

1 [Grant Agreement - Alabama Street Housing Associates, L.P. - Local Operating Subsidy
2 Program Contract - Mosaica Senior Apartments, 655 Alabama Street - Not to Exceed
3 \$1,258,693]

4 **Resolution authorizing the Director of the Mayor's Office of Housing and Community**
5 **Development to execute a Local Operating Subsidy Program Grant Agreement with**
6 **Alabama Street Housing Associates, L.P., a California limited partnership, to provide**
7 **operating subsidies for formerly homeless adults at Mosaica Senior Apartments, 655**
8 **Alabama Street, for a term of 15 years to commence following Board approval, in an**
9 **amount not to exceed \$1,258,693.**

10
11 WHEREAS, The Mayor's Office of Housing and Community Development ("MOHCD")
12 administers a variety of housing programs that provide financing for the development of new
13 housing and the rehabilitation of single- and multi-family housing for low- and moderate-
14 income households in San Francisco; and

15 WHEREAS, In 2016, the City and County of San Francisco ("City") founded the
16 Department of Homelessness and Supportive Housing ("HSH"), with one of its goals to reduce
17 the number of chronically homeless households that numbered 1,700 per the 2015 Point in
18 Time Homeless Count; and

19 WHEREAS, MOHCD developed the Local Operating Subsidy Program ("LOSP") in
20 order to establish long-term financial support to operate and maintain permanent affordable
21 housing for homeless households; and

22 WHEREAS, Through the LOSP, the City subsidizes the difference between the cost of
23 operating housing for homeless persons and all other sources of operating revenue for a
24 given project, such as tenant rental payments, commercial space lease payments, Continuum
25

1 of Care ("CoC") Shelter Plus Care Program subsidies, project-based Section 8 rent subsidies
2 and California Mental Health Services Act operating subsidies; and

3 WHEREAS, All supportive housing projects selected for capital funding by the
4 Citywide Affordable Housing Loan Committee ("Loan Committee") are eligible to receive
5 LOSP funds; and

6 WHEREAS, the Board of Supervisors authorizes City funding for LOSP projects as part
7 of the Annual Appropriation Ordinance; and

8 WHEREAS, MOHCD enters into grant agreements with supportive housing owners and
9 operators for LOSP projects in consultation with HSH, administers LOSP contracts, reviews
10 annual audits and prepares recommendations for annual adjustments to project funding,
11 monitors compliance with LOSP requirements in accordance with capital funding regulatory
12 agreements, and if necessary, takes appropriate action to enforce compliance; and

13 WHEREAS, Alabama Street Housing Associates, L.P., a California limited partnership
14 (the "Owner"), is the owner of Mosaica Senior Apartments, located at 655 Alabama Street,
15 which provides 24 units serving seniors, 11 of which serve extremely low-income, chronically
16 homeless seniors ("Project"); and

17 WHEREAS, On March 3, 2017, the Loan Committee recommended approval to the
18 Mayor of a LOSP grant award for the Project in an amount not to exceed \$1,258,693; and

19 WHEREAS, MOHCD proposes to provide a LOSP grant in the amount not to exceed
20 \$1,258,693 to the Owner pursuant to a LOSP Grant Agreement (the "Agreement") in
21 substantially the form on file with the Clerk of the Board in File No. 170557 and in
22 such final form as approved by the Director of MOHCD and the City Attorney; and

23 WHEREAS, The Agreement is for a 15-year term, and therefore requires Board of
24 Supervisors authorization; now, therefore, be it


1 RESOLVED, That this Board of Supervisors hereby authorizes the Director of MOHCD
2 or his designee to execute the Agreement for an amount not to exceed \$1,258,693; and, be it

3 FURTHER RESOLVED, That this Board of Supervisors authorizes MOHCD to proceed
4 with actions necessary to implement the Agreement following execution, and ratifies,
5 approves and authorizes all actions heretofore taken by any City official in connection with
6 such Agreement; and, be it

7 FURTHER RESOLVED, That this Board of Supervisors hereby authorizes the Director
8 of MOHCD or his designee to enter into any amendments or modifications to the Agreement,
9 including without limitation, the exhibits that the Director determines, in consultation with the
10 City Attorney, are in the best interest of the City, do not materially increase the obligations or
11 liabilities for the City or materially diminish the benefits to be received by the City, are
12 necessary or advisable to effectuate the purposes and intent of this Resolution and are in
13 compliance with all applicable laws, including the City Charter; and, be it

14 FURTHER RESOLVED, That within thirty (30) days of the contract being fully executed
15 by all parties, the MOHCD shall provide the final contract to the Clerk of the Board for
16 inclusion into the official file.

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18
19 RECOMMENDED:

20 
21 Olson Lee, Director
22 Mayor's Office of Housing and Community Development

**Items 12, 13, 14, 15, 16, 17 and 18
Files 17-0557, 17-0558, 17-0559, 17-0560, 17-0561, 17-0562 and 17-0563**

Department:
Mayor's Office of Housing and Community Development

EXECUTIVE SUMMARY

Legislative Objectives

- The seven proposed resolutions approve approximately 15-year Local Operating Subsidy Program (LOSP) agreements with seven nonprofit affordable housing providers: (i) Alabama Street Housing Associates, LP for Mosaica Senior Apartments at 655 Alabama Street for a not to exceed \$1,258,693; (ii) Alabama Street Housing Associates, LP for Mosaica Family Apartments at 680 Florida Street for a not to exceed \$3,616,321; (iii) 650 Eddy, LP for Arnett Watson Apartments at 650 Eddy Street for a not to exceed \$19,018,559; (iv) Armstrong Place Associates, LP for Armstrong Place at 5600 Third Street for a not to exceed \$4,237,156; (v) Hotel Essex, LP at 684 Ellis Street for a not to exceed \$18,623,354; (vi) BTW Housing Partners, LP for John Burton Advocates for Youth Housing Complex at 800 Presidio Avenue for a not to exceed \$7,780,147; and (vii) Polk Senior Housing Associates, LP for 990 Polk Senior Apartments at 990 Polk Street for a not to exceed \$13,131,321.

