## 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

300 Ocean Avenue Up to $\$ 5,630,000$ Permanent Financing Request

| Evaluation of Request for: | Permanent Financing |
| :--- | :--- |
| Loan Committee Date: | December 15, 2023 |
| Prepared By: | Sophie Rubin, Project Manager |
| Sources and Amounts of New Funds | Up to \$3,720,000 SSP Soft Debt |
| Recommended: | Up to $\$ 1,910,000$ PASS |
| Total Funds Committed | Up to \$5,630,000 total |
| NOFA/PROGRAM/RFP: | Small Sites Program and Preservation and <br> Seismic Safety (PASS) Program |
| Applicant/Sponsor(s) Name: | Mission Economic Development Agency |

## Project Summary:

- Located in District 11, 300 Ocean Avenue consists of a three-story building comprising 8 one-bedroom units and six enclosed car garage spaces.
- The Project was acquired in August 2022 for $\$ 3,200,000$ and rehabilitated through a loan from the San Francisco Housing Accelerator Fund, with construction completing in October 2023.
- The Project did not incur any notable delays or cost overruns. The total project cost of $\$ 5,610,000$ came in below the initial $\$ 5,861,000$ (\$732,625/unit) soft commitment MOHCD provided in 2022 and was able to complete more in-unit improvements than originally anticipated. See section 5.5.
- 300 Ocean is fully leased up, and includes two families with Section 8 vouchers from the San Francisco Housing Authority.
- The Project is requesting approximately $\$ 3.7 \mathrm{M}$ in Small Sites soft debt and $\$ 1.9 \mathrm{M}$ in PASS (Series 2020C GO Bonds) for a total of up to \$5,630,000 in funding.
- MOHCD staff is recommending Loan Committee approval for 300 Ocean Avenue's permanent financing, which provides eight affordable units in the City's Balboa Park Neighborhood and provide permanent housing to families, individuals, couples, and older adults, ranging from those previously experiencing homelessness to long-term residents within a variety of ethnic and racial backgrounds.

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## EXECUTIVE SUMMARY

| Date: | December 15, 2023 |
| :--- | :--- |
| From: | Sophie Rubin, Project Manager |
|  |  |
| Evaluation of Request for: | Acquisition and Rehabilitation Funding |
| NOFA/Program: | 2019 Acquisition and Rehabilitation <br> Financing for Small Sites Program Properties |
| Applicant: | Mission Economic Development Agency |
| Co-Applicant: | N/A |
| Project Name (if any): | 300 Ocean Avenue |
| Project Address (with the cross street): | 300 Ocean Avenue (between Delano <br> Avenue and San Jose Avenue) |
| Number of Units with Unit Mix: | 8 one-bedroom units |
| Supervisor and District | Ahsha Safai/District 11 |
| Amount of SSP Funds Recommended: | Up to \$3,720,000 |
| Amount of PASS Funds Recommended: | Up to \$1,910,000 |
| Type of Financing: | Permanent Financing |

## 1. SUMMARY/BRIEF PROJECT UPDATE

Mission Economic Development Agency ("MEDA" or "Sponsor") requests up to \$1,910,000 in Preservation and Seismic Safety ("PASS") Program funding and up to \$3,720,000 in Small Sites Program ("SSP") funding from the Mayor's Office of Housing and Community Development ("MOHCD") for the permanent financing of the property located at 300 Ocean Avenue in the Balboa Park neighborhood of San Francisco (the "Project").

On August 19, 2022, MOHCD issued a soft commitment letter for the Project, which obtained approximately $\$ 5,000,000$ in financing through the San Francisco Housing Accelerator Fund ("SFHAF") for its acquisition and rehabilitation so that MEDA was able to purchase the Project on August 30, 2022. This acquisition was made possible by the Community Opportunity to Purchase Act ("COPA"), which was enacted in 2019 to give Qualified Nonprofits ("QNPs") the Rights of First Offer and First Refusal on multifamily properties to prevent displacement and promote the preservation of naturally occurring affordable housing.

As of October 2023, the Project's rehabilitation is complete. The requested permanent financing from MOHCD will pay off the existing SFHAF loan, fund replacement and operating reserves, and cover additional closing costs. The Sponsor will record a Declaration of Restrictions that will protect the affordability of all units for at least 75 years.

## Background

Built in 1959, 300 Ocean Avenue is a 5,000-square foot residential property consisting of a 3story building with eight one-bedroom units. More than half of the units were in below-average condition. The rehabilitation scope included life safety improvements, an electrical upgrade, and unit and common area improvements. For more on the completed rehabilitation scope, please see Section 6.5 and Appendix E.

In February 2020, MEDA was notified that the Project was being sold under the Community Opportunity to Purchase Act ("COPA"). The Project is located in District 11, in the Balboa Park neighborhood, which has experienced gentrification in the past decade. Tenants were concerned the building could be acquired by an investor who would pursue a building-wide Ellis Act eviction. MEDA demonstrated project feasibility incorporating a moderate rehabilitation scope that addressed interior and exterior deferred maintenance, including window replacement, structural support of the bay windows, painting, flooring, and kitchen/bathroom refurbishment.

At Project acquisition, the average household AMI was $32 \%$, with an average rent AMI of $73.2 \%$ due to $25 \%$ of the households having Section 8 vouchers. The project now has an average AMI
of $54 \%$ and with an average rent AMI at $100.26 \%$ with vouchers (or $58 \%$ without vouchers). Rent burden averages 33\%.

The project is fully leased, with seven out of eight households having income certified.

## Total Project Costs and Sources

| Funding Source | Initial Soft Commitment | Current Request |
| :---: | :---: | :---: |
| PASS | $\$ 2,361,000$ <br> $(\$ 295,125 / \mathrm{unit})$ | Up to $\$ 1,910,000$ <br> $(\$ 238,750 / \mathrm{unit})$ |
| SSP | up to $\$ 3,500,000$ <br> (\$437,000/unit) | Up to $\$ 3,720,000$ <br> (\$465,000/unit) |
| Total Funding <br> Request | up to $\$ 5,861,00$ <br> (\$732,625/unit) | Up to \$5,630,000 <br> (\$703,750/unit) |

The total funding request is up to $\$ 5,630,000$ ( $\$ 703,750 / u n i t)$. This includes up to $\$ 1,910,000$ in senior debt through the PASS program and up to $\$ 3,720,000$ in soft debt through the Small Sites program. The total funding request is $\$ 231,000$ lower than the initial soft commitment, and it is $\$ 15,000 /$ unit below the maximum SSP funding of $\$ 480,000 /$ unit. See Appendix A for Maximum Allowable SSP Subsidy under current Guidelines.

## 2. PRINCIPAL DEVELOPMENT ISSUES - N/A

## 3. BORROWER/GRANTEE PROFILE

MEDA's mission is to strengthen low- and moderate-income Latino families by promoting economic equity and social justice through asset building and community development. Inspired by and rooted in the Mission District of San Francisco, MEDA envisions generations of Latino families that are part of vibrant, diverse, proud, and forward-thinking communities in which residents own their homes and businesses and are rooted and actively engaged in the civic and political life of their neighborhoods, and the institutions that affect their lives. MEDA provides integrated, culturally and linguistically competent services to community members in the Mission District and beyond, including: policy, advocacy, and community leadership
development; early learning and K-12 educational supports through their Mission Promise Neighborhood collaborative; financial capability coaching; business technical assistance; housing and homeownership counseling; affordable housing development; business and real estate lending through our subsidiary CDFI, Fondo Adelante; workforce development training and career placement; and free tax preparation.

In 2022, MEDA engaged 16,814 community members via direct services and impacted 89,493 people through their health outreach work. $92 \%$ of client households are low-to-moderate income and $85 \%$ identify as Latino.

## Board of Directors

An eleven-person Board of Directors, composed of community members, non-profit, and corporate professionals with relevant experience, governs MEDA. The Chairperson is Rafael Yaquian, Partner, Goldfarb \& Lipman LLC; the Vice Chair is M. Teresa García, Family Resource Center Program Associate, First 5 San Francisco; the Treasurer is Whitney Jones, Director of Housing Development, Chinatown CDC; and the Secretary is Marco Chavarin, Senior Vice President, Financial Access Partnership Manager at Citi. Additional board members include Ed Cabrera, Regional Public Affairs Officer at the U.S. Department of Housing and Urban Development; Ysabel Duron, Founder/President of Latino Cancer Institute; Jabari Herbert, Managing Member, The Herbert Enterprises Group; Dr. Carina Marquez, Assistant Professor of Medicine at the University of California, San Francisco (UCSF); Rebeca Patino, Managing Director at First Republic Bank; and Kevin Stein, Associate Director with the California Reinvestment Coalition.

For more detailed experience of key staff, see Appendix B. For recent development activity, see Appendix C.

### 3.1 Asset Management Performance \& Capacity

MEDA has successfully pursued more projects through the Small Sites program than any other developer in San Francisco. Seven MEDA Small Sites went through a forbearance process in 2021 in the face of market fluctuations caused by COVID. This process ensured the long-term success of the sites.

### 3.2 Development Experience.

In addition to MEDA's experience in commercial real estate development and management, it has a number of residential real estate projects in its portfolio.

|  | Developed | Owned |
| :--- | :---: | :---: |
| No. Projects | 50 | 47 |
| No. Units | 1,284 | 1,251 |

## 4. SELECTION PROCESS

## Small Sites Program Funding

A Notice of Funding Availability ("NOFA") was published on July 24, 2014 to provide acquisition and rehabilitation financing for multi-family rental buildings of 5 to 25 units. The NOFA established a fund to help stabilize buildings occupied by low- to moderate-income tenants throughout San Francisco that are particularly susceptible to market pressure resulting in property sales, evictions, and rising tenant rents.

Revised Guidelines for the SSP program were published in early November 2022. It is not MOHCD's practice to use the scoring rubric when evaluating permanent financing to take out the initial loan, and the SSP scoring rubric was not in use when the Project was underwritten in 2022. However, the Project would receive a base score of 89 if it were underwritten today, exceeding the minimum threshold of 70 points, indicating that it meets goals of the SSP Program including community stabilization and housing affordability.

SSP Scoring Rubric: 300 Ocean Ave.

| Category | Points |
| :--- | :--- |
| Housing Affordability | $35 / 35$ |
| Community Stabilization | $30 / 35$ |
| Geographic Equity (D11) | $24 / 30$ |
| Total Base Score | $\mathbf{8 9 / 1 0 0}$ |
| Eligible Multiplier | $\mathbf{1 0 4 \%}$ |
| Total After Multiplier | $\mathbf{9 2 / 1 0 0}$ |

## Preservation and Seismic Safety Program (PASS)

The Preservation and Seismic Safety Program (PASS) provides low-cost and longterm financing to fund seismic retrofits, as well as the acquisition, rehabilitation, and preservation of affordable multi-family housing. The Program was created to complement the City's anti-displacement and preservation strategy, including the Small Sites Program. PASS was initially funded by repurposing $\$ 261$ million in
underutilized bond authority funds from the 1992 Seismic Safety Loan Program. $\$ 72$ million was funded in the first issuance of the PASS program in February 2019. The second issuance of $\$ 103$ million closed in December 2020. The third issuance is scheduled for spring 2024. The Project is considered an eligible property under Section 2.1 of the PASS Program Regulations.

## 5. SITE

### 5.1 Brief Site Description.

Located in the Balboa Park Neighborhood between San Jose Avenue and Delano Avenue, 300 Ocean Avenue is a three-story, eight-unit building. There are 6 parking garages on the ground floor. No units were added or removed during rehabilitation.

### 5.2 Site Characteristics.

1. Address, Lot/Block: 300 Ocean Ave, Lot 022/Block 3212
2. Lot Square footage: $3,550 \mathrm{sf}$
3. Building age: 64 years old
4. Number of buildings: 1
5. Number of floors: 3
6. Building typology: Residential (Apartment 5-14 units)
7. Unusual characteristics (including surrounding uses): n/a
8. Recently completed rehab work: See Section 6.5

### 5.3 Article 34 Authority.

The MOHCD approval letter is pending and will be issued prior to close.

## 6. DEVELOPMENT PLAN

### 6.1 Site Control.

Purchase Price: $\$ 3,200,000$
Status of Purchase \& Sale Contract: Executed
P \& S Contingencies: N/A
Hard Closing Date and other deadlines: August 31, 2022
HAF loan maturation date: February 28, 2024

### 6.2 Appraisal.

300 Ocean Avenue was appraised by R. Blum+Associates on May 11, 2020. The value conclusions were:

Market Value As Is: \$3,100,000
Hypothetical As Stabilized at Market Rents: \$3,700,000
Hypothetical As Stabilized at MOHCD Restricted Rents: \$3,500,000

### 6.3 Title Issues.

No title issues were identified.

### 6.4 Proposed Property Ownership Structure.

MEDA Small Sites, LLC owns fee title to the land and the improvements of the subject property.

### 6.5 Completed Rehabilitation Scope.

At the time of purchase, half of the units were in below-average condition. The rehabilitation scope was determined by a Capital Needs Assessment ("CNA") completed by Association Reserves on July 11, 2022. It evaluated the existing conditions and proposed repairs and upgrades to keep the building in aboveaverage condition for at least 20 years. The rehabilitation scope completed under the SFHAF included significant updating of residential units.

1. Electrical system: Upgraded electrical system, including service upgrade
2. Roof: Replaced roof and three skylights
3. Exterior: Siding repair/replace, stucco acrylic coat, dry rot framing replace that triggered four windows, historic mosaic and arabesque block replacement, and the addition of ventilation to the under the bay window soffits.
4. Flooring: Improvements included removing carpet and installing vinyl plank.
5. Common Area: Repairs were made to the interior stairs, laundry room upgrades, storage room replacement due to termite infestation, fire alarm upgrade, lighting, and finishes upgrades.
6. Unit Upgrades: Included new kitchen appliances, cabinets, and countertops in four units, and full bathroom refurbish in all units, and wall patching and painting. These were not in the initial scope but were added later as possible.
7. HVAC: HVAC improvements included the replacement of kitchen hoods, bathroom exhaust fans, and wall gas heaters.
8. Other: Lead-based paint (LBP) and asbestos were identified and removed and remediated to the extent possible in the residential units, common areas, garages, and the building exterior. For more on LBP testing and environmental issues, please see Appendix C, Section 1. The project underwent complete abatement and remediation of LBP and asbestoscontaining materials.

### 6.6 MOHCD Construction Representative Evaluation

This project is complete and is requesting permanent financing from MOHCD, therefore, the scope of work is not being reviewed for approval. However, the project has been evaluated for completeness. Please see Appendix E.

### 6.7 Population to Be Served

The property accommodates a diverse community comprising families with kids, individuals, couples, and older adults, including formerly homeless and longterm residents, with tenancies spanning from over 10 years to recent move-ins as of 2020. Notably, the building directly assists two Section 8 referrals. Households come from a variety of ethnic and racial backgrounds, including Latino, Black, White, and Southeast Asian households.

### 6.8 Unit Mix \& Affordability

| Time | Acquisition (2022) |  |  |  | Current (2023) - fully leased |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Metric | Rent (\$) | HH Annual <br> Income (\$) | HH AMI (\%) | Rent AMI <br> (\%) | Rent <br> Increase (\%) | New Rent (\$) | Rent AMI <br> (\%) | Rent <br> Burden* |
| Average | $\$ 1,395$ | $\$ 49,777$ | $32 \%$ | $73.20 \%$ | $2 \%$ | $\$ 1,424$ | $100.26 \%$ | $85.21 \%$ |
| Median | $\$ 1,614$ | $\$ 48,076$ | $23 \%$ | $68.95 \%$ | $4 \%$ | $\$ 1,680$ | $74.15 \%$ | $38.95 \%$ |

* rent burden without vouchers averages 33\%

The rent AMI of the Project at full occupancy is $100.26 \%$, due to two families having Section 8 vouchers. The Project qualifies for the SSP program with at least $73 \%$ of the Project (seven out of eight households) earning an average income at or below 80\% AMI.

### 6.9 Marketing \& Occupancy Preferences.

The Project is subject to MOHCD's marketing procedures and vacant units will be marketed according to multifamily marketing procedures. These units will be subject to the Certificate of Preference Program and the Live/Work in San

Francisco preference, and if more than five units in the building are marketed at the same time, the Displaced Tenant Housing Preference Program. At acquisition and as of this evaluation, all units remain fully occupied, reflecting the stability and long-term tenancy of the tenants.
7. FINANCING PLAN
7.1 Sources and Uses. See Exhibit A

### 7.2 Loan Terms

Lenders MOHCD PASS Program and SSP funds
Term 40 years
DSCR At least 1.15 throughout the first 20 years of the Project
Vacancy $10 \%$ to ensure project stability

| Program | PASS |  |  |  | SSP |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Note <br> Type | Market Rate <br> Note | Below Market <br> Note | Deferred <br> Note | PASS TOTAL | Soft debt <br> Loan |
| Loan Amount | $\$ 1,157,100$ | $\$ 638,400$ | $\$ 104,500$ | $\$ 1,900,000$ | $\$ 3,710,000$ |
| per unit | $\$ 144,638$ | $\$ 79,890$ | $\$ 13,062$ | $\$ 237,500$ | $\$ 463,750$ |
| Rate | $3.87289 \%$ | $0.95763 \%$ | $0.95763 \%$ | $\mathbf{2 . 7 4 2 0 1 \%}$ | $\mathbf{3 \%}$ simple |
| Repayment <br> type | fully amortizing | balloon <br> payment at <br> maturity |  | residual <br> receipts |  |
| Loan Priority | Subordinate to <br> senior financing <br> \& City's |  |  |  |  |

Refinancing Assumptions:
Replacement and operating reserves are projected to be funded through Year 20 of the Project's lifecycle to ensure that refinancing will not be required until at least that time.

### 7.3 Development Budget

Development Budget Analysis/Comments. All fees are sized based on the November 2022 update to the SSP Guidelines.

## 1. Sufficiency of Reserves

Replacement Reserves: Capitalized replacement reserves in the amount of $\$ 290,000$ satisfy the SSP Guidelines that require the higher of $\$ 2,000$ per unit or the amount necessary to pay replacement costs for the next $\mathbf{2 0}$ years, as specified in an approved 30-year CNA study.

Operating Reserves: Capitalized operating reserves in the amount of \$42,346 (25\% of the first-year operating budget) are budgeted to support unanticipated operating costs for at least 20 years, in line with SSP Guidelines. An estimated $\$ 55,000$ in welfare tax exemption refunds is expected to be added to the Operating Reserves when it is received in 2024.

## 2. Developer Fee

Developer fee in the amount of $\$ 243,437$ meets the current SSP Guidelines and includes $\$ 138,437$ paid at acquisition by the SFHAF and broken down as follows:
\$105,000 standard cash-out at acquisition
$\$ 33,437$ incentive fee, which amounts to $50 \%$ of the remaining hard cost contingency following the receipt of a Certificate of Occupancy.

With an additional $\$ 105,000$ payable at the end of rehabilitation and broken down as follows:
$\$ 80,000$ standard fee ( $\$ 10,000 /$ unit) at conversion
$\$ 25,000$ high impact site fee for projects earning over 90 points in the Small Sites Program Rubric which scores sites based on:

- Percentage of units housing long-term residents
- Percentage of households in imminent risk of displacement
- Percentage of units housing vulnerable populations
- Geographic equity
- Housing affordability


### 7.4 Disbursement

Acquisition, predevelopment, and construction funds will be released at escrow in the form of a payoff of the SFHAF loan. Additionally, the MOHCD SSP loan will cover operating and replacement reserves, PASS loan fees, the remainder of

MEDA's developer fee, and closing costs. Legal costs may be drawn down after the closing draw.

## 8. PROJECT OPERATIONS

### 8.1 Annual Operating Budget: see Exhibit B

### 8.2 Annual Operating Budget Analysis/Comments.

1. PUPY Operating Expense: (w/out reserves): $\$ 10,628$
2. Annual Reserve Deposits: $\$ 3,200$ per SSP Underwriting Guidelines of \$400/PUPY.
3. Property Taxes: The Project will qualify for the full welfare tax exemption for seven of eight units. MEDA is budgeting $\$ 9,000$ for direct charges, special assessments, and the one non-exempt unit. The Welfare Tax Exemption was applied for in February 2023; MEDA expects it to be approved in 2024.
4. Surplus Cash: $\$ 13,342$ in Year 1.
5. Annual Monitoring Fees: $\$ 5,000$ ( $\$ 2,500$ for loan servicing and $\$ 2,500$ for monitoring) per PASS Program Regulations.

### 8.3 20-year Cash Flow (attached)

1. Cash Flow Remains Positive for 20 years? Yes
2. Income Assumptions: $2.5 \%$ escalation per year
3. Expense Assumptions: $3.5 \%$ escalation per year
4. Replacement Reserve Analysis: Replacement reserves are funded through Year 20.
5. DSCR: DSCR starts at 1.18 in Year 1 and steadily rises, hitting its maximum DSCR in Year 16 at 1.306. The DSCR is set slightly higher than the program minimum of 1.1 in order to cushion for expenses that have been rising faster than the projected $3.5 \%$ per year, particularly insurance.

## 9. RECOMMENDED CLOSING CONDITIONS

1 All reserve accounts must be established in separate FDIC insured, interestbearing accounts prior to close.
2. All outstanding electrical permits must be closed out prior to close.

## 10. RECOMMENDED LOAN CONDITIONS

1. Once received, the approximately $\$ 55,000$ Welfare Tax Exemption refund must be deposited into the operating reserve.
2. MEDA must submit an Operations and Maintenance (O\&M) Program to MOHCD for review and approval within 60 days of closing.
3. MEDA must submit a Property Management Plan to MOHCD for review and approval within 30 days of closing.
4. MEDA must complete a follow up CNA to address needs of building post 20-year occupancy within 30 days of closing.

| Appendix A | Calculation of Maximum Allowable SSP <br> Subsidy Per Unit under SSP Guidelines |
| :--- | :--- |
| Appendix B | Development and Asset Management Teams |
| Appendix C | Recent Development Activity |
| Appendix D | SFHAF Appendix |
| Appendix E | MOHCD Construction Rep analysis at takeout |
| Exhibit A | Sources and Uses |
| Exhibit B | 20-Year Cash Flow Operating Budget |
| Exhibit C | Permanent Financing Proforma |
| Exhibit D |  |

