,209,482	1,766,152	574,697	1,248,103	1,822,800	
OPERATING EXPENSES													
Management													
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	21,600	64,800	86,400	22,356	67,068	89,424	23,138	69,415	92,554	
Asset Management Fee	3.5%	3.5%	per MOHCD policy	5,888	17,663	23,550	6,094	18,281	24,374	6,307	18,921	25,227	
Sub-total Management Expenses				27,488	82,463	109,950	28,450	85,349	113,798	29,445	88,336	117,781	
Salaries/Benefits													
Office Salaries	3.5%	3.5%		235,283	78,428	313,710	243,517	81,172	324,690	252,040	84,013	336,054	
Manager's Salary	3.5%	3.5%		34,501	103,503	138,004	35,709	107,126	142,834	38,958	110,875	147,833	
Health Insurance and Other Benefits	3.5%	3.5%		-	-	-	-	-	-	-	-		
Other Salaries/Benefits	3.5%	3.5%		14,040	42,119	56,159	14,531	43,993	58,125	15,040	45,119	60,159	
Administrative Rent-Free Unit	3.5%	3.5%		5,190	15,570	20,760	5,372	16,115	21,487	5,560	16,679	22,239	
Sub-total Salaries/Benefits				289,013	239,620	528,633	299,129	248,006	547,135	309,598	256,687	566,285	
Administration													
Advertising and Marketing	3.5%	3.5%		150	450	600	155	466	621	161	482	643	
Office Expenses	3.5%	3.5%		8,573	25,719	34,292	8,873	26,619	35,492	9,164	27,591	36,734	
Office Rent	3.5%	3.5%		-	-	-	-	-	-	-	-		
Legal Expense - Property	3.5%	3.5%		1,250	3,750	5,000	1,294	3,881	5,175	1,339	4,017	5,356	
Audit Expense	3.5%	3.5%		4,156	12,468	16,625	4,302	12,905	17,207	4,452	13,357	17,809	
Bookkeeping/Accounting Services	3.5%	3.5%		3,744	11,232	14,976	3,875	11,625	15,500	4,011	12,032	16,043	
Bad Debts	3.5%	3.5%		-	-	-	-	-	-	-	-		
Miscellaneous	3.5%	3.5%		-	-	-	-	-	-	-	-		
Sub-total Administration Expenses				17,873	53,620	71,493	18,499	55,496	73,995	19,146	57,439	76,665	
Utilities													
Electricity	3.5%	3.5%		21,500	64,500	86,000	22,253	66,758	89,010	23,031	69,094	92,125	
Water	3.5%	3.5%		10,625	31,875	42,500	10,997	32,991	43,988	11,382	34,145	45,527	
Gas	3.5%	3.5%		-	-	-	-	-	-	-	-		
Sewer	3.5%	3.5%		11,875	35,625	47,500	12,291	36,872	49,163	12,721	38,162	50,883	
Sub-total Utilities				44,000	132,000	176,000	45,540	136,620	182,160	47,134	141,402	188,536	
Taxes and Licenses													
Real Estate Taxes	3.5%	3.5%		375	1,125	1,500	388	1,164	1,553	402	1,205	1,607	
Payroll Taxes	3.5%	3.5%		5,523	16,568	22,091	5,716	17,148	22,864	5,916	17,748	23,664	
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		450	1,350	1,800	466	1,397	1,863	482	1,446	1,928	
Sub-total Taxes and Licenses				6,348	19,043	25,391	6,570	19,710	26,280	6,800	20,400	27,199	
Insurance													
Property and Liability Insurance	3.5%	3.5%		24,000	72,000	96,000	24,840	74,520	99,360	25,700	77,128	102,838	
Fidelity Bond Insurance	3.5%	3.5%		75	225	300	78	233	311	80	241	321	
Workers' Compensation	3.5%	3.5%		4,544	13,632	18,176	4,703	14,109	18,812	4,868	14,603	19,471	
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-		
Sub-total Insurance				28,619	85,857	114,476	29,621	88,862	118,483	30,657	91,972	122,830	
Maintenance & Repair													
Payroll	3.5%	3.5%		30,369	91,107	121,476	31,432	94,296	125,728	32,532	97,596	130,128	
Supplies	3.5%	3.5%		10,750	32,250	43,000	11,126	33,379	44,505	11,516	34,547	46,063	
Contracts	3.5%	3.5%		18,000	54,000	72,000	18,630	55,890	74,520	19,282	57,846	77,128	
Garbage and Trash Removal	3.5%	3.5%		11,520	34,560	46,080	11,923	35,770	47,693	12,341	37,022	49,362	
Security Payroll/Contract	3.5%	3.5%		6,875	20,625	27,500	7,116	21,347	28,463	7,365	22,094	29,458	
HVAC Repairs and Maintenance	3.5%	3.5%		-	-	-	-	-	-	-	-		
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		-	-	-	-	-	-	-	-		
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		500	1,500	2,000	518	1,553	2,070	536	1,607	2,142	
Sub-total Maintenance & Repair Expenses				78,014	234,042	312,056	80,744	242,233	322,978	83,571	250,712	334,282	
Supportive Services													
Supportive Services	3.5%	3.5%	from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	140,379	140,379	-	145,292	145,292	-	150,377	150,377	
Commercial Expenses													
Commercial Expenses			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	
TOTAL OPERATING EXPENSES				491,355	987,023	1,478,378	508,552	1,021,569	1,530,121	526,351	1,057,324	1,583,675	
RESERVES/GROUND LEASE BASE RENT/BOND FEES													
PUPA (w/o Reserves/GL Base Rent/Bond Fees)													
Ground Lease Base Rent				3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000	
Bond Monitoring Fee				625	1,875	2,500	625	1,875	2,500	625	1,875	2,500	
Replacement Reserve Deposit				11,875	35,625	47,500	11,875	35,625	47,500	11,875	35,625	47,500	
Operating Reserve Deposit				-	-	-	-	-	-	-	-		
Other Required Reserve 1 Deposit				-	-	-	-	-	-	-	-		
Other Required Reserve 2 Deposit				-	-	-	-	-	-	-	-		
Required Reserve Deposits, Commercial			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-		
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				16,250	48,750	65,000	16,250	48,750	65,000	16,250	48,750	65,000	
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)				507,605	1,035,773	1,543,378	524,802	1,070,319	1,595,121	542,601	1,106,074	1,648,675	
PUPA (w/ Reserves/GL Base Rent/Bond Fees)													
NET OPERATING INCOME (INCOME minus OP EXPENSES)				31,650	136,344	167,994	31,869	139,163	171,031	32,095	142,029	174,124	
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)													
Hard Debt - First Lender			Enter comments re: annual increase, etc.	-	47,600	47,600	-	47,600	47,600	-	47,600	47,600	
Hard Debt - Second Lender (HCD Program 0.42% pmt. or other 2nd Lender)			Enter comments re: annual increase, etc.	24,150	72,450	96,600	24,150	72,450	96,600	24,150	72,450	96,600	
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)			Enter comments re: annual increase, etc.	-	-	-	-	-	-	-	-		
Hard Debt - Fourth Lender			Enter comments re: annual increase, etc.	-	-	-	-	-	-	-	-		
Commercial Hard Debt Service			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-		
TOTAL HARD DEBT SERVICE				24,150	120,050	144,200	24,150	120,050	144,200	24,150	120,050	144,200	
CASH FLOW (NOI minus DEBT SERVICE)													
Commercial Only Cash Flow				7,500	16,294	23,794	7,719	19,113	26,831	7,945	21,979	29,924	
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)				-	-	-	-	-	-	-	-		
AVAILABLE CASH FLOW				7,500	16,294	23,794	7,719	19,113	26,831	7,945	21,979	29,924	
USES OF CASH FLOW BELOW (This row also shows DSCR)													
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL													
Below-the-line Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	6,250	18,750	25,000	6,469	19,406	25,875	6,695	20,085	26,781	
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy	1,250	3,750	5,000	1,290	3,750	5,000	1,290	3,750	5,000	
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase	-	-	-							

967 Mission

INCOME	Total # Units:		Year 4 2030			Year 5 2031			Year 6 2032		
	25.00%	75.00%	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
	% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)								
Residential - Tenant Rents	1.0%	2.5%	57,070	709,636	766,707	57,641	727,377	785,019	58,218	745,562	803,779