Key Points

- MOHCD provides operating subsidies to owners and operators of 26 supportive housing facilities through its Local Operating Subsidy Program (LOSP). LOSP was created to bridge the gap between the cost of providing housing and the amount that very low income, formerly homeless tenants can afford to pay. In FY 2016-17, MOHCD is anticipated to pay \$12,117,510 in operating subsidies to 26 supportive housing nonprofit providers for 1,464 units throughout the City, for an average subsidy of \$690 per unit of housing per month.

Fiscal Impact

- Under the proposed agreements, the amount of the subsidy to be paid to each nonprofit provider will be adjusted annually based on MOHCD's review of the occupancy rate and actual operating expenditures. Funding for the proposed agreements are General Fund monies appropriated annually in the DSHS budget, which are subject to Board of Supervisors annual appropriation approval. The annual General Fund subsidies for these seven proposed LOSP agreements are anticipated to increase from \$4,291,721 in FY 2017-18 to \$5,762,986 in FY 2031-32. The total costs over the approximately 15-year term for the seven proposed LOSP agreements are estimated to be \$67,665,552.

Recommendations

- Amend the proposed resolutions to clarify the term of each agreement.
- Amend (i) File 17-0559 to state that the current agreement between MOHCD and 650 Eddy, LP for Arnett Watson Apartments will terminate on June 30, 2017; and (ii) File 17-0561 to state that the current agreement between MOHCD and Hotel Essex, LP will terminate on June 30, 2017.
- Approve the proposed resolutions as amended.
- Request that MOHCD continue to include an update on the Local Operating Subsidy Program (LOSP) in the MOHCD Annual Progress Report submitted to the Board of Supervisors on supportive housing.

MANDATE STATEMENT

City Charter Section 9.118(b) states that any contract entered into by a department, board or commission that (1) has a term of more than ten years, (2) requires expenditures of \$10 million or more, or (3) requires a modification of more than \$500,000 is subject to Board of Supervisors approval.

BACKGROUND

The Mayor's Office of Housing and Community Development (MOHCD), in collaboration with the Department of Homelessness and Supportive Housing (DHS¹), currently provides operating subsidies to non-profit owners and operators of 26 supportive housing facilities, through its Local Operating Subsidy Program (LOSP). The program was started in 2004 as a part of the Mayor's ten year "San Francisco Plan to Abolish Chronic Homelessness," which had a goal of providing 3,000 new supportive housing units within 10 years to low income persons who were formerly homeless. Supportive housing provides social and other related services as well as housing to formerly homeless persons in order to improve their social outcomes and in an attempt to reduce the City's associated health, mental health, social services, criminal justice, and other related costs.

According to Ms. Anne Romero, MOHCD Senior Project Manager, tenants in supportive housing have very low incomes (below 20 percent of area median income)². Under the agreements between the City and housing operators, rent in supportive housing units is capped to a fixed percentage of a tenant's income (50 percent in Direct Access to Housing (DAH)³ subsidized units, 30 percent in all other subsidized units). The LOSP was created to bridge the gap between the cost of operating the housing and the amount the tenants can afford to pay, thereby providing long-term financial incentives to owners and operators to create and maintain permanent supportive housing units.

As shown in Table 1 below, between FY 2012-13 and FY 2016-17, the number of LOSP agreements has grown from 17 to 26, the number of subsidized units increased from 984 to 1,464 and the overall annual General Fund costs have grown from \$6,594,816 to \$12,117,510. In FY 2016-17, MOHCD is anticipated to pay \$12,117,510 in operating subsidies to 26 supportive housing nonprofit providers for 1,464 units throughout the City, for an average subsidy of \$690 per unit of housing per month.

¹ MOHCD previously collaborated with the Department of Public Health (DPH) and the Human Services Agency (HSA) prior to the creation of the Department of Homelessness and Supportive Housing (DHS), which combines key homeless serving programs and contracts from the two agencies.

² 20 percent of area median income (AMI) for one person in 2017 is \$16,150 annually.

³ Established by the San Francisco Department of Public Health – Housing and Urban Health Section (SFDPH-HUH) in 1998, the Direct Access to Housing (DAH) is a permanent supportive housing program targeting low-income San Francisco residents who are homeless and have special needs.

Table 1: Actual Local Operating Subsidy Program Agreements, Subsidized Units, Budget, and Subsidy per Unit – FY 2012-13 through FY 2016-17

Fiscal Year	Number of Local Operating Subsidy Program Agreements	Number of Subsidized Units of Housing	Total Annual Budgeted Amount	Average Subsidy per Unit per Year	Average Subsidy per Unit per Month
FY 2012-13	17	984	\$6,594,816	\$6,702	\$559
FY 2013-14	21	1,218	9,377,788	7,699	642
FY 2014-15	26	1,454	12,231,928	8,413	701
FY 2015-16	26	1,459	12,359,887	8,471	706
FY 2016-17	26	1,464	12,117,510	8,277	690

As shown in Table 2 below, MOHCD estimates that over the next five years, or by FY 2021-22, the LOSP will provide subsidies to 56 housing projects covering 2,564 units of supportive housing at an overall General Fund cost of \$28,804,991 in FY 2021-22, or an average cost of \$936 per unit per month.

Table 2: Estimated Local Operating Subsidy Program Agreements, Subsidized Units, Budget, and Subsidy per Unit – FY 2017-18 through FY 2021-22

Fiscal Year	Number of Local Operating Subsidy Program Agreements	Number of Subsidized Units	Total Annual Budgeted amount	Average Subsidy per Unit per Year	Average Subsidy per Unit per Month
FY 2017-18	27	1,494	\$14,660,916	\$9,813	\$818
FY 2018-19	32	1,639	15,965,857	10,351	812
FY 2019-20	42	2,008	18,946,526	9,436	786
FY 2020-21	43	2,116	22,956,054	10,849	904
FY 2021-22	56	2,564	28,804,991	11,234	936

DETAILS OF PROPOSED LEGISLATION

The seven proposed resolutions authorize MOHCD to execute seven new approximately 15-year Local Operating Subsidy Program (LOSP) agreements with nonprofits providing housing to low income persons who were formerly homeless, replacing six existing 9-year agreements with six current nonprofit providers and adding one new agreement with a new provider as follows:

- File 17-0557: Alabama Street Housing Associates, LP for Mosaica Senior Apartments at 655 Alabama Street for a not to exceed \$1,258,693 and a term of 15 years from January 1, 2018 through December 31, 2032. The proposed new agreement replaces the current 9-year LOSP agreement with Mosaica Senior Apartments from approximately April 2009 and through April 2018. According to Ms. Romero, the current agreement will now terminate on December 31, 2017.