## LOAN APPROVAL RECOMMENDATION

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[ ] APPROVE. [ ] DISAPPROVE.
```

Eric D. Shaw, Director
Mayor's Office of Housing and Community Development
[ ] APPROVE. [ ] DISAPPROVE.

Thor Kaslofsky, Executive Director
Office of Community Investment and Infrastructure
[ ] APPROVE. [ ] DISAPPROVE.

Salvador Menjivar, Housing Director
Department of Homelessness and Supportive Housing
[ ] APPROVE. [ ] DISAPPROVE.

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

REQUEST FOR PERMANENT FINANCING FOR SMALL SITE AT 300 OCEAN AVE

Shaw, Eric (MYR) [eric.shaw@sfgov.org](mailto:eric.shaw@sfgov.org)
Tue 1/9/2024 1:59 PM
To:Amaya, Vanessa (MYR) [Vanessa.Amaya@sfgov.org](mailto:Vanessa.Amaya@sfgov.org)

REQUEST FOR PERMANENT FINANCING FOR SMALL SITE AT 300 OCEAN AVE - APPROVE Thank you

Vanessa Amaya
Assistant Housing Loan Administrator
San Francisco Mayor's Office of Housing and Community Development
1 South Van Ness Ave, $5^{\text {th }}$ Floor, San Francisco, CA 94103
(628) 652-5967

## Request for Permanent Financing for the Small Site at 300 Ocean Ave

Slutzkin, Marc (CII) [marc.slutzkin@sfgov.org](mailto:marc.slutzkin@sfgov.org)
Fri 1/5/2024 11:56 AM
To:Amaya, Vanessa (MYR) [Vanessa.Amaya@sfgov.org](mailto:Vanessa.Amaya@sfgov.org)
Cc:Kaslofsky, Thor (CII) [Thor.Kaslofsky@sfgov.org](mailto:Thor.Kaslofsky@sfgov.org);Shaw, Eric (MYR) [eric.shaw@sfgov.org](mailto:eric.shaw@sfgov.org);Ely, Lydia (MYR) [lydia.ely@sfgov.org](mailto:lydia.ely@sfgov.org);Colomello, Elizabeth (CII) [elizabeth.colomello@sfgov.org](mailto:elizabeth.colomello@sfgov.org)

Hi Vanessa,
I approve the above request on behalf of OCII.

Thanks

Marc


Marc Slutzkin
Deputy Director

[^0]
## 300 Ocean

Menjivar, Salvador (HOM) [salvador.menjivar1@sfgov.org](mailto:salvador.menjivar1@sfgov.org)

## Tue 1/16/2024 3:56 PM

To:Amaya, Vanessa (MYR) [Vanessa.Amaya@sfgov.org](mailto:Vanessa.Amaya@sfgov.org)
I support Mission Economic Development Agency request for up to $\$ 5,630,000$ in permanent funding for 300 Ocean, with up to $\$ 1,910,000$ in PASS financing ( 2016 GO Bond Series 2020C) and up to $\$ 3,720,000$ in SSP residual receipts debt.

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 | Like: @SanFranciscoHSH

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## RE: REQUEST FOR PERMANENT FINANCING FOR SMALL SITE AT 300 OCEAN AVE

Trivedi, Vishal (CON) [vishal.trivedi@sfgov.org](mailto:vishal.trivedi@sfgov.org)
Fri 1/5/2024 11:52 AM
To:Amaya, Vanessa (MYR) [Vanessa.Amaya@sfgov.org](mailto:Vanessa.Amaya@sfgov.org) Cc:Shaw, Eric (MYR) [eric.shaw@sfgov.org](mailto:eric.shaw@sfgov.org)

I vote yes. Thanks!

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

Appendix A: Calculation of Maximum Allowable SSP Subsidy Per Unit under SSP Guidelines

| Unit type | \# of units | Subsidy per unit | Subsidy total |
| :--- | :--- | :--- | :--- |
| 1-bedroom | 8 | $\$ 400,000 /$ unit | $\$ 3,200,000$ |
| TOTAL | $\$ 400,000 /$ unit | $\$ 3,200,000$ |  |
| Multiplier bonus for high-scoring <br> projects based on SSP Scoring Rubric: | $120 \%$ | $120 \%$ |  |
| Maximum Subsidy under Guidelines: | $\$ 480,000 /$ unit | $\$ 3,840,000$ |  |
| (Project base score of 89/100 and <br> 92/100 with bonus applied) | Up to \$465,000/unit | Up to \$3,720,000 |  |
| Requested Amount |  |  |  |

## Appendix B: Development and Asset Management Teams.

Jose Garcia, Program Manager, Preservation. Jose attended Cal Poly San Luis Obispo, receiving a B.A. in Business Administration with a concentration in International Business. He is determined to keep a strong Latino Community in the Mission District. Before joining MEDA, Jose was a Relocation Consultant for Overland, Pacific, and Cutler LLC, where he worked alongside MEDA during the rehabbing of five former public housing developments under the Rental Assistance Demonstration (RAD) program (a total of 439 units for seniors and disabled San Franciscans). Jose has been involved in 28 out of the 38 SSP buildings in different phases. Jose has managed one new construction project: 681 Florida, a 130 unit building for formerly homeless individuals and families.

Lupe Mercado, Assistant Project Manager, Preservation. Lupe has an associate's degree in accounting. Lupe has been working with MEDA for 6 years as an ABP ERAP Housing Coordinator, Financial Capability Coach, HUD Certified Housing Counselor, Leasing Specialist, and now an Assistant Project Manager. She also has 1 year of experience working with title companies. She currently possesses a certificate as a HUD Certified Housing Counselor, NeighborWorks Post Purchase Education Housing Counselor, Advanced Tax Credit Specialist, Foreign Student Tax Certificate, and COA IRS ITIN. She is also in the process of obtaining her real estate license.

Luis Daniel Cruz, Assistant Project Manager, Preservation. Luis (Daniel) attended the University of California, Los Angeles, where he completed his undergraduate degree in Sociology and master's degree in Urban and Regional Planning with a focus on regional and housing development. Before joining MEDA, he worked for the Los Angeles Unified School District as a primary school educator.

Michelle Rolon, Assistant Project Manager, Preservation. Michelle attended the University of California, Los Angeles, where she completed her two undergraduate degrees in Chicana/o Studies and Spanish, and a master's degree in Urban and Regional Planning with a focus in Community Economic Development and Housing. Before joining MEDA, she worked as a program manager of the Mission SRO Collaborative (MSROC), where she supported in tenant rights advocacy, community programming, and city-wide coalition building. Her work revolves around affordable housing development, multi-ethnic coalition building, and grassroots frameworks in urban planning.

Sara Lope, Construction Consultant. Sara was the MEDA Construction Manager for over two years and has now transitioned to Construction Management Consultant. She holds a B.A. in Architecture from Newschool of Architecture and Design in San Diego, and a B.A. in Construction Management from Universidad Politecnica de Burgos, Spain. Her architectural background has helped MEDA with ADUs and commercial ADA improvements, and her construction management expertise has allowed her to assist in over 30 MEDA projects.

Leslie Molina, Associate Director of Asset Management (100\%FTE) Leslie was hired in November 2021. She is responsible for the overall physical and financial health of MEDA's residential and commercial property portfolio. She is a real estate professional with thirty (30) years of experience in the nonprofit, affordable-housing sector and the San Francisco conventional market. She brings a wealth of knowledge and deep understanding of organizational management, financial management and asset management. She holds industry standard certifications from the National Center for Housing Managers (NCHM) and the San Francisco Apartment Association (SFAA). In addition, Leslie holds a real estate license from the California Department of Real Estate and has been a licensed real estate agent for eighteen (18) years. She specializes in single family residence (SFR), residential and commercial condominiums, mixed-use buildings and multi-family units. Leslie has successfully managed and executed real estate strategies that exceed organizational objectives.

Emmanuel Zuniga, Senior Asset Management (100\%FTE) Emmanuel Zuniga was hired November 2021. He has over seventeen (17) years of experience in Affordable Housing Property Management with different nonprofit organizations. He has managed multi-family properties that include SRO, Family, TAY units, senior housing and more. Emmanuel holds the following industry certifications from the National Center for Housing Managers: Tax Credit Specialist; Certified Occupancy Specialist; Certified Manager of Housing; Certified Manager of Maintenance; and Certified Financial Specialist. Emmanuel holds an industry designation as an Accredited Residential Manager from the Institute of Real Estate Management and an industry designation of a Registered Housing Manager from the National Center for Housing Managers.

Joe Yu, Finance Asset Manager (100\% FTE) Joe was hired in April 2022. Joe is an alumnus of the University of California, Davis, and holds a bachelor's degree in Economics. He has over eight (8) years of real estate experience both in property management and asset management. Throughout his real estate career, Joe has managed the operations and finances of multifamily buildings in the private and non-profit sectors, including but not limited to budgeting, project management, and financial analysis. Joe is currently responsible for financial reporting, budgeting, and monitoring the financial health of MEDA's assets.

Karina Parraga, Asset Manager Small Sites Operations (100\% FTE) Karina earned a bachelor’s degree in Interior Design at the Vicente Rocafuerte University in Ecuador. San Francisco's Mission District is where she began to understand the United States system of operations and became immersed in the community. Karina worked at La Raza Information Center and was an active member of Mujeres Unidas -- their leadership training awarded her the opportunity to become involved in the Latino community. She worked for ten years as a Property Manager at Tenderloin Neighborhood Development Corporation (TNDC), serving San Francisco's most vulnerable populations. Karina has a deep understanding of San Francisco's low-income housing programs, Tax Credit, RAD and HUD. She is a Tax Credit Specialist and has completed courses in computer technology at City College of San Francisco and UC Berkeley.

## Brittany Burrows, Asset Manager of Leasing \& Compliance (100\% FTE)

Brittany holds a BA degree in Criminal Justice from SFSU. She also obtains the following certifications: Tax Credit Specialist, Certified Manager of Housing, Certified Occupancy

Specialist, Certified Occupancy Specialist for Public Housing, Certified Manager of Maintenance; and Certified Financial Specialist. In addition, she has a five (5) year High Rise Fire Safety Director certificate with CCSF. Brittany has over 8 years of experience working with nonprofit housing organizations in San Francisco's Tenderloin neighborhood. She is responsible for the leasing and compliance of MEDA's Small Sites Portfolio as it relates to Compliance and Regulatory obligations, which include developing standard operating procedures, compliance policies, and procedures to ensure compliance with program guidelines and local, Federal/State regulatory agreements. This includes reviewing partnership agreements, financing documents, regulatory agreements, and other sources to determine ownership objectives.

## Luis Cruz, Affordable Housing Leasing Admin (100\% FTE)

Luis has over two (2) years of office administration experience and is currently using his administrative experience to assist the leasing efforts and income certifications for asset management. Luis' role consists of maintaining a high occupancy rate across the portfolio and responding to potential tenant interest for rental properties in-person and via digital platforms. In addition, maintaining the building's waitlist, unit showing, answering questions, and finalizing leases. Luis also prepares potential tenant background checks, including reference letters, rental history, income verification, and lease application.

## Appendix C: Recent Development Activity.

|  | Name/Location | Status/Year Completed | Total Units |
| :--- | :--- | :--- | :--- |
| 1 | 3661 19th Street | Acquired 01/27/2023, In Construction | 12 Units |
| 2 | 40 Sycamore Street | Acquired 06/23/2023, In Construction | 3 Units |
| 3 | 566 Natoma | Acquired 6/15/2020, Construction <br> Completed 11/17/2022, Converted <br> $11 / 14 / 2023$ | 5 Units |
| 4 | 3225 24th Street | Acquired 01/19/2020, Construction <br> Completed 11/22/22, Converted <br> $3 / 24 / 23$ | 6 Units |

## Appendix D: SFHAF Appendix.

## 1. Environmental Issues/Site Suitability.

Phase I/II Site Assessment Status and Results: A Phase I Environmental Site Assessment Report, prepared by Partner Engineering and Science, Inc. on August 23, 2022, did not identify any recognized, controlled, or historical environmental conditions. The Phase I report identified environmental concerns regarding the suspected presence of asbestos-containing materials ("ACMs") and lead-based paint ("LBP"), due to the age of the building.

Phoenix Environmental Consulting, LLC prepared an Environmental Assessment: Asbestos Survey Report on November 25, 2022. Fifteen suspect material samples were taken from the Project to determine if asbestos was present in materials that might be impacted during renovations. The survey found evidence of ACMs in the form of Chrysotile in quantities exceeding $1 \%$.

Environmental Lead Detect Inc. prepared two Lead Paint Inspection Reports on June 30, 2022. One report was prepared for the interiors, and another was prepared for the garages and building exterior. Reports showed that the tested areas contained readings that were registered at or above the LBP action level of $1.0 \mathrm{mg} / \mathrm{cm} 2$.

## 2. Entitlements

2.1 Zoning. 300 Ocean Ave is zoned RH-1 (Residential House, One Family) within Height District. The rehabilitation scope did not change the use, height, or bulk of the building.
2.2 Local/Federal Environmental Review. The Project falls into Categorical Exemption 1 - Existing Facilities under CEQA. No formal Planning Department determinations were required.
3. Relocation. The Borrower spent $\$ 150,000$ in relocation funding for 8 households across 8 months.

## 4. Performance Schedule

| No. | Performance Milestone | Estimated or Actual Date |
| :---: | :--- | :---: |
| 1. | SSP Financing Commitment | $\underline{8 / 19 / 2022}$ |
| 2. | Site Acquisition | $\underline{8 / 30 / 2022}$ |


| 3. | Development Team Selection | N/A |
| :---: | :---: | :---: |
| 4. | General Contractor Selection - | 12/6/2022 |
| 5. | Design |  |
|  | Submit Bid Package for MOHCD Approval | N/A |
| 6. | Permits |  |
|  | Building Permit Application Submitted | 1/3/2023 |
| 7. | Construction |  |
| a. | Notice to Proceed | 12/19/2022 |
| b. | Complete Construction | 11/01/2023 |
| 8. | Marketing \& Lease-up |  |
| a. | Lease Vacant Units | N/A |
| 9. | Close Out MOHCD Loan(s) | 2/29/2024 |

5. Development Team during HAF period

### 5.1 Project Manager.

Name: Luis Daniel Cruz
Percentage of Time Spent on Project: 25\%
Experience: See Section 3
5.2 Architect.

Firm: $\mathrm{n} / \mathrm{a}$
Fee/Hours: n/a

### 5.3 Contractor.

Firm: Blackline Construction, Inc.
Procurement Requirements: $\mathrm{n} / \mathrm{a}$

### 5.4 Other Consultants.

Jamie Neilson

### 5.5 Property Manager.

Firm: Epic REA, Inc.
Property manager has participated in SSP previously The new management agreement between MEDA and Epic demonstrates a proactive approach in addressing previous gaps and concerns. Collaborative efforts are centered around resolving outstanding work orders that were neglected by the previous property management company.

The property management team will conduct inspections across all small sites to thoroughly evaluate the conditions of the properties and identify asset needs. Targeting late autumn 2023 to complete all inspections, the management team is held accountable and is dedicated to improving property conditions.
6. Construction Management Fee: $\$ 25,500$

## Appendix E: MOHCD Construction Representative Evaluation

Built in 1959, 300 Ocean has two levels of residential units above a ground floor consisting of a lobby, laundry, utility spaces and garages. The initial construction contract was just over $\$ 705,000$ and consisted of structural framing repair at the bay windows and minor exterior repair, window replacements, electrical upgrades to bring the building and units to code and miscellaneous minor upgrades to kitchen, bathrooms and flooring in each unit based on the building inspection report dated June 30, 2022. The contractor replaced most of the bay windows and repaired stucco and dry rot conditions that were noted in the pest and structural inspections from 2022. Project also repaired termite-damaged areas on the ground floor and abated lead and asbestoscontaining material in the entire building.

The project had over $\$ 300,000$ in change orders which were primarily owner-added scope/improvements. The majority of the change order cost was dedicated to significant unit upgrades such as new flooring, bathroom and kitchen finishes, and replacing all the building's original new plumbing. These were added when it was clear contingency funds would be left after the initial scope was completed. In this case, the Project did not require unforeseen work, and therefore additional unit improvements were possible. See Section 5.5 for more detail.

Less than $\$ 20,000$ of the change order cost was dedicated to dry rot repair, as the estimated amount in initial bid amounts was not sufficient. About \$75,000 were change orders related to the exterior improvements to fix plaster, tiles, and windows. The roof was also replaced under a separate contract, addressing the Gateway Roofing and Waterproofing Inc roof report dated June 30, 2022.

Overall, 300 Ocean received significant upgrades and the rehab accomplished more than planned. The building should need minimal maintenance in the foreseeable future as long as basic care is given to the building and the updated CNA maintenance schedule is followed.

Below are the following MOHCD Construction Representative recommendations:

- Complete a follow up CNA to address needs of building post 20-year occupancy within 60 days of closing.
- Ensure that the three outstanding electrical permits are closed out by the general contractor, Blackline, prior to loan close.
- Monitor the structural foundation at the Delano Avenue garage, per the structural inspection report dated July 24, 2022 (ongoing item). MEDA should discuss with a structural engineer what type of funds should be set aside in case seismic repairs are needed.


## Exhibit A

MOHCD Proforma - Permanent Financing Sources Uses of funds




| Application Date: Total \# Units: | $8_{8}^{11 / 30 / 2023}$ | Project Name: Project Address: | 300 Ocean |  |