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	4.0%	-	636,394	636,394	-	661,850	661,850	-	688,324	688,324
Residential - LOSP Tenant Assistance Payments	n/a	n/a	536,038	-	536,038	554,728	-	554,728	574,086	-	574,086
Commercial Space	n/a	2.5%	-	-	-	-	-	-	-	-	-
Residential Parking	2.5%	2.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income	2.5%	2.5%	-	-	-	-	-	-	-	-	-
Supportive Services Income	2.5%	2.5%	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations	2.5%	2.5%	-	-	-	-	-	-	-	-	-
Laundry and Vending	2.5%	2.5%	3,099	9,296	12,395	3,176	9,529	12,705	3,256	9,767	13,023
Tenant Charges	2.5%	2.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%	-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	-	-	-	-	-	-	-	-	-
Gross Potential Income			596,207	1,355,327	1,951,534	615,545	1,398,756	2,014,301	635,559	1,443,653	2,079,212
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	(2,854)	(35,482)	(38,335)	(2,882)	(36,369)	(39,251)	(2,911)	(37,278)	(40,189)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	-	(31,820)	(31,820)	-	(33,092)	(33,092)	-	(34,416)	(34,416)
Vacancy Loss - Commercial	n/a	n/a	-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME			593,353	1,288,025	1,881,379	612,663	1,329,295	1,941,958	632,648	1,371,958	2,004,607
OPERATING EXPENSES											
Management											
Management Fee	3.5%	3.5%	23,948	71,845	95,793	24,786	74,359	99,146	25,654	76,962	102,616
Asset Management Fee	3.5%	3.5%	6,528	19,583	26,110	6,756	20,268	27,024	6,993	20,978	27,970
Sub-total Management Expenses			30,476	91,428	121,904	31,543	94,628	126,170	32,647	97,940	130,586
Salaries/Benefits											
Office Salaries	3.5%	3.5%	260,882	86,954	347,816	269,992	89,997	359,989	279,442	93,147	372,589
Manager's Salary	3.5%	3.5%	38,252	114,756	153,008	39,591	118,772	158,363	40,976	122,929	163,905
Health Insurance and Other Benefits	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Other Salaries/Benefits	3.5%	3.5%	15,566	46,698	62,264	16,111	48,333	64,444	16,675	50,024	66,699
Administrative Rent-Free Unit	3.5%	3.5%	5,754	17,263	23,017	5,956	17,867	23,823	6,164	18,492	24,656
Sub-total Salaries/Benefits			320,434	265,671	586,105	331,649	274,969	606,619	343,257	284,593	627,850
Administration											
Advertising and Marketing	3.5%	3.5%	166	499	665	172	516	689	178	534	713
Office Expenses	3.5%	3.5%	9,505	28,515	38,020	9,838	29,513	39,351	10,162	30,546	40,728
Office Rent	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%	1,386	4,158	5,544	1,434	4,303	5,738	1,485	4,454	5,938
Audit Expense	3.5%	3.5%	4,608	13,824	18,432	4,769	14,308	19,078	4,936	14,809	19,745
Bookkeeping/Accounting Services	3.5%	3.5%	4,151	12,453	16,604	4,296	12,889	17,185	4,447	13,340	17,787
Bad Debts	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Miscellaneous	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sub-total Administration Expenses			19,816	59,449	79,266	20,510	61,530	82,040	21,228	63,683	84,911
Utilities											
Electricity	3.5%	3.5%	23,837	71,512	95,350	24,672	74,015	98,687	25,535	76,606	102,141
Water	3.5%	3.5%	11,780	35,340	47,121	12,192	36,577	48,770	12,619	37,858	50,477
Gas	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sewer	3.5%	3.5%	13,166	39,498	52,664	13,627	40,881	54,507	14,104	42,311	56,415
Sub-total Utilities			48,784	146,351	196,134	50,491	151,473	201,964	52,258	156,775	209,033
Taxes and Licenses											
Real Estate Taxes	3.5%	3.5%	416	1,247	1,663	430	1,291	1,721	445	1,336	1,782
Payroll Taxes	3.5%	3.5%	6,123	18,370	24,493	6,337	19,012	25,350	6,559	19,678	26,237
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%	499	1,497	1,996	516	1,549	2,066	534	1,603	2,138
Sub-total Taxes and Licenses			7,038	21,114	28,151	7,284	21,853	29,137	7,539	22,617	30,157
Insurance											
Property and Liability Insurance	3.5%	3.5%	26,609	79,828	106,437	27,541	82,622	110,162	28,504	85,513	114,018
Fidelity Bond Insurance	3.5%	3.5%	83	249	333	86	258	344	89	267	356
Workers' Compensation	3.5%	3.5%	5,038	15,114	20,162	5,214	15,643	20,857	5,397	16,191	21,387
Director's & Officers' Liability Insurance	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sub-total Insurance			31,730	95,191	126,922	32,841	98,523	131,364	33,990	101,971	135,962
Maintenance & Repair											
Payroll	3.5%	3.5%	33,671	101,012	134,683	34,849	104,547	139,397	36,069	108,207	144,275
Supplies	3.5%	3.5%	11,919	35,756	47,675	12,336	37,008	49,343	12,768	38,303	51,071
Contracts	3.5%	3.5%	19,957	59,871	79,828	20,655	61,966	82,622	21,378	64,135	85,513
Garbage and Trash Removal	3.5%	3.5%	12,772	38,317	51,080	13,219	39,658	52,878	13,682	41,046	54,729
Security Payroll/Contract	3.5%	3.5%	7,622	22,867	30,490	7,889	23,668	31,557	8,165	24,496	32,661
HVAC Repairs and Maintenance	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%	554	1,663	2,217	574	1,721	2,295	594	1,782	2,375
Sub-total Maintenance & Repair Expenses			86,496	259,487	345,982	89,523	268,569	358,091	92,656	277,968	370,625
Supportive Services	3.5%	3.5%	-	155,640	155,640	-	161,088	161,088	-	166,726	166,726
Commercial Expenses			-	-	-	-	-	-	-	-	-
TOTAL OPERATING EXPENSES			544,774	1,094,330	1,639,104	563,841	1,132,632	1,696,472	583,575	1,172,274	1,755,849
RESERVES/GROUND LEASE BASE RENT/BOND FEES											
PUPA (w/o Reserves/GL Base Rent/Bond Fees)											
Ground Lease Base Rent			3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000
Bond Monitoring Fee			625	1,875	2,500	625	1,875	2,500	625	1,875	2,500
Replacement Reserve Deposit			11,875	35,625	47,500	11,875	35,625	47,500	11,875	35,625	47,500
Operating Reserve Deposit			-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit			-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit			-	-	-	-	-	-	-	-	-
Required Reserve Deposits, Commercial			-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees			16,250	48,750	65,000	16,250	48,750	65,000	16,250	48,750	65,000
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)			561,024	1,143,080	1,704,104	580,091	1,181,382	1,761,472	599,825	1,221,024	1,820,849
PUPA (w/ Reserves/GL Base Rent/Bond Fees)											
NET OPERATING INCOME (INCOME minus OP EXPENSES)			32,329	144,945	177,275	32,572	147,913	180,485	32,823	150,935	183,758
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)											
Hard Debt - First Lender			-	47,600	47,600	-	47,600	47,600	-	47,600	47,600
Hard Debt - Second Lender (HCD Program 0.42% pmt. or other 2nd Lender)			24,150	72,450	96,600	24,150	72,450	96,600	24,150	72,450	96,600
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)			-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender			-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service			-	-	-	-	-	-	-	-	-
TOTAL HARD DEBT SERVICE			24,150	120,050	144,200	24,150	120,050	144,200	24,150	120,050	144,200
CASH FLOW (NOI minus DEBT SERVICE)			8,179	24,895	33,075	8,422	27,863	36,285	8,673	30,885	39,558
Commercial Only Cash Flow											
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)			-	-	-	-	-	-	-	-	-
AVAILABLE CASH FLOW			8,179	24,895	33,075	8,422	27,863	36,285	8,673	30,885	39,558
USES OF CASH FLOW BELOW (This row also shows DSCR)											
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL											