- File 17-0558: Alabama Street Housing Associates, LP for Mosaica Family Apartments at 680 Florida Street for a not to exceed \$3,616,321 and a term of 15 years from January 1, 2018 through December 31, 2032. The proposed new agreement replaces the current 9-year LOSP agreement with Mosaica Family Apartments from approximately April 2009 and through April 2018. According to Ms. Romero, the current agreement will now terminate on December 31, 2017.
- File 17-0559: 650 Eddy, LP for Arnett Watson Apartments at 650 Eddy Street for a not to exceed \$19,018,559 and a term of 15 years from July 1, 2017 through June 30, 2032. The proposed new agreement replaces the current 9-year LOSP agreement with Arnett Watson Apartments from 2009 through December 2017. According to Ms. Romero, the existing agreement will now terminate in October 2017, resulting in a three-month overlap between the two agreements. The proposed legislation should be amended to terminate the existing agreement with 650 Eddy, LP on June 30, 2017 prior to the start of the new agreement on July 1, 2017.
- File 17-0560: Armstrong Place Associates, LP for Armstrong Place at 5600 Third Street for a not to exceed \$4,237,156 and a term of 15 years and two months from November 1, 2017 through December 31, 2032. The current LOSP agreement with Armstrong Place covers a 9-year term, beginning in 2011 to 2020. Due to two requests for supplemental disbursements to cover operating shortfalls⁴, the current LOSP agreement authority will not be sufficient to cover the Armstrong Place operating costs subsidized by LOSP through the end of the agreement period. Based on disbursements made to date and projected operating costs, the project is estimated to exhaust the full contract amount by November 2017.
- File 17-0561: Hotel Essex, LP at 684 Ellis Street for a not to exceed \$18,623,354 and a term of 15 years and six months from July 1, 2017 through December 31, 2032. The proposed new agreement replaces the current 9-year LOSP agreement with Hotel Essex from 2008 to 2017. According to Ms. Romero, the existing agreement will now terminate in October 2017, resulting in a three-month overlap between the two agreements. The proposed legislation should be amended to terminate the existing agreement with Hotel Essex, LP on June 30, 2017 prior to the start of the new agreement on July 1, 2017.
- File 17-0562: BTW Housing Partners, LP for John Burton Advocates for Youth Housing Complex at 800 Presidio Avenue for a not to exceed \$7,780,147 and a term of 15 years

⁴ During the first several years of operations of the Armstrong Place agreement, several significant operational changes were made. BRIDGE Housing, the project sponsor, assumed property management responsibilities from Eskaton, and also entered into contracts for security/front desk staffing. These two changes resulted in LOSP budget shortfalls during 2012 and 2013, for which BRIDGE Housing requested and was approved for a supplemental disbursement of LOSP funding in February 2015. More recently, BRIDGE Housing submitted another request for a supplemental disbursement of LOSP funding for shortfalls experienced in 2015 and 2016, due to lower than projected rental income and escalating operating costs. The request for a supplemental disbursement to cover shortfalls from the 2015 and 2016 operating years was approved by MOHCD in January 2017.

and six months. The proposed agreement is a new agreement with the funding period beginning on July 1, 2017 through December 31, 2032.

- File 17-0563: Polk Senior Housing Associates, LP for 990 Polk Senior Apartments at 990 Polk Street for a not to exceed \$13,131,321 and a term of 15 years and six months. The proposed new agreement replaces the current 9-year LOSP agreement with 990 Polk Senior Apartments, beginning in July 2008 and expiring in June 2017. The proposed agreement would renew the agreement with the funding period beginning on July 1, 2017 through December 31, 2032.

Table 3 below shows the target population, total number of units, and the number of units to be subsidized under the proposed LOSP agreements.

Table 3: Summary of Proposed LOSP Agreements

Project: Address	Target Population	Total Number of Units	LOSP Funded Units
Mosaica Senior: 655 Alabama	Seniors	24	11
Mosaica Family: 680 Florida	Families	93	20
Arnett Watson: 650 Eddy	Families and Adults	83	79
Armstrong Place: 5600 3 rd Street	Seniors	116	23
Hotel Essex: 684 Ellis Street	Adults	84	84
John Burton: 800 Presidio	Transition Age Youth (TAY) ⁵	50	25
990 Polk Senior: 990 Polk Street	Seniors	110	50
Total		560	292

Each of the projects and project sponsors are summarized below:

Mosaica Senior Housing (File 17-0557)

Mosaica Senior Housing at 655 Alabama Street is a 24 unit affordable senior development with 11 units targeted to homeless seniors under the proposed LOSP agreement. The site was developed adjacent to Mosaica Family Housing by Citizens Housing Corporation (CHC) and then transferred to the Tenderloin Neighborhood Development Corporation (TNDC) when CHC ended operations. Supportive services are provided by Lutheran Social Services. The project sponsor is the TNDC.

Mosaica Family Housing (File 17-0558)

Mosaica Family Housing at 680 Florida Street is a 93 unit affordable family housing development with 20 units targeted to homeless families under the proposed LOSP agreement. The project was completed in 2010 and developed by CHC and subsequently transferred to the TNDC when CHC ended operations. The site is developed adjacent to Mosaica Senior Housing. Supportive services are provided by Lutheran Social Services. The project sponsor is the TNDC.

⁵ Transition Age Youth are disconnected homeless youth between the ages of 18-24 years old.

Arnett Watson Apartments (File 17-0559)

Arnett Watson Apartments at 650 Eddy Street in the Tenderloin provides 83 units of supportive housing for homeless families and adults. The site was developed by Community Housing Partnership (CHP) and the TNDC and is owned and operated by CHP. 47 one and two bedroom units are for homeless families, and 32 studios are for homeless adults, for a total of 79 units under the proposed LOSP agreement. Services are provided by CHP. The project sponsor is CHP.