| :---: | :---: | :---: | :---: | :---: |
| Total \# Units: |  | Project Address: | 300 Ocean Ave | B |
| Year 1 is a full year, i.e. 12 months of operations): | 2024 | Project Sponsor: | Mission Economic Development Agency |  |


| INCOME | Total | Commen |
| :---: | :---: | :---: |
| Residential - Tenant Rents | 136,704 | Links from 'Existing Proj - Rent Info' Worksheet |
| Residential - Tenant Assistance Payments (SOS Payments) | 0 |  |
| Residential - Tenant Assistance Payments (Other Non-LOSP) | 62,832 | Links from 'Existing Proj - Rent Info' Worksheet |
| Residential - LOSP Tenant Assistance Payments | 0 |  |
| Commercial Space | 0 | from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: $100 \%$ |
| Residential Parking | 0 | Links from 'Utilities \& Other Income' Worksheet |
| Miscellaneous Rent Income | 0 | Links from 'Utilities \& Other I Inoome' Worksheet |
| Supportive Sevices Income |  |  |
| Interest Income - Project Operations |  | Links from 'Utilities \& Other Income' Worksheet |
| Laundry and Vending | 390 | Links from 'Utilities \& Other Income' Worksheet |
| Tenant Charges | 0 | Links from 'Utilities \& Other Income' Worksheet |
| Miscellaneous Residential Income | 0 | Links from 'Utilities \& Other Income' Worksheet |
| Other Commercial Income | 0 | from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: $100 \%$ |
| Gross Potential Income 199,926 |  |  |
|  |  |  |
| Vacancy Loss - Residential - Tenant Rents | (13,670) | Vacancy loss is 10\% of Tenant Rents. |
| Vacancy Loss - Residential - Tenant Assistance Payments | $(3,142)$ | Vacancy loss is $5 \%$ of Tenant Assistance Payments. |
| Vacancy Loss - Commercial |  | from 'Commercial Op. Budget' Worksheet; Comme |

## operating expenses

Management

| Management Fee | 10,368 | 108 PUPM |
| :---: | :---: | :---: |
| Asset Management Fee | 10,368 | 108 PUPM |
| Salaries/Benefits Sub-total Management Expenses | 20,736 | PUPA: 2,592 |
| Office Salaries | 0 | Links from 'Staffing' Worksheet |
| Manager's Salary | 0 | Links from 'Staffing' Worksheet |
| Health Insurance and Other Benefits |  |  |
| Other Salaries/Benefits |  |  |
| Administrative Rent-Free Unit |  |  |


| Advertising and Marketing | 4,320 | S45 PUPM |
| :---: | :---: | :---: |
|  | Office Rent |  |  |
|  |  |  |  |
| Legal Expense - Property | 3,600 | S450 PUPA |
| Audit Expense | 1,500 | Actuals October 2023 +15\% |
| Bookkeeping/Accounting Services | 4,032 | S42 PUPM |
| Bad Debts |  |  |
| Miscellaneous | 832 | \$104 per unit for income certifications |
| Sub-total Administration Expenses | 14,284 | PUPA: 1,786 |
| Utilities |  |  |
| Electricity | 500 |  |
| Water | 6,000 |  |
| Gas | 1.021 |  |
| Sewer Sub-total Utilities | 5,000 12,521 | PUPA: 1,565 |



| Property and Liability Insurance | 9,969 | Actual Annual Premiums Confirmed by AJG $+25 \%$ inflation for market volatility |
| :---: | :---: | :---: |
| Fidelity Bond Insurance |  |  |
| Worker's Compensation |  |  |
| Director's \& Officers' Liability Insurance |  |  |


| Payroll | 0 | Links from 'Staffing' Worksheet |
| :---: | :---: | :---: |
| Supplies |  |  |
| Contracts | 890 | Fire Alarm Monitoring |
| Garbage and Trash Removal | 5,040 | Missing Updated Values |
| Security PayrollC Contract |  | Links from 'Staffing' Worksheet |
| HVAC Repairs and Maintenance | 3,600 | S450 PUPA |
| Vehicle and Maintenance Equipment Operation and Repairs |  |  |
| Miscellaneous Operating and Maintenance Expenses | 9,000 | \$450 PUPA Misc + \$150 (Pest |


total operating expenses PuPA: 10,628

| Ground Lease Base Rent | 0 | Provide additional comments here, if needed. |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Bond Monitoring Fee | 5.000 |  |  |  |
| Replacement Reserve Deposit | 3,200 |  |  |  |
| Operating Reserve Deposit |  | S400 PUPA |  |  |
| Other Required Reserve 1 Deposit |  |  |  |  |
| Other Required Reserve 2 Deposit $\quad 0 \quad$ from 'Commercial Op. Budget' Worksheet: Commercial to Residential allocation: $100 \%$ |  |  |  |  |
|  |  | from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: $100 \%$ |  |  |
| Sub-total Reserves/Ground Lease Base Rent/Bond Fees | 8,200 PUPA: 1,025 |  | Min DSCR: | 5.00\% |
|  | 93,226 | PUPA: 11,653 | Mortgage Rate: Term (Years) |  |
| TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond |  |  | Supportable 1st Mortgage Pmt | 40 78.163 |
| NET OPERATING INCOME (INCOME minus OP EXPENSES) | 89,888 | PUPA: 11,236 | Supportable ist Mortgage Amt: | \$1,350,823 |
|  |  |  | Proposed 1st Mortgage Amt: | \$1,161,972 |


| Hard Debt - First Lender | 57,179 | Market Rate |  |
| :---: | :---: | :---: | :---: |
| Hard Debt - Second Lender (HCD Program 0.42\% pymt, or other 2nd L | 19,299 | Below |  |
| Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender) |  |  | Provide additional comments here, if needed. |
| Hard Debt - Fourth Lender | 0 |  | Provide additional comments here, if needed. |
| Commercial Hard Debt Service | $\frac{0}{76,477}$ from Commercial Op. Bugget Worksheet; Commercial to Residential allocation: $100 \%$ |  |  |
| TOTAL HARD DEBT SERVICE |  |  |  |
| CASH FLOW (NOI minus DEBT SERVICE) | 13,411 |  |  |
| Commercial Only Cash Fiow |  |  |  |
| AVAILABLE CASH FLOW | 13,411 |  |  |
| USES OF CASH FLOW BELOW (This row also shows DSCR.) USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL | 1.18 |  |  |
| "Below-the-line" Asset Mgt fee (uncommon in new projects, see policy) |  |  |  |
| Partnership Management Fee (see policy for limits) |  |  |  |
| Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits) |  |  |  |
| Other Payments |  |  |  |
| Non-amortizing Loan Pmnt - Lender 1 (select lender in comments field) |  |  | Provide additional comments here, if needed. |
| Non-amortizing Loan Pmnt - Lender 2 (select lender in comments field) |  |  | Provide additional comments here, if needed. |
| Deferred Developer Fee (Enter amt <= Max Fee from cell 1130) |  | Def. Develop. Fee split: 0\% | Provide additional comments here, if needed. |
| total payments preceding mohcd | - | PUPA: |  |

RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS 13,4

| Residual Receipts Calculation <br> Does Pron <br> Will Procect have a MoHCD Residual Receipt obligation? | Yes | Project has MOHCD ground lease? |
| :--- | :--- | :--- |



| Soft Debt Lenders with Residual Receipts Obligations | (Select lender name/program from drop down) | Total Principal Amt | Distrib. of Soft Debt Loans |
| :---: | :---: | :---: | :---: |
| MOHCD/OCII - Soft Debt Loans | All MOHCD/OCII Loans payable from res. rects | \$3,701,285 | 100.00\% |
| MOHCD/OCII - Ground Lease Value or Land Acq Cost | Ground Lease Value |  | 0.00\% |
| HCD (soff debt loan)-Lender 3 |  |  | 0.00\% |
| Other Soft Debt Lender - Lender 4 |  |  |  |
| Other Soft Debt Lender - Lender 5 |  |  | 0.00\% |

MOHCD RESIDUAL RECEIPTS DEBT SERVICE

| MOHCD Residual Receitsts Amount Due | 8,941 | $67 \%$ of residual receipts, multiplied by $100 \%$-- MOHCD's pro rata share of all soft debt |
| :--- | ---: | :--- | :--- |
| Proposed MOHCD Residual Receipts Amount to Loan Repayment | 0 | Enterloveride amount of residual receints proposed for |



NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE

| HCD Residual Receipts Amount Due |
| :--- |
| Lender 4 Residual Receipts Due |

$\frac{\text { Lender } 5 \text { Residual Receipts Due }}{\text { Total Non-MOHCD Residual Receipts Debt Service }}$
REMAINDER (Should be zero unless there are


## Exhibit C



| REMAINDER (Should be zero unless there are distributions below) |
| :--- |
| Owner Distributionsllincentive Management Fee |

$\frac{\text { Ouner }}{\text { Other Distributionsions }}$ Fses
RRRumning alanne



$\qquad$


In the table below, please provide information about all existing and proposed project financing, including all hard and soft debt lenders. Lenders should be listed in lien order with the most senior lender in the first lien position and the most junior lender in the last lien position. Enter information for all columns. If not applicable, enter "N/A." Data entry below is required! Drop down menus in the 1st Year Operating Budget will not work if the Project Financing Table is not completed.

| Lien Order | Lender (and Funding Program if applicable) |  | Total Funding <br> Amount | Interest Rate | First <br> Repymt <br> Due Date | Maturity Date | Hard Debt/Soft Debt/Both | Repayment Terms (select from drop down) | Annual Payment Amount (or N/A, if not applicable) | Notes <br> (please note any anticipate changes to repayment obligations) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Market Rate |  | 1,161,972 | 3.87\% | 4/1/2024 | 3/1/2064 | Hard | Periodic | 57,179 |  |  |
| 2 | Below |  | 641,088 | 0.96\% | 4/1/2024 | 3/1/2064 | Hard | Periodic | 19,299 |  |  |
| 3 | Deferred |  | 104,940 | 0.96\% | 3/1/2064 | 3/1/2064 | Hard | Deferred | 0 |  | 153,897.68 |
| 4 | MOHCD SS |  | 3,701,285 | 3.00\% | 4/1/2024 | 3/1/2064 | Soft | Forgivable | N/A |  |  |
| 5 |  |  |  |  |  |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |  |  |  |  |  |
| 7 |  |  |  |  |  |  |  |  |  |  |  |
| 8 |  |  |  |  |  |  |  |  |  |  |  |
| 9 |  |  |  |  |  |  |  |  |  |  |  |
| 10 |  |  |  |  |  |  |  |  |  |  |  |
| Total Funding: \$5,609,285 |  |  |  |  |  |  |  |  |  |  |  |
| Does have/w fin | the project ill have HCD ancing? | No | Acquisition cost $m$ rent payments. (Th worksheet 6, I134 | inus the pres is data infor I138 for det | ent value of 55 ms the pro rata iled breakdown | 5 years of ground split of residual .) | lease base receipts, see |  | Does the pro have Feder | ject have/will ral Funding? | No |
| PROPOSED RENTAL SUBSIDIES |  |  |  |  | RESIDUAL RECEIPTS/GROUND LEASE INFORMATION |  |  |  |  |  |  |
| Enter \# of units proposed to be supported by each rental subsidy type. |  |  |  | type. $2$ | Does/Will the project have a MOHCD/OCII Residual Receipts loan repayment obligation? <br> Will the project defer the payment of the Developer Fee, and therefore |  |  |  |  |  | Yes |
| Project-Based-Section 8 (Mod Rehab SRO) <br> HAP Contract With (Select if any PB-Sec8 Units): |  |  |  |  | Will the project defer the payment of the Developer Fee, and therefore have two different Residual Receipts splits? (See Developer Fee Policy.) Residual Receipts split for all years. |  |  |  |  |  | No |
| Section 8-Voucher |  |  |  |  | \% of Residual Receipts available for distribution to all soft debt lenders: \% of Residual Receipts available for distribution to Owner: |  |  |  |  |  | 67\% |
|  |  |  |  |  |  |  |  |  |  |  | 33\% |
|  |  |  |  |  |  |  |  |  |  |  |  |
| PRAC - 811 |  |  |  |  |  |  |  |  |  |  |  |
| S+C |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| HOME TBA |  |  |  |  |  |  |  |  |  |  |  |
| Other: |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | Does/Will the project have a MOHCD/OCII ground lease? |  |  |  |  |  | No |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | Does/Will the project have a non-MOHCD/OCII ground lease? |  |  |  |  |  | No |
|  |  |  |  |  | If yes, enter Lessor name: |  |  |  |  |  |  |

## UTILITY ALLOWANCE

For each utility type below, select either "Tenant" or "Owner" and the type of utility source, as applicable. The selections will automatically calculate the total utility allowance by unit type, and will be used in the calculation of "Max Tenant Paid Rent" in the "New Devt - Rent \& Unit Mix" and "Existing Devt - Rent Roll" worksheets

If using a engineer calculated utility allowance, select "Owner" for all utility types, and enter in calculated utility allowance directly in the row "Other"


Utility Allowances approved for the San Francisco Housing Authority, effective 1/1/2023:

## OTHER PROJECT INCOME

Please use the tables below to provide detailed information about other projected monthly residential and commercial income. The information provided below will link to income line items in the 1st year Operating Budget worksheet.

| Residential Parking |  |
| :--- | ---: |
| No. of Tenant Rental Spaces |  |
| Monthly Income Per Space | 0 |
| Monthly Residential Parking Income | 0 |
| Annual Residential Parking Income |  |

## iscelianeous Rent income <br> n the table below, enter each type of anticipated rent-related income

not already included in the calculation of gross rental income

| Miscellaneous Rent Income Source | Amount |
| :--- | ---: |
|  |  |
|  |  |
|  | 0 |
| Monthly Miscellaneous Rent Income | 0 |
| Annual Miscellaneous Rent Income |  |

## Laundry

| No. of Units Using Central Laundry | 8 |
| :--- | ---: |
| Weekly Assumed Income Per Unit | 0.94 |
| Annual Total Laundry Income | 390 |


| Interest Income - Project Operations |  |
| :--- | ---: |
| Interest Income Source | Amount |
|  |  |
|  |  |
|  |  |
|  | 0 |
| Monthly Interest Income | 0 |
| Annual Interest Income - Project Operations |  |














| Smal S Stes ProjectINCOME | 8 |  | $\begin{gathered} \hline \text { Year 1 } \\ 2024 \\ \hline \end{gathered}$ | Year 2$2025$ | Year 3 <br> 2026 | Year 4 <br> 2027 | Year 5 <br> 2028 | $\begin{gathered} \hline \text { Year } 6 \\ 2029 \\ \hline \end{gathered}$ | Year 7 <br> 2030 | Year 8$2031$ | $\begin{gathered} \hline \text { Year } 9 \\ 2032 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 10 \\ 2033 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | \% annual |  |  |  |  |  |  |  |  |  |  |  |
|  | increase | (related to annual inc assumptions) | Total | Total | Total | Total | Total | Total | Total | Total | Total | Total |
| Residential - Tenant Rents | 2.0\% |  | 136,704 | 13, 1388 | 142,227 | 145,071 | 147,973 | 150,932 | 153,951 | 157,030 | 160,171 | 163,374 |
| Residential- - SoS Payments | 4.0\% |  |  |  |  |  |  |  |  |  |  |  |
| Residential - Tenant Assistance Payments (Other Non-LOSP) | 1.5\% |  | 62,832 | 63,774 | 64,731 | 65.702 | 6,688 | 67,688 | 6,703 | 69,734 | 70,780 | 1.841 |
| Residential - LOSP Tenant Assistance Payments | n/a |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Space | 2.5\% |  | . | . | . | . | . | . | . | . | . |  |
| Residential Parking | 2.5\% |  | - | - | - | - | - | - | - | - |  |  |
| Miscellaneous Rent Income | 2.5\% |  | . | . | . |  |  |  |  |  |  |  |
| Supportive Services Income | 2.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Interest Income - Project Operations | 2.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Laundry and Vending | 2.5\% |  | 390 | 400 | 410 | 420 | 430 | 441 | 452 | 464 | 475 | 487 |
| Tenant Charges | 2.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Miscellaneous Residential Income | 2.5\% |  | - | - | - |  |  |  |  |  |  |  |
| Other Commercial Income | 2.5\% |  | . | . | . | . | . | . |  |  |  |  |
|  |  | Link from Reserve Section below, as |  |  |  |  |  |  |  |  |  |  |
| Withrawal from Capitalized Resenve (deposit to operating account) Gross Potential Income n/a |  | 199,926 |  | 203,612 | 207,368 | 211,193 | 215,091 | 219,061 | 223,106 | 227,227 | 231,425 | 235,702 |
| Vacancy Loss - Residential - Tenant Rents |  | Enter formulas manually per relevant MOH policy; annual incrementing usually not | (13,670) | (6,972) | (7,111) | (7,254) | (7,399) | (7,547) | (7,698) | (7,851) | (8,009) | (8,169) |
| Vacancy Loss - Residential - Tenant Assistance Payments Vacancy Loss - Commercial | $\xrightarrow{\text { n/a }}$ |  | (3,142) | (3,189) | (3,237) | (3,285) | (3,334) | (3,384) | (3,435) | (3,487) | (3,539) | (3,592) |
| EFFECTIVE GROSS INCOME |  |  | 183,114 | 193,452 | 197,020 | 200,655 | 204,358 | 208,130 | 211,974 | 215,889 | 219,878 | 223,942 |

## OPERATING EXPENSE

## Management

| Management Fee | 3.5\% | 1st Year to be set according to HUD schedule. | 10,368 | 10,731 | 11,106 | 11,495 | 11,998 | 12,314 | 12,745 | 13,191 | 13.65 | 14, ,131 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset Management Fee | 3.5\% | Per MOHCD policy | 10,368 | 10,731 | 11,106 | 11,495 | 11,898 | 12,314 | 12,745 | 13,191 | 13,653 | 14,131 |
| Sub-total Management Expenses |  |  | 20,736 | 21,462 | 22,213 | 22,990 | 23,795 | 24,628 | 25,490 | 26,382 | 27,305 | 28,261 |
| Office Salaries | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Manager's Salary | 3.5\% |  | - |  | - | - | - |  |  |  | - |  |
| Health Insurance and Other Benefits | 3.5\% |  |  |  | . |  |  |  |  |  |  |  |
| Other Salaries/Benefits | 3.5\% |  | . | . | . | . | - | - | - | - | - |  |
| Administrative Rent-Free Unit | 3.5\% |  | . | . | . | . | . | . | - | . | - |  |


| Advertising and Marketing | 3.5\% |  | 4,320 | 4.471 | 4.628 | 4.790 | 4,957 | 5,131 | 5.310 | 5.496 | 5.689 | 5.888 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Office Expenses | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Office Rent | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Legal Expense - Property | 3.5\% |  | ${ }^{3.600}$ | ${ }^{3,726}$ | ${ }^{3,856}$ | 3,991 | 4,131 | ${ }_{4}^{4.276}$ | 4.425 | 4.580 | 4.741 | 4,906 |
| Audit Expense | 3.5\% |  | 1,500 | ${ }^{1.553}$ | 1,607 | 1.663 | 1.721 | 1,782 | 1.844 | 1,908 | 1.975 | 2.044 |
| Bookkeeping/Accounting Services | 3.5\% |  | 4.032 | 4,173 | 4.319 | 4.470 | 4.627 | 4.789 | 4.956 | 5,130 | 5,309 | 5.495 |
| Bad Debts | 3.5\% |  | 832 | 861 | 891 | 922 | 955 | 988 | 1.023 | 1.059 | 1.096 | 1.134 |
|  |  |  | 14,284 | 14,784 | 15,301 | 15,837 | 16,391 | 16,965 | 17,559 | 18,173 | 18,809 |  |






| Payroll | 3.5\% |  | . | . |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Supplies | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Contracts | 3.5\% |  | 890 | 921 | 953 | 987 | 1.021 | 1,057 | 1,094 | 1,132 | 1,172 | 1,21 |
| Garbage and Trash Removal | 3.5\% |  | 5.480 | 5,216 | 5,399 | ${ }^{5.588}$ | 5.784 | 5.986 | 6,195 | 6.412 | 6.637 | 6.869 |
| Security Payrollcontract | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| HVAC Repairs and Maintenance | 3.5\% |  | 3.600 | 3.726 | 3,856 | 3,991 | 4,131 | 4.276 | 4,425 | 4,580 | 4.741 | 4.906 |
| Vehicle and Maintenance Equipment Operation and Repairs | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Miscellaneous Operating and Maintenance Expenses | 3.5\% |  | ${ }^{9,000}$ | ${ }^{9,3,315}$ | ${ }^{9.641}$ | ${ }^{9,978}$ | 10,328 | 10,689 | 11.063 | ${ }^{11,451}$ | ${ }^{11,851}$ | ${ }^{12,266}$ |


| Supportive Services | 3.5\% |  | - | - | - | - | - | - | - | - | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Expenses |  |  | - | - | - | - | - | . | . | - | . |  |