<i>delete values in yellow cells, manipulate each cell rather than dragging across multiple cells.</i>											
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	-	-	-	-	-	-	-	-	-
Partnership Management Fee (see policy for limits)	3.5%	3.5%	6,929	20,788	27,718	7,172	21,516	28,688	7,423	22,269	29,692
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	-	-	1,250	3,750	5,000	1,250	3,750	5,000	1,250	3,750	5,000
Other Payments	-	-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 1	-	-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 2	-	-	-	-	-	-	-	-	-	-	-
Deferred Developer Fee (Enter amt <= Max Fee from row 131)	-	-	-	-	-	-	-	-	-	-	-
TOTAL PAYMENTS PRECEDING MOHCD			8,179	24,538	32,718	8,422	25,266	33,688	8,673	26,019	34,692
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)			(0)	357	357	-	2,597				

967 Mission

Total # Units:	LOSP Units		Non-LOSP Units		Year 7			Year 8			Year 9		
	24		71		2033			2034			2035		
	25.00%	75.00%	% annual inc LOSP	% annual increase	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
INCOME													
Residential - Tenant Rents			1.0%	2.5%	58,800	764,201	823,001	59,388	783,306	842,694	59,982	802,889	862,870
Residential - Tenant Assistance Payments (Non-LOSP)			n/a	4.0%	-	715,857	715,857	-	744,491	744,491	-	774,271	774,271
Residential - LOSP Tenant Assistance Payments			n/a	n/a	594,136	-	594,136	614,903	-	614,903	636,412	-	636,412
Commercial Space			n/a	2.5%	-	-	-	-	-	-	-	-	-
Residential Parking			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Supportive Services Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Laundry and Vending			2.5%	2.5%	3,337	10,011	13,348	3,421	10,262	13,682	3,506	10,518	14,024
Tenant Charges			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Other Commercial Income			n/a	2.5%	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)			n/a	n/a	-	-	-	-	-	-	-	-	-
Gross Potential Income					656,273	1,490,069	2,146,342	677,712	1,538,058	2,215,770	699,900	1,587,677	2,287,677
Vacancy Loss - Residential - Tenant Rents			n/a	n/a	(2,940)	(38,210)	(41,150)	(2,969)	(39,165)	(42,135)	(2,999)	(40,144)	(43,144)
Vacancy Loss - Residential - Tenant Assistance Payments			n/a	n/a	-	(35,793)	(35,793)	-	(37,225)	(37,225)	-	(38,714)	(38,714)
Vacancy Loss - Commercial			n/a	n/a	-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME					653,333	1,416,066	2,069,399	674,742	1,461,669	2,136,411	696,900	1,508,819	2,205,720
OPERATING EXPENSES													
Management													
Management Fee			3.5%	3.5%	26,552	79,656	106,208	27,481	82,444	109,925	28,443	85,329	113,772
Asset Management Fee			3.5%	3.5%	7,237	21,712	28,949	7,491	22,472	29,962	7,753	23,258	31,011
Sub-total Management Expenses					33,789	101,367	135,157	34,972	104,915	139,887	36,196	108,587	144,783
Salaries/Benefits													
Office Salaries			3.5%	3.5%	289,222	96,407	385,630	299,345	99,782	399,127	309,822	103,274	413,096
Manager's Salary			3.5%	3.5%	42,411	127,232	169,642	43,695	131,685	175,980	45,431	136,294	181,725
Health Insurance and Other Benefits			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Other Salaries/Benefits			3.5%	3.5%	17,258	51,775	69,034	17,862	53,587	71,450	18,488	55,463	73,951
Administrative Rent-Free Unit			3.5%	3.5%	6,380	19,140	25,519	6,603	19,809	26,413	6,834	20,503	27,337
Sub-total Salaries/Benefits					355,271	294,554	649,825	367,706	304,863	672,569	380,575	315,533	696,109
Administration													
Advertising and Marketing			3.5%	3.5%	184	553	738	191	573	763	198	593	790
Office Expenses			3.5%	3.5%	10,538	31,615	42,154	10,907	32,722	43,629	11,289	33,867	45,156
Office Rent			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Legal Expense - Property			3.5%	3.5%	1,537	4,610	6,146	1,590	4,771	6,361	1,646	4,938	6,584
Audit Expense			3.5%	3.5%	5,109	15,327	20,436	5,288	15,864	21,152	5,473	16,419	21,892
Bookkeeping/Accounting Services			3.5%	3.5%	4,602	13,807	18,409	4,763	14,290	19,054	4,930	14,790	19,721
Bad Debts			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Miscellaneous			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sub-total Administration Expenses					21,971	65,912	87,883	22,740	68,219	90,959	23,536	70,607	94,143
Utilities													
Electricity			3.5%	3.5%	26,429	79,287	105,716	27,354	82,062	109,416	28,311	84,934	113,246
Water			3.5%	3.5%	13,061	39,183	52,243	13,518	40,554	54,072	13,991	41,973	55,964
Gas			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sewer			3.5%	3.5%	14,597	43,792	58,390	15,108	45,325	60,433	15,637	46,911	62,548
Sub-total Utilities					54,087	162,262	216,349	55,980	167,941	223,921	57,940	173,819	231,758
Taxes and Licenses													
Real Estate Taxes			3.5%	3.5%	461	1,283	1,844	477	1,431	1,908	494	1,481	1,975
Payroll Taxes			3.5%	3.5%	6,789	20,367	27,155	7,026	21,079	28,106	7,272	21,817	29,090
Miscellaneous Taxes, Licenses and Permits			3.5%	3.5%	553	1,659	2,213	573	1,718	2,290	593	1,778	2,370
Sub-total Taxes and Licenses					7,803	23,409	31,212	8,076	24,228	32,304	8,359	25,076	33,435
Insurance													
Property and Liability Insurance			3.5%	3.5%	29,502	88,506	118,009	30,535	91,604	122,139	31,603	94,810	126,414
Fidelity Bond Insurance			3.5%	3.5%	92	277	369	95	286	382	99	296	395
Worker's Compensation			3.5%	3.5%	5,866	16,757	22,343	5,781	17,344	23,125	5,884	17,951	23,834
Director's & Officers' Liability Insurance			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sub-total Insurance					35,180	105,540	140,720	36,411	109,234	145,646	37,686	113,557	150,743
Maintenance & Repair													
Payroll			3.5%	3.5%	37,331	111,994	149,325	38,638	115,914	154,551	39,990	119,971	159,961
Supplies			3.5%	3.5%	13,214	39,643	52,858	13,677	41,031	54,708	14,156	42,467	56,823
Contracts			3.5%	3.5%	22,127	66,380	88,506	22,901	68,703	91,604	23,703	71,108	94,810
Garbage and Trash Removal			3.5%	3.5%	14,161	42,483	56,644	14,657	43,970	58,027	15,170	45,509	60,679
Security Payroll/Contract			3.5%	3.5%	8,451	25,352	33,805	8,747	26,241	34,988	9,053	27,159	36,212
HVAC Repairs and Maintenance			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Vehicle and Maintenance Equipment Operation and Repairs			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses			3.5%	3.5%	615	1,844	2,459	636	1,908	2,545	658	1,975	2,634
Sub-total Maintenance & Repair Expenses					95,899	287,697	383,597	99,256	297,767	397,022	102,730	308,189	410,918
Supportive Services			3.5%	3.5%	-	172,561	172,561	-	178,601	178,601	-	184,852	184,852
Commercial Expenses													
TOTAL OPERATING EXPENSES					604,000	1,213,303	1,817,304	625,140	1,255,769	1,880,909	647,020	1,299,721	1,946,741
Reserves/Ground Lease Base Rent/Bond Fees													
Ground Lease Base Rent					3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000
Bond Monitoring Fee					625	1,875	2,500	625	1,875	2,500	625	1,875	2,500
Replacement Reserve Deposit					11,875	35,625	47,500	11,875	35,625	47,500	11,875	35,625	47,500
Operating Reserve Deposit					-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit					-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit					-	-	-	-	-	-	-	-	-