Armstrong Place (File 17-0560)

Armstrong Place at 5600 Third Street is a 116 unit senior housing development with 23 units targeted to homeless seniors under the proposed LOSP agreement. The development completed construction in 2011 and is financed with Department of Housing and Urban Development (HUD) 202⁶ capital dollars and a Project Rental Assistance Contract (PRAC) on 72 units. The project sponsor is BRIDGE Housing.

Hotel Essex (File 17-0561)

Hotel Essex at 864 Ellis Street is a building that was rehabilitated by CHP to create 84 efficiency studio units for single homeless adults and is located in the Tenderloin. All 84 units are to be funded under the proposed LOSP agreement. Support services are provided by CHP. The project sponsor is CHP.

John Burton Advocates for Youth Housing Complex at Booker T. Washington (File 17-0562)

John Burton Advocates for Youth Housing Complex at 800 Presidio is a 50 unit affordable housing development with 25 of the units under the proposed LOSP new agreement targeted to homeless or at-risk Transition Age Youth (TAY) ages 18-24, including former foster youth. The building will complete construction in June 2017 and is located adjacent to the newly constructed Booker T. Washington Community Service Center, which provides programs for families and youth. The housing development is a partnership between the Booker T. Washington Community Service Center and the John Stewart Company with services provided by First Place for Youth. The project sponsors are Booker T. Washington Community Service Center and the John Stewart Company.

990 Polk Street (File 17-0563)

990 Polk Street Senior Housing at 990 Polk Street is a 110 unit affordable senior housing development with 50 units targeted to homeless seniors under the proposed LOSP agreement. 10 of the 50 LOSP units are for clients referred by the Mental Health Services Act (MHSA) and serve homeless seniors with serious mental illness. This development was developed by CHC and subsequently transferred to TNDC when CHC ended operations. Support services are provided by Lutheran Social Services. The project sponsor is TNDC.

⁶ The Section 202 program provides capital advances and operating subsidies to facilitate the creation of multifamily housing for very low-income elderly persons.

Approval of Local Operating Subsidy Program Providers

According to Ms. Romero, the seven nonprofit providers were approved for LOSP subsidies as part of the evaluation by the Citywide Affordable Housing Loan Committee⁷ of applications responding to various Notice of Funding Availability (NOFA) for capital funding for acquisition and predevelopment financing for supportive housing for homeless persons, or Request for Proposals (RFP) for specific development sites.

Ms. Romero advises that the operating subsidies to be paid to the seven nonprofit affordable housing owners and operators are necessary because revenue generated by the affordable housing developments, including outside grants, tax credits and tenant rents, are not sufficient to fund permanent supportive housing to low income persons who were formerly homeless.

Funding for the proposed agreements are General Fund monies allocated annually in the DSHS budget, which is subject to Board of Supervisors annual appropriation approval. The proposed agreements are administered by MOHCD, under work order agreements with DSHS. Ms. Romero notes that, if any of the seven proposed LOSP agreements are not approved, or if any of the General Fund appropriations are not approved in the current or future 14 fiscal years, then the individual nonprofit housing providers would not be able to provide such specified housing units for very low income formerly homeless target populations.

FISCAL IMPACT

Under the proposed LOSP agreements, the rent charged to tenants living in these subsidized units would be capped at a fixed percentage of a tenant's income (50 percent in Direct Access to Housing (DAH) subsidized units, 30 percent in all other subsidized units). According to Ms. Romero, in 2015, the average tenant's rent was \$326 per unit per month. The projected City LOSP subsidy amount for the units covered under the proposed agreements is the difference between the rent paid by individual tenants and the actual cost to operate the unit per month. The actual operating cost is the amount necessary to cover each facility's operating expenses, which includes property management and office staff, utilities, taxes, licenses, insurance, maintenance, security and required reserves. The amount of the projected subsidy is specified in each agreement, and (i) is subject to revision annually by MOHCD based on the prior years' occupancy, and (ii) is contingent on the annual General Fund appropriation, to DSHS, under work orders with MOHCD, by the Board of Supervisors.

The Attachment provided by MOHCD summarizes the projected LOSP expenditures for each of the seven projects, over the approximately 15-year term of each agreement. As shown in the Attachment, the City's FY 2017-18 subsidy provided per housing unit ranges from \$324 per month at the Mosaica Senior Housing project to \$1,277 per month at the John Burton Advocates for Youth project. According to Ms. Romero, the significant variation in the subsidy per unit is primarily due to the number of the LOSP units per project because economies of scale allow property management and other housing staff requirements to be spread over a

⁷ The Citywide Affordable Housing Loan Committee is composed of the Directors and/or senior staff of the Mayor's Office of Housing and Community Development, the Office of Community Investment and Infrastructure, and the Department of Homelessness and Supportive Housing.

greater number of units. Over the approximately 15-year term, the subsidies per unit are projected to increase.

As summarized in Table 4 below, the total costs over the approximately 15-year term for the seven projects is estimated to be \$67,665,552. The annual General Fund subsidies for these seven projects are anticipated to increase from \$4,291,721 in FY 2017-18 to \$5,762,986 in FY 2031-32. The average cost of each unit's subsidy that would be provided over the approximately 15-year term of each of these agreements is shown in Table 4, ranging from \$114,427 for each of the 11 units in the Mosaica Senior Housing project to \$311,206 for each of the 25 units at the John Burton Advocates for Youth Housing project.

Table 4: Projected Subsidy Expenditures under the Proposed Seven Agreements

Project	Number of LOSP Units	Total LOSP Cost	Average Cost Per Unit for Agreement Term
Mosaica Senior (File 17-0557)	11	\$1,258,693	\$114,427
Mosaica Family (File 17-0558)	20	3,616,321	180,816
Arnett Watson (File 17-0559)	79	19,018,558	240,741
Armstrong Place (File 17-0560)	23	4,237,157	184,224
Hotel Essex (File 17-0561)	84	18,623,354	221,707
John Burton (File 17-0562)	25	7,780,148	311,206
990 Polk Senior (File 17-0563)	50	13,131,321	262,626
TOTAL:	292	\$67,665,552	

As noted above, funding for the proposed agreements are General Fund monies appropriated annually in the Department of Homelessness and Supportive Housing (DHS) budget, which are subject to Board of Supervisors annual appropriation approval. The proposed agreements are administered by MOHCD, under work order agreements with DHS, such that MOHCD would be party to each of the proposed LOSP agreements on behalf of the City.