TOTAL OPERATING EXPENSES
Reserves/Ground Lease Base Rent/Bond Fees
Ground Lease Base Rent


| Other Required Reserve 1 Deposit |
| :--- |
| Other Required Reserve 2 Deposit |

$\frac{\text { Required Reserve Depositts, Commercial }}{\text { Sub-total Reserves/Ground Lease Base RentBond Fees }}$
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees) NET OPERATING INCOME (INCOME minus OP EXPENSES)
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans) Hard Debt - First Lender
Hard Debt - Second Lender (HCD Program 0.42\% pymt, or other 2nd Lender)

Hard Debtt -Third Lender ( Other HCD Program. or other 3rd Lender) | Hard Debt- Second Lender (HCD Program 0.42\% pymt, or other 2nd Le |
| :--- |
| Hard Debt- TTird Lender (Other HCD Program, or other 3 rd Lender) |
| Hard Debt- Fourth Lender |

Commercial Hard Debt Service
e TOTAL HARD DEBT SERVICE

## CASH FLOW (NOI minus DEBT SERV

USES OF CASH FLOW BELOW (This row also shows DSCR.)


| Other Payments |
| :--- |
| Non-amortizing Loan Pmnt- Lender 1 |
| Non-amortizing Loan Pmont - -ender 2 |

TOTAL PAYMENTS PRECEDING MOHCD
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDNG MOHCD)
Does Project have a MOHCD Residual Receipt Obligation?
Will Project Defer Developer Fee?
Residual Receipts spilt or all years. - Lender/Owner

## MOHCD RESIDUAL RECEIPTS DEBT SERVICE <br> MOHCD Residual Receipts Amount Due Proposed MOHCD Residuaul Ieceipts Amount to Loan Repaymen Proposed MOHCD Residual Receipts Amount to Residual Ground Lease <br> | Lender 4 Residual Receipts Due |
| :--- |
| Lender 5 Residual |




$\begin{array}{r}\text { Yes } \\ N 0 \\ N \\ \hline\end{array}$ $\begin{array}{r}\text { Yes } \\ \text { No } \\ 133 \% \\ \\ \hline\end{array}$

| Dist. Soft |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 100.00\% | Allcation per pror rata share of all sof debt |  |  |  |  |  |  |  |  |  |  |
|  | loans, and MOHCD residual receipts policy | 8.941 | 13,848 | 14.174 | 14.472 | 14.741 | 14,979 | 15,185 | 15,357 | 15.492 | 15.589 |
|  | Proposed Tolal MOHCD Amm Due less Loan Repayment | - | - | - | - | - | - | - | - | - |  |
| 0.00\% | No HCD F Financing | . | . | - | . | . |  |  |  | . |  |
| 0.00\% |  |  | . | . | . | - | - | - | . | - |  |
| 0.00\% |  | - | - | - | - | - | - | - | - | - |  | Dist. Soft

Debt Loans


REMAINDER (Should be zero unless there are distributions below)
Owner Distributions/IIcentive Management Fee Final Balance (should be zero)

## REPLACEMENT RESERVE - RUNNING BALANCE



| Replacement Reserve Withdrawals (ideally tied to $C N A$ ) |
| :--- |
| Replacement Resenve Interest |
| $R$ Running Balance |



OTHER REQUIRED RESERVE 1 -RUNNING BALANCE

| Other Reserve 1 Starting Balance |
| :--- |
| Other Reserve 1 Deposits |


| Other Reserve 1 Interestawals |
| :--- | :--- |
| Other Required Reserve 1 Running Balance |



|  | 290,000 | 296,100 | 311,202 | 331,362 | 348,649 | 349,932 | 371,373 | 393,266 | 40,861 | 46,421 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 |
|  |  | 8,941 | 13,848 | 14,174 | 14,472 | 14,741 | 14,979 | 5,185 | 15,357 | 15,492 |
|  |  |  |  | 3,400 | 19,876 |  |  | 74,722 | 16,405 | 122,893 |
| 1\% | 2,900 | 2,961 | 3,112 | 3,314 | 3,486 | 3,499 | 3,714 | 3,933 | 3.409 | 3,464 |
|  | 296,100 | ${ }^{311,202}$ | ${ }^{331,362}$ | ${ }^{348,649}$ | 349,932 | 371,373 | 393,266 | 340,861 | 34,421 | 245,684 |




OHCD Proforma-20 Year Cash Flow

|  | $\text { Year } 1$ $2024$ | $\begin{gathered} \hline \text { Year 2 } \\ 2025 \end{gathered}$ | Year 3 2026 | $\begin{gathered} \hline \text { Year 4 } \\ 2027 \end{gathered}$ | $\text { Year } 5$ $2028$ | $\text { Year } 6$ $2029$ | $\begin{gathered} \hline \text { Year 7 } \\ 2030 \end{gathered}$ | $\begin{gathered} \hline \text { Year } 8 \\ 2031 \end{gathered}$ | $\begin{gathered} \hline \text { Year } 9 \\ 2032 \end{gathered}$ | $\begin{gathered} \hline \text { Year } 10 \\ 2033 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Comments (related to annual inc assumptions) | Total | Total | Total | Total | Total | Total | Total | Total | Total | Total |
|  |  | . |  | . |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |


| Smal Sites ProjectIncome | 8 |  |  | $\begin{gathered} \hline \text { Year } 12 \\ 2035 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year 13 } \\ 2036 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 14 \\ 2037 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 15 \\ 2038 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 16 \\ 2039 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Year } 17 \\ 2040 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 18 \\ 2041 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 19 \\ 2042 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 20 \\ 2043 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { Year } 11 \\ 2034 \\ \hline \end{gathered}$ |  |  |  |  |  |  |  |  |  |
|  | \% annual | $\underset{\substack{\text { Comments } \\ \text { (related to annual inc assumptions) }}}{\text { ( }}$ | Total | Total | Total | Total | Total | Total | Total | Total | Total | Total |
| Residential - Tenant Rents | 2.0\% |  | 166.641 | 169,974 | 173,374 | 176.841 | 180,378 | 183,986 | 187,665 | 191,419 | 195,247 | 199,152 |
| Residential - SOS Payments | 4.0\% |  |  |  |  |  |  |  |  |  |  |  |
| Residential - Tenant Assistance Payments (Other Non-LOSP) | 1.5\% |  | 72,919 | 74,013 | 75.123 | 76,250 | 77,394 | 78,555 | 79,733 | 80.929 | 82,143 | 83,37 |
| Residential - LOSP Tenant Assistance Payments | n/a |  |  |  |  |  |  |  |  |  |  |  |
| Commercial Space | 2.5\% |  |  | . | . | . | - |  |  |  |  |  |
| Residential Parking | 2.5\% |  |  | - |  | - |  |  |  |  | - |  |
| Miscellaneous Rent Income | 2.5\% |  |  | . |  | . |  |  |  |  |  |  |
| Supportive Serices Income | 2.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Interest Income - Project Operations | 2.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Laundry and Vending | 2.5\% |  | 499 | 512 | 525 | 538 | 551 | 565 | 579 | 593 | 608 | 623 |
| Tenant Charges | 2.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Miscellaneous Residential Income | 2.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Other Commercial Income | 2.5\% |  |  |  | . | . |  |  |  |  |  |  |
|  | n/a | Link from Reserve Section below, as |  |  |  |  |  |  |  |  |  | 283,150 |
| Gross Potential Income |  | 240,060 |  | 244,499 | 249,021 | 253,629 | 258,323 | 263,105 | 267,977 | 272,941 | 277,998 |  |
| Vacancy Loss - Residential - Tenant Rents | n/a | Enter formulas manually per relevant MOH policy; annual incrementing usually notappropriate | (8,332) | (8,499) | (8,669) | (8,842) | (9,019) | (9,199) | ${ }^{(9,383)}$ | (9,571) | (9,762) | (9,958) |
| Vacancy Loss - -esidential - - - - - Asant Asistance Payments | n/a |  | (3,646) | (3,701) | (3,756) | (3,812) | (3,870) | (3,928) | (3,987) | (4,046) | (4,107) | (4, 169) |
| EFFECTIVE GROSS INCOME |  |  | 228,082 | 232,299 | 236,596 | 240,974 | 245,434 | 249,978 | 254,607 | 259,324 | 264,129 | 269,024 |

## \section*{operat} <br> Management

| Management Fee | 3.5\% | \|ist Yearlo be seta acoording to tod | 14.625 | 15,137 | 15.66 | 16,215 | 16,783 | 17,370 | 17,978 | 18,60 | 19,258 | 19.932 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset Management Fee | 3.5\% | per MOHCD policy | 14,625 | 15.137 | 15.667 | 16,215 | 16,783 | 17,370 | 17,978 | 18,607 | 19,258 | 19,932 |
| Sub-total Management Expenses |  |  | 29,250 | 30,274 | 31,334 | 32,430 | 33,565 | 34,740 | 35,956 | 37,214 | 38,517 | 39,865 |
| Office Salaries | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Manager's Salary | 3.5\% |  |  |  |  |  |  | - |  |  |  |  |
| Health Insurance and Other Benefits | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Other Salaries/Benefits | 3.5\% |  | . | . | . | . | . | - | . | . | . |  |
| Administrative Rent-Free Unit | 3.5\% |  | . | . | . | . | . | . |  |  |  |  |




| Real Estate Taxes | 3.5\% |  | 12,676 | 13.119 | 13.779 | 14,054 | 14.546 | 15,055 | 15.582 | 16,127 | 16,691 | 17,276 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Payroll Taxes | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Miscellaneous Taxes, Licenses and Permits | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |




| Payroll | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Supplies | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| Contracts | 3.5\% |  | 1,255 | 1,299 | 1,345 | 1,392 | 1.441 | 1,491 | 1.543 | 1,597 | 1.653 | 1.711 |
| Garbage and Trash Removal | 3.5\% |  | 7.109 | 7,358 | 7.616 | 7.882 | ${ }^{8,158}$ | ${ }^{8.444}$ | 8.739 | 9,045 | 9,362 | 9.689 |
| Security Payroll/ ontract | 3.5\% |  |  |  |  |  |  |  |  |  |  |  |
| HVAC Repairs and Maintenance | 3.5\% |  | 5.078 | 5,256 | 5.440 | 5.630 | ${ }^{5.827}$ | ${ }^{6.031}$ | 6,242 | 6.461 | 6.687 | 6.921 |
| Vehicle and Maintenance Equipment Operation and Repairs | 3.5\% |  |  |  |  |  |  | 15.078 |  |  | 16717 |  |
| Miscellaneous Operating and Maintenance Expenses | 3.5\% |  |  | ${ }^{13,140}$ |  |  |  | ${ }^{15,078}$ |  | 16,152 | 16,717 |  |


| Supportive Services | 3.5\% |  | - | - | - | - | - | - | . | - | - | . |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Expenses |  |  | - | . |  | . |  | . |  | . | - |  |

TOTAL OPERATING EXPENSES $\begin{gathered}\text { PUPA (w/O Reserves/GL Base RentBond Fees) }\end{gathered}$

| Reserves/Ground Lease Base Rent/Bond Fees |
| :--- |
| Ground Lease Base Rent |

Gound Lease Base Rent
Replacement Resenve Deposit
Operating Reserve Deposit

| Other Required Reserve 1 Deposit |
| :--- | :--- |
| Other Required Reserve 2 Deposit |

$\frac{\text { Required Reserve Depositts, Commercial }}{\text { Sub-total Reserves/Ground Lease Base RentBond Fees }}$
TOTAL OPERATING EXPENSES ( $\mathbf{(} /$ Reserves/GL Base Rent/ Bond Fees)
PUPA ( $w /$ Reserves/GL Base RentBond Fees)
net operating income (income minus op expenses)
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)
Hard Debt- - irist Lender
Hard Debt - Second Lender (HCD Program $0.42 \%$ pymt, or other 2nd Lender)
Hard Debt. - Third Lender (Other HCD Program, or other 3rd Lender)

| Hard Debt- TTird Lender (Other HCD Program, or other rard Lender) |
| :--- |
| Hard Debt - Fouth Lender |

Commercial Hard Debt Service
TOTAL HARD DEBT SERVICE
CASH FLOW (NOI minus DEBT SERVICE)
AlLABLE CASH FLOW
USES OF CASH FLOW BELOW (This row also shows DSCR.)
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFAL


S PRECEDING MOHCD)
Does Project have a MOHCD Residual Reccipt Obligation?
Will Project Defer Developer Fee?
Residual Receipts spilit or all years. - Lender/Owner
Yes
$N 0$
$N 0$

MOHCD RESIDUAL RECEIPTS DEBT SERVICE

| MOHCD Residual Receipts Amount Due |
| :--- | :--- |
| Proposed MMHCD ResidualReceipts Amount to Loan Repayme <br> Proposed MOHCD Residual Receipts Amount to Residual Ground | Proposese

Lease

| NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE |
| :--- |
| HCD Residual Receipts Amount Due |


| Lender 4 Residaual |
| :--- |
| Lendeceipts Due |


| Lender 4 Residual Receipts Due |
| :--- | :--- |
| Lender 5 Residual Receits |
| Total Noe |




| Enter comments e: anual increase, elc. | 57,179 | 57,179 | 57,179 | 57,179 | 57,179 | 57,179 | 57,179 | 57,179 | 57,179 | 84,662 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Enter comments e: annual increase, elc. | 19,299 | 19,299 | 19,299 | 19,299 | 19,299 | 19,299 | 19,299 | 19,299 | 19,299 |  |
| Enter comments ee: anual increase, elc. |  |  |  |  |  |  |  |  |  |  |
| Ener comments e: annual incease, elc. | . | . | - | . |  |  |  |  |  |  |
|  |  | - |  |  |  |  |  |  |  |  |
|  | 76,477 | 76,477 | 76,477 | 76,477 | 76.477 | 76,477 | 76,477 | 76.477 | 76,477 | 84,662 |
|  | 23,467 | 23,487 | 23,439 | 23,320 | 23,126 | 22,853 | 22,496 | 22,052 | 21,517 | 12,699 |
|  | 23,467 | 23,487 | 23,439 | 23,320 | 23,126 | 22,853 | 22,496 | 22,052 | 21,517 | 12,699 |
| DSCR | 1.307 | 1.307 | 1.306 | 1.305 | 1.302 | 1.299 | 1.294 | 1.288 | 1.281 | . 15 |

REMAINDER (Should be zero unless there are distributions below) Owner D Distributionsilncentive Management Fee
Ohter Distriutions/Uses
Final
REPLACEMENT RESERVE - RUNNING BALANCE
Replacement Reserve Stating Balance


| Replacement Resenve Withdrawals (ideally tied to $C N A$ ) |
| :--- | :--- |
| Replacement Reserve Interest |


| OPERATING RESERVE - RUNNING BALANCE |
| :--- |
| Operating Reserve Stating Belance  <br> Operatign Reserve Depopists  <br> Oparatig Reseve Withrawals  <br> Operating Reserve Interest  |

## OTHER REQUIRED RESERVE 1 - RUNNING BALANC

| Other Reserve 1 Starting Balance |
| :--- |
| Other Reserve 11 Deposits |


| Other Reserve 1 Withorawals |
| :--- |
| Other Required Reserve 1 Running Balance |

OTHER RESERVE 2 - RUNNING BALANC

|  | 7,822 | 7,829 | 7,813 | 7,773 | 7,709 | 7,618 | 7,499 | 7,351 | 7,172 | 4,233 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 7.822 | 7.829 | 7.813 | 7,773 | 7,709 | 7,618 | 7.499 | 7,351 | 7,172 | 4,233 |
|  |  |  |  |  |  |  |  |  |  |  |
| 1.55 Original Capitalized $\mathrm{RR}=5435,000$ |  |  |  |  |  |  |  |  |  |  |
|  | 245,684 | 190,159 | 159,833 | 180,290 | 200,919 | 19,524 | 38,337 | 53,286 | 46,791 | 63,187 |
|  | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 | 3,200 |
|  | 15,589 | 15,645 | 15,658 | 15,626 | 15,547 | 15,417 | 15,235 | 14,997 | 14,702 | 14,344 |
|  |  |  |  |  |  |  |  |  |  | 21,250 |
|  | 76,771 | 51,072 |  |  | 202,150 |  | 3.870 | 25,226 | 1,974 | 196,704 |
| 1\% | ${ }^{2,457}$ | 1,902 | 1,598 | 1,803 | 2,009 | 195 | 383 | 533 | 468 | 632 |
|  | 190,159 | 159,833 | 180,290 | 200,919 | 19,524 | ${ }^{38,337}$ | 53,286 | 46,791 | 63,187 | (94,091) |
| RR Balance/Unit | \$23,770 | \$19,979 | \$22,536 | \$25,115 | \$2,441 | \$4,792 | s6,661 | s5,849 | 57,898 | (811,761) |
|  | 106,422 | 107,486 | 108,561 | 109,646 | 110,743 | 111,850 | 112,969 | 114,098 | 115,239 | 116,392 |
| deposit of WTE refund |  |  |  |  |  |  |  |  |  |  |
| 1\% | 1,064 | 1,075 | 1,086 | 1,096 | 1,107 | 1,119 | 1,130 | 1,141 | 1,152 | 1,164 |
|  | 107,486 | 108,561 | 109,646 | 110,743 | 111,850 | 112,969 | 114,098 | 115,239 | 116,392 | 117,556 |
| $R$ Balance as a \% of Prior Yr Op Exps + Debt Service | 53.\% | 53.1\% | 52.5\% | 52.\% | 51.4\% | 50.8\% | 50.2\% | 49.\% | 49.1\% | 48.5\% |
|  | . | . | . | . | . | . | . | . | . |  |
|  | . | . | - | . | . | . | . | . | - |  |
|  |  |  |  |  |  |  |  |  |  |  |


| Small Stes Project |  |  | $\begin{gathered} \hline \text { Year } 11 \\ 2034 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year 12 } \\ 2035 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year 13 } \\ 2036 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 14 \\ 2037 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 15 \\ 2038 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year 16 } \\ 2039 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 17 \\ 2040 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 18 \\ 2041 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 19 \\ 2042 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Year } 20 \\ 2043 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| income | $\begin{array}{\|l\|} \hline \% \text { annual } \\ \text { increase } \end{array}$ | Comments (related to annual inc assumptions) | Total | Total | Total | Total | Total | Total | Total | Total | Total | Total |
| Other Reserve 2 Deposits |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Reserve 2 Withdraw |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Reserve 2 Interest |  |  |  |  |  |  |  |  |  |  |  |  |

$\frac{\text { Other Reserve } 2 \text { Interest }}{\text { Other Required Reserve } 2 \text { Running Balance }}$


| Project Name: |
| :--- |
| 300 Ocean <br> Sponsor: | | Loan Amssion Economi | $1,161,972.00$ |
| :--- | ---: |
| Rate | $3.87289 \%$ |
| Term | 40 |
| Amortization | 40 |
| Monthly Payment | $4,764.88$ |

MARKET RATE LOAN AMORTIZATION SCHEDULE

| Ending |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Period | Date | Beginning | Balance | Monthly | Payment | Interest |
| (Cost of Funds) | Interest | (Admin Fees) | Principal |  |  |  |
|  | 1 | $4 / 1 / 2024$ | $1,161,972.00$ | $4,764.88$ | $2,781.85$ | 968.31 |

## EXHIBIT A

MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest (Cost of Funds) | Interest <br> (Admin Fees) | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 59 | 2/1/2029 | 1,097,363.51 | 4,764.88 | 2,627.17 | 914.47 | 1,223.24 | 1,096,140.27 |
| 60 | 3/1/2029 | 1,096,140.27 | 4,764.88 | 2,624.24 | 913.45 | 1,227.19 | 1,094,913.08 |
| 61 | 4/1/2029 | 1,094,913.08 | 4,764.88 | 2,621.30 | 912.43 | 1,231.15 | 1,093,681.93 |
| 62 | 5/1/2029 | 1,093,681.93 | 4,764.88 | 2,618.36 | 911.40 | 1,235.12 | 1,092,446.81 |
| 63 | 6/1/2029 | 1,092,446.81 | 4,764.88 | 2,615.40 | 910.37 | 1,239.11 | 1,091,207.70 |
| 64 | 7/1/2029 | 1,091,207.70 | 4,764.88 | 2,612.43 | 909.34 | 1,243.11 | 1,089,964.59 |
| 65 | 8/1/2029 | 1,089,964.59 | 4,764.88 | 2,609.46 | 908.30 | 1,247.12 | 1,088,717.47 |
| 66 | 9/1/2029 | 1,088,717.47 | 4,764.88 | 2,606.47 | 907.27 | 1,251.14 | 1,087,466.33 |
| 67 | 10/1/2029 | 1,087,466.33 | 4,764.88 | 2,603.48 | 906.22 | 1,255.18 | 1,086,211.15 |
| 68 | 11/1/2029 | 1,086,211.15 | 4,764.88 | 2,600.47 | 905.18 | 1,259.23 | 1,084,951.92 |
| 69 | 12/1/2029 | 1,084,951.92 | 4,764.88 | 2,597.46 | 904.12 | 1,263.30 | 1,083,688.62 |
| 70 | 1/1/2030 | 1,083,688.62 | 4,764.88 | 2,594.43 | 903.08 | 1,267.37 | 1,082,421.25 |
| 71 | 2/1/2030 | 1,082,421.25 | 4,764.88 | 2,591.40 | 902.02 | 1,271.46 | 1,081,149.79 |
| 72 | 3/1/2030 | 1,081,149.79 | 4,764.88 | 2,588.35 | 900.96 | 1,275.57 | 1,079,874.22 |
| 73 | 4/1/2030 | 1,079,874.22 | 4,764.88 | 2,585.30 | 899.90 | 1,279.68 | 1,078,594.54 |
| 74 | 5/1/2030 | 1,078,594.54 | 4,764.88 | 2,582.24 | 898.83 | 1,283.81 | 1,077,310.73 |
| 75 | 6/1/2030 | 1,077,310.73 | 4,764.88 | 2,579.16 | 897.76 | 1,287.96 | 1,076,022.77 |
| 76 | 7/1/2030 | 1,076,022.77 | 4,764.88 | 2,576.08 | 896.68 | 1,292.12 | 1,074,730.65 |
| 77 | 8/1/2030 | 1,074,730.65 | 4,764.88 | 2,572.99 | 895.60 | 1,296.29 | 1,073,434.36 |
| 78 | 9/1/2030 | 1,073,434.36 | 4,764.88 | 2,569.88 | 894.53 | 1,300.47 | 1,072,133.89 |
| 79 | 10/1/2030 | 1,072,133.89 | 4,764.88 | 2,566.77 | 893.44 | 1,304.67 | 1,070,829.22 |