Required Reserve Deposits, Commercial					-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees					16,250	48,750	65,000	16,250	48,750	65,000	16,250	48,750	65,000
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)					620,250	1,262,053	1,882,304	641,390	1,304,519	1,945,909	663,270	1,348,471	2,011,741
NET OPERATING INCOME (INCOME minus OP EXPENSES)					33,083	154,013	187,096	33,352	157,150	190,501	33,630	160,348	193,979
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)													
Hard Debt - First Lender					-	47,600	47,600	-	47,600	47,600	-	47,600	47,600
Hard Debt - Second Lender (HCD Program 0.42% pmt. or other 2nd Lender)					24,150	72,450	96,600	24,150	72,450	96,600	24,150	72,450	96,600
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)					-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender					-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service					24,150	120,050	144,200	24,150	120,050	144,200	24,150	120,050	144,200
CASH FLOW (NOI minus DEBT SERVICE)					8,933	33,963	42,896	9,202	37,100	46,301	9,480	40,298	49,779
Commercial Only Cash Flow					-	-	-	-	-	-	-	-	-
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)					-	-	-	-	-	-	-	-	-
AVAILABLE CASH FLOW					8,933	33,963	42,896	9,202	37,100	46,301	9,480	40,298	49,779
USES OF CASH FLOW BELOW (This row also shows DSCR)													
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL													
Below-the-line Asset Mgt fee (uncommon in new projects, see policy)			3.5%	3.5%	-	-							

967 Mission

Total # Units:	LOSP Units		Non-LOSP Units		Year 10 2036			Year 11 2037			Year 12 2038		
	95	24	71	75.00%	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
	% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)										
INCOME													
Residential - Tenant Rents	1.0%	2.5%			60,581	822,961	883,542	61,187	843,535	904,722	61,799	864,623	926,422
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	4.0%	Should only be for SOS (4%) - Non LOSP non SOS should be at 2.5%/year		-	805,242	805,242	-	837,451	837,451	-	870,949	870,949
Residential - LOSP Tenant Assistance Payments	n/a	n/a	from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%		658,688	-	658,688	681,759	-	681,759	705,653	-	705,653
Commercial Space	n/a	2.5%			-	-	-	-	-	-	-	-	-
Residential Parking	2.5%	2.5%			-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income	2.5%	2.5%			-	-	-	-	-	-	-	-	-
Supportive Services Income	2.5%	2.5%			-	-	-	-	-	-	-	-	-
Interest Income - Project Operations	2.5%	2.5%			-	-	-	-	-	-	-	-	-
Laundry and Vending	2.5%	2.5%			3,594	10,781	14,375	3,684	11,051	14,734	3,776	11,327	15,102
Tenant Charges	2.5%	2.5%			-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%			-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%		-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable		-	-	-	-	-	-	-	-	-
Gross Potential Income					722,863	1,638,983	2,361,847	746,630	1,692,036	2,438,666	771,228	1,746,899	2,518,127
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate		(3,029)	(41,148)	(44,177)	(3,059)	(42,177)	(45,236)	(3,090)	(43,231)	(46,321)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a			-	(40,262)	(40,262)	-	(41,873)	(41,873)	-	(43,547)	(43,547)
Vacancy Loss - Commercial	n/a	n/a			-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME					719,834	1,557,573	2,277,407	743,571	1,607,987	2,351,558	768,138	1,660,121	2,428,258
OPERATING EXPENSES													
Management													
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.		29,439	88,316	117,754	30,469	91,407	121,876	31,535	94,606	126,141
Asset Management Fee	3.5%	3.5%	per MOHCD policy		8,024	24,072	32,096	8,305	24,915	33,220	8,596	26,787	34,382
Sub-total Management Expenses					37,463	112,388	149,851	38,774	116,322	155,095	40,131	121,393	160,524
Salaries/Benefits													
Office Salaries	3.5%	3.5%			320,666	106,889	427,555	331,889	110,630	442,519	343,505	114,502	458,007
Manager's Salary	3.5%	3.5%			47,021	141,064	188,085	49,667	146,001	194,668	50,370	151,111	201,482
Health Insurance and Other Benefits	3.5%	3.5%			-	-	-	-	-	-	-	-	-
Other Salaries/Benefits	3.5%	3.5%			19,135	57,404	76,539	19,804	59,413	79,218	20,498	61,493	81,990
Administrative Rent-Free Unit	3.5%	3.5%			7,073	21,220	28,294	7,321	21,963	29,284	7,577	22,732	30,309
Sub-total Salaries/Benefits					393,895	326,577	720,473	407,682	338,007	745,689	421,951	349,838	771,788
Administration													
Advertising and Marketing	3.5%	3.5%			204	613	818	212	635	846	219	657	876
Office Expenses	3.5%	3.5%			11,684	35,052	46,736	12,093	36,278	48,372	12,516	37,549	50,065
Office Rent	3.5%	3.5%			-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%			1,704	5,111	6,814	1,763	5,290	7,053	1,825	5,475	7,300
Audit Expense	3.5%	3.5%			5,665	16,994	22,658	5,863	17,588	23,451	6,068	18,204	24,272
Bookkeeping/Accounting Services	3.5%	3.5%			5,103	15,308	20,411	5,281	15,844	21,125	5,466	16,398	21,865
Bad Debts	3.5%	3.5%			-	-	-	-	-	-	-	-	-
Miscellaneous	3.5%	3.5%			-	-	-	-	-	-	-	-	-
Sub-total Administration Expenses					24,359	73,078	97,438	25,212	75,636	100,848	26,094	78,283	104,378
Utilities													
Electricity	3.5%	3.5%			29,302	87,907	117,209	30,328	90,984	121,311	31,389	94,168	125,557
Water	3.5%	3.5%			14,481	43,442	57,923	14,988	44,963	59,950	15,512	46,537	62,049
Gas	3.5%	3.5%			-	-	-	-	-	-	-	-	-
Sewer	3.5%	3.5%			16,184	48,553	64,738	16,751	50,253	67,003	17,337	52,011	69,349
Sub-total Utilities					59,967	179,902	239,870	62,066	186,199	248,265	64,239	192,716	256,955
Taxes and Licenses													
Real Estate Taxes	3.5%	3.5%			511	1,533	2,044	529	1,587	2,116	547	1,642	2,190
Payroll Taxes	3.5%	3.5%			7,527	22,581	30,108	7,790	23,371	31,182	8,063	24,189	32,252
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%			613	1,840	2,453	635	1,904	2,539	657	1,971	2,628
Sub-total Taxes and Licenses					8,651	25,954	34,605	8,954	26,862	35,817	9,268	27,803	37,070
Insurance													
Property and Liability Insurance	3.5%	3.5%			32,710	98,129	130,838	33,854	101,563	135,417	35,039	105,118	140,157
Fidelity Bond Insurance	3.5%	3.5%			102	307	409	106	317	423	109	328	438
Workers' Compensation	3.5%	3.5%			6,193	18,679	24,772	6,410	19,229	25,639	6,634	19,902	26,536
Director's & Officers' Liability Insurance	3.5%	3.5%			-	-	-	-	-	-	-	-	-
Sub-total Insurance					39,005	117,014	156,019	40,370	121,110	161,489	41,783	125,349	167,331
Maintenance & Repair													
Payroll	3.5%	3.5%			41,390	124,169	165,559	42,838	128,515	171,354	44,338	133,013	177,351
Supplies	3.5%	3.5%			14,651	43,953	58,605	15,164	45,492	60,656	15,695	47,084	62,779
Contracts	3.5%	3.5%			24,532	73,596	98,129	25,391	76,172	101,563	26,279	78,838	105,118
Garbage and Trash Removal	3.5%	3.5%			15,701	47,102	62,802	16,250	48,750	65,000	16,819	50,457	67,275
Security Payroll/Contract	3.5%	3.5%			9,370	28,110	37,480	9,698	29,094	38,791	10,037	30,112	40,149
HVAC Repairs and Maintenance	3.5%	3.5%			-	-	-	-	-	-	-	-	-
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%			-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%			681	2,044	2,726	705	2,116	2,821	730	2,190	2,920