POLICY CONSIDERATION

The Budget and Legislative Analyst's January 2012 Performance Audit of San Francisco's Affordable Housing Policies recommended that MOHCD report annually to the Board of Supervisors on (i) completed and planned supportive housing units for chronically homeless individuals and families, and (ii) funding strategies for planned but not constructed units. According to Ms. Romero, MOHCD reports on the LOSP contracts in the MOHCD Annual Progress Report, which contains all of MOHCD's required reports for the Board of Supervisors. The Budget and Legislative Analyst continues to recommend that MOHCD include an annual report on the LOSP in its Annual Progress Report to the Board of Supervisors.

RECOMMENDATIONS

1. Amend the proposed resolutions to clarify the term of each agreement as follows:

File	Provider	Agreement Start Date	Agreement End Date	Term
17-0557	Alabama Street Housing Associates	January 1, 2018	December 31, 2032	15 yrs
17-0558	Alabama Street Housing Associates	January 1, 2018	December 31, 2032	15 yrs
17-0559	650 Eddy, LP	July 1, 2017	June 30, 2032	15 yrs
17-0560	Armstrong Place Associates, LP	November 1, 2017	December 31, 2032	15 yrs, 2 mo
17-0561	Hotel Essex, LP	July 1, 2017	December 31, 2032	15 yrs, 6 mo
17-0562	BTW Housing Partners, LP	July 1, 2017	December 31, 2032	15 yrs, 6 mo
17-0563	Polk Senior Housing Associates, LP	July 1, 2017	December 31, 2032	15 yrs, 6 mo

2. Amend (i) File 17-0559 to state that the current agreement between MOHCD and 650 Eddy, LP for Arnett Watson Apartments will terminate on June 30, 2017 prior to the start of the new LOSP agreement on July 1, 2017; and (ii) File 17-0561 to state that the current agreement between MOHCD and Hotel Essex, LP will terminate on June 30, 2017 prior to the start of the new LOSP agreement on July 1, 2017.
3. Approve the proposed resolutions as amended.
4. Request that MOHCD continue to include an update on the Local Operating Subsidy Program (LOSP) in the MOHCD Annual Progress Report submitted to the Board of Supervisors on supportive housing.

Combined Exhibit A

Fiscal Year	John Burton Advocates for Youth, 800 Presidio			Armstrong Place, 5600 3rd Street			Mosalca Family, 680 Florida Street			Mosalca Senior, 655 Alabama Street			Hotel Essex, 864 Ellis Street			Arnett Watson Apts, 650 Eddy Street			Polk and Geary Senior, 990 Polk Street		
	Months of Contract	Projected Local Operating Subsidy Program Expenditure	Average Local Operating Subsidy Program Subsidy Per Unit Per Month	Months of Contract	Projected Local Operating Subsidy Program Expenditure	Average Local Operating Subsidy Program Subsidy Per Unit Per Month	Months of Contract	Projected Local Operating Subsidy Program Expenditure	Average Local Operating Subsidy Program Subsidy Per Unit Per Month	Months of Contract	Projected Local Operating Subsidy Program Expenditure	Average Local Operating Subsidy Program Subsidy Per Unit Per Month	Months of Contract	Projected Local Operating Subsidy Program Expenditure	Average Local Operating Subsidy Program Subsidy Per Unit Per Month	Months of Contract	Projected Local Operating Subsidy Program Expenditure	Average Local Operating Subsidy Program Subsidy Per Unit Per Month	Months of Contract	Projected Local Operating Subsidy Program Expenditure	Average Local Operating Subsidy Program Subsidy Per Unit Per Month
FY 2017-18*	18	\$ 574,617	\$ 1,277	18	\$ 210,573	\$ 509	18	\$ 168,585	\$ 469	18	\$ 64,203	\$ 324	18	\$ 1,422,414	\$ 941	12	\$ 973,477	\$ 1,027	18	\$ 877,752	\$ 617
FY 2018-19	12	\$ 401,833	\$ 1,339	12	\$ 204,466	\$ 741	12	\$ 177,565	\$ 740	12	\$ 67,071	\$ 508	12	\$ 989,015	\$ 981	12	\$ 1,013,167	\$ 1,069	12	\$ 627,859	\$ 662
FY 2019-20	12	\$ 416,866	\$ 1,390	12	\$ 215,210	\$ 780	12	\$ 186,835	\$ 778	12	\$ 70,070	\$ 531	12	\$ 1,021,107	\$ 1,013	12	\$ 1,045,992	\$ 1,103	12	\$ 660,178	\$ 696
FY 2020-21	12	\$ 432,444	\$ 1,441	12	\$ 226,410	\$ 820	12	\$ 196,482	\$ 819	12	\$ 73,204	\$ 555	12	\$ 1,056,227	\$ 1,057	12	\$ 1,086,096	\$ 1,146	12	\$ 693,839	\$ 732
FY 2021-22	12	\$ 448,587	\$ 1,495	12	\$ 238,083	\$ 863	12	\$ 203,220	\$ 847	12	\$ 69,810	\$ 529	12	\$ 1,088,932	\$ 1,080	12	\$ 1,127,706	\$ 1,190	12	\$ 728,903	\$ 769
FY 2022-23	12	\$ 465,316	\$ 1,551	12	\$ 250,250	\$ 907	12	\$ 213,666	\$ 890	12	\$ 73,234	\$ 555	12	\$ 1,119,012	\$ 1,110	12	\$ 1,170,876	\$ 1,235	12	\$ 761,605	\$ 803
FY 2023-24	12	\$ 482,650	\$ 1,609	12	\$ 262,931	\$ 953	12	\$ 224,538	\$ 936	12	\$ 76,812	\$ 582	12	\$ 1,156,118	\$ 1,147	12	\$ 1,215,662	\$ 1,282	12	\$ 799,800	\$ 844
FY 2024-25	12	\$ 500,611	\$ 1,669	12	\$ 276,148	\$ 1,001	12	\$ 235,855	\$ 983	12	\$ 80,552	\$ 610	12	\$ 1,194,605	\$ 1,185	12	\$ 1,252,246	\$ 1,321	12	\$ 839,592	\$ 886
FY 2025-26	12	\$ 519,221	\$ 1,731	12	\$ 289,923	\$ 1,050	12	\$ 247,635	\$ 1,032	12	\$ 84,660	\$ 640	12	\$ 1,234,524	\$ 1,225	12	\$ 1,290,220	\$ 1,361	12	\$ 861,054	\$ 929
FY 2026-27	12	\$ 537,254	\$ 1,791	12	\$ 304,280	\$ 1,102	12	\$ 259,899	\$ 1,083	12	\$ 88,545	\$ 671	12	\$ 1,275,926	\$ 1,266	12	\$ 1,339,510	\$ 1,413	12	\$ 924,263	\$ 975
FY 2027-28	12	\$ 557,233	\$ 1,857	12	\$ 319,243	\$ 1,157	12	\$ 272,668	\$ 1,136	12	\$ 92,813	\$ 703	12	\$ 1,318,866	\$ 1,308	12	\$ 1,390,638	\$ 1,467	12	\$ 969,299	\$ 1,022
FY 2028-29	12	\$ 577,932	\$ 1,926	12	\$ 334,837	\$ 1,213	12	\$ 285,965	\$ 1,192	12	\$ 97,474	\$ 737	12	\$ 1,369,399	\$ 1,353	12	\$ 1,443,671	\$ 1,523	12	\$ 1,016,247	\$ 1,072
FY 2029-30	12	\$ 599,377	\$ 1,998	12	\$ 351,090	\$ 1,272	12	\$ 299,813	\$ 1,249	12	\$ 101,936	\$ 772	12	\$ 1,409,583	\$ 1,388	12	\$ 1,498,677	\$ 1,581	12	\$ 1,065,198	\$ 1,124
FY 2030-31	12	\$ 621,595	\$ 2,072	12	\$ 368,029	\$ 1,333	12	\$ 314,736	\$ 1,309	12	\$ 106,808	\$ 809	12	\$ 1,457,478	\$ 1,446	12	\$ 1,555,726	\$ 1,641	12	\$ 1,116,244	\$ 1,177
FY 2031-32	12	\$ 644,612	\$ 2,149	12	\$ 385,684	\$ 1,397	12	\$ 329,259	\$ 1,372	12	\$ 111,901	\$ 848	12	\$ 1,507,148	\$ 1,495	12	\$ 1,614,894	\$ 1,703	12	\$ 1,169,488	\$ 1,234
TOTAL:	186	\$ 7,780,148		186	\$ 4,237,157		186	\$ 3,616,321		186	\$ 1,258,693		186	\$18,623,354		180	\$ 19,018,558		186	\$ 13,131,321	
# of LOSP Units	25			23			20			11			84			79			50		