| 80 | 11/1/2030 | 1,070,829.22 | 4,764.88 | 2,563.65 | 892.35 | 1,308.88 | 1,069,520.34 |
| 81 | 12/1/2030 | 1,069,520.34 | 4,764.88 | 2,560.51 | 891.27 | 1,313.10 | 1,068,207.24 |
| 82 | 1/1/2031 | 1,068,207.24 | 4,764.88 | 2,557.37 | 890.17 | 1,317.34 | 1,066,889.90 |
| 83 | 2/1/2031 | 1,066,889.90 | 4,764.88 | 2,554.21 | 889.08 | 1,321.59 | 1,065,568.31 |
| 84 | 3/1/2031 | 1,065,568.31 | 4,764.88 | 2,551.05 | 887.97 | 1,325.86 | 1,064,242.45 |
| 85 | 4/1/2031 | 1,064,242.45 | 4,764.88 | 2,547.88 | 886.86 | 1,330.14 | 1,062,912.31 |
| 86 | 5/1/2031 | 1,062,912.31 | 4,764.88 | 2,544.69 | 885.76 | 1,334.43 | 1,061,577.88 |
| 87 | 6/1/2031 | 1,061,577.88 | 4,764.88 | 2,541.50 | 884.65 | 1,338.73 | 1,060,239.15 |
| 88 | 7/1/2031 | 1,060,239.15 | 4,764.88 | 2,538.29 | 883.53 | 1,343.06 | 1,058,896.09 |
| 89 | 8/1/2031 | 1,058,896.09 | 4,764.88 | 2,535.08 | 882.41 | 1,347.39 | 1,057,548.70 |
| 90 | 9/1/2031 | 1,057,548.70 | 4,764.88 | 2,531.85 | 881.29 | 1,351.74 | 1,056,196.96 |
| 91 | 10/1/2031 | 1,056,196.96 | 4,764.88 | 2,528.61 | 880.17 | 1,356.10 | 1,054,840.86 |
| 92 | 11/1/2031 | 1,054,840.86 | 4,764.88 | 2,525.37 | 879.03 | 1,360.48 | 1,053,480.38 |
| 93 | 12/1/2031 | 1,053,480.38 | 4,764.88 | 2,522.11 | 877.90 | 1,364.87 | 1,052,115.51 |
| 94 | 1/1/2032 | 1,052,115.51 | 4,764.88 | 2,518.84 | 876.77 | 1,369.27 | 1,050,746.24 |
| 95 | 2/1/2032 | 1,050,746.24 | 4,764.88 | 2,515.57 | 875.62 | 1,373.69 | 1,049,372.55 |
| 96 | 3/1/2032 | 1,049,372.55 | 4,764.88 | 2,512.28 | 874.47 | 1,378.13 | 1,047,994.42 |
| 97 | 4/1/2032 | 1,047,994.42 | 4,764.88 | 2,508.98 | 873.33 | 1,382.57 | 1,046,611.85 |
| 98 | 5/1/2032 | 1,046,611.85 | 4,764.88 | 2,505.67 | 872.17 | 1,387.04 | 1,045,224.81 |
| 99 | 6/1/2032 | 1,045,224.81 | 4,764.88 | 2,502.35 | 871.02 | 1,391.51 | 1,043,833.30 |
| 100 | 7/1/2032 | 1,043,833.30 | 4,764.88 | 2,499.02 | 869.86 | 1,396.00 | 1,042,437.30 |
| 101 | 8/1/2032 | 1,042,437.30 | 4,764.88 | 2,495.67 | 868.70 | 1,400.51 | 1,041,036.79 |
| 102 | 9/1/2032 | 1,041,036.79 | 4,764.88 | 2,492.32 | 867.53 | 1,405.03 | 1,039,631.76 |
| 103 | 10/1/2032 | 1,039,631.76 | 4,764.88 | 2,488.96 | 866.36 | 1,409.56 | 1,038,222.20 |
| 104 | 11/1/2032 | 1,038,222.20 | 4,764.88 | 2,485.58 | 865.19 | 1,414.11 | 1,036,808.09 |
| 105 | 12/1/2032 | 1,036,808.09 | 4,764.88 | 2,482.20 | 864.00 | 1,418.68 | 1,035,389.41 |
| 106 | 1/1/2033 | 1,035,389.41 | 4,764.88 | 2,478.80 | 862.82 | 1,423.26 | 1,033,966.15 |
| 107 | 2/1/2033 | 1,033,966.15 | 4,764.88 | 2,475.39 | 861.64 | 1,427.85 | 1,032,538.30 |
| 108 | 3/1/2033 | 1,032,538.30 | 4,764.88 | 2,471.97 | 860.45 | 1,432.46 | 1,031,105.84 |
| 109 | 4/1/2033 | 1,031,105.84 | 4,764.88 | 2,468.54 | 859.26 | 1,437.08 | 1,029,668.76 |
| 110 | 5/1/2033 | 1,029,668.76 | 4,764.88 | 2,465.10 | 858.06 | 1,441.72 | 1,028,227.04 |
| 111 | 6/1/2033 | 1,028,227.04 | 4,764.88 | 2,461.65 | 856.86 | 1,446.37 | 1,026,780.67 |
| 112 | 7/1/2033 | 1,026,780.67 | 4,764.88 | 2,458.19 | 855.65 | 1,451.04 | 1,025,329.63 |
| 113 | 8/1/2033 | 1,025,329.63 | 4,764.88 | 2,454.72 | 854.44 | 1,455.72 | 1,023,873.91 |
| 114 | 9/1/2033 | 1,023,873.91 | 4,764.88 | 2,451.23 | 853.23 | 1,460.42 | 1,022,413.49 |
| 115 | 10/1/2033 | 1,022,413.49 | 4,764.88 | 2,447.73 | 852.02 | 1,465.13 | 1,020,948.36 |
| 116 | 11/1/2033 | 1,020,948.36 | 4,764.88 | 2,444.23 | 850.79 | 1,469.86 | 1,019,478.50 |
| 117 | 12/1/2033 | 1,019,478.50 | 4,764.88 | 2,440.71 | 849.56 | 1,474.61 | 1,018,003.89 |
| 118 | 1/1/2034 | 1,018,003.89 | 4,764.88 | 2,437.18 | 848.33 | 1,479.37 | 1,016,524.52 |
| 119 | 2/1/2034 | 1,016,524.52 | 4,764.88 | 2,433.64 | 847.10 | 1,484.14 | 1,015,040.38 |
| 120 | 3/1/2034 | 1,015,040.38 | 4,764.88 | 2,430.08 | 845.87 | 1,488.93 | 1,013,551.45 |
| 121 | 4/1/2034 | 1,013,551.45 | 4,764.88 | 2,426.52 | 844.62 | 1,493.74 | 1,012,057.71 |
| 122 | 5/1/2034 | 1,012,057.71 | 4,764.88 | 2,422.94 | 843.38 | 1,498.56 | 1,010,559.15 |
| 123 | 6/1/2034 | 1,010,559.15 | 4,764.88 | 2,419.35 | 842.14 | 1,503.39 | 1,009,055.76 |
| 124 | 7/1/2034 | 1,009,055.76 | 4,764.88 | 2,415.76 | 840.87 | 1,508.25 | 1,007,547.51 |
| 125 | 8/1/2034 | 1,007,547.51 | 4,764.88 | 2,412.14 | 839.63 | 1,513.11 | 1,006,034.40 |

## EXHIBIT A

MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly <br> Payment | Interest (Cost of Funds) | Interest <br> (Admin Fees) | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 126 | 9/1/2034 | 1,006,034.40 | 4,764.88 | 2,408.52 | 838.36 | 1,518.00 | 1,004,516.40 |
| 127 | 10/1/2034 | 1,004,516.40 | 4,764.88 | 2,404.89 | 837.09 | 1,522.90 | 1,002,993.50 |
| 128 | 11/1/2034 | 1,002,993.50 | 4,764.88 | 2,401.24 | 835.83 | 1,527.81 | 1,001,465.69 |
| 129 | 12/1/2034 | 1,001,465.69 | 4,764.88 | 2,397.58 | 834.56 | 1,532.74 | 999,932.95 |
| 130 | 1/1/2035 | 999,932.95 | 4,764.88 | 2,393.91 | 833.28 | 1,537.69 | 998,395.26 |
| 131 | 2/1/2035 | 998,395.26 | 4,764.88 | 2,390.23 | 832.00 | 1,542.65 | 996,852.61 |
| 132 | 3/1/2035 | 996,852.61 | 4,764.88 | 2,386.54 | 830.71 | 1,547.63 | 995,304.98 |
| 133 | 4/1/2035 | 995,304.98 | 4,764.88 | 2,382.83 | 829.43 | 1,552.62 | 993,752.36 |
| 134 | 5/1/2035 | 993,752.36 | 4,764.88 | 2,379.12 | 828.12 | 1,557.64 | 992,194.72 |
| 135 | 6/1/2035 | 992,194.72 | 4,764.88 | 2,375.39 | 826.83 | 1,562.66 | 990,632.06 |
| 136 | 7/1/2035 | 990,632.06 | 4,764.88 | 2,371.65 | 825.52 | 1,567.71 | 989,064.35 |
| 137 | 8/1/2035 | 989,064.35 | 4,764.88 | 2,367.89 | 824.22 | 1,572.77 | 987,491.58 |
| 138 | 9/1/2035 | 987,491.58 | 4,764.88 | 2,364.13 | 822.91 | 1,577.84 | 985,913.74 |
| 139 | 10/1/2035 | 985,913.74 | 4,764.88 | 2,360.35 | 821.60 | 1,582.93 | 984,330.81 |
| 140 | 11/1/2035 | 984,330.81 | 4,764.88 | 2,356.56 | 820.28 | 1,588.04 | 982,742.77 |
| 141 | 12/1/2035 | 982,742.77 | 4,764.88 | 2,352.76 | 818.95 | 1,593.17 | 981,149.60 |
| 142 | 1/1/2036 | 981,149.60 | 4,764.88 | 2,348.95 | 817.62 | 1,598.31 | 979,551.29 |
| 143 | 2/1/2036 | 979,551.29 | 4,764.88 | 2,345.12 | 816.29 | 1,603.47 | 977,947.82 |
| 144 | 3/1/2036 | 977,947.82 | 4,764.88 | 2,341.28 | 814.96 | 1,608.64 | 976,339.18 |
| 145 | 4/1/2036 | 976,339.18 | 4,764.88 | 2,337.43 | 813.62 | 1,613.83 | 974,725.35 |
| 146 | 5/1/2036 | 974,725.35 | 4,764.88 | 2,333.57 | 812.27 | 1,619.04 | 973,106.31 |
| 147 | 6/1/2036 | 973,106.31 | 4,764.88 | 2,329.69 | 810.92 | 1,624.27 | 971,482.04 |
| 148 | 7/1/2036 | 971,482.04 | 4,764.88 | 2,325.80 | 809.57 | 1,629.51 | 969,852.53 |
| 149 | 8/1/2036 | 969,852.53 | 4,764.88 | 2,321.90 | 808.21 | 1,634.77 | 968,217.76 |
| 150 | 9/1/2036 | 968,217.76 | 4,764.88 | 2,317.99 | 806.84 | 1,640.05 | 966,577.71 |
| 151 | 10/1/2036 | 966,577.71 | 4,764.88 | 2,314.06 | 805.48 | 1,645.34 | 964,932.37 |
| 152 | 11/1/2036 | 964,932.37 | 4,764.88 | 2,310.12 | 804.11 | 1,650.65 | 963,281.72 |
| 153 | 12/1/2036 | 963,281.72 | 4,764.88 | 2,306.17 | 802.73 | 1,655.98 | 961,625.74 |
| 154 | 1/1/2037 | 961,625.74 | 4,764.88 | 2,302.20 | 801.36 | 1,661.32 | 959,964.42 |
| 155 | 2/1/2037 | 959,964.42 | 4,764.88 | 2,298.23 | 799.97 | 1,666.68 | 958,297.74 |
| 156 | 3/1/2037 | 958,297.74 | 4,764.88 | 2,294.24 | 798.58 | 1,672.06 | 956,625.68 |
| 157 | 4/1/2037 | 956,625.68 | 4,764.88 | 2,290.23 | 797.19 | 1,677.46 | 954,948.22 |
| 158 | 5/1/2037 | 954,948.22 | 4,764.88 | 2,286.22 | 795.79 | 1,682.87 | 953,265.35 |
| 159 | 6/1/2037 | 953,265.35 | 4,764.88 | 2,282.19 | 794.39 | 1,688.30 | 951,577.05 |
| 160 | 7/1/2037 | 951,577.05 | 4,764.88 | 2,278.15 | 792.98 | 1,693.75 | 949,883.30 |
| 161 | 8/1/2037 | 949,883.30 | 4,764.88 | 2,274.09 | 791.57 | 1,699.22 | 948,184.08 |
| 162 | 9/1/2037 | 948,184.08 | 4,764.88 | 2,270.02 | 790.16 | 1,704.70 | 946,479.38 |
| 163 | 10/1/2037 | 946,479.38 | 4,764.88 | 2,265.94 | 788.74 | 1,710.20 | 944,769.18 |
| 164 | 11/1/2037 | 944,769.18 | 4,764.88 | 2,261.85 | 787.31 | 1,715.72 | 943,053.46 |
| 165 | 12/1/2037 | 943,053.46 | 4,764.88 | 2,257.74 | 785.88 | 1,721.26 | 941,332.20 |
| 166 | 1/1/2038 | 941,332.20 | 4,764.88 | 2,253.62 | 784.44 | 1,726.82 | 939,605.38 |
| 167 | 2/1/2038 | 939,605.38 | 4,764.88 | 2,249.49 | 783.00 | 1,732.39 | 937,872.99 |
| 168 | 3/1/2038 | 937,872.99 | 4,764.88 | 2,245.34 | 781.56 | 1,737.98 | 936,135.01 |
| 169 | 4/1/2038 | 936,135.01 | 4,764.88 | 2,241.18 | 780.11 | 1,743.59 | 934,391.42 |
| 170 | 5/1/2038 | 934,391.42 | 4,764.88 | 2,237.00 | 778.66 | 1,749.22 | 932,642.20 |
| 171 | 6/1/2038 | 932,642.20 | 4,764.88 | 2,232.82 | 777.20 | 1,754.86 | 930,887.34 |
| 172 | 7/1/2038 | 930,887.34 | 4,764.88 | 2,228.61 | 775.74 | 1,760.53 | 929,126.81 |
| 173 | 8/1/2038 | 929,126.81 | 4,764.88 | 2,224.40 | 774.27 | 1,766.21 | 927,360.60 |
| 174 | 9/1/2038 | 927,360.60 | 4,764.88 | 2,220.17 | 772.80 | 1,771.91 | 925,588.69 |
| 175 | 10/1/2038 | 925,588.69 | 4,764.88 | 2,215.93 | 771.32 | 1,777.63 | 923,811.06 |
| 176 | 11/1/2038 | 923,811.06 | 4,764.88 | 2,211.67 | 769.85 | 1,783.36 | 922,027.70 |
| 177 | 12/1/2038 | 922,027.70 | 4,764.88 | 2,207.40 | 768.36 | 1,789.12 | 920,238.58 |
| 178 | 1/1/2039 | 920,238.58 | 4,764.88 | 2,203.12 | 766.87 | 1,794.89 | 918,443.69 |
| 179 | 2/1/2039 | 918,443.69 | 4,764.88 | 2,198.82 | 765.37 | 1,800.69 | 916,643.00 |
| 180 | 3/1/2039 | 916,643.00 | 4,764.88 | 2,194.51 | 763.87 | 1,806.50 | 914,836.50 |
| 181 | 4/1/2039 | 914,836.50 | 4,764.88 | 2,190.19 | 762.36 | 1,812.33 | 913,024.17 |
| 182 | 5/1/2039 | 913,024.17 | 4,764.88 | 2,185.85 | 760.85 | 1,818.18 | 911,205.99 |
| 183 | 6/1/2039 | 911,205.99 | 4,764.88 | 2,181.50 | 759.33 | 1,824.05 | 909,381.94 |
| 184 | 7/1/2039 | 909,381.94 | 4,764.88 | 2,177.13 | 757.82 | 1,829.93 | 907,552.01 |
| 185 | 8/1/2039 | 907,552.01 | 4,764.88 | 2,172.75 | 756.29 | 1,835.84 | 905,716.17 |
| 186 | 9/1/2039 | 905,716.17 | 4,764.88 | 2,168.35 | 754.77 | 1,841.76 | 903,874.41 |
| 187 | 10/1/2039 | 903,874.41 | 4,764.88 | 2,163.94 | 753.23 | 1,847.71 | 902,026.70 |
| 188 | 11/1/2039 | 902,026.70 | 4,764.88 | 2,159.52 | 751.69 | 1,853.67 | 900,173.03 |
| 189 | 12/1/2039 | 900,173.03 | 4,764.88 | 2,155.08 | 750.15 | 1,859.65 | 898,313.38 |
| 190 | 1/1/2040 | 898,313.38 | 4,764.88 | 2,150.63 | 748.59 | 1,865.66 | 896,447.72 |
| 191 | 2/1/2040 | 896,447.72 | 4,764.88 | 2,146.16 | 747.04 | 1,871.68 | 894,576.04 |
| 192 | 3/1/2040 | 894,576.04 | 4,764.88 | 2,141.68 | 745.48 | 1,877.72 | 892,698.32 |

## EXHIBIT A

MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest <br> (Cost of Funds) | Interest <br> (Admin Fees) | Principal | Ending <br> Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 193 | 4/1/2040 | 892,698.32 | 4,764.88 | 2,137.19 | 743.91 | 1,883.78 | 890,814.54 |
| 194 | 5/1/2040 | 890,814.54 | 4,764.88 | 2,132.68 | 742.34 | 1,889.86 | 888,924.68 |
| 195 | 6/1/2040 | 888,924.68 | 4,764.88 | 2,128.15 | 740.77 | 1,895.96 | 887,028.72 |
| 196 | 7/1/2040 | 887,028.72 | 4,764.88 | 2,123.61 | 739.19 | 1,902.08 | 885,126.64 |
| 197 | 8/1/2040 | 885,126.64 | 4,764.88 | 2,119.06 | 737.61 | 1,908.21 | 883,218.43 |
| 198 | 9/1/2040 | 883,218.43 | 4,764.88 | 2,114.49 | 736.02 | 1,914.37 | 881,304.06 |
| 199 | 10/1/2040 | 881,304.06 | 4,764.88 | 2,109.91 | 734.42 | 1,920.55 | 879,383.51 |
| 200 | 11/1/2040 | 879,383.51 | 4,764.88 | 2,105.31 | 732.82 | 1,926.75 | 877,456.76 |
| 201 | 12/1/2040 | 877,456.76 | 4,764.88 | 2,100.70 | 731.21 | 1,932.97 | 875,523.79 |
| 202 | 1/1/2041 | 875,523.79 | 4,764.88 | 2,096.07 | 729.60 | 1,939.21 | 873,584.58 |
| 203 | 2/1/2041 | 873,584.58 | 4,764.88 | 2,091.43 | 727.98 | 1,945.47 | 871,639.11 |
| 204 | 3/1/2041 | 871,639.11 | 4,764.88 | 2,086.77 | 726.37 | 1,951.74 | 869,687.37 |
| 205 | 4/1/2041 | 869,687.37 | 4,764.88 | 2,082.10 | 724.74 | 1,958.04 | 867,729.33 |
| 206 | 5/1/2041 | 867,729.33 | 4,764.88 | 2,077.41 | 723.11 | 1,964.36 | 865,764.97 |
| 207 | 6/1/2041 | 865,764.97 | 4,764.88 | 2,072.71 | 721.47 | 1,970.70 | 863,794.27 |
| 208 | 7/1/2041 | 863,794.27 | 4,764.88 | 2,067.99 | 719.83 | 1,977.06 | 861,817.21 |
| 209 | 8/1/2041 | 861,817.21 | 4,764.88 | 2,063.26 | 718.18 | 1,983.44 | 859,833.77 |
| 210 | 9/1/2041 | 859,833.77 | 4,764.88 | 2,058.51 | 716.52 | 1,989.85 | 857,843.92 |
| 211 | 10/1/2041 | 857,843.92 | 4,764.88 | 2,053.74 | 714.87 | 1,996.27 | 855,847.65 |
| 212 | 11/1/2041 | 855,847.65 | 4,764.88 | 2,048.96 | 713.21 | 2,002.71 | 853,844.94 |
| 213 | 12/1/2041 | 853,844.94 | 4,764.88 | 2,044.17 | 711.54 | 2,009.17 | 851,835.77 |
| 214 | 1/1/2042 | 851,835.77 | 4,764.88 | 2,039.36 | 709.86 | 2,015.66 | 849,820.11 |
| 215 | 2/1/2042 | 849,820.11 | 4,764.88 | 2,034.53 | 708.19 | 2,022.16 | 847,797.95 |
| 216 | 3/1/2042 | 847,797.95 | 4,764.88 | 2,029.69 | 706.50 | 2,028.69 | 845,769.26 |
| 217 | 4/1/2042 | 845,769.26 | 4,764.88 | 2,024.84 | 704.80 | 2,035.24 | 843,734.02 |
| 218 | 5/1/2042 | 843,734.02 | 4,764.88 | 2,019.96 | 703.11 | 2,041.81 | 841,692.21 |
| 219 | 6/1/2042 | 841,692.21 | 4,764.88 | 2,015.07 | 701.41 | 2,048.40 | 839,643.81 |
| 220 | 7/1/2042 | 839,643.81 | 4,764.88 | 2,010.17 | 699.70 | 2,055.01 | 837,588.80 |
| 221 | 8/1/2042 | 837,588.80 | 4,764.88 | 2,005.25 | 697.99 | 2,061.64 | 835,527.16 |
| 222 | 9/1/2042 | 835,527.16 | 4,764.88 | 2,000.31 | 696.28 | 2,068.29 | 833,458.87 |
| 223 | 10/1/2042 | 833,458.87 | 4,764.88 | 1,995.36 | 694.55 | 2,074.97 | 831,383.90 |
| 224 | 11/1/2042 | 831,383.90 | 4,764.88 | 1,990.40 | 692.82 | 2,081.66 | 829,302.24 |
| 225 | 12/1/2042 | 829,302.24 | 4,764.88 | 1,985.41 | 691.09 | 2,088.38 | 827,213.86 |
| 226 | 1/1/2043 | 827,213.86 | 4,764.88 | 1,980.41 | 689.35 | 2,095.12 | 825,118.74 |
| 227 | 2/1/2043 | 825,118.74 | 4,764.88 | 1,975.40 | 687.60 | 2,101.88 | 823,016.86 |
| 228 | 3/1/2043 | 823,016.86 | 4,764.88 | 1,970.36 | 685.85 | 2,108.67 | 820,908.19 |
| 229 | 4/1/2043 | 820,908.19 | 4,764.88 | 1,965.32 | 684.09 | 2,115.47 | 818,792.72 |
| 230 | 5/1/2043 | 818,792.72 | 4,764.88 | 1,960.25 | 682.33 | 2,122.30 | 816,670.42 |
| 231 | 6/1/2043 | 816,670.42 | 4,764.88 | 1,955.17 | 680.56 | 2,129.15 | 814,541.27 |
| 232 | 7/1/2043 | 814,541.27 | 4,764.88 | 1,950.07 | 678.79 | 2,136.02 | 812,405.25 |
| 233 | 8/1/2043 | 812,405.25 | 4,764.88 | 1,944.96 | 677.00 | 2,142.92 | 810,262.33 |
| 234 | 9/1/2043 | 810,262.33 | 4,764.88 | 1,939.83 | 675.22 | 2,149.83 | 808,112.50 |
| 235 | 10/1/2043 | 808,112.50 | 4,764.88 | 1,934.68 | 673.43 | 2,156.77 | 805,955.73 |
| 236 | 11/1/2043 | 805,955.73 | 4,764.88 | 1,929.52 | 671.63 | 2,163.73 | 803,792.00 |
| 237 | 12/1/2043 | 803,792.00 | 4,764.88 | 1,924.34 | 669.82 | 2,170.72 | 801,621.28 |
| 238 | 1/1/2044 | 801,621.28 | 4,764.88 | 1,919.14 | 668.02 | 2,177.72 | 799,443.56 |
| 239 | 2/1/2044 | 799,443.56 | 4,764.88 | 1,913.93 | 666.20 | 2,184.75 | 797,258.81 |
| 240 | 3/1/2044 | 797,258.81 | 4,764.88 | 1,908.70 | 664.38 | 2,191.80 | 795,067.01 |
| 241 | 4/1/2044 | 795,067.01 | 4,764.88 | 1,903.45 | 662.56 | 2,198.87 | 792,868.14 |
| 242 | 5/1/2044 | 792,868.14 | 4,764.88 | 1,898.19 | 660.72 | 2,205.97 | 790,662.17 |
| 243 | 6/1/2044 | 790,662.17 | 4,764.88 | 1,892.90 | 658.89 | 2,213.09 | 788,449.08 |
| 244 | 7/1/2044 | 788,449.08 | 4,764.88 | 1,887.61 | 657.04 | 2,220.23 | 786,228.85 |
| 245 | 8/1/2044 | 786,228.85 | 4,764.88 | 1,882.29 | 655.19 | 2,227.40 | 784,001.45 |
| 246 | 9/1/2044 | 784,001.45 | 4,764.88 | 1,876.96 | 653.33 | 2,234.59 | 781,766.86 |
| 247 | 10/1/2044 | 781,766.86 | 4,764.88 | 1,871.61 | 651.47 | 2,241.80 | 779,525.06 |
| 248 | 11/1/2044 | 779,525.06 | 4,764.88 | 1,866.24 | 649.61 | 2,249.03 | 777,276.03 |
| 249 | 12/1/2044 | 777,276.03 | 4,764.88 | 1,860.86 | 647.73 | 2,256.29 | 775,019.74 |
| 250 | 1/1/2045 | 775,019.74 | 4,764.88 | 1,855.46 | 645.85 | 2,263.57 | 772,756.17 |
| 251 | 2/1/2045 | 772,756.17 | 4,764.88 | 1,850.04 | 643.96 | 2,270.88 | 770,485.29 |
| 252 | 3/1/2045 | 770,485.29 | 4,764.88 | 1,844.60 | 642.07 | 2,278.21 | 768,207.08 |
| 253 | 4/1/2045 | 768,207.08 | 4,764.88 | 1,839.15 | 640.17 | 2,285.56 | 765,921.52 |
| 254 | 5/1/2045 | 765,921.52 | 4,764.88 | 1,833.67 | 638.27 | 2,292.94 | 763,628.58 |
| 255 | 6/1/2045 | 763,628.58 | 4,764.88 | 1,828.18 | 636.36 | 2,300.34 | 761,328.24 |
| 256 | 7/1/2045 | 761,328.24 | 4,764.88 | 1,822.68 | 634.44 | 2,307.76 | 759,020.48 |
| 257 | 8/1/2045 | 759,020.48 | 4,764.88 | 1,817.15 | 632.52 | 2,315.21 | 756,705.27 |
| 258 | 9/1/2045 | 756,705.27 | 4,764.88 | 1,811.61 | 630.59 | 2,322.68 | 754,382.59 |
| 259 | 10/1/2045 | 754,382.59 | 4,764.88 | 1,806.05 | 628.65 | 2,330.18 | 752,052.41 |

## EXHIBIT A

MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest (Cost of Funds) | Interest <br> (Admin Fees) | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 260 | 11/1/2045 | 752,052.41 | 4,764.88 | 1,800.47 | 626.71 | 2,337.70 | 749,714.71 |
| 261 | 12/1/2045 | 749,714.71 | 4,764.88 | 1,794.87 | 624.77 | 2,345.24 | 747,369.47 |
| 262 | 1/1/2046 | 747,369.47 | 4,764.88 | 1,789.26 | 622.81 | 2,352.81 | 745,016.66 |
| 263 | 2/1/2046 | 745,016.66 | 4,764.88 | 1,783.63 | 620.84 | 2,360.41 | 742,656.25 |
| 264 | 3/1/2046 | 742,656.25 | 4,764.88 | 1,777.97 | 618.88 | 2,368.03 | 740,288.22 |
| 265 | 4/1/2046 | 740,288.22 | 4,764.88 | 1,772.31 | 616.90 | 2,375.67 | 737,912.55 |
| 266 | 5/1/2046 | 737,912.55 | 4,764.88 | 1,766.62 | 614.93 | 2,383.33 | 735,529.22 |
| 267 | 6/1/2046 | 735,529.22 | 4,764.88 | 1,760.91 | 612.94 | 2,391.03 | 733,138.19 |
| 268 | 7/1/2046 | 733,138.19 | 4,764.88 | 1,755.19 | 610.95 | 2,398.74 | 730,739.45 |
| 269 | 8/1/2046 | 730,739.45 | 4,764.88 | 1,749.45 | 608.94 | 2,406.49 | 728,332.96 |
| 270 | 9/1/2046 | 728,332.96 | 4,764.88 | 1,743.68 | 606.95 | 2,414.25 | 725,918.71 |
| 271 | 10/1/2046 | 725,918.71 | 4,764.88 | 1,737.90 | 604.94 | 2,422.04 | 723,496.67 |
| 272 | 11/1/2046 | 723,496.67 | 4,764.88 | 1,732.11 | 602.91 | 2,429.86 | 721,066.81 |
| 273 | 12/1/2046 | 721,066.81 | 4,764.88 | 1,726.29 | 600.89 | 2,437.70 | 718,629.11 |
| 274 | 1/1/2047 | 718,629.11 | 4,764.88 | 1,720.45 | 598.86 | 2,445.57 | 716,183.54 |
| 275 | 2/1/2047 | 716,183.54 | 4,764.88 | 1,714.60 | 596.82 | 2,453.46 | 713,730.08 |
| 276 | 3/1/2047 | 713,730.08 | 4,764.88 | 1,708.72 | 594.78 | 2,461.38 | 711,268.70 |
| 277 | 4/1/2047 | 711,268.70 | 4,764.88 | 1,702.83 | 592.72 | 2,469.33 | 708,799.37 |
| 278 | 5/1/2047 | 708,799.37 | 4,764.88 | 1,696.92 | 590.66 | 2,477.30 | 706,322.07 |
| 279 | 6/1/2047 | 706,322.07 | 4,764.88 | 1,690.99 | 588.60 | 2,485.29 | 703,836.78 |
| 280 | 7/1/2047 | 703,836.78 | 4,764.88 | 1,685.04 | 586.53 | 2,493.31 | 701,343.47 |
| 281 | 8/1/2047 | 701,343.47 | 4,764.88 | 1,679.07 | 584.45 | 2,501.36 | 698,842.11 |
| 282 | 9/1/2047 | 698,842.11 | 4,764.88 | 1,673.08 | 582.37 | 2,509.43 | 696,332.68 |