Sub-total Maintenance & Repair Expenses					106,325	318,975	425,300	110,046	330,139	440,186	113,898	341,694	455,592
Supportive Services	3.5%	3.5%			-	191,322	191,322	-	198,018	198,018	-	204,949	204,949
Commercial Expenses			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%		-	-	-	-	-	-	-	-	-
TOTAL OPERATING EXPENSES					668,666	1,345,211	2,014,877	693,104	1,392,293	2,085,398	717,363	1,441,024	2,158,387
Reserves/Ground Lease Base Rent/Bond Fees													
Ground Lease Base Rent					3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000
Bond Monitoring Fee					625	1,875	2,500	625	1,875	2,500	625	1,875	2,500
Replacement Reserve Deposit					11,875	35,625	47,500	11,875	35,625	47,500	11,875	35,625	47,500
Operating Reserve Deposit					-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit					-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit					-	-	-	-	-	-	-	-	-
Required Reserve Deposits, Commercial			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%		-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees					16,250	48,750	65,000	16,250	48,750	65,000	16,250	48,750	65,000
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)					685,916	1,393,961	2,079,877	709,354	1,441,043	2,150,398	733,613	1,489,774	2,223,387
NET OPERATING INCOME (INCOME minus OP EXPENSES)					33,918	163,612	197,530	34,216	166,944	201,160	34,525	170,347	204,872
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)													
Hard Debt - First Lender			Enter comments re: annual increase, etc.		-	47,600	47,600	-	47,600	47,600	-	47,600	47,600
Hard Debt - Second Lender (HCD Program 0.42% pmt. or other 2nd Lender)			Enter comments re: annual increase, etc.		24,150	72,450	96,600	24,150	72,450	96,600	24,150	72,450	96,600
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)			Enter comments re: annual increase, etc.		-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender			Enter comments re: annual increase, etc.		-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%		24,150	120,050	144,200	24,150	120,050	144,200	24,150	120,050	144,200
TOTAL HARD DEBT SERVICE					9,768	43,562	53,330	10,066	46,894	56,960	10,375	50,297	60,672
CASH FLOW (NOI minus DEBT SERVICE)													
Commercial Only Cash Flow					-	-	-	-	-	-	-	-	-
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)					-	-	-	-	-	-	-	-	-
AVAILABLE CASH FLOW					9,768	43,562	53,330	10,066	46,894	56,960	10,375	50,297	60,672
USES OF CASH FLOW BELOW (This row also shows DSCR)													
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL													
Below-the-line Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy		-	-	-	-	-	-	-	-	-
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy		8,518	25,554	34,072	8,816	26,449	35,285	9,125	27,374	36,499
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase		1,250	3,750	5,000	1,250	3,750	5,000	1,250	3,750	5,000
Other Payments					-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 1			Enter comments re: annual increase, etc.		-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 2			Enter comments re: annual increase, etc.		-	-	-	-	-	-	-	-	-
Deferred Developer Fee (Enter amt <= Max													

967 Mission

Total # Units:	LOSP Units		Non-LOSP Units		Year 13			Year 14			Year 15			
	95		71		2039			2040			2041			
	25.00%	75.00%	% annual inc LOSP	% annual increase	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	
INCOME														
Residential - Tenant Rents			1.0%	2.5%	62,417	886,239	948,656	63,041	908,395	971,436	63,672	931,105	994,776	
Residential - Tenant Assistance Payments (Non-LOSP)			n/a	4.0%	-	905,787	905,787	-	942,019	942,019	-	979,699	979,699	
Residential - LOSP Tenant Assistance Payments			n/a	n/a	730,399	-	730,399	756,026	-	756,026	782,566	-	782,566	
Commercial Space			n/a	2.5%	-	-	-	-	-	-	-	-	-	
Residential Parking			2.5%	2.5%	-	-	-	-	-	-	-	-	-	
Miscellaneous Rent Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-	
Supportive Services Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-	
Interest Income - Project Operations			2.5%	2.5%	-	-	-	-	-	-	-	-	-	
Laundry and Vending			2.5%	2.5%	3,870	11,610	15,480	3,967	11,900	15,867	4,066	12,198	16,264	
Tenant Charges			2.5%	2.5%	-	-	-	-	-	-	-	-	-	
Miscellaneous Residential Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-	
Other Commercial Income			n/a	2.5%	-	-	-	-	-	-	-	-	-	
Withdrawal from Capitalized Reserve (deposit to operating account)			n/a	n/a	-	-	-	-	-	-	-	-	-	
Gross Potential Income					796,696	1,803,636	2,600,322	823,034	1,862,314	2,685,348	850,304	1,923,002	2,773,305	
Vacancy Loss - Residential - Tenant Rents			n/a	n/a	(3,121)	(44,312)	(47,433)	(3,152)	(45,420)	(48,572)	(3,184)	(46,555)	(49,739)	
Vacancy Loss - Residential - Tenant Assistance Payments			n/a	n/a	-	(45,289)	(45,289)	-	(47,101)	(47,101)	-	(48,985)	(48,985)	
Vacancy Loss - Commercial			n/a	n/a	-	-	-	-	-	-	-	-	-	
EFFECTIVE GROSS INCOME					793,565	1,714,035	2,507,599	819,882	1,769,793	2,589,675	847,120	1,827,461	2,674,582	
OPERATING EXPENSES														
Management														
Management Fee			3.5%	3.5%	32,639	97,917	130,556	33,781	101,344	135,126	34,964	104,891	139,855	
Asset Management Fee			3.5%	3.5%	8,896	26,889	35,586	9,208	27,623	36,831	9,530	28,590	38,120	
Sub-total Management Expenses					41,535	124,606	166,142	42,989	128,968	171,957	44,494	133,482	177,975	
Salaries/Benefits														
Office Salaries			3.5%	3.5%	355,528	118,509	474,037	367,971	122,657	490,629	380,850	126,940	507,801	
Manager's Salary			3.5%	3.5%	52,133	156,400	208,534	53,958	161,874	215,832	55,847	167,540	223,386	
Health Insurance and Other Benefits			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Other Salaries/Benefits			3.5%	3.5%	21,215	63,645	84,860	21,958	65,873	87,830	22,726	68,178	90,904	
Administrative Rent-Free Unit			3.5%	3.5%	7,842	23,527	31,370	8,117	24,351	32,468	8,401	25,203	33,604	
Sub-total Salaries/Benefits					436,719	362,082	798,801	452,004	374,755	826,759	467,824	387,871	855,695	
Administration														
Advertising and Marketing			3.5%	3.5%	227	680	907	235	704	938	243	728	971	
Office Expenses			3.5%	3.5%	12,954	38,863	51,816	13,408	40,223	53,631	13,877	41,631	55,508	
Office Rent			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Legal Expense - Property			3.5%	3.5%	1,889	5,667	7,555	1,955	5,865	7,820	2,023	6,070	8,093	
Audit Expense			3.5%	3.5%	6,280	18,841	25,121	6,500	19,501	26,001	6,728	20,183	26,911	
Bookkeeping/Accounting Services			3.5%	3.5%	5,657	16,972	22,630	5,855	17,566	23,422	6,060	18,181	24,242	
Bad Debts			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Miscellaneous			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Sub-total Administration Expenses					27,008	81,023	108,031	27,953	83,859	111,812	28,931	86,794	115,725	
Utilities														
Electricity			3.5%	3.5%	32,498	97,464	129,952	33,625	100,875	134,500	34,802	104,406	139,208	
Water			3.5%	3.5%	16,055	48,165	64,220	16,617	49,851	66,468	17,199	51,596	68,795	
Gas			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Sewer			3.5%	3.5%	17,944	53,832	71,776	18,572	55,716	74,288	19,222	57,666	76,888	
Sub-total Utilities					66,487	199,461	265,948	68,814	206,442	275,256	71,223	213,668	284,890	