*Some contracts in FY 2017-18 received LOSP surplus funds from FY 2016-17. MOHCD requested to use these funds to transition new or renewal contracts to a calendar year to simplify the accounting. Therefore, some contracts reflect a total of 18 months, which includes a one-time six month additional subsidy.

TOTAL: \$ 67,665,552

Total LOSP by Fiscal Year for 7 projects	
Total LOSP 2017-18	\$ 4,291,721
Total LOSP 2018-19	\$ 3,480,976
Total LOSP 2019-20	\$ 3,616,258
Total LOSP 2020-21	\$ 3,773,702
Total LOSP 2021-22	\$ 3,905,241
Total LOSP 2022-23	\$ 4,053,959
Total LOSP 2023-24	\$ 4,218,511
Total LOSP 2024-25	\$ 4,379,609
Total LOSP 2025-26	\$ 4,547,037
Total LOSP 2026-27	\$ 4,729,677
Total LOSP 2027-28	\$ 4,920,760
Total LOSP 2028-29	\$ 5,119,325
Total LOSP 2029-30	\$ 5,325,674
Total LOSP 2030-31	\$ 5,540,116
Total LOSP 2031-32	\$ 5,762,986
Total 7 projects over contract	\$ 67,665,552

LOSP New or Renewal Projects coming on line in 2017-18							UNIT MIX - HOMELESS UNITS						
Project	Target Population	Service Agency	TI Units	TI Homeless Units	TI LOSP units	15 Year LOSP Contract	Other Operating Subsidies	Studios	1-BR	2-BR	3-BR	4-BR	TOTAL
John Burton	YAY	First Place for Youth	50	25	25	\$ 7,780,148	None	24		1			25
Armstrong	Seniors	Providence Foundation	116	23	23	\$ 4,237,157	HUD PRAC	12	11				23
Mosalca Family	Families	Lutheran Social Services	93	24	20	\$ 3,616,321	Shelter Plus Care	0	3	13	2	2	20
Mosalca Senior	Seniors	Lutheran Social Services	24	11	11	\$ 1,258,693	None	9	2				11
Hotel Essex	Adults	Community Housing Partnership	84	84	84	\$18,623,354	Shelter Plus Care	84					84
Arnett Watson	Families and Single Adults	Community Housing Partnership	83	83	79	\$ 19,018,558	Shelter Plus Care	32	33	14			79
990 Polk	Seniors, 10 units targeted to MHSA	Lutheran Social Services	110	50	50	\$ 13,131,321	None (project has MHSA capital dollars that restricts 10 units to MHSA clients)	45	5	0	0		50
TOTAL:			560	300	292	\$ 67,665,552		206	54	28	2		292

**CITY AND COUNTY OF SAN FRANCISCO
MAYOR'S OFFICE OF HOUSING AND COMMUNITY DEVELOPMENT**

GRANT AGREEMENT

between

CITY AND COUNTY OF SAN FRANCISCO

and

ALABAMA STREET HOUSING ASSOCIATES, L.P.

For

Mosaica Senior Apartments
655 Alabama Street San Francisco, CA

THIS GRANT AGREEMENT (this "**Agreement**") is made this _____, by and between ALABAMA STREET HOUSING ASSOCIATES, L.P., a California limited partnership ("**Grantee**"), and the CITY AND COUNTY OF SAN FRANCISCO, a municipal corporation ("**City**") acting by and through the Mayor's Office of Housing and Community Development ("**MOHCD**").