| 283 | 10/1/2047 | 696,332.68 | 4,764.88 | 1,667.07 | 580.28 | 2,517.53 | 693,815.15 |
| 284 | 11/1/2047 | 693,815.15 | 4,764.88 | 1,661.05 | 578.17 | 2,525.66 | 691,289.49 |
| 285 | 12/1/2047 | 691,289.49 | 4,764.88 | 1,655.00 | 576.07 | 2,533.81 | 688,755.68 |
| 286 | 1/1/2048 | 688,755.68 | 4,764.88 | 1,648.93 | 573.97 | 2,541.98 | 686,213.70 |
| 287 | 2/1/2048 | 686,213.70 | 4,764.88 | 1,642.85 | 571.84 | 2,550.19 | 683,663.51 |
| 288 | 3/1/2048 | 683,663.51 | 4,764.88 | 1,636.74 | 569.72 | 2,558.42 | 681,105.09 |
| 289 | 4/1/2048 | 681,105.09 | 4,764.88 | 1,630.62 | 567.58 | 2,566.68 | 678,538.41 |
| 290 | 5/1/2048 | 678,538.41 | 4,764.88 | 1,624.47 | 565.45 | 2,574.96 | 675,963.45 |
| 291 | 6/1/2048 | 675,963.45 | 4,764.88 | 1,618.31 | 563.30 | 2,583.27 | 673,380.18 |
| 292 | 7/1/2048 | 673,380.18 | 4,764.88 | 1,612.12 | 561.15 | 2,591.61 | 670,788.57 |
| 293 | 8/1/2048 | 670,788.57 | 4,764.88 | 1,605.92 | 558.99 | 2,599.97 | 668,188.60 |
| 294 | 9/1/2048 | 668,188.60 | 4,764.88 | 1,599.69 | 556.83 | 2,608.36 | 665,580.24 |
| 295 | 10/1/2048 | 665,580.24 | 4,764.88 | 1,593.45 | 554.65 | 2,616.78 | 662,963.46 |
| 296 | 11/1/2048 | 662,963.46 | 4,764.88 | 1,587.18 | 552.47 | 2,625.23 | 660,338.23 |
| 297 | 12/1/2048 | 660,338.23 | 4,764.88 | 1,580.90 | 550.28 | 2,633.70 | 657,704.53 |
| 298 | 1/1/2049 | 657,704.53 | 4,764.88 | 1,574.59 | 548.09 | 2,642.20 | 655,062.33 |
| 299 | 2/1/2049 | 655,062.33 | 4,764.88 | 1,568.27 | 545.88 | 2,650.73 | 652,411.60 |
| 300 | 3/1/2049 | 652,411.60 | 4,764.88 | 1,561.92 | 543.68 | 2,659.28 | 649,752.32 |
| 301 | 4/1/2049 | 649,752.32 | 4,764.88 | 1,555.56 | 541.46 | 2,667.86 | 647,084.46 |
| 302 | 5/1/2049 | 647,084.46 | 4,764.88 | 1,549.17 | 539.24 | 2,676.47 | 644,407.99 |
| 303 | 6/1/2049 | 644,407.99 | 4,764.88 | 1,542.76 | 537.01 | 2,685.11 | 641,722.88 |
| 304 | 7/1/2049 | 641,722.88 | 4,764.88 | 1,536.33 | 534.77 | 2,693.78 | 639,029.10 |
| 305 | 8/1/2049 | 639,029.10 | 4,764.88 | 1,529.88 | 532.53 | 2,702.47 | 636,326.63 |
| 306 | 9/1/2049 | 636,326.63 | 4,764.88 | 1,523.41 | 530.28 | 2,711.19 | 633,615.44 |
| 307 | 10/1/2049 | 633,615.44 | 4,764.88 | 1,516.92 | 528.02 | 2,719.94 | 630,895.50 |
| 308 | 11/1/2049 | 630,895.50 | 4,764.88 | 1,510.41 | 525.75 | 2,728.72 | 628,166.78 |
| 309 | 12/1/2049 | 628,166.78 | 4,764.88 | 1,503.88 | 523.47 | 2,737.53 | 625,429.25 |
| 310 | 1/1/2050 | 625,429.25 | 4,764.88 | 1,497.32 | 521.20 | 2,746.36 | 622,682.89 |
| 311 | 2/1/2050 | 622,682.89 | 4,764.88 | 1,490.75 | 518.90 | 2,755.23 | 619,927.66 |
| 312 | 3/1/2050 | 619,927.66 | 4,764.88 | 1,484.15 | 516.61 | 2,764.12 | 617,163.54 |
| 313 | 4/1/2050 | 617,163.54 | 4,764.88 | 1,477.54 | 514.30 | 2,773.04 | 614,390.50 |
| 314 | 5/1/2050 | 614,390.50 | 4,764.88 | 1,470.90 | 511.99 | 2,781.99 | 611,608.51 |
| 315 | 6/1/2050 | 611,608.51 | 4,764.88 | 1,464.24 | 509.67 | 2,790.97 | 608,817.54 |
| 316 | 7/1/2050 | 608,817.54 | 4,764.88 | 1,457.55 | 507.35 | 2,799.98 | 606,017.56 |
| 317 | 8/1/2050 | 606,017.56 | 4,764.88 | 1,450.85 | 505.02 | 2,809.01 | 603,208.55 |
| 318 | 9/1/2050 | 603,208.55 | 4,764.88 | 1,444.13 | 502.67 | 2,818.08 | 600,390.47 |
| 319 | 10/1/2050 | 600,390.47 | 4,764.88 | 1,437.38 | 500.33 | 2,827.17 | 597,563.30 |
| 320 | 11/1/2050 | 597,563.30 | 4,764.88 | 1,430.61 | 497.97 | 2,836.30 | 594,727.00 |
| 321 | 12/1/2050 | 594,727.00 | 4,764.88 | 1,423.82 | 495.61 | 2,845.45 | 591,881.55 |
| 322 | 1/1/2051 | 591,881.55 | 4,764.88 | 1,417.01 | 493.23 | 2,854.64 | 589,026.91 |
| 323 | 2/1/2051 | 589,026.91 | 4,764.88 | 1,410.17 | 490.86 | 2,863.85 | 586,163.06 |
| 324 | 3/1/2051 | 586,163.06 | 4,764.88 | 1,403.32 | 488.47 | 2,873.09 | 583,289.97 |
| 325 | 4/1/2051 | 583,289.97 | 4,764.88 | 1,396.44 | 486.07 | 2,882.37 | 580,407.60 |
| 326 | 5/1/2051 | 580,407.60 | 4,764.88 | 1,389.54 | 483.67 | 2,891.67 | 577,515.93 |

## EXHIBIT A

MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest <br> (Cost of Funds) | Interest <br> (Admin Fees) | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 327 | 6/1/2051 | 577,515.93 | 4,764.88 | 1,382.62 | 481.26 | 2,901.00 | 574,614.93 |
| 328 | 7/1/2051 | 574,614.93 | 4,764.88 | 1,375.67 | 478.85 | 2,910.36 | 571,704.57 |
| 329 | 8/1/2051 | 571,704.57 | 4,764.88 | 1,368.70 | 476.42 | 2,919.76 | 568,784.81 |
| 330 | 9/1/2051 | 568,784.81 | 4,764.88 | 1,361.71 | 473.99 | 2,929.18 | 565,855.63 |
| 331 | 10/1/2051 | 565,855.63 | 4,764.88 | 1,354.70 | 471.55 | 2,938.63 | 562,917.00 |
| 332 | 11/1/2051 | 562,917.00 | 4,764.88 | 1,347.67 | 469.09 | 2,948.12 | 559,968.88 |
| 333 | 12/1/2051 | 559,968.88 | 4,764.88 | 1,340.61 | 466.64 | 2,957.63 | 557,011.25 |
| 334 | 1/1/2052 | 557,011.25 | 4,764.88 | 1,333.53 | 464.17 | 2,967.18 | 554,044.07 |
| 335 | 2/1/2052 | 554,044.07 | 4,764.88 | 1,326.42 | 461.71 | 2,976.75 | 551,067.32 |
| 336 | 3/1/2052 | 551,067.32 | 4,764.88 | 1,319.30 | 459.22 | 2,986.36 | 548,080.96 |
| 337 | 4/1/2052 | 548,080.96 | 4,764.88 | 1,312.15 | 456.73 | 2,996.00 | 545,084.96 |
| 338 | 5/1/2052 | 545,084.96 | 4,764.88 | 1,304.97 | 454.24 | 3,005.67 | 542,079.29 |
| 339 | 6/1/2052 | 542,079.29 | 4,764.88 | 1,297.78 | 451.73 | 3,015.37 | 539,063.92 |
| 340 | 7/1/2052 | 539,063.92 | 4,764.88 | 1,290.56 | 449.22 | 3,025.10 | 536,038.82 |
| 341 | 8/1/2052 | 536,038.82 | 4,764.88 | 1,283.32 | 446.70 | 3,034.86 | 533,003.96 |
| 342 | 9/1/2052 | 533,003.96 | 4,764.88 | 1,276.05 | 444.17 | 3,044.66 | 529,959.30 |
| 343 | 10/1/2052 | 529,959.30 | 4,764.88 | 1,268.76 | 441.64 | 3,054.48 | 526,904.82 |
| 344 | 11/1/2052 | 526,904.82 | 4,764.88 | 1,261.45 | 439.09 | 3,064.34 | 523,840.48 |
| 345 | 12/1/2052 | 523,840.48 | 4,764.88 | 1,254.11 | 436.54 | 3,074.23 | 520,766.25 |
| 346 | 1/1/2053 | 520,766.25 | 4,764.88 | 1,246.75 | 433.98 | 3,084.15 | 517,682.10 |
| 347 | 2/1/2053 | 517,682.10 | 4,764.88 | 1,239.37 | 431.40 | 3,094.11 | 514,587.99 |
| 348 | 3/1/2053 | 514,587.99 | 4,764.88 | 1,231.96 | 428.83 | 3,104.09 | 511,483.90 |
| 349 | 4/1/2053 | 511,483.90 | 4,764.88 | 1,224.53 | 426.24 | 3,114.11 | 508,369.79 |
| 350 | 5/1/2053 | 508,369.79 | 4,764.88 | 1,217.08 | 423.64 | 3,124.16 | 505,245.63 |
| 351 | 6/1/2053 | 505,245.63 | 4,764.88 | 1,209.60 | 421.03 | 3,134.25 | 502,111.38 |
| 352 | 7/1/2053 | 502,111.38 | 4,764.88 | 1,202.09 | 418.43 | 3,144.36 | 498,967.02 |
| 353 | 8/1/2053 | 498,967.02 | 4,764.88 | 1,194.56 | 415.81 | 3,154.51 | 495,812.51 |
| 354 | 9/1/2053 | 495,812.51 | 4,764.88 | 1,187.01 | 413.18 | 3,164.69 | 492,647.82 |
| 355 | 10/1/2053 | 492,647.82 | 4,764.88 | 1,179.44 | 410.54 | 3,174.90 | 489,472.92 |
| 356 | 11/1/2053 | 489,472.92 | 4,764.88 | 1,171.83 | 407.90 | 3,185.15 | 486,287.77 |
| 357 | 12/1/2053 | 486,287.77 | 4,764.88 | 1,164.21 | 405.24 | 3,195.43 | 483,092.34 |
| 358 | 1/1/2054 | 483,092.34 | 4,764.88 | 1,156.56 | 402.58 | 3,205.74 | 479,886.60 |
| 359 | 2/1/2054 | 479,886.60 | 4,764.88 | 1,148.88 | 399.91 | 3,216.09 | 476,670.51 |
| 360 | 3/1/2054 | 476,670.51 | 4,764.88 | 1,141.18 | 397.23 | 3,226.47 | 473,444.04 |
| 361 | 4/1/2054 | 473,444.04 | 4,764.88 | 1,133.46 | 394.54 | 3,236.88 | 470,207.16 |
| 362 | 5/1/2054 | 470,207.16 | 4,764.88 | 1,125.71 | 391.84 | 3,247.33 | 466,959.83 |
| 363 | 6/1/2054 | 466,959.83 | 4,764.88 | 1,117.94 | 389.13 | 3,257.81 | 463,702.02 |
| 364 | 7/1/2054 | 463,702.02 | 4,764.88 | 1,110.14 | 386.42 | 3,268.32 | 460,433.70 |
| 365 | 8/1/2054 | 460,433.70 | 4,764.88 | 1,102.31 | 383.70 | 3,278.87 | 457,154.83 |
| 366 | 9/1/2054 | 457,154.83 | 4,764.88 | 1,094.46 | 380.97 | 3,289.45 | 453,865.38 |
| 367 | 10/1/2054 | 453,865.38 | 4,764.88 | 1,086.59 | 378.22 | 3,300.07 | 450,565.31 |
| 368 | 11/1/2054 | 450,565.31 | 4,764.88 | 1,078.69 | 375.47 | 3,310.72 | 447,254.59 |
| 369 | 12/1/2054 | 447,254.59 | 4,764.88 | 1,070.76 | 372.71 | 3,321.41 | 443,933.18 |
| 370 | 1/1/2055 | 443,933.18 | 4,764.88 | 1,062.81 | 369.94 | 3,332.13 | 440,601.05 |
| 371 | 2/1/2055 | 440,601.05 | 4,764.88 | 1,054.83 | 367.17 | 3,342.88 | 437,258.17 |
| 372 | 3/1/2055 | 437,258.17 | 4,764.88 | 1,046.83 | 364.38 | 3,353.67 | 433,904.50 |
| 373 | 4/1/2055 | 433,904.50 | 4,764.88 | 1,038.80 | 361.59 | 3,364.49 | 430,540.01 |
| 374 | 5/1/2055 | 430,540.01 | 4,764.88 | 1,030.75 | 358.78 | 3,375.35 | 427,164.66 |
| 375 | 6/1/2055 | 427,164.66 | 4,764.88 | 1,022.66 | 355.97 | 3,386.25 | 423,778.41 |
| 376 | 7/1/2055 | 423,778.41 | 4,764.88 | 1,014.56 | 353.15 | 3,397.17 | 420,381.24 |
| 377 | 8/1/2055 | 420,381.24 | 4,764.88 | 1,006.42 | 350.32 | 3,408.14 | 416,973.10 |
| 378 | 9/1/2055 | 416,973.10 | 4,764.88 | 998.26 | 347.48 | 3,419.14 | 413,553.96 |
| 379 | 10/1/2055 | 413,553.96 | 4,764.88 | 990.08 | 344.63 | 3,430.17 | 410,123.79 |
| 380 | 11/1/2055 | 410,123.79 | 4,764.88 | 981.87 | 341.77 | 3,441.24 | 406,682.55 |
| 381 | 12/1/2055 | 406,682.55 | 4,764.88 | 973.63 | 338.90 | 3,452.35 | 403,230.20 |
| 382 | 1/1/2056 | 403,230.20 | 4,764.88 | 965.36 | 336.03 | 3,463.49 | 399,766.71 |
| 383 | 2/1/2056 | 399,766.71 | 4,764.88 | 957.07 | 333.14 | 3,474.67 | 396,292.04 |
| 384 | 3/1/2056 | 396,292.04 | 4,764.88 | 948.75 | 330.25 | 3,485.88 | 392,806.16 |
| 385 | 4/1/2056 | 392,806.16 | 4,764.88 | 940.41 | 327.34 | 3,497.13 | 389,309.03 |
| 386 | 5/1/2056 | 389,309.03 | 4,764.88 | 932.04 | 324.42 | 3,508.42 | 385,800.61 |
| 387 | 6/1/2056 | 385,800.61 | 4,764.88 | 923.64 | 321.50 | 3,519.74 | 382,280.87 |
| 388 | 7/1/2056 | 382,280.87 | 4,764.88 | 915.21 | 318.57 | 3,531.10 | 378,749.77 |
| 389 | 8/1/2056 | 378,749.77 | 4,764.88 | 906.76 | 315.62 | 3,542.50 | 375,207.27 |
| 390 | 9/1/2056 | 375,207.27 | 4,764.88 | 898.27 | 312.68 | 3,553.93 | 371,653.34 |
| 391 | 10/1/2056 | 371,653.34 | 4,764.88 | 889.77 | 309.71 | 3,565.40 | 368,087.94 |
| 392 | 11/1/2056 | 368,087.94 | 4,764.88 | 881.23 | 306.74 | 3,576.91 | 364,511.03 |
| 393 | 12/1/2056 | 364,511.03 | 4,764.88 | 872.67 | 303.76 | 3,588.45 | 360,922.58 |

MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest <br> (Cost of Funds) | Interest <br> (Admin Fees) | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 394 | 1/1/2057 | 360,922.58 | 4,764.88 | 864.08 | 300.76 | 3,600.04 | 357,322.54 |
| 395 | 2/1/2057 | 357,322.54 | 4,764.88 | 855.46 | 297.77 | 3,611.65 | 353,710.89 |
| 396 | 3/1/2057 | 353,710.89 | 4,764.88 | 846.81 | 294.76 | 3,623.31 | 350,087.58 |
| 397 | 4/1/2057 | 350,087.58 | 4,764.88 | 838.14 | 291.74 | 3,635.00 | 346,452.58 |
| 398 | 5/1/2057 | 346,452.58 | 4,764.88 | 829.43 | 288.71 | 3,646.74 | 342,805.84 |
| 399 | 6/1/2057 | 342,805.84 | 4,764.88 | 820.70 | 285.67 | 3,658.51 | 339,147.33 |
| 400 | 7/1/2057 | 339,147.33 | 4,764.88 | 811.94 | 282.63 | 3,670.31 | 335,477.02 |
| 401 | 8/1/2057 | 335,477.02 | 4,764.88 | 803.16 | 279.56 | 3,682.16 | 331,794.86 |
| 402 | 9/1/2057 | 331,794.86 | 4,764.88 | 794.34 | 276.50 | 3,694.04 | 328,100.82 |
| 403 | 10/1/2057 | 328,100.82 | 4,764.88 | 785.50 | 273.42 | 3,705.96 | 324,394.86 |
| 404 | 11/1/2057 | 324,394.86 | 4,764.88 | 776.63 | 270.32 | 3,717.93 | 320,676.93 |
| 405 | 12/1/2057 | 320,676.93 | 4,764.88 | 767.72 | 267.24 | 3,729.92 | 316,947.01 |
| 406 | 1/1/2058 | 316,947.01 | 4,764.88 | 758.79 | 264.13 | 3,741.96 | 313,205.05 |
| 407 | 2/1/2058 | 313,205.05 | 4,764.88 | 749.84 | 261.00 | 3,754.04 | 309,451.01 |
| 408 | 3/1/2058 | 309,451.01 | 4,764.88 | 740.85 | 257.87 | 3,766.16 | 305,684.85 |
| 409 | 4/1/2058 | 305,684.85 | 4,764.88 | 731.83 | 254.74 | 3,778.31 | 301,906.54 |
| 410 | 5/1/2058 | 301,906.54 | 4,764.88 | 722.79 | 251.59 | 3,790.50 | 298,116.04 |
| 411 | 6/1/2058 | 298,116.04 | 4,764.88 | 713.71 | 248.43 | 3,802.74 | 294,313.30 |
| 412 | 7/1/2058 | 294,313.30 | 4,764.88 | 704.61 | 245.26 | 3,815.01 | 290,498.29 |
| 413 | 8/1/2058 | 290,498.29 | 4,764.88 | 695.47 | 242.09 | 3,827.32 | 286,670.97 |
| 414 | 9/1/2058 | 286,670.97 | 4,764.88 | 686.31 | 238.89 | 3,839.68 | 282,831.29 |
| 415 | 10/1/2058 | 282,831.29 | 4,764.88 | 677.12 | 235.69 | 3,852.07 | 278,979.22 |
| 416 | 11/1/2058 | 278,979.22 | 4,764.88 | 667.90 | 232.48 | 3,864.50 | 275,114.72 |
| 417 | 12/1/2058 | 275,114.72 | 4,764.88 | 658.65 | 229.26 | 3,876.97 | 271,237.75 |
| 418 | 1/1/2059 | 271,237.75 | 4,764.88 | 649.36 | 226.03 | 3,889.49 | 267,348.26 |
| 419 | 2/1/2059 | 267,348.26 | 4,764.88 | 640.05 | 222.79 | 3,902.04 | 263,446.22 |
| 420 | 3/1/2059 | 263,446.22 | 4,764.88 | 630.71 | 219.54 | 3,914.63 | 259,531.59 |
| 421 | 4/1/2059 | 259,531.59 | 4,764.88 | 621.34 | 216.27 | 3,927.27 | 255,604.32 |
| 422 | 5/1/2059 | 255,604.32 | 4,764.88 | 611.94 | 213.00 | 3,939.94 | 251,664.38 |
| 423 | 6/1/2059 | 251,664.38 | 4,764.88 | 602.50 | 209.72 | 3,952.66 | 247,711.72 |
| 424 | 7/1/2059 | 247,711.72 | 4,764.88 | 593.04 | 206.43 | 3,965.41 | 243,746.31 |
| 425 | 8/1/2059 | 243,746.31 | 4,764.88 | 583.55 | 203.12 | 3,978.21 | 239,768.10 |
| 426 | 9/1/2059 | 239,768.10 | 4,764.88 | 574.02 | 199.81 | 3,991.05 | 235,777.05 |
| 427 | 10/1/2059 | 235,777.05 | 4,764.88 | 564.47 | 196.48 | 4,003.93 | 231,773.12 |
| 428 | 11/1/2059 | 231,773.12 | 4,764.88 | 554.88 | 193.15 | 4,016.85 | 227,756.27 |
| 429 | 12/1/2059 | 227,756.27 | 4,764.88 | 545.27 | 189.79 | 4,029.82 | 223,726.45 |
| 430 | 1/1/2060 | 223,726.45 | 4,764.88 | 535.62 | 186.44 | 4,042.82 | 219,683.63 |
| 431 | 2/1/2060 | 219,683.63 | 4,764.88 | 525.94 | 183.07 | 4,055.87 | 215,627.76 |
| 432 | 3/1/2060 | 215,627.76 | 4,764.88 | 516.23 | 179.69 | 4,068.96 | 211,558.80 |
| 433 | 4/1/2060 | 211,558.80 | 4,764.88 | 506.49 | 176.30 | 4,082.09 | 207,476.71 |
| 434 | 5/1/2060 | 207,476.71 | 4,764.88 | 496.71 | 172.90 | 4,095.27 | 203,381.44 |
| 435 | 6/1/2060 | 203,381.44 | 4,764.88 | 486.91 | 169.48 | 4,108.49 | 199,272.95 |
| 436 | 7/1/2060 | 199,272.95 | 4,764.88 | 477.07 | 166.07 | 4,121.74 | 195,151.21 |
| 437 | 8/1/2060 | 195,151.21 | 4,764.88 | 467.21 | 162.62 | 4,135.05 | 191,016.16 |
| 438 | 9/1/2060 | 191,016.16 | 4,764.88 | 457.31 | 159.18 | 4,148.39 | 186,867.77 |
| 439 | 10/1/2060 | 186,867.77 | 4,764.88 | 447.38 | 155.72 | 4,161.78 | 182,705.99 |
| 440 | 11/1/2060 | 182,705.99 | 4,764.88 | 437.41 | 152.26 | 4,175.21 | 178,530.78 |
| 441 | 12/1/2060 | 178,530.78 | 4,764.88 | 427.42 | 148.77 | 4,188.69 | 174,342.09 |
| 442 | 1/1/2061 | 174,342.09 | 4,764.88 | 417.39 | 145.28 | 4,202.21 | 170,139.88 |
| 443 | 2/1/2061 | 170,139.88 | 4,764.88 | 407.33 | 141.78 | 4,215.77 | 165,924.11 |
| 444 | 3/1/2061 | 165,924.11 | 4,764.88 | 397.23 | 138.27 | 4,229.38 | 161,694.73 |
| 445 | 4/1/2061 | 161,694.73 | 4,764.88 | 387.11 | 134.74 | 4,243.03 | 157,451.70 |
| 446 | 5/1/2061 | 157,451.70 | 4,764.88 | 376.95 | 131.21 | 4,256.72 | 153,194.98 |
| 447 | 6/1/2061 | 153,194.98 | 4,764.88 | 366.76 | 127.66 | 4,270.46 | 148,924.52 |
| 448 | 7/1/2061 | 148,924.52 | 4,764.88 | 356.54 | 124.10 | 4,284.24 | 144,640.28 |
| 449 | 8/1/2061 | 144,640.28 | 4,764.88 | 346.28 | 120.53 | 4,298.07 | 140,342.21 |
| 450 | 9/1/2061 | 140,342.21 | 4,764.88 | 335.99 | 116.95 | 4,311.94 | 136,030.27 |
| 451 | 10/1/2061 | 136,030.27 | 4,764.88 | 325.67 | 113.36 | 4,325.85 | 131,704.42 |
| 452 | 11/1/2061 | 131,704.42 | 4,764.88 | 315.31 | 109.75 | 4,339.82 | 127,364.60 |
| 453 | 12/1/2061 | 127,364.60 | 4,764.88 | 304.92 | 106.14 | 4,353.82 | 123,010.78 |
| 454 | 1/1/2062 | 123,010.78 | 4,764.88 | 294.50 | 102.51 | 4,367.87 | 118,642.91 |
| 455 | 2/1/2062 | 118,642.91 | 4,764.88 | 284.04 | 98.87 | 4,381.97 | 114,260.94 |
| 456 | 3/1/2062 | 114,260.94 | 4,764.88 | 273.55 | 95.22 | 4,396.11 | 109,864.83 |
| 457 | 4/1/2062 | 109,864.83 | 4,764.88 | 263.02 | 91.56 | 4,410.30 | 105,454.53 |
| 458 | 5/1/2062 | 105,454.53 | 4,764.88 | 252.47 | 87.87 | 4,424.54 | 101,029.99 |
| 459 | 6/1/2062 | 101,029.99 | 4,764.88 | 241.87 | 84.20 | 4,438.81 | 96,591.18 |
| 460 | 7/1/2062 | 96,591.18 | 4,764.88 | 231.25 | 80.49 | 4,453.14 | 92,138.04 |

MARKET RATE LOAN AMORTIZATION SCHEDULE
Principal

| Project Name: |
| :--- |
| Sponsor: <br> Mission Economic |
| Loan Amount $641,088.00$ <br> Rate $0.95763 \%$ <br> Term 40 <br> Amortization 40 <br> Monthly Payment $1,608.22$ |

BELOW MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly <br> Payment | Interest | Principal | Ending <br> Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 4/1/2024 | 641,088.00 | 1,608.22 | 511.60 | 1,096.62 | 639,991.38 |
| 2 | 5/1/2024 | 639,991.38 | 1,608.22 | 510.73 | 1,097.49 | 638,893.89 |
| 3 | 6/1/2024 | 638,893.89 | 1,608.22 | 509.85 | 1,098.37 | 637,795.52 |
| 4 | 7/1/2024 | 637,795.52 | 1,608.22 | 508.98 | 1,099.24 | 636,696.28 |
| 5 | 8/1/2024 | 636,696.28 | 1,608.22 | 508.10 | 1,100.12 | 635,596.16 |
| 6 | 9/1/2024 | 635,596.16 | 1,608.22 | 507.22 | 1,101.00 | 634,495.16 |
| 7 | 10/1/2024 | 634,495.16 | 1,608.22 | 506.34 | 1,101.88 | 633,393.28 |
| 8 | 11/1/2024 | 633,393.28 | 1,608.22 | 505.46 | 1,102.76 | 632,290.52 |
| 9 | 12/1/2024 | 632,290.52 | 1,608.22 | 504.58 | 1,103.64 | 631,186.88 |
| 10 | 1/1/2025 | 631,186.88 | 1,608.22 | 503.70 | 1,104.52 | 630,082.36 |
| 11 | 2/1/2025 | 630,082.36 | 1,608.22 | 502.82 | 1,105.40 | 628,976.96 |
| 12 | 3/1/2025 | 628,976.96 | 1,608.22 | 501.94 | 1,106.28 | 627,870.68 |
| 13 | 4/1/2025 | 627,870.68 | 1,608.22 | 501.06 | 1,107.16 | 626,763.52 |
| 14 | 5/1/2025 | 626,763.52 | 1,608.22 | 500.17 | 1,108.05 | 625,655.47 |
| 15 | 6/1/2025 | 625,655.47 | 1,608.22 | 499.29 | 1,108.93 | 624,546.54 |
| 16 | 7/1/2025 | 624,546.54 | 1,608.22 | 498.40 | 1,109.82 | 623,436.72 |
| 17 | 8/1/2025 | 623,436.72 | 1,608.22 | 497.52 | 1,110.70 | 622,326.02 |
| 18 | 9/1/2025 | 622,326.02 | 1,608.22 | 496.63 | 1,111.59 | 621,214.43 |
| 19 | 10/1/2025 | 621,214.43 | 1,608.22 | 495.74 | 1,112.48 | 620,101.95 |
| 20 | 11/1/2025 | 620,101.95 | 1,608.22 | 494.86 | 1,113.36 | 618,988.59 |
| 21 | 12/1/2025 | 618,988.59 | 1,608.22 | 493.97 | 1,114.25 | 617,874.34 |
| 22 | 1/1/2026 | 617,874.34 | 1,608.22 | 493.08 | 1,115.14 | 616,759.20 |
| 23 | 2/1/2026 | 616,759.20 | 1,608.22 | 492.19 | 1,116.03 | 615,643.17 |
| 24 | 3/1/2026 | 615,643.17 | 1,608.22 | 491.30 | 1,116.92 | 614,526.25 |
| 25 | 4/1/2026 | 614,526.25 | 1,608.22 | 490.41 | 1,117.81 | 613,408.44 |
| 26 | 5/1/2026 | 613,408.44 | 1,608.22 | 489.52 | 1,118.70 | 612,289.74 |
| 27 | 6/1/2026 | 612,289.74 | 1,608.22 | 488.62 | 1,119.60 | 611,170.14 |
| 28 | 7/1/2026 | 611,170.14 | 1,608.22 | 487.73 | 1,120.49 | 610,049.65 |
| 29 | 8/1/2026 | 610,049.65 | 1,608.22 | 486.83 | 1,121.39 | 608,928.26 |
| 30 | 9/1/2026 | 608,928.26 | 1,608.22 | 485.94 | 1,122.28 | 607,805.98 |
| 31 | 10/1/2026 | 607,805.98 | 1,608.22 | 485.04 | 1,123.18 | 606,682.80 |
| 32 | 11/1/2026 | 606,682.80 | 1,608.22 | 484.15 | 1,124.07 | 605,558.73 |