Taxes and Licenses														
Real Estate Taxes			3.5%	3.5%	567	1,700	2,267	586	1,759	2,346	607	1,821	2,428	
Payroll Taxes			3.5%	3.5%	8,345	25,036	33,381	8,637	25,912	34,549	8,940	26,819	35,759	
Miscellaneous Taxes, Licenses and Permits			3.5%	3.5%	680	2,040	2,720	704	2,111	2,815	728	2,185	2,914	
Sub-total Taxes and Licenses					9,592	28,776	38,368	9,928	29,783	39,710	10,275	30,825	41,100	
Insurance														
Property and Liability Insurance			3.5%	3.5%	36,266	108,797	145,063	37,535	112,605	150,140	38,849	116,546	155,395	
Fidelity Bond Insurance			3.5%	3.5%	113	340	453	117	352	469	121	364	486	
Workers' Compensation			3.5%	3.5%	6,866	20,999	27,465	7,107	21,320	28,426	7,355	22,066	29,421	
Director's & Officers' Liability Insurance			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Sub-total Insurance					43,245	129,736	172,981	44,759	134,277	179,035	46,325	138,976	185,302	
Maintenance & Repair														
Payroll			3.5%	3.5%	45,890	137,669	183,559	47,496	142,487	189,983	49,158	147,474	196,633	
Supplies			3.5%	3.5%	16,244	48,732	64,976	16,813	50,438	67,250	17,401	52,203	69,604	
Contracts			3.5%	3.5%	27,199	81,598	108,797	28,151	84,454	112,605	29,137	87,410	116,546	
Garbage and Trash Removal			3.5%	3.5%	17,408	52,223	69,630	18,017	54,050	72,057	18,647	55,942	74,589	
Security Payroll/Contract			3.5%	3.5%	10,389	31,166	41,554	10,792	32,257	43,009	11,129	33,386	44,514	
HVAC Repairs and Maintenance			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Vehicle and Maintenance Equipment Operation and Repairs			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Miscellaneous Operating and Maintenance Expenses			3.5%	3.5%	756	2,267	3,022	782	2,346	3,128	809	2,428	3,237	
Sub-total Maintenance & Repair Expenses					117,885	353,654	471,538	122,010	366,031	488,042	126,281	378,843	505,123	
Supportive Services			3.5%	3.5%	-	212,122	212,122	-	219,546	219,546	-	227,230	227,230	
Commercial Expenses					-	-	-	-	-	-	-	-	-	
TOTAL OPERATING EXPENSES					742,471	1,491,460	2,233,930	768,457	1,543,661	2,312,118	795,353	1,597,689	2,393,042	
RESERVES/GROUND LEASE BASE RENT/BOND FEES														
PUPA (w/o Reserves/GL Base Rent/Bond Fees)														
Ground Lease Base Rent					3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000	
Bond Monitoring Fee					625	1,875	2,500	625	1,875	2,500	625	1,875	2,500	
Replacement Reserve Deposit					11,875	35,625	47,500	11,875	35,625	47,500	11,875	35,625	47,500	
Operating Reserve Deposit					-	-	-	-	-	-	-	-	-	
Other Required Reserve 1 Deposit					-	-	-	-	-	-	-	-	-	
Other Required Reserve 2 Deposit					-	-	-	-	-	-	-	-	-	
Required Reserve Deposits, Commercial					-	-	-	-	-	-	-	-	-	
Sub-total Reserves/Ground Lease Base Rent/Bond Fees					16,250	48,750	65,000	16,250	48,750	65,000	16,250	48,750	65,000	
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)					758,721	1,540,210	2,298,930	784,707	1,592,411	2,377,118	811,603	1,646,439	2,458,042	
NET OPERATING INCOME (INCOME minus OP EXPENSES)														
					34,844	173,825	208,669	35,175	177,382	212,557	35,517	181,023	216,540	
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)														
Hard Debt - First Lender					-	47,600	47,600	-	47,600	47,600	-	47,600	47,600	
Hard Debt - Second Lender (HCD Program 0.42% pmt. or other 2nd Lender)					24,150	72,450	96,600	24,150	72,450	96,600	24,150	72,450	96,600	
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)					-	-	-	-	-	-	-	-	-	
Hard Debt - Fourth Lender					-	-	-	-	-	-	-	-	-	
Commercial Hard Debt Service					24,150	120,050	144,200	24,150	120,050	144,200	24,150	120,050	144,200	
TOTAL HARD DEBT SERVICE					24,150	120,050	144,200	24,150	120,050	144,200	24,150	120,050	144,200	
CASH FLOW (NOI minus DEBT SERVICE)														
Commercial Only Cash Flow					10,694	53,775	64,469	11,025	57,332	68,357	11,367	60,973	72,340	
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)					-	-	-	-	-	-	-	-	-	
AVAILABLE CASH FLOW					10,694	53,775	64,469	11,025	57,332	68,357	11,367	60,973	72,340	
USES OF CASH FLOW BELOW (This row also shows DSCR)														
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL					DSCR:		1.447			1.474			1.502	
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)			3.5%	3.5%	-	-	-	-	-	-	-	-	-	
Partnership Management Fee (see policy for limits)			3.5%	3.5%	9,444	28,333	37,777	9,775	29,324	39,099	10,117	30,351	40,467	
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)					1,250	3,750	5,000	1,250	3,750	5,000	1,250	3,750	5,000	
Other Payments					-	-	-	-	-	-	-	-	-	
Non-amortizing Loan Pmt - Lender 1					-	-	-	-	-	-	-	-	-	
Non-amortizing Loan Pmt - Lender 2					-	-	-							

967 Mission

Total # Units:	LOSP Units		Non-LOSP Units		Year 16			Year 17			Year 18		
	24		71		2042			2043			2044		
	25.00%	75.00%	% annual inc LOSP	% annual increase	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
INCOME													
Residential - Tenant Rents			1.0%	2.5%	64,308	954,382	1,018,691	64,951	978,242	1,043,193	65,601	1,002,698	1,068,299
Residential - Tenant Assistance Payments (Non-LOSP)			n/a	4.0%	-	1,018,887	1,018,887	-	1,059,643	1,059,643	-	1,102,029	1,102,029
Residential - LOSP Tenant Assistance Payments			n/a	n/a	810,051	-	810,051	838,514	-	838,514	867,990	-	867,990
Commercial Space			n/a	2.5%	-	-	-	-	-	-	-	-	-
Residential Parking			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Supportive Services Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Laundry and Vending			2.5%	2.5%	4,168	12,503	16,670	4,272	12,615	17,087	4,379	13,136	17,514
Tenant Charges			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income			2.5%	2.5%	-	-	-	-	-	-	-	-	-
Other Commercial Income			n/a	2.5%	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)			n/a	n/a	-	-	-	-	-	-	-	-	-
Gross Potential Income					878,527	1,985,772	2,864,299	907,737	2,050,700	2,958,437	937,969	2,117,862	3,055,831
Vacancy Loss - Residential - Tenant Rents			n/a	n/a	(3,215)	(47,719)	(50,935)	(3,248)	(48,912)	(52,160)	(3,280)	(50,135)	(53,415)
Vacancy Loss - Residential - Tenant Assistance Payments			n/a	n/a	-	(50,944)	(50,944)	-	(52,982)	(52,982)	-	(55,101)	(55,101)
Vacancy Loss - Commercial			n/a	n/a	-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME					875,312	1,887,109	2,762,420	904,490	1,948,806	2,853,295	934,689	2,012,626	2,947,315
OPERATING EXPENSES													
Management													
Management Fee			3.5%	3.5%	36,188	108,563	144,750	37,454	112,362	149,816	38,765	116,295	155,060
Asset Management Fee			3.5%	3.5%	9,864	29,591	39,454	10,209	30,627	40,835	10,566	31,699	42,265
Sub-total Management Expenses					46,051	138,153	184,205	47,663	142,989	190,652	49,331	147,993	197,325
Salaries/Benefits													
Office Salaries			3.5%	3.5%	394,180	131,393	525,574	407,977	135,992	543,969	422,256	140,792	563,008
Manager's Salary			3.5%	3.5%	57,801	173,404	231,205	59,624	179,473	239,297	61,918	189,754	247,672
Health Insurance and Other Benefits			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Other Salaries/Benefits			3.5%	3.5%	23,521	70,564	94,086	24,345	73,034	97,379	25,197	75,590	100,787