WITNESSETH:

WHEREAS, the City previously provided Grantee funding through MOHCD's Local Operating Subsidy Program ("**Program**") under a nine-year agreement dated March 17, 2010 ; and

WHEREAS, Grantee submitted the Application Documents (as hereinafter defined) to MOHCD for a grant through MOHCD's Local Operating Subsidy Program ("**Program**"); and

WHEREAS, City desires to provide such a grant on the terms and conditions set forth herein; and

WHEREAS, the City's Board of Supervisors authorized execution of this Agreement on _____, 2017 pursuant to Resolution No. _____.

NOW, THEREFORE, in consideration of the premises and the mutual covenants contained in this Agreement and for other good and valuable consideration, the receipt and adequacy of which is hereby acknowledged, the parties hereto agree as follows:

**ARTICLE 1
DEFINITIONS**

1.1 Specific Terms. Unless the context otherwise requires, the following capitalized terms (whether singular or plural) shall have the meanings set forth below:

"**ADA**" shall mean the Americans with Disabilities Act (including all rules and regulations thereunder) and all other applicable federal, state and local disability rights legislation, as the same may be amended, modified or supplemented from time to time.

"**Additional Leasing Date**" shall have the meaning given to it in Section 4.1.

“Agreement Date” means the date this Agreement is duly executed and delivered by Grantee and MOHCD.

“Annual Monitoring Report” shall have the meaning given to it in Section 6.1.

“Annual Operating Budget” means the operating budget for the Project approved by City attached hereto as **Exhibit B**, as amended by Grantee and City from time-to-time.

“Applicable Laws” means all applicable present or future federal, state, local and administrative laws, rules, regulations, codes, orders and requirements.

“Application Documents” shall mean collectively: (i) the grant application submitted by Grantee for a Program grant, including all exhibits, schedules, appendices and attachments thereto; (ii) all documents, correspondence and other written materials submitted in respect of such grant application; and (iii) all amendments, modifications or supplements to any of the foregoing approved in writing by City.

“Approved Shortfall” means the amount that is approved by MOHCD, if any, by which the Assisted Units Operating Costs (as defined in Section 5.6) for any Business Year during the Term exceed the Project Income attributable to the Assisted Units for such Business Year.

“Assisted Units” means eleven (11) residential units at the Project.

“Business Year” means each period of twelve (12) months used by the Project to define the beginning and end of the year for purposes of accounting and other reporting.

“CFR” means the Code of Federal Regulations.

“Certificate of Preference” means the form establishing a priority right for tenant selection, as further described in the Operational Rules.

“Certificate of Preference Holder” means a person or household that has been issued a Certificate of Preference.

“Charter” shall mean the Charter of City.

“Charter Documents” shall have the meaning given in Section 6.2.

“City” means the City and County of San Francisco.

“City Loan Documents” means the MOHCD Loan Agreement and the documents executed in connection therewith.

“Controller” shall mean the Controller of City.

“Director” means MOHCD’s Director or an authorized representative of the Director.

“Effective Date” means the Agreement Date.

“Event of Default” shall have the meaning set forth in Section 11.1.

“First Subsidy Payment” shall mean the Subsidy Payment for the initial period starting from the Effective Date.

“Grant Amount” shall have the meaning set forth in Section 5.1.

“Grant Funds” shall mean any and all funds allocated or disbursed to Grantee under this Agreement.

“Gross Rent” means the aggregate annual sum charged to Tenants for rent and utilities, with utility charges limited to an allowance determined by the San Francisco Housing Authority and published by MOHCD.

“HSH” means the San Francisco Department of Homelessness and Supportive Housing

“HUD” means the United States Department of Housing and Urban Development acting by and through the Secretary of Housing and Urban Development and any authorized agents.

“Indemnified Parties” shall mean City, including MOHCD and all of City’s commissions, departments, agencies and other subdivisions, and City’s elected officials, directors, officers, employees, agents, and representatives, and their respective successors and assigns.

“Initial Leasing Date” shall be the date when the first Assisted Unit is leased and occupied by a Tenant.

“Loan Committee” means the City review committee that selects Program grantees.

“LOSP Clients” means the formerly homeless individuals or households that HSH deems eligible for Program assistance pursuant to the Program criteria set forth on the attached **Exhibit D** (as such criteria may be amended from time to time by MOHCD) as administered by Grantee pursuant to this Agreement, the LOSP Policies and Procedures Manual and the Services Agreement.

“LOSP Policies and Procedures Manual” means the document published jointly by MOHCD and HSH describing the program’s operational policies and procedures, as may be amended from time to time.

“Maintenance Duties” shall have the meaning given to it in Section 4.8(a).

“Median Income” means median income as published annually by MOHCD, derived from the Income Limits determined by HUD for the for the San Francisco area, adjusted solely for household size, but not high housing cost area.

“MOHCD” shall mean the Mayor’s Office of Housing and Community Development of the City and County of San Francisco.

“MOHCD Loan Agreement” means collectively those certain loan agreements, dated as of November 8, 2006 between MOH and Grantee with respect to a \$258,515 Affordable Housing Bond Program loan and a \$1,025,827 HOME Program loan.

“Operating Costs” means the following costs: (a) all charges incurred in the operation of the Project for utilities, real estate taxes and assessments and premiums for insurance required under this Agreement, the City Loan Documents or the Senior Loan Documents; (b) salaries, wages and any other compensation due and payable to the employees or agents of Grantee employed in connection with the Project, including all related withholding taxes, insurance premiums, Social Security payments and other payroll taxes or payments; (c) Qualified Minimal Debt Service Payments, if any; (d) the asset management fees, partnership management fees, investor services fee and deferred developer fees described in the Annual Operating Budget or otherwise approved by MOHCD in writing; (e) all other expenses actually incurred to cover the operation of the Project to the standards required under this Agreement, including maintenance and repairs, and property management fees (to the extent such fees

are permitted to be made under the MOHCD Loan Agreement); (f) required deposits to the Replacement Reserve Account (as defined in the MOHCD Loan Agreement), Operating Reserve Account, and any other reserve account required under this Agreement (excluding the Subsidy Reserve Account), the City Loan Documents or the Senior Loan Documents; and (g) any extraordinary expenses arising from the ownership or operation of the Project approved in advance and in writing by MOHCD. "Operating Costs" shall not include any loan payments to be made under the City Loan Documents, the Senior Loan Documents or any other loan payments other than Qualified Minimal Debt Service Payments, nor any costs Grantee incurs in providing services to a Project tenant other than the services to be provided under such Project tenant's lease or otherwise approved hereunder.