| 33 | 12/1/2026 | 605,558.73 | 1,608.22 | 483.25 | 1,124.97 | 604,433.76 |
| 34 | 1/1/2027 | 604,433.76 | 1,608.22 | 482.35 | 1,125.87 | 603,307.89 |
| 35 | 2/1/2027 | 603,307.89 | 1,608.22 | 481.45 | 1,126.77 | 602,181.12 |
| 36 | 3/1/2027 | 602,181.12 | 1,608.22 | 480.56 | 1,127.66 | 601,053.46 |
| 37 | 4/1/2027 | 601,053.46 | 1,608.22 | 479.66 | 1,128.56 | 599,924.90 |
| 38 | 5/1/2027 | 599,924.90 | 1,608.22 | 478.76 | 1,129.46 | 598,795.44 |
| 39 | 6/1/2027 | 598,795.44 | 1,608.22 | 477.85 | 1,130.37 | 597,665.07 |
| 40 | 7/1/2027 | 597,665.07 | 1,608.22 | 476.95 | 1,131.27 | 596,533.80 |
| 41 | 8/1/2027 | 596,533.80 | 1,608.22 | 476.05 | 1,132.17 | 595,401.63 |
| 42 | 9/1/2027 | 595,401.63 | 1,608.22 | 475.15 | 1,133.07 | 594,268.56 |
| 43 | 10/1/2027 | 594,268.56 | 1,608.22 | 474.24 | 1,133.98 | 593,134.58 |
| 44 | 11/1/2027 | 593,134.58 | 1,608.22 | 473.34 | 1,134.88 | 591,999.70 |
| 45 | 12/1/2027 | 591,999.70 | 1,608.22 | 472.43 | 1,135.79 | 590,863.91 |
| 46 | 1/1/2028 | 590,863.91 | 1,608.22 | 471.52 | 1,136.70 | 589,727.21 |
| 47 | 2/1/2028 | 589,727.21 | 1,608.22 | 470.62 | 1,137.60 | 588,589.61 |
| 48 | 3/1/2028 | 588,589.61 | 1,608.22 | 469.71 | 1,138.51 | 587,451.10 |
| 49 | 4/1/2028 | 587,451.10 | 1,608.22 | 468.80 | 1,139.42 | 586,311.68 |
| 50 | 5/1/2028 | 586,311.68 | 1,608.22 | 467.89 | 1,140.33 | 585,171.35 |
| 51 | 6/1/2028 | 585,171.35 | 1,608.22 | 466.98 | 1,141.24 | 584,030.11 |
| 52 | 7/1/2028 | 584,030.11 | 1,608.22 | 466.07 | 1,142.15 | 582,887.96 |
| 53 | 8/1/2028 | 582,887.96 | 1,608.22 | 465.16 | 1,143.06 | 581,744.90 |
| 54 | 9/1/2028 | 581,744.90 | 1,608.22 | 464.25 | 1,143.97 | 580,600.93 |
| 55 | 10/1/2028 | 580,600.93 | 1,608.22 | 463.33 | 1,144.89 | 579,456.04 |
| 56 | 11/1/2028 | 579,456.04 | 1,608.22 | 462.42 | 1,145.80 | 578,310.24 |

## EXHIBIT A

BELOW MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 57 | 12/1/2028 | 578,310.24 | 1,608.22 | 461.51 | 1,146.71 | 577,163.53 |
| 58 | 1/1/2029 | 577,163.53 | 1,608.22 | 460.59 | 1,147.63 | 576,015.90 |
| 59 | 2/1/2029 | 576,015.90 | 1,608.22 | 459.68 | 1,148.54 | 574,867.36 |
| 60 | 3/1/2029 | 574,867.36 | 1,608.22 | 458.76 | 1,149.46 | 573,717.90 |
| 61 | 4/1/2029 | 573,717.90 | 1,608.22 | 457.84 | 1,150.38 | 572,567.52 |
| 62 | 5/1/2029 | 572,567.52 | 1,608.22 | 456.92 | 1,151.30 | 571,416.22 |
| 63 | 6/1/2029 | 571,416.22 | 1,608.22 | 456.00 | 1,152.22 | 570,264.00 |
| 64 | 7/1/2029 | 570,264.00 | 1,608.22 | 455.08 | 1,153.14 | 569,110.86 |
| 65 | 8/1/2029 | 569,110.86 | 1,608.22 | 454.16 | 1,154.06 | 567,956.80 |
| 66 | 9/1/2029 | 567,956.80 | 1,608.22 | 453.24 | 1,154.98 | 566,801.82 |
| 67 | 10/1/2029 | 566,801.82 | 1,608.22 | 452.32 | 1,155.90 | 565,645.92 |
| 68 | 11/1/2029 | 565,645.92 | 1,608.22 | 451.40 | 1,156.82 | 564,489.10 |
| 69 | 12/1/2029 | 564,489.10 | 1,608.22 | 450.48 | 1,157.74 | 563,331.36 |
| 70 | 1/1/2030 | 563,331.36 | 1,608.22 | 449.55 | 1,158.67 | 562,172.69 |
| 71 | 2/1/2030 | 562,172.69 | 1,608.22 | 448.63 | 1,159.59 | 561,013.10 |
| 72 | 3/1/2030 | 561,013.10 | 1,608.22 | 447.70 | 1,160.52 | 559,852.58 |
| 73 | 4/1/2030 | 559,852.58 | 1,608.22 | 446.78 | 1,161.44 | 558,691.14 |
| 74 | 5/1/2030 | 558,691.14 | 1,608.22 | 445.85 | 1,162.37 | 557,528.77 |
| 75 | 6/1/2030 | 557,528.77 | 1,608.22 | 444.92 | 1,163.30 | 556,365.47 |
| 76 | 7/1/2030 | 556,365.47 | 1,608.22 | 443.99 | 1,164.23 | 555,201.24 |
| 77 | 8/1/2030 | 555,201.24 | 1,608.22 | 443.06 | 1,165.16 | 554,036.08 |
| 78 | 9/1/2030 | 554,036.08 | 1,608.22 | 442.13 | 1,166.09 | 552,869.99 |
| 79 | 10/1/2030 | 552,869.99 | 1,608.22 | 441.20 | 1,167.02 | 551,702.97 |
| 80 | 11/1/2030 | 551,702.97 | 1,608.22 | 440.27 | 1,167.95 | 550,535.02 |
| 81 | 12/1/2030 | 550,535.02 | 1,608.22 | 439.34 | 1,168.88 | 549,366.14 |
| 82 | 1/1/2031 | 549,366.14 | 1,608.22 | 438.41 | 1,169.81 | 548,196.33 |
| 83 | 2/1/2031 | 548,196.33 | 1,608.22 | 437.47 | 1,170.75 | 547,025.58 |
| 84 | 3/1/2031 | 547,025.58 | 1,608.22 | 436.54 | 1,171.68 | 545,853.90 |
| 85 | 4/1/2031 | 545,853.90 | 1,608.22 | 435.61 | 1,172.61 | 544,681.29 |
| 86 | 5/1/2031 | 544,681.29 | 1,608.22 | 434.67 | 1,173.55 | 543,507.74 |
| 87 | 6/1/2031 | 543,507.74 | 1,608.22 | 433.73 | 1,174.49 | 542,333.25 |
| 88 | 7/1/2031 | 542,333.25 | 1,608.22 | 432.80 | 1,175.42 | 541,157.83 |
| 89 | 8/1/2031 | 541,157.83 | 1,608.22 | 431.86 | 1,176.36 | 539,981.47 |
| 90 | 9/1/2031 | 539,981.47 | 1,608.22 | 430.92 | 1,177.30 | 538,804.17 |
| 91 | 10/1/2031 | 538,804.17 | 1,608.22 | 429.98 | 1,178.24 | 537,625.93 |
| 92 | 11/1/2031 | 537,625.93 | 1,608.22 | 429.04 | 1,179.18 | 536,446.75 |
| 93 | 12/1/2031 | 536,446.75 | 1,608.22 | 428.10 | 1,180.12 | 535,266.63 |
| 94 | 1/1/2032 | 535,266.63 | 1,608.22 | 427.16 | 1,181.06 | 534,085.57 |
| 95 | 2/1/2032 | 534,085.57 | 1,608.22 | 426.21 | 1,182.01 | 532,903.56 |
| 96 | 3/1/2032 | 532,903.56 | 1,608.22 | 425.27 | 1,182.95 | 531,720.61 |
| 97 | 4/1/2032 | 531,720.61 | 1,608.22 | 424.33 | 1,183.89 | 530,536.72 |
| 98 | 5/1/2032 | 530,536.72 | 1,608.22 | 423.38 | 1,184.84 | 529,351.88 |
| 99 | 6/1/2032 | 529,351.88 | 1,608.22 | 422.44 | 1,185.78 | 528,166.10 |
| 100 | 7/1/2032 | 528,166.10 | 1,608.22 | 421.49 | 1,186.73 | 526,979.37 |
| 101 | 8/1/2032 | 526,979.37 | 1,608.22 | 420.54 | 1,187.68 | 525,791.69 |
| 102 | 9/1/2032 | 525,791.69 | 1,608.22 | 419.59 | 1,188.63 | 524,603.06 |
| 103 | 10/1/2032 | 524,603.06 | 1,608.22 | 418.65 | 1,189.57 | 523,413.49 |
| 104 | 11/1/2032 | 523,413.49 | 1,608.22 | 417.70 | 1,190.52 | 522,222.97 |
| 105 | 12/1/2032 | 522,222.97 | 1,608.22 | 416.75 | 1,191.47 | 521,031.50 |
| 106 | 1/1/2033 | 521,031.50 | 1,608.22 | 415.80 | 1,192.42 | 519,839.08 |
| 107 | 2/1/2033 | 519,839.08 | 1,608.22 | 414.84 | 1,193.38 | 518,645.70 |
| 108 | 3/1/2033 | 518,645.70 | 1,608.22 | 413.89 | 1,194.33 | 517,451.37 |
| 109 | 4/1/2033 | 517,451.37 | 1,608.22 | 412.94 | 1,195.28 | 516,256.09 |
| 110 | 5/1/2033 | 516,256.09 | 1,608.22 | 411.99 | 1,196.23 | 515,059.86 |
| 111 | 6/1/2033 | 515,059.86 | 1,608.22 | 411.03 | 1,197.19 | 513,862.67 |
| 112 | 7/1/2033 | 513,862.67 | 1,608.22 | 410.08 | 1,198.14 | 512,664.53 |
| 113 | 8/1/2033 | 512,664.53 | 1,608.22 | 409.12 | 1,199.10 | 511,465.43 |
| 114 | 9/1/2033 | 511,465.43 | 1,608.22 | 408.16 | 1,200.06 | 510,265.37 |
| 115 | 10/1/2033 | 510,265.37 | 1,608.22 | 407.20 | 1,201.02 | 509,064.35 |
| 116 | 11/1/2033 | 509,064.35 | 1,608.22 | 406.25 | 1,201.97 | 507,862.38 |
| 117 | 12/1/2033 | 507,862.38 | 1,608.22 | 405.29 | 1,202.93 | 506,659.45 |
| 118 | 1/1/2034 | 506,659.45 | 1,608.22 | 404.33 | 1,203.89 | 505,455.56 |
| 119 | 2/1/2034 | 505,455.56 | 1,608.22 | 403.37 | 1,204.85 | 504,250.71 |
| 120 | 3/1/2034 | 504,250.71 | 1,608.22 | 402.40 | 1,205.82 | 503,044.89 |
| 121 | 4/1/2034 | 503,044.89 | 1,608.22 | 401.44 | 1,206.78 | 501,838.11 |

## EXHIBIT A

BELOW MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest | Principal | Ending <br> Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 122 | 5/1/2034 | 501,838.11 | 1,608.22 | 400.48 | 1,207.74 | 500,630.37 |
| 123 | 6/1/2034 | 500,630.37 | 1,608.22 | 399.52 | 1,208.70 | 499,421.67 |
| 124 | 7/1/2034 | 499,421.67 | 1,608.22 | 398.55 | 1,209.67 | 498,212.00 |
| 125 | 8/1/2034 | 498,212.00 | 1,608.22 | 397.59 | 1,210.63 | 497,001.37 |
| 126 | 9/1/2034 | 497,001.37 | 1,608.22 | 396.62 | 1,211.60 | 495,789.77 |
| 127 | 10/1/2034 | 495,789.77 | 1,608.22 | 395.65 | 1,212.57 | 494,577.20 |
| 128 | 11/1/2034 | 494,577.20 | 1,608.22 | 394.68 | 1,213.54 | 493,363.66 |
| 129 | 12/1/2034 | 493,363.66 | 1,608.22 | 393.72 | 1,214.50 | 492,149.16 |
| 130 | 1/1/2035 | 492,149.16 | 1,608.22 | 392.75 | 1,215.47 | 490,933.69 |
| 131 | 2/1/2035 | 490,933.69 | 1,608.22 | 391.78 | 1,216.44 | 489,717.25 |
| 132 | 3/1/2035 | 489,717.25 | 1,608.22 | 390.81 | 1,217.41 | 488,499.84 |
| 133 | 4/1/2035 | 488,499.84 | 1,608.22 | 389.84 | 1,218.38 | 487,281.46 |
| 134 | 5/1/2035 | 487,281.46 | 1,608.22 | 388.86 | 1,219.36 | 486,062.10 |
| 135 | 6/1/2035 | 486,062.10 | 1,608.22 | 387.89 | 1,220.33 | 484,841.77 |
| 136 | 7/1/2035 | 484,841.77 | 1,608.22 | 386.92 | 1,221.30 | 483,620.47 |
| 137 | 8/1/2035 | 483,620.47 | 1,608.22 | 385.94 | 1,222.28 | 482,398.19 |
| 138 | 9/1/2035 | 482,398.19 | 1,608.22 | 384.97 | 1,223.25 | 481,174.94 |
| 139 | 10/1/2035 | 481,174.94 | 1,608.22 | 383.99 | 1,224.23 | 479,950.71 |
| 140 | 11/1/2035 | 479,950.71 | 1,608.22 | 383.01 | 1,225.21 | 478,725.50 |
| 141 | 12/1/2035 | 478,725.50 | 1,608.22 | 382.03 | 1,226.19 | 477,499.31 |
| 142 | 1/1/2036 | 477,499.31 | 1,608.22 | 381.06 | 1,227.16 | 476,272.15 |
| 143 | 2/1/2036 | 476,272.15 | 1,608.22 | 380.08 | 1,228.14 | 475,044.01 |
| 144 | 3/1/2036 | 475,044.01 | 1,608.22 | 379.10 | 1,229.12 | 473,814.89 |
| 145 | 4/1/2036 | 473,814.89 | 1,608.22 | 378.12 | 1,230.10 | 472,584.79 |
| 146 | 5/1/2036 | 472,584.79 | 1,608.22 | 377.13 | 1,231.09 | 471,353.70 |
| 147 | 6/1/2036 | 471,353.70 | 1,608.22 | 376.15 | 1,232.07 | 470,121.63 |
| 148 | 7/1/2036 | 470,121.63 | 1,608.22 | 375.17 | 1,233.05 | 468,888.58 |
| 149 | 8/1/2036 | 468,888.58 | 1,608.22 | 374.18 | 1,234.04 | 467,654.54 |
| 150 | 9/1/2036 | 467,654.54 | 1,608.22 | 373.20 | 1,235.02 | 466,419.52 |
| 151 | 10/1/2036 | 466,419.52 | 1,608.22 | 372.21 | 1,236.01 | 465,183.51 |
| 152 | 11/1/2036 | 465,183.51 | 1,608.22 | 371.23 | 1,236.99 | 463,946.52 |
| 153 | 12/1/2036 | 463,946.52 | 1,608.22 | 370.24 | 1,237.98 | 462,708.54 |
| 154 | 1/1/2037 | 462,708.54 | 1,608.22 | 369.25 | 1,238.97 | 461,469.57 |
| 155 | 2/1/2037 | 461,469.57 | 1,608.22 | 368.26 | 1,239.96 | 460,229.61 |
| 156 | 3/1/2037 | 460,229.61 | 1,608.22 | 367.27 | 1,240.95 | 458,988.66 |
| 157 | 4/1/2037 | 458,988.66 | 1,608.22 | 366.28 | 1,241.94 | 457,746.72 |
| 158 | 5/1/2037 | 457,746.72 | 1,608.22 | 365.29 | 1,242.93 | 456,503.79 |
| 159 | 6/1/2037 | 456,503.79 | 1,608.22 | 364.30 | 1,243.92 | 455,259.87 |
| 160 | 7/1/2037 | 455,259.87 | 1,608.22 | 363.31 | 1,244.91 | 454,014.96 |
| 161 | 8/1/2037 | 454,014.96 | 1,608.22 | 362.32 | 1,245.90 | 452,769.06 |
| 162 | 9/1/2037 | 452,769.06 | 1,608.22 | 361.32 | 1,246.90 | 451,522.16 |
| 163 | 10/1/2037 | 451,522.16 | 1,608.22 | 360.33 | 1,247.89 | 450,274.27 |
| 164 | 11/1/2037 | 450,274.27 | 1,608.22 | 359.33 | 1,248.89 | 449,025.38 |
| 165 | 12/1/2037 | 449,025.38 | 1,608.22 | 358.33 | 1,249.89 | 447,775.49 |
| 166 | 1/1/2038 | 447,775.49 | 1,608.22 | 357.34 | 1,250.88 | 446,524.61 |
| 167 | 2/1/2038 | 446,524.61 | 1,608.22 | 356.34 | 1,251.88 | 445,272.73 |
| 168 | 3/1/2038 | 445,272.73 | 1,608.22 | 355.34 | 1,252.88 | 444,019.85 |
| 169 | 4/1/2038 | 444,019.85 | 1,608.22 | 354.34 | 1,253.88 | 442,765.97 |
| 170 | 5/1/2038 | 442,765.97 | 1,608.22 | 353.34 | 1,254.88 | 441,511.09 |
| 171 | 6/1/2038 | 441,511.09 | 1,608.22 | 352.34 | 1,255.88 | 440,255.21 |
| 172 | 7/1/2038 | 440,255.21 | 1,608.22 | 351.33 | 1,256.89 | 438,998.32 |
| 173 | 8/1/2038 | 438,998.32 | 1,608.22 | 350.33 | 1,257.89 | 437,740.43 |
| 174 | 9/1/2038 | 437,740.43 | 1,608.22 | 349.33 | 1,258.89 | 436,481.54 |
| 175 | 10/1/2038 | 436,481.54 | 1,608.22 | 348.32 | 1,259.90 | 435,221.64 |
| 176 | 11/1/2038 | 435,221.64 | 1,608.22 | 347.32 | 1,260.90 | 433,960.74 |
| 177 | 12/1/2038 | 433,960.74 | 1,608.22 | 346.31 | 1,261.91 | 432,698.83 |
| 178 | 1/1/2039 | 432,698.83 | 1,608.22 | 345.30 | 1,262.92 | 431,435.91 |
| 179 | 2/1/2039 | 431,435.91 | 1,608.22 | 344.30 | 1,263.92 | 430,171.99 |
| 180 | 3/1/2039 | 430,171.99 | 1,608.22 | 343.29 | 1,264.93 | 428,907.06 |
| 181 | 4/1/2039 | 428,907.06 | 1,608.22 | 342.28 | 1,265.94 | 427,641.12 |
| 182 | 5/1/2039 | 427,641.12 | 1,608.22 | 341.27 | 1,266.95 | 426,374.17 |
| 183 | 6/1/2039 | 426,374.17 | 1,608.22 | 340.26 | 1,267.96 | 425,106.21 |
| 184 | 7/1/2039 | 425,106.21 | 1,608.22 | 339.25 | 1,268.97 | 423,837.24 |
| 185 | 8/1/2039 | 423,837.24 | 1,608.22 | 338.23 | 1,269.99 | 422,567.25 |
| 186 | 9/1/2039 | 422,567.25 | 1,608.22 | 337.22 | 1,271.00 | 421,296.25 |

## EXHIBIT A

BELOW MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 187 | 10/1/2039 | 421,296.25 | 1,608.22 | 336.20 | 1,272.02 | 420,024.23 |
| 188 | 11/1/2039 | 420,024.23 | 1,608.22 | 335.19 | 1,273.03 | 418,751.20 |
| 189 | 12/1/2039 | 418,751.20 | 1,608.22 | 334.17 | 1,274.05 | 417,477.15 |
| 190 | 1/1/2040 | 417,477.15 | 1,608.22 | 333.16 | 1,275.06 | 416,202.09 |
| 191 | 2/1/2040 | 416,202.09 | 1,608.22 | 332.14 | 1,276.08 | 414,926.01 |
| 192 | 3/1/2040 | 414,926.01 | 1,608.22 | 331.12 | 1,277.10 | 413,648.91 |
| 193 | 4/1/2040 | 413,648.91 | 1,608.22 | 330.10 | 1,278.12 | 412,370.79 |
| 194 | 5/1/2040 | 412,370.79 | 1,608.22 | 329.08 | 1,279.14 | 411,091.65 |
| 195 | 6/1/2040 | 411,091.65 | 1,608.22 | 328.06 | 1,280.16 | 409,811.49 |
| 196 | 7/1/2040 | 409,811.49 | 1,608.22 | 327.04 | 1,281.18 | 408,530.31 |
| 197 | 8/1/2040 | 408,530.31 | 1,608.22 | 326.02 | 1,282.20 | 407,248.11 |
| 198 | 9/1/2040 | 407,248.11 | 1,608.22 | 324.99 | 1,283.23 | 405,964.88 |
| 199 | 10/1/2040 | 405,964.88 | 1,608.22 | 323.97 | 1,284.25 | 404,680.63 |
| 200 | 11/1/2040 | 404,680.63 | 1,608.22 | 322.95 | 1,285.27 | 403,395.36 |
| 201 | 12/1/2040 | 403,395.36 | 1,608.22 | 321.92 | 1,286.30 | 402,109.06 |
| 202 | 1/1/2041 | 402,109.06 | 1,608.22 | 320.89 | 1,287.33 | 400,821.73 |
| 203 | 2/1/2041 | 400,821.73 | 1,608.22 | 319.87 | 1,288.35 | 399,533.38 |
| 204 | 3/1/2041 | 399,533.38 | 1,608.22 | 318.84 | 1,289.38 | 398,244.00 |
| 205 | 4/1/2041 | 398,244.00 | 1,608.22 | 317.81 | 1,290.41 | 396,953.59 |
| 206 | 5/1/2041 | 396,953.59 | 1,608.22 | 316.78 | 1,291.44 | 395,662.15 |
| 207 | 6/1/2041 | 395,662.15 | 1,608.22 | 315.75 | 1,292.47 | 394,369.68 |
| 208 | 7/1/2041 | 394,369.68 | 1,608.22 | 314.72 | 1,293.50 | 393,076.18 |
| 209 | 8/1/2041 | 393,076.18 | 1,608.22 | 313.68 | 1,294.54 | 391,781.64 |
| 210 | 9/1/2041 | 391,781.64 | 1,608.22 | 312.65 | 1,295.57 | 390,486.07 |
| 211 | 10/1/2041 | 390,486.07 | 1,608.22 | 311.62 | 1,296.60 | 389,189.47 |
| 212 | 11/1/2041 | 389,189.47 | 1,608.22 | 310.58 | 1,297.64 | 387,891.83 |
| 213 | 12/1/2041 | 387,891.83 | 1,608.22 | 309.55 | 1,298.67 | 386,593.16 |
| 214 | 1/1/2042 | 386,593.16 | 1,608.22 | 308.51 | 1,299.71 | 385,293.45 |
| 215 | 2/1/2042 | 385,293.45 | 1,608.22 | 307.47 | 1,300.75 | 383,992.70 |
| 216 | 3/1/2042 | 383,992.70 | 1,608.22 | 306.44 | 1,301.78 | 382,690.92 |
| 217 | 4/1/2042 | 382,690.92 | 1,608.22 | 305.40 | 1,302.82 | 381,388.10 |
| 218 | 5/1/2042 | 381,388.10 | 1,608.22 | 304.36 | 1,303.86 | 380,084.24 |
| 219 | 6/1/2042 | 380,084.24 | 1,608.22 | 303.32 | 1,304.90 | 378,779.34 |
| 220 | 7/1/2042 | 378,779.34 | 1,608.22 | 302.28 | 1,305.94 | 377,473.40 |
| 221 | 8/1/2042 | 377,473.40 | 1,608.22 | 301.23 | 1,306.99 | 376,166.41 |
| 222 | 9/1/2042 | 376,166.41 | 1,608.22 | 300.19 | 1,308.03 | 374,858.38 |
| 223 | 10/1/2042 | 374,858.38 | 1,608.22 | 299.15 | 1,309.07 | 373,549.31 |
| 224 | 11/1/2042 | 373,549.31 | 1,608.22 | 298.10 | 1,310.12 | 372,239.19 |
| 225 | 12/1/2042 | 372,239.19 | 1,608.22 | 297.06 | 1,311.16 | 370,928.03 |
| 226 | 1/1/2043 | 370,928.03 | 1,608.22 | 296.01 | 1,312.21 | 369,615.82 |
| 227 | 2/1/2043 | 369,615.82 | 1,608.22 | 294.96 | 1,313.26 | 368,302.56 |
| 228 | 3/1/2043 | 368,302.56 | 1,608.22 | 293.91 | 1,314.31 | 366,988.25 |
| 229 | 4/1/2043 | 366,988.25 | 1,608.22 | 292.87 | 1,315.35 | 365,672.90 |
| 230 | 5/1/2043 | 365,672.90 | 1,608.22 | 291.82 | 1,316.40 | 364,356.50 |
| 231 | 6/1/2043 | 364,356.50 | 1,608.22 | 290.77 | 1,317.45 | 363,039.05 |
| 232 | 7/1/2043 | 363,039.05 | 1,608.22 | 289.71 | 1,318.51 | 361,720.54 |
| 233 | 8/1/2043 | 361,720.54 | 1,608.22 | 288.66 | 1,319.56 | 360,400.98 |
| 234 | 9/1/2043 | 360,400.98 | 1,608.22 | 287.61 | 1,320.61 | 359,080.37 |
| 235 | 10/1/2043 | 359,080.37 | 1,608.22 | 286.56 | 1,321.66 | 357,758.71 |
| 236 | 11/1/2043 | 357,758.71 | 1,608.22 | 285.50 | 1,322.72 | 356,435.99 |
| 237 | 12/1/2043 | 356,435.99 | 1,608.22 | 284.44 | 1,323.78 | 355,112.21 |
| 238 | 1/1/2044 | 355,112.21 | 1,608.22 | 283.39 | 1,324.83 | 353,787.38 |
| 239 | 2/1/2044 | 353,787.38 | 1,608.22 | 282.33 | 1,325.89 | 352,461.49 |
| 240 | 3/1/2044 | 352,461.49 | 1,608.22 | 281.27 | 1,326.95 | 351,134.54 |
| 241 | 4/1/2044 | 351,134.54 | 1,608.22 | 280.21 | 1,328.01 | 349,806.53 |
| 242 | 5/1/2044 | 349,806.53 | 1,608.22 | 279.15 | 1,329.07 | 348,477.46 |
| 243 | 6/1/2044 | 348,477.46 | 1,608.22 | 278.09 | 1,330.13 | 347,147.33 |
| 244 | 7/1/2044 | 347,147.33 | 1,608.22 | 277.03 | 1,331.19 | 345,816.14 |
| 245 | 8/1/2044 | 345,816.14 | 1,608.22 | 275.97 | 1,332.25 | 344,483.89 |
| 246 | 9/1/2044 | 344,483.89 | 1,608.22 | 274.91 | 1,333.31 | 343,150.58 |
| 247 | 10/1/2044 | 343,150.58 | 1,608.22 | 273.84 | 1,334.38 | 341,816.20 |
| 248 | 11/1/2044 | 341,816.20 | 1,608.22 | 272.78 | 1,335.44 | 340,480.76 |
| 249 | 12/1/2044 | 340,480.76 | 1,608.22 | 271.71 | 1,336.51 | 339,144.25 |
| 250 | 1/1/2045 | 339,144.25 | 1,608.22 | 270.65 | 1,337.57 | 337,806.68 |
| 251 | 2/1/2045 | 337,806.68 | 1,608.22 | 269.58 | 1,338.64 | 336,468.04 |

## EXHIBIT A

BELOW MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 252 | 3/1/2045 | 336,468.04 | 1,608.22 | 268.51 | 1,339.71 | 335,128.33 |
| 253 | 4/1/2045 | 335,128.33 | 1,608.22 | 267.44 | 1,340.78 | 333,787.55 |
| 254 | 5/1/2045 | 333,787.55 | 1,608.22 | 266.37 | 1,341.85 | 332,445.70 |
| 255 | 6/1/2045 | 332,445.70 | 1,608.22 | 265.30 | 1,342.92 | 331,102.78 |
| 256 | 7/1/2045 | 331,102.78 | 1,608.22 | 264.23 | 1,343.99 | 329,758.79 |
| 257 | 8/1/2045 | 329,758.79 | 1,608.22 | 263.16 | 1,345.06 | 328,413.73 |
| 258 | 9/1/2045 | 328,413.73 | 1,608.22 | 262.08 | 1,346.14 | 327,067.59 |
| 259 | 10/1/2045 | 327,067.59 | 1,608.22 | 261.01 | 1,347.21 | 325,720.38 |
| 260 | 11/1/2045 | 325,720.38 | 1,608.22 | 259.93 | 1,348.29 | 324,372.09 |
| 261 | 12/1/2045 | 324,372.09 | 1,608.22 | 258.86 | 1,349.36 | 323,022.73 |
| 262 | 1/1/2046 | 323,022.73 | 1,608.22 | 257.78 | 1,350.44 | 321,672.29 |
| 263 | 2/1/2046 | 321,672.29 | 1,608.22 | 256.70 | 1,351.52 | 320,320.77 |
| 264 | 3/1/2046 | 320,320.77 | 1,608.22 | 255.62 | 1,352.60 | 318,968.17 |
| 265 | 4/1/2046 | 318,968.17 | 1,608.22 | 254.54 | 1,353.68 | 317,614.49 |
| 266 | 5/1/2046 | 317,614.49 | 1,608.22 | 253.46 | 1,354.76 | 316,259.73 |
| 267 | 6/1/2046 | 316,259.73 | 1,608.22 | 252.38 | 1,355.84 | 314,903.89 |
| 268 | 7/1/2046 | 314,903.89 | 1,608.22 | 251.30 | 1,356.92 | 313,546.97 |
| 269 | 8/1/2046 | 313,546.97 | 1,608.22 | 250.22 | 1,358.00 | 312,188.97 |