Administrative Rent-Free Unit			3.5%	3.5%	8,695	26,085	34,780	8,999	26,998	35,998	9,314	27,943	37,257
Sub-total Salaries/Benefits					484,198	401,447	885,645	501,145	415,497	916,642	518,685	430,404	948,725
Administration													
Advertising and Marketing			3.5%	3.5%	251	754	1,005	260	780	1,040	269	808	1,077
Office Expenses			3.5%	3.5%	14,363	43,088	57,451	14,865	44,996	59,462	15,368	46,197	61,543
Office Rent			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Legal Expense - Property			3.5%	3.5%	2,094	6,283	8,377	2,167	6,502	8,670	2,243	6,730	8,973
Audit Expense			3.5%	3.5%	6,963	20,890	27,853	7,207	21,621	28,828	7,459	22,377	29,836
Bookkeeping/Accounting Services			3.5%	3.5%	6,273	18,818	25,090	6,492	19,476	25,968	6,719	20,158	26,877
Bad Debts			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Miscellaneous			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sub-total Administration Expenses					29,944	89,832	119,776	30,992	92,976	123,968	32,077	96,230	128,307
Utilities													
Electricity			3.5%	3.5%	36,020	108,060	144,080	37,281	111,842	149,123	38,586	115,757	154,342
Water			3.5%	3.5%	17,801	53,402	71,202	18,424	55,271	73,694	19,068	57,205	76,274
Gas			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sewer			3.5%	3.5%	18,895	56,684	75,579	20,591	61,773	82,364	21,312	63,935	85,247
Sub-total Utilities					73,715	221,146	294,861	76,295	228,886	305,182	78,966	236,897	315,863
Taxes and Licenses													
Real Estate Taxes			3.5%	3.5%	628	1,885	2,513	650	1,951	2,601	673	2,019	2,692
Payroll Taxes			3.5%	3.5%	9,253	27,758	37,010	9,576	28,729	38,305	9,912	29,735	39,646
Miscellaneous Taxes, Licenses and Permits			3.5%	3.5%	754	2,262	3,016	780	2,341	3,121	808	2,423	3,230
Sub-total Taxes and Licenses					10,635	31,904	42,539	11,007	33,021	44,028	11,392	34,176	45,569
Insurance													
Property and Liability Insurance			3.5%	3.5%	40,208	120,625	160,833	41,616	124,847	166,643	43,072	129,217	172,289
Fidelity Bond Insurance			3.5%	3.5%	126	377	503	130	390	520	135	404	538
Workers' Compensation			3.5%	3.5%	7,613	22,838	30,451	7,879	23,638	31,517	8,155	24,465	32,620
Director's & Officers' Liability Insurance			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Sub-total Insurance					47,947	143,840	191,787	49,625	148,675	198,500	51,362	154,085	205,447
Maintenance & Repair													
Payroll			3.5%	3.5%	50,879	152,636	203,515	52,659	157,978	210,638	54,503	163,508	218,010
Supplies			3.5%	3.5%	18,010	54,030	72,040	18,640	55,921	74,561	19,293	57,878	77,171
Contracts			3.5%	3.5%	30,156	90,469	120,625	31,212	93,635	124,847	32,304	96,912	129,217
Garbage and Trash Removal			3.5%	3.5%	19,300	57,900	77,200	19,976	59,927	79,902	20,675	62,024	82,699
Security Payroll/Contract			3.5%	3.5%	11,518	34,554	46,072	11,921	35,763	47,685	12,339	37,015	49,554
HVAC Repairs and Maintenance			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Vehicle and Maintenance Equipment Operation and Repairs			3.5%	3.5%	-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses			3.5%	3.5%	838	2,513	3,351	867	2,601	3,468	897	2,692	3,589
Sub-total Maintenance & Repair Expenses					130,701	392,102	522,803	135,275	405,826	541,101	140,010	420,029	560,039
Supportive Services			3.5%	3.5%	-	235,183	235,183	-	243,415	243,415	-	251,934	251,934
Commercial Expenses													
TOTAL OPERATING EXPENSES					823,191	1,653,608	2,476,798	852,002	1,711,484	2,563,486	881,822	1,771,386	2,653,208
Reserves/Ground Lease Base Rent/Bond Fees													
Ground Lease Base Rent					3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000
Bond Monitoring Fee					625	1,875	2,500	625	1,875	2,500	625	1,875	2,500
Replacement Reserve Deposit					11,875	35,625	47,500	11,875	35,625	47,500	11,875	35,625	47,500
Operating Reserve Deposit					-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit					-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit					-	-	-	-	-	-	-	-	-
Required Reserve Deposits, Commercial					-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees					16,250	48,750	65,000	16,250	48,750	65,000	16,250	48,750	65,000
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)					839,441	1,702,358	2,541,798	868,252	1,760,234	2,628,486	898,072	1,820,136	2,718,208
NET OPERATING INCOME (INCOME minus OP EXPENSES)					35,871	184,751	220,622	36,237	188,571	224,809	36,617	192,490	229,106
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)													
Hard Debt - First Lender					-	47,600	47,600	-	47,600	47,600	-	47,600	47,600
Hard Debt - Second Lender (HCD Program 0.42% pmt. or other 2nd Lender)					24,150	72,450	96,600	24,150	72,450	96,600	24,150	72,450	96,600
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)					-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender					-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service					24,150	120,050	144,200	24,150	120,050	144,200	24,150	120,050	144,200
TOTAL HARD DEBT SERVICE					24,150	120,050	144,200	24,150	120,050	144,200	24,150	120,050	144,200
CASH FLOW (NOI minus DEBT SERVICE)					11,721	64,701	76,422	12,087	68,521	80,609	12,467	72,440	84,906
Commercial Only Cash Flow					-	-	-	-	-	-	-	-	-
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)					-	-	-	-	-	-	-	-	-
AVAILABLE CASH FLOW					11,721	64,701	76,422	12,087	68,521	80,609	12,467	72,440	84,906
USES OF CASH FLOW BELOW (This row also shows DSCR)													

967 Mission

INCOME	Total # Units:		Year 19			Year 20		
	24	71	2045			2046		
	25.00%	75.00%	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
Residential - Tenant Rents	1.0%	2.5%	66,257	1,027,765	1,094,022	66,920	1,053,459	1,120,379
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	4.0%	-	1,146,110	1,146,110	-	1,191,954	1,191,954
Residential - LOSP Tenant Assistance Payments	n/a	n/a	898,573	-	898,573	930,122	-	930,122
Commercial Space	n/a	2.5%	-	-	-	-	-	-
Residential Parking	2.5%	2.5%	-	-	-	-	-	-
Miscellaneous Rent Income	2.5%	2.5%	-	-	-	-	-	-
Supportive Services Income	2.5%	2.5%	-	-	-	-	-	-
Interest Income - Project Operations	2.5%	2.5%	-	-	-	-	-	-
Laundry and Vending	2.5%	2.5%	4,488	13,464	17,952	4,600	13,801	18,401
Tenant Charges	2.5%	2.5%	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	-	-	-	-	-	-
Gross Potential Income			969,258	2,187,339	3,156,597	1,001,642	2,259,214	3,260,856
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	(3,313)	(51,388)	(54,701)	(3,346)	(52,673)	(56,019)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	-	(57,305)	(57,305)	-	(59,599)	(59,599)
Vacancy Loss - Commercial	n/a	n/a	-	-	-	-	-	-
EFFECTIVE GROSS INCOME			965,945	2,078,645	3,044,591	998,296	2,146,943	3,145,239
OPERATING EXPENSES								
Management								
Management Fee	3.5%	3.5%	40,122	120,365	160,487	41,526	124,578	166,104
Asset Management Fee	3.5%	3.5%	10,936	32,808	43,744	11,319	33,956	45,275
Sub-total Management Expenses			51,058	153,173	204,231	52,845	158,534	211,379
Salaries/Benefits								
Office Salaries	3.5%	3.5%	437,035	145,678	582,713	452,331	150,777	603,108
Manager's Salary	3.5%	3.5%	64,085	192,256	256,341	66,328	198,985	265,313
Health Insurance and Other Benefits	3.5%	3.5%	-	-	-	-	-	-