"Operating Reserve Account" means the interest-bearing operating reserve depository account Grantee is required to maintain pursuant to the MOHCD Loan Agreement.

"Operational Rules" means MOHCD's Operational Rules for San Francisco Housing Lotteries and Rental Lease Up Activities dated August 1, 2015, as amended from time to time.

"Operating Statement" shall have the meaning set forth in Section 6.1.

"Opinion" means an opinion of Grantee's California legal counsel, satisfactory to MOHCD, that Grantee is a duly formed, validly existing limited partnership in good standing under the laws of the State of California, has the power and authority to enter into this Agreement and will be bound by its terms when executed and delivered, that each of Grantee's general partners is a duly formed, validly existing nonprofit corporation in good standing under the laws of the State of California, which has established and maintains valid nonprofit status under Section 501(c)(3) of the United States Internal Revenue Code of 1986, as amended, and all rules and regulations promulgated thereunder or is a duly formed, validly existing limited liability company whose sole member is nonprofit corporation in good standing under the laws of the State of California, which has established and maintains valid nonprofit status under Section 501(c)(3) of the United States Internal Revenue Code of 1986, as amended, and all rules and regulations promulgated thereunder and each has the power and authority to act as Grantee's general partner, and that addresses any other matters MOHCD reasonably requests.

"Program" means the Local Operating Subsidy Program, through which MOHCD provides operating subsidies to housing projects that provide permanent supportive housing for formerly homeless individuals and households.

"Program Transition Reserve Account" shall have meaning given to it in Section 2.5.

"Project" means the twenty-four (24) unit housing project commonly known as Mosaica Senior Apartments, which is located on the Real Property.

"Project Income" means all income and receipts in any form received by Grantee from the operation, use or ownership of the Project, calculated on an accrual basis, including rents, fees, deposits (other than tenant security deposits), reimbursements and other charges paid to Grantee by MOHCD in connection with the Project (other than Grant Funds), and any funds held in the Subsidy Reserve Account.

"Project Operating Account" means a checking account maintained by Grantee, which shall be held in a bank or savings and loan institution acceptable to MOHCD as a segregated account insured by the Federal Deposit Insurance Corporation or other comparable federal insurance program.

"Projected Shortfall" means the amount, if any, by which the Assisted Units Operating Costs (as defined in Section 5.6) for any Business Year during the Term are projected to exceed the Project Income obtained from the Assisted Units for such Business Year.

“Qualified Minimal Debt Service Payment” means a minimal debt service payment that Grantee must make under the MOHCD Loan Agreement, the Senior Loan Documents or any additional affordable housing loan for the Project, provided that Grantee first obtains MOHCD’s written consent to such additional loan, including any proposed repayments to be made to such additional loan.

“Real Property” shall mean the real property described on the attached **Exhibit C**.

“Referral” means the report prepared by Program staff for a LOSP Client.

“Senior Loan Documents” means the following documents: the loan documents executed by Grantee in connection with the following loans
\$4,782,782 Wells Fargo Bank, N.A. Construction Loan
\$3,097,000 State Department of Housing and Community Development Multifamily Housing Program Supportive Housing
\$151,517 Affordable Housing Program (Federal Home Loan Bank) funds from Silicon Valley Bank, N.A.
\$1,284,342 MOH Loan Agreement

“Services Agreement” means the Contract for Services dated _____, and between Tenant Services Contractor and HSH for the provision of services to LOSP Clients at the Project.

“Subsidy Payment” means a payment made by MOHCD to Grantee pursuant to the terms of this Agreement, which shall be made in the manner and in the amount specified in Article 5 below.

“Subsidy Reserve Account” means a checking account maintained by Grantee, which shall be held in a bank or savings and loan institution acceptable to MOHCD as a segregated account insured by the Federal Deposit Insurance Corporation or other comparable federal insurance program, and used only for the purposes specified in Section 4.3.

“Tenant” shall mean a LOSP Client who leases an Assisted Unit.

“Tenant-Paid Rent” means the annual amount charged to Tenants for rent, not including any applicable utility allowance, which must be included when calculating Gross Tenant Rent.

“Tenant Services Contractor” shall mean Lutheran Social Services of Northern California, a California non-profit public benefit corporation.

“Term” shall have the meaning given to in Section 3.

“Termination Notice Date” shall have the meaning given to in Section 4.1.

“Transition Plan” shall have the meaning given to in Section 2.5.

“Underlying Restricted Rent” is the maximum Gross Rent allowed under the MOHCD Loan Agreement or any other more-restrictive covenants under City-approved funding agreements.

“Vacancy Period” shall have the meaning given to in Section 4.1.

“15-Year Cash Flow” means the cash flow projection described in the attached **Exhibit B**.

1.2 Additional Terms. The terms “as directed,” “as required” or “as permitted” and similar terms shall refer to the direction, requirement, or permission of MOHCD. The terms “sufficient,” “necessary” or “proper” and similar terms shall mean sufficient, necessary or proper in the sole judgment of MOHCD. The terms “approval,” “acceptable” or “satisfactory” or similar terms shall mean approved by, or acceptable to, or satisfactory to MOHCD. The terms “include,” “included” or “including” and similar

terms shall be deemed to be followed by the words “without limitation”. The use of the term “subcontractor,” “successor” or “assign” herein refers only to a subcontractor (“subgrantee”), successor or assign expressly permitted under Article 13.

1.3 References to this Agreement. References to this Agreement include: (a) any and all appendices, exhibits, schedules, attachments hereto; (b) any and all statutes, ordinances, regulations or other documents expressly incorporated by reference herein; and (c) any and all amendments, modifications or supplements hereto made in accordance with Section 17.2. References to articles, sections, subsections or appendices refer to articles, sections or subsections of or appendices to this Agreement, unless otherwise expressly stated. Terms such as “hereunder,” herein or “hereto” refer to this Agreement as a whole.

ARTICLE 2 APPROPRIATION AND CERTIFICATION OF GRANT FUNDS; LIMITATIONS ON CITY’S OBLIGATIONS

2.1 Risk of Non-Appropriation of Grant Funds. This