| 270 | 9/1/2046 | 312,188.97 | 1,608.22 | 249.13 | 1,359.09 | 310,829.88 |
| 271 | 10/1/2046 | 310,829.88 | 1,608.22 | 248.05 | 1,360.17 | 309,469.71 |
| 272 | 11/1/2046 | 309,469.71 | 1,608.22 | 246.96 | 1,361.26 | 308,108.45 |
| 273 | 12/1/2046 | 308,108.45 | 1,608.22 | 245.88 | 1,362.34 | 306,746.11 |
| 274 | 1/1/2047 | 306,746.11 | 1,608.22 | 244.79 | 1,363.43 | 305,382.68 |
| 275 | 2/1/2047 | 305,382.68 | 1,608.22 | 243.70 | 1,364.52 | 304,018.16 |
| 276 | 3/1/2047 | 304,018.16 | 1,608.22 | 242.61 | 1,365.61 | 302,652.55 |
| 277 | 4/1/2047 | 302,652.55 | 1,608.22 | 241.52 | 1,366.70 | 301,285.85 |
| 278 | 5/1/2047 | 301,285.85 | 1,608.22 | 240.43 | 1,367.79 | 299,918.06 |
| 279 | 6/1/2047 | 299,918.06 | 1,608.22 | 239.34 | 1,368.88 | 298,549.18 |
| 280 | 7/1/2047 | 298,549.18 | 1,608.22 | 238.25 | 1,369.97 | 297,179.21 |
| 281 | 8/1/2047 | 297,179.21 | 1,608.22 | 237.16 | 1,371.06 | 295,808.15 |
| 282 | 9/1/2047 | 295,808.15 | 1,608.22 | 236.06 | 1,372.16 | 294,435.99 |
| 283 | 10/1/2047 | 294,435.99 | 1,608.22 | 234.97 | 1,373.25 | 293,062.74 |
| 284 | 11/1/2047 | 293,062.74 | 1,608.22 | 233.87 | 1,374.35 | 291,688.39 |
| 285 | 12/1/2047 | 291,688.39 | 1,608.22 | 232.77 | 1,375.45 | 290,312.94 |
| 286 | 1/1/2048 | 290,312.94 | 1,608.22 | 231.68 | 1,376.54 | 288,936.40 |
| 287 | 2/1/2048 | 288,936.40 | 1,608.22 | 230.58 | 1,377.64 | 287,558.76 |
| 288 | 3/1/2048 | 287,558.76 | 1,608.22 | 229.48 | 1,378.74 | 286,180.02 |
| 289 | 4/1/2048 | 286,180.02 | 1,608.22 | 228.38 | 1,379.84 | 284,800.18 |
| 290 | 5/1/2048 | 284,800.18 | 1,608.22 | 227.28 | 1,380.94 | 283,419.24 |
| 291 | 6/1/2048 | 283,419.24 | 1,608.22 | 226.18 | 1,382.04 | 282,037.20 |
| 292 | 7/1/2048 | 282,037.20 | 1,608.22 | 225.07 | 1,383.15 | 280,654.05 |
| 293 | 8/1/2048 | 280,654.05 | 1,608.22 | 223.97 | 1,384.25 | 279,269.80 |
| 294 | 9/1/2048 | 279,269.80 | 1,608.22 | 222.86 | 1,385.36 | 277,884.44 |
| 295 | 10/1/2048 | 277,884.44 | 1,608.22 | 221.76 | 1,386.46 | 276,497.98 |
| 296 | 11/1/2048 | 276,497.98 | 1,608.22 | 220.65 | 1,387.57 | 275,110.41 |
| 297 | 12/1/2048 | 275,110.41 | 1,608.22 | 219.54 | 1,388.68 | 273,721.73 |
| 298 | 1/1/2049 | 273,721.73 | 1,608.22 | 218.44 | 1,389.78 | 272,331.95 |
| 299 | 2/1/2049 | 272,331.95 | 1,608.22 | 217.33 | 1,390.89 | 270,941.06 |
| 300 | 3/1/2049 | 270,941.06 | 1,608.22 | 216.22 | 1,392.00 | 269,549.06 |
| 301 | 4/1/2049 | 269,549.06 | 1,608.22 | 215.11 | 1,393.11 | 268,155.95 |
| 302 | 5/1/2049 | 268,155.95 | 1,608.22 | 214.00 | 1,394.22 | 266,761.73 |
| 303 | 6/1/2049 | 266,761.73 | 1,608.22 | 212.88 | 1,395.34 | 265,366.39 |
| 304 | 7/1/2049 | 265,366.39 | 1,608.22 | 211.77 | 1,396.45 | 263,969.94 |
| 305 | 8/1/2049 | 263,969.94 | 1,608.22 | 210.65 | 1,397.57 | 262,572.37 |
| 306 | 9/1/2049 | 262,572.37 | 1,608.22 | 209.54 | 1,398.68 | 261,173.69 |
| 307 | 10/1/2049 | 261,173.69 | 1,608.22 | 208.42 | 1,399.80 | 259,773.89 |
| 308 | 11/1/2049 | 259,773.89 | 1,608.22 | 207.31 | 1,400.91 | 258,372.98 |
| 309 | 12/1/2049 | 258,372.98 | 1,608.22 | 206.19 | 1,402.03 | 256,970.95 |
| 310 | 1/1/2050 | 256,970.95 | 1,608.22 | 205.07 | 1,403.15 | 255,567.80 |
| 311 | 2/1/2050 | 255,567.80 | 1,608.22 | 203.95 | 1,404.27 | 254,163.53 |
| 312 | 3/1/2050 | 254,163.53 | 1,608.22 | 202.83 | 1,405.39 | 252,758.14 |
| 313 | 4/1/2050 | 252,758.14 | 1,608.22 | 201.71 | 1,406.51 | 251,351.63 |
| 314 | 5/1/2050 | 251,351.63 | 1,608.22 | 200.58 | 1,407.64 | 249,943.99 |
| 315 | 6/1/2050 | 249,943.99 | 1,608.22 | 199.46 | 1,408.76 | 248,535.23 |
| 316 | 7/1/2050 | 248,535.23 | 1,608.22 | 198.34 | 1,409.88 | 247,125.35 |

EXHIBIT A

BELOW MARKET RATE LOAN AMORTIZATION SCHEDULE


EXHIBIT A

BELOW MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 382 | 1/1/2056 | 153,028.01 | 1,608.22 | 122.12 | 1,486.10 | 151,541.91 |
| 383 | 2/1/2056 | 151,541.91 | 1,608.22 | 120.93 | 1,487.29 | 150,054.62 |
| 384 | 3/1/2056 | 150,054.62 | 1,608.22 | 119.75 | 1,488.47 | 148,566.15 |
| 385 | 4/1/2056 | 148,566.15 | 1,608.22 | 118.56 | 1,489.66 | 147,076.49 |
| 386 | 5/1/2056 | 147,076.49 | 1,608.22 | 117.37 | 1,490.85 | 145,585.64 |
| 387 | 6/1/2056 | 145,585.64 | 1,608.22 | 116.18 | 1,492.04 | 144,093.60 |
| 388 | 7/1/2056 | 144,093.60 | 1,608.22 | 114.99 | 1,493.23 | 142,600.37 |
| 389 | 8/1/2056 | 142,600.37 | 1,608.22 | 113.80 | 1,494.42 | 141,105.95 |
| 390 | 9/1/2056 | 141,105.95 | 1,608.22 | 112.61 | 1,495.61 | 139,610.34 |
| 391 | 10/1/2056 | 139,610.34 | 1,608.22 | 111.41 | 1,496.81 | 138,113.53 |
| 392 | 11/1/2056 | 138,113.53 | 1,608.22 | 110.22 | 1,498.00 | 136,615.53 |
| 393 | 12/1/2056 | 136,615.53 | 1,608.22 | 109.02 | 1,499.20 | 135,116.33 |
| 394 | 1/1/2057 | 135,116.33 | 1,608.22 | 107.83 | 1,500.39 | 133,615.94 |
| 395 | 2/1/2057 | 133,615.94 | 1,608.22 | 106.63 | 1,501.59 | 132,114.35 |
| 396 | 3/1/2057 | 132,114.35 | 1,608.22 | 105.43 | 1,502.79 | 130,611.56 |
| 397 | 4/1/2057 | 130,611.56 | 1,608.22 | 104.23 | 1,503.99 | 129,107.57 |
| 398 | 5/1/2057 | 129,107.57 | 1,608.22 | 103.03 | 1,505.19 | 127,602.38 |
| 399 | 6/1/2057 | 127,602.38 | 1,608.22 | 101.83 | 1,506.39 | 126,095.99 |
| 400 | 7/1/2057 | 126,095.99 | 1,608.22 | 100.63 | 1,507.59 | 124,588.40 |
| 401 | 8/1/2057 | 124,588.40 | 1,608.22 | 99.42 | 1,508.80 | 123,079.60 |
| 402 | 9/1/2057 | 123,079.60 | 1,608.22 | 98.22 | 1,510.00 | 121,569.60 |
| 403 | 10/1/2057 | 121,569.60 | 1,608.22 | 97.02 | 1,511.20 | 120,058.40 |
| 404 | 11/1/2057 | 120,058.40 | 1,608.22 | 95.81 | 1,512.41 | 118,545.99 |
| 405 | 12/1/2057 | 118,545.99 | 1,608.22 | 94.60 | 1,513.62 | 117,032.37 |
| 406 | 1/1/2058 | 117,032.37 | 1,608.22 | 93.39 | 1,514.83 | 115,517.54 |
| 407 | 2/1/2058 | 115,517.54 | 1,608.22 | 92.19 | 1,516.03 | 114,001.51 |
| 408 | 3/1/2058 | 114,001.51 | 1,608.22 | 90.98 | 1,517.24 | 112,484.27 |
| 409 | 4/1/2058 | 112,484.27 | 1,608.22 | 89.77 | 1,518.45 | 110,965.82 |
| 410 | 5/1/2058 | 110,965.82 | 1,608.22 | 88.55 | 1,519.67 | 109,446.15 |
| 411 | 6/1/2058 | 109,446.15 | 1,608.22 | 87.34 | 1,520.88 | 107,925.27 |
| 412 | 7/1/2058 | 107,925.27 | 1,608.22 | 86.13 | 1,522.09 | 106,403.18 |
| 413 | 8/1/2058 | 106,403.18 | 1,608.22 | 84.91 | 1,523.31 | 104,879.87 |
| 414 | 9/1/2058 | 104,879.87 | 1,608.22 | 83.70 | 1,524.52 | 103,355.35 |
| 415 | 10/1/2058 | 103,355.35 | 1,608.22 | 82.48 | 1,525.74 | 101,829.61 |
| 416 | 11/1/2058 | 101,829.61 | 1,608.22 | 81.26 | 1,526.96 | 100,302.65 |
| 417 | 12/1/2058 | 100,302.65 | 1,608.22 | 80.04 | 1,528.18 | 98,774.47 |
| 418 | 1/1/2059 | 98,774.47 | 1,608.22 | 78.82 | 1,529.40 | 97,245.07 |
| 419 | 2/1/2059 | 97,245.07 | 1,608.22 | 77.60 | 1,530.62 | 95,714.45 |
| 420 | 3/1/2059 | 95,714.45 | 1,608.22 | 76.38 | 1,531.84 | 94,182.61 |
| 421 | 4/1/2059 | 94,182.61 | 1,608.22 | 75.16 | 1,533.06 | 92,649.55 |
| 422 | 5/1/2059 | 92,649.55 | 1,608.22 | 73.94 | 1,534.28 | 91,115.27 |
| 423 | 6/1/2059 | 91,115.27 | 1,608.22 | 72.71 | 1,535.51 | 89,579.76 |
| 424 | 7/1/2059 | 89,579.76 | 1,608.22 | 71.49 | 1,536.73 | 88,043.03 |
| 425 | 8/1/2059 | 88,043.03 | 1,608.22 | 70.26 | 1,537.96 | 86,505.07 |
| 426 | 9/1/2059 | 86,505.07 | 1,608.22 | 69.03 | 1,539.19 | 84,965.88 |
| 427 | 10/1/2059 | 84,965.88 | 1,608.22 | 67.80 | 1,540.42 | 83,425.46 |
| 428 | 11/1/2059 | 83,425.46 | 1,608.22 | 66.58 | 1,541.64 | 81,883.82 |
| 429 | 12/1/2059 | 81,883.82 | 1,608.22 | 65.35 | 1,542.87 | 80,340.95 |
| 430 | 1/1/2060 | 80,340.95 | 1,608.22 | 64.11 | 1,544.11 | 78,796.84 |
| 431 | 2/1/2060 | 78,796.84 | 1,608.22 | 62.88 | 1,545.34 | 77,251.50 |
| 432 | 3/1/2060 | 77,251.50 | 1,608.22 | 61.65 | 1,546.57 | 75,704.93 |
| 433 | 4/1/2060 | 75,704.93 | 1,608.22 | 60.41 | 1,547.81 | 74,157.12 |
| 434 | 5/1/2060 | 74,157.12 | 1,608.22 | 59.18 | 1,549.04 | 72,608.08 |
| 435 | 6/1/2060 | 72,608.08 | 1,608.22 | 57.94 | 1,550.28 | 71,057.80 |
| 436 | 7/1/2060 | 71,057.80 | 1,608.22 | 56.71 | 1,551.51 | 69,506.29 |
| 437 | 8/1/2060 | 69,506.29 | 1,608.22 | 55.47 | 1,552.75 | 67,953.54 |
| 438 | 9/1/2060 | 67,953.54 | 1,608.22 | 54.23 | 1,553.99 | 66,399.55 |
| 439 | 10/1/2060 | 66,399.55 | 1,608.22 | 52.99 | 1,555.23 | 64,844.32 |
| 440 | 11/1/2060 | 64,844.32 | 1,608.22 | 51.75 | 1,556.47 | 63,287.85 |
| 441 | 12/1/2060 | 63,287.85 | 1,608.22 | 50.51 | 1,557.71 | 61,730.14 |
| 442 | 1/1/2061 | 61,730.14 | 1,608.22 | 49.26 | 1,558.96 | 60,171.18 |
| 443 | 2/1/2061 | 60,171.18 | 1,608.22 | 48.02 | 1,560.20 | 58,610.98 |
| 444 | 3/1/2061 | 58,610.98 | 1,608.22 | 46.77 | 1,561.45 | 57,049.53 |
| 445 | 4/1/2061 | 57,049.53 | 1,608.22 | 45.53 | 1,562.69 | 55,486.84 |
| 446 | 5/1/2061 | 55,486.84 | 1,608.22 | 44.28 | 1,563.94 | 53,922.90 |

EXHIBIT A

BELOW MARKET RATE LOAN AMORTIZATION SCHEDULE

| Period | Date | Beginning Balance | Monthly Payment | Interest | Principal | Ending Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 447 | 6/1/2061 | 53,922.90 | 1,608.22 | 43.03 | 1,565.19 | 52,357.71 |
| 448 | 7/1/2061 | 52,357.71 | 1,608.22 | 41.78 | 1,566.44 | 50,791.27 |
| 449 | 8/1/2061 | 50,791.27 | 1,608.22 | 40.53 | 1,567.69 | 49,223.58 |
| 450 | 9/1/2061 | 49,223.58 | 1,608.22 | 39.28 | 1,568.94 | 47,654.64 |
| 451 | 10/1/2061 | 47,654.64 | 1,608.22 | 38.03 | 1,570.19 | 46,084.45 |
| 452 | 11/1/2061 | 46,084.45 | 1,608.22 | 36.78 | 1,571.44 | 44,513.01 |
| 453 | 12/1/2061 | 44,513.01 | 1,608.22 | 35.52 | 1,572.70 | 42,940.31 |
| 454 | 1/1/2062 | 42,940.31 | 1,608.22 | 34.27 | 1,573.95 | 41,366.36 |
| 455 | 2/1/2062 | 41,366.36 | 1,608.22 | 33.01 | 1,575.21 | 39,791.15 |
| 456 | 3/1/2062 | 39,791.15 | 1,608.22 | 31.75 | 1,576.47 | 38,214.68 |
| 457 | 4/1/2062 | 38,214.68 | 1,608.22 | 30.50 | 1,577.72 | 36,636.96 |
| 458 | 5/1/2062 | 36,636.96 | 1,608.22 | 29.24 | 1,578.98 | 35,057.98 |
| 459 | 6/1/2062 | 35,057.98 | 1,608.22 | 27.98 | 1,580.24 | 33,477.74 |
| 460 | 7/1/2062 | 33,477.74 | 1,608.22 | 26.72 | 1,581.50 | 31,896.24 |
| 461 | 8/1/2062 | 31,896.24 | 1,608.22 | 25.45 | 1,582.77 | 30,313.47 |
| 462 | 9/1/2062 | 30,313.47 | 1,608.22 | 24.19 | 1,584.03 | 28,729.44 |
| 463 | 10/1/2062 | 28,729.44 | 1,608.22 | 22.93 | 1,585.29 | 27,144.15 |
| 464 | 11/1/2062 | 27,144.15 | 1,608.22 | 21.66 | 1,586.56 | 25,557.59 |
| 465 | 12/1/2062 | 25,557.59 | 1,608.22 | 20.40 | 1,587.82 | 23,969.77 |
| 466 | 1/1/2063 | 23,969.77 | 1,608.22 | 19.13 | 1,589.09 | 22,380.68 |
| 467 | 2/1/2063 | 22,380.68 | 1,608.22 | 17.86 | 1,590.36 | 20,790.32 |
| 468 | 3/1/2063 | 20,790.32 | 1,608.22 | 16.59 | 1,591.63 | 19,198.69 |
| 469 | 4/1/2063 | 19,198.69 | 1,608.22 | 15.32 | 1,592.90 | 17,605.79 |
| 470 | 5/1/2063 | 17,605.79 | 1,608.22 | 14.05 | 1,594.17 | 16,011.62 |
| 471 | 6/1/2063 | 16,011.62 | 1,608.22 | 12.78 | 1,595.44 | 14,416.18 |
| 472 | 7/1/2063 | 14,416.18 | 1,608.22 | 11.50 | 1,596.72 | 12,819.46 |
| 473 | 8/1/2063 | 12,819.46 | 1,608.22 | 10.23 | 1,597.99 | 11,221.47 |
| 474 | 9/1/2063 | 11,221.47 | 1,608.22 | 8.96 | 1,599.26 | 9,622.21 |
| 475 | 10/1/2063 | 9,622.21 | 1,608.22 | 7.68 | 1,600.54 | 8,021.67 |
| 476 | 11/1/2063 | 8,021.67 | 1,608.22 | 6.40 | 1,601.82 | 6,419.85 |
| 477 | 12/1/2063 | 6,419.85 | 1,608.22 | 5.12 | 1,603.10 | 4,816.75 |
| 478 | 1/1/2064 | 4,816.75 | 1,608.22 | 3.84 | 1,604.38 | 3,212.37 |
| 479 | 2/1/2064 | 3,212.37 | 1,608.22 | 2.56 | 1,605.66 | 1,606.71 |
| 480 | 3/1/2064 | 1,606.71 | 1,607.99 | 1.28 | 1,606.71 | - |


| PASS REFI ANALYSIS |  |  |  |
| :---: | :---: | :---: | :---: |
| Payments and Equity Balance |  |  | PA: |
|  |  |  | Market Rate Loar |
| PASS LOAN |  | Yr Prin Bal |  |
| Market Rate Note | 1,161,972.00 | 1 | 1,149,577 |
| Below Market Rate Note | 641,088.00 | 2 | 1,136,693 |
| Deferred Note | 104,940.00 | 3 | 1,123,301 |
| Total PASS Loan | 1,908,000.00 | 4 | 1,109,382 |
|  |  | 5 | 1,094,913 |
| Market Rate Interest Rate | 3.87289\% | 6 | 1,079,875 |
| Below Market Rate Interest Rate | 0.95763\% | 7 | 1,064,243 |
| Deferred Interest Rate | 0.95763\% | 8 | 1,047,995 |
| True Interest Cost |  | 9 | 1,031,107 |
|  |  | 10 | 1,013,552 |
| Market Rate Note Payment | 57,178.50 | 11 | 995,306 |
| Below Market Rate Note Payment | 19,298.64 | 12 | 976,340 |
| Deferred Note Payment | - | 13 | 956,627 |
| Total PASS Annual Payment | 76,477.14 | 14 | 936,136 |
|  |  | 15 | 914,838 |
| REFI ASSUMPTIONS |  | 16 | 892,700 |
| Refi Year | 20 | 17 | 869,689 |
| Refi Debt Service | 84,662 | 18 | 845,771 |
| Refi Proceeds | 21,250 | 19 | 820,910 |
|  |  | 20 | 795,069 |
| Replacement Reserve Starting Balance 10-year inflated CNA total | 290,000.00 | 21 | 768,209 |
|  | 237,296 | 22 | 740,290 |
|  |  | 23 | 711,271 |
| SMALL SITES PROGRAM |  | 24 | 681,107 |
| SSP Loan Total Subsidy Loans | 3,701,285.01 | 25 | 649,755 |
|  | 3,701,285.01 | 26 | 617,166 |
|  |  | 27 | 583,293 |
|  |  | 28 | 548,084 |
|  |  | 29 | 511,487 |
|  |  | 30 | 473,447 |
|  |  | 31 | 433,908 |
|  |  | 32 | 392,810 |
|  |  | 33 | 350,091 |
|  |  | 34 | 305,689 |
|  |  | 35 | 259,536 |
|  |  | 36 | 211,563 |
|  |  | 37 | 161,699 |
|  |  | 38 | 109,870 |
|  |  | 39 | 55,997 |
|  |  | 40 | 0 |


| SS Loan Amortization |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BMR Loan | Deferred Loan | Total PASS |  | Refi | Refi | Refi |
| Prin Bal | Prin Bal | Prin Bal | Equity | Rate | Term | DSCR |
| 627,871 | 105,949 | 1,883,397 | 24,603 | 5.00000\% | 30.00 | 1.150 |
| 614,526 | 106,968 | 1,858,188 | 49,812 | 5.00000\% | 30.00 | 1.150 |
| 601,053 | 107,997 | 1,832,352 | 75,648 | 5.00000\% | 30.00 | 1.150 |
| 587,451 | 109,036 | 1,805,869 | 102,131 | 5.00000\% | 30.00 | 1.150 |
| 573,718 | 110,085 | 1,778,716 | 129,284 | 5.00000\% | 30.00 | 1.150 |
| 559,853 | 111,144 | 1,750,871 | 157,129 | 5.00000\% | 30.00 | 1.150 |
| 545,854 | 112,213 | 1,722,310 | 185,690 | 5.00000\% | 30.00 | 1.150 |
| 531,721 | 113,292 | 1,693,008 | 214,992 | 5.00000\% | 30.00 | 1.150 |
| 517,451 | 114,382 | 1,662,940 | 245,060 | 5.00000\% | 30.00 | 1.150 |
| 503,045 | 115,482 | 1,632,079 | 275,921 | 5.00000\% | 30.00 | 1.150 |
| 488,500 | 116,593 | 1,600,398 | 307,602 | 5.00000\% | 30.00 | 1.150 |
| 473,815 | 117,714 | 1,567,869 | 340,131 | 5.00000\% | 30.00 | 1.150 |
| 458,989 | 118,846 | 1,534,462 | 373,538 | 5.00000\% | 30.00 | 1.150 |
| 444,020 | 119,989 | 1,500,145 | 407,855 | 5.00000\% | 30.00 | 1.150 |
| 428,907 | 121,144 | 1,464,888 | 443,112 | 5.00000\% | 30.00 | 1.150 |
| 413,649 | 122,309 | 1,428,657 | 479,343 | 5.00000\% | 30.00 | 1.150 |
| 398,244 | 123,485 | 1,391,418 | 516,582 | 5.00000\% | 30.00 | 1.150 |
| 382,691 | 124,673 | 1,353,135 | 554,865 | 5.00000\% | 30.00 | 1.150 |
| 366,988 | 125,872 | 1,313,770 | 594,230 | 5.00000\% | 30.00 | 1.150 |
| 351,135 | 127,083 | 1,273,286 | 634,714 | 5.00000\% | 30.00 | 1.150 |
| 335,128 | 128,305 | 1,231,643 | 676,357 |  |  |  |
| 318,968 | 129,539 | 1,188,798 | 719,202 |  |  |  |
| 302,653 | 130,785 | 1,144,709 | 763,291 |  |  |  |
| 286,180 | 132,043 | 1,099,331 | 808,669 |  |  |  |
| 269,549 | 133,313 | 1,052,617 | 855,383 |  |  |  |
| 252,758 | 134,595 | 1,004,520 | 903,480 |  |  |  |
| 235,806 | 135,890 | 954,989 | 953,011 |  |  |  |
| 218,690 | 137,197 | 903,971 | 1,004,029 |  |  |  |
| 201,410 | 138,517 | 851,414 | 1,056,586 |  |  |  |
| 183,964 | 139,849 | 797,260 | 1,110,740 |  |  |  |
| 166,350 | 141,194 | 741,452 | 1,166,548 |  |  |  |
| 148,566 | 142,552 | 683,928 | 1,224,072 |  |  |  |
| 130,612 | 143,923 | 624,626 | 1,283,374 |  |  |  |
| 112,484 | 145,308 | 563,481 | 1,344,519 |  |  |  |
| 94,183 | 146,705 | 500,424 | 1,407,576 |  |  |  |
| 75,705 | 148,116 | 435,385 | 1,472,615 |  |  |  |
| 57,050 | 149,541 | 368,290 | 1,539,710 |  |  |  |
| 38,215 | 150,979 | 299,064 | 1,608,936 |  |  |  |
| 19,199 | 152,432 | 227,627 | 1,680,373 |  |  |  |
| 0 | 153,898 | 153,898 | 1,754,102 |  |  |  |


| Refi <br> Prin |  | Refi |  | Refi | RFR |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Costs |  | Proceeds | Balance/Unit |
|  | 1,213,369 |  | 18,201 | $(688,229)$ | 37,013 |
|  | 1,312,743 |  | 19,691 | $(565,136)$ | 38,900 |
|  | 1,319,331 |  | 19,790 | $(532,812)$ | 41,420 |
|  | 1,325,366 |  | 19,880 | $(500,384)$ | 43,581 |
|  | 1,330,815 |  | 19,962 | $(467,864)$ | 43,742 |
|  | 1,335,642 |  | 20,035 | $(435,263)$ | 46,422 |
|  | 1,339,811 |  | 20,097 | $(402,596)$ | 49,158 |
|  | 1,343,284 |  | 20,149 | $(369,873)$ | 42,608 |
|  | 1,346,020 |  | 20,190 | $(337,110)$ | 43,303 |
|  | 1,347,977 |  | 20,220 | $(304,321)$ | 30,711 |
|  | 1,349,113 |  | 20,237 | $(271,522)$ | 23,770 |
|  | 1,349,383 |  | 20,241 | $(238,727)$ | 19,979 |
|  | 1,348,738 |  | 20,231 | $(205,955)$ | 22,536 |
|  | 1,347,131 |  | 20,207 | $(173,222)$ | 25,115 |
|  | 1,344,509 |  | 20,168 | $(140,547)$ | 2,441 |
|  | 1,340,820 |  | 20,112 | $(107,949)$ | 4,792 |
|  | 1,336,009 |  | 20,040 | $(75,449)$ | 6,661 |
|  | 1,330,017 |  | 19,950 | $(43,068)$ | 5,849 |
|  | 1,322,785 |  | 19,842 | $(10,827)$ | 7,898 |
|  | 1,314,250 |  | 19,714 | 21,250 | $(11,761)$ |



| 5. Geographic Equity |  |  |  |  | 24 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| GEOGRAPHIC EQUITY |  |  |  | Score: |  |
| BoS District | Expanded Cumulative Housing Balance | $\begin{array}{\|c\|} \hline \text { Points (5- } \\ 15) \end{array}$ | Units Removed From Protected Status | $\begin{array}{\|c} \hline \text { Points (5- } \\ 15) \\ \hline \end{array}$ | Cumulati ve Points |
| 1 | -36.1\% | 14 | 477 | 13 | 27 |
| 2 | 7.7\% | 10 | 289 | 7 | 17 |
| 3 | 42.1\% | 6 | 298 | 8 | 14 |
| 4 | -75.5\% | 15 | 474 | 12 | 27 |
| 5 | 50.7\% | 5 | 324 | 10 | 15 |
| 6 | 27.4\% | 9 | 142 | 5 | 14 |
| 7 | 5.0\% | 11 | 225 | 6 | 17 |
| 8 | 4.8\% | 12 | 610 | 14 | 26 |
| 9 | 29.7\% | 7 | 660 | 15 | 22 |
| 10 | 28.3\% | 8 | 299 | 9 | 17 |
| 11 | 1.5\% | 13 | 402 | 11 | 24 |

6. Final Rubric Scoring

FINAL PROJECT SCORING CALCULATION



| 2. San Francisco Resident 10+ Years $50 \%$ of Households: 15 points $33 \%$ of Households: 10 points $25 \%$ of Households: 05 points |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 3. Formerly Displaced or Imminent Displacement Risk. $50 \%$ of Households: 15 points |  |  |  | $33 \%$ of Households: 10 points <br> $25 \%$ of Households: 05 points |
| 4. Vulnerable Population |  |  |  |  |
| COMMUNITY STABILIZATION (Max 35 Points) |  |  |  | Score: 30 |
| Years at Current Residence | Years in SF | Formerly Displaced? | Imminent Displacement Risk? | Vulnerable Population |
| 3 | 5 |  | Yes | Yes |
| 18 | 20 |  | Yes | Yes |
| 10 | 30 |  | Yes | Yes |
| 2 | 30 |  | Yes | Yes |
| 3 | 5 |  | Yes | Yes |
| 1 | 10 |  | Yes | Yes |
| 7 | 20 |  | Yes | Yes |
| 2 | 4 |  | Yes | Yes |
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