Other Salaries/Benefits	3.5%	3.5%	26,079	78,236	104,315	26,991	80,974	107,966
Administrative Rent-Free Unit	3.5%	3.5%	9,640	28,921	38,561	9,978	29,933	39,911
Sub-total Salaries/Benefits			536,839	445,091	981,930	555,628	460,669	1,016,298
Administration								
Advertising and Marketing	3.5%	3.5%	279	836	1,114	289	865	1,154
Office Expenses	3.5%	3.5%	15,924	47,773	63,697	16,482	49,445	65,928
Office Rent	3.5%	3.5%	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%	2,322	6,966	9,287	2,403	7,209	9,613
Audit Expense	3.5%	3.5%	7,720	23,161	30,881	7,990	23,971	31,962
Bookkeeping/Accounting Services	3.5%	3.5%	6,954	20,863	27,818	7,198	21,594	28,791
Bad Debts	3.5%	3.5%	-	-	-	-	-	-
Miscellaneous	3.5%	3.5%	-	-	-	-	-	-
Sub-total Administration Expenses			33,199	99,598	132,797	34,361	103,084	137,445
Utilities								
Electricity	3.5%	3.5%	39,936	119,808	159,744	41,334	124,001	165,335
Water	3.5%	3.5%	19,736	59,207	78,943	20,427	61,280	81,706
Gas	3.5%	3.5%	-	-	-	-	-	-
Sewer	3.5%	3.5%	22,058	66,173	88,231	22,830	68,489	91,319
Sub-total Utilities			81,730	245,189	326,918	84,590	253,770	338,360
Taxes and Licenses								
Real Estate Taxes	3.5%	3.5%	697	2,090	2,788	721	2,163	2,884
Payroll Taxes	3.5%	3.5%	10,258	30,775	41,034	10,617	31,852	42,470
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%	836	2,508	3,343	865	2,595	3,461
Sub-total Taxes and Licenses			11,791	35,373	47,164	12,204	36,611	48,814
Insurance								
Property and Liability Insurance	3.5%	3.5%	44,580	133,739	178,319	46,140	138,420	184,560
Fidelity Bond Insurance	3.5%	3.5%	139	418	557	144	433	577
Workers' Compensation	3.5%	3.5%	8,440	26,321	33,762	8,736	26,208	34,943
Director's & Officers' Liability Insurance	3.5%	3.5%	-	-	-	-	-	-
Sub-total Insurance			53,159	159,478	212,638	55,020	165,061	220,080
Maintenance & Repair								
Payroll	3.5%	3.5%	56,410	169,230	225,640	58,384	175,153	233,538
Supplies	3.5%	3.5%	19,968	59,904	79,872	20,667	62,001	82,668
Contracts	3.5%	3.5%	33,435	100,304	133,739	34,605	103,815	138,420
Garbage and Trash Removal	3.5%	3.5%	21,399	64,195	85,593	22,147	66,442	88,589
Security Payroll/Contract	3.5%	3.5%	12,770	38,911	51,681	13,217	39,652	52,869
HVAC Repairs and Maintenance	3.5%	3.5%	-	-	-	-	-	-
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%	929	2,786	3,715	961	2,884	3,845
Sub-total Maintenance & Repair Expenses			144,910	434,730	579,641	149,982	449,946	599,928
Supportive Services	3.5%	3.5%	-	260,752	260,752	-	269,878	269,878
Commercial Expenses			-	-	-	-	-	-
TOTAL OPERATING EXPENSES			912,686	1,833,385	2,746,071	944,630	1,897,553	2,842,183
RESERVES/GROUND LEASE BASE RENT/BOND FEES								
Ground Lease Base Rent			3,750	11,250	15,000	3,750	11,250	15,000
Bond Monitoring Fee			625	1,875	2,500	625	1,875	2,500
Replacement Reserve Deposit			11,875	35,625	47,500	11,875	35,625	47,500
Operating Reserve Deposit			-	-	-	-	-	-
Other Required Reserve 1 Deposit			-	-	-	-	-	-
Other Required Reserve 2 Deposit			-	-	-	-	-	-
Required Reserve Deposits, Commercial			-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees			16,250	48,750	65,000	16,250	48,750	65,000
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)			928,936	1,882,135	2,811,071	960,880	1,946,303	2,907,183
NET OPERATING INCOME (INCOME minus OP EXPENSES)			37,009	196,511	233,520	37,416	200,640	238,056
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)								
Hard Debt - First Lender			-	47,600	47,600	-	47,600	47,600
Hard Debt - Second Lender (HCD Program 0.42% pmt. or other 2nd Lender)			24,150	72,450	96,600	24,150	72,450	96,600
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)			-	-	-	-	-	-
Hard Debt - Fourth Lender			-	-	-	-	-	-
Commercial Hard Debt Service			-	-	-	-	-	-
TOTAL HARD DEBT SERVICE			24,150	120,050	144,200	24,150	120,050	144,200
CASH FLOW (NOI minus DEBT SERVICE)			12,859	76,461	89,320	13,266	80,590	93,856
Commercial Only Cash Flow								
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)			-	-	-	-	-	-
AVAILABLE CASH FLOW			12,859	76,461	89,320	13,266	80,590	93,856
USES OF CASH FLOW BELOW (This row also shows DSCR)								
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL			DSCR:			1.619		1.651
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	-	-	-	-	-	-
Partnership Management Fee (see policy for limits)	3.5%	3.5%	11,609	34,828	46,437	12,016	36,047	48,063
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			1,250	3,750	5,000	1,250	3,750	5,000
Other Payments			-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 1			-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 2			-	-	-	-	-	-
Deferred Developer Fee (Enter amt <= Max Fee from row 131)			-	-	-	-	-	-
TOTAL PAYMENTS PRECEDING MOHCD			12,859	38,578	51,437	13,266	39,797	53,063
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)			0	37,883	37,883	(0)	40,793	40,793
Does Project have a MOHCD Residual Receipt Obligation? Yes Year 15 is year indicated below: Will Project Defer Developer Fee? Yes 2041 1st Residual Receipts Split - Lender/Deferred Developer Fee 50% / 50% 2nd Residual Receipts Split Begins: 2nd Residual Receipts Split - Lender/Owner 67% / 33% 2042								
Max Deferred Developer Fee Amt (Use for data entry above. Do not link.): Dist. Soft Debt Loans ative Deferred Developer Fee Earned								
MOHCD RESIDUAL RECEIPTS DEBT SERVICE								
MOHCD Residual Receipts Amount Due	50.96%		-	-	12,870	-	-	13,859
Proposed MOHCD Residual Receipts Amount to Loan Repayment			-	-	12,870	-	-	13,859
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease			-	-	-	-	-	-
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE								
HCD Residual Receipts Amount Due	49.04%		-	-	12,385	-	-	13,337
Lender 4 Residual Receipts Due	0.00%		-	-	-	-	-	-
Lender 5 Residual Receipts Due	0.00%		-	-	-	-	-	-
Total Non-MOHCD Residual Receipts Debt Service					12,385			13,337
REMAINDER (Should be zero unless there are distributions below)								
Owner Distributions/Incentive Management Fee			-	-	12,628	-	-	13,598
Other Distributions/Uses			-	-	12,628	-	-	13,598
Final Balance (should be zero)								
REPLACEMENT RESERVE - RUNNING BALANCE								
Replacement Reserve Starting Balance			-	-	855,000	-	-	902,500
Replacement Reserve Deposits			-	-	47,500	-	-	47,500
Replacement Reserve Withdrawals (Ideally tied to CNA)			-	-	-	-	-	-
Replacement Reserve Interest			-	-	-	-	-	-
RR Running Balance					902,500			950,000
OPERATING RESERVE - RUNNING BALANCE								
Operating Reserve Starting Balance			-	-	-	-	-	-
Operating Reserve Deposits			-	-	-	-	-	-
Operating Reserve Withdrawals			-	-	-	-	-	-
Operating Reserve Interest			-	-	-	-	-	-
OR Running Balance								
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE								
Other Reserve 1 Starting Balance			-	-	-	-	-	-
Other Reserve 1 Deposits			-	-	-	-	-	-
Other Reserve 1 Withdrawals			-	-	-	-	-	-
Other Reserve 1 Interest			-	-	-	-	-	-
Other Required Reserve 1 Running Balance								
OTHER RESERVE 2 - RUNNING BALANCE								
Other Reserve 2 Starting Balance			-	-	-	-	-	-
Other Reserve 2 Deposits			-	-	-	-	-	-
Other Reserve 2 Withdrawals			-	-	-	-	-	-
Other Reserve 2 Interest			-	-	-	-	-	-
Other Required Reserve 2 Running Balance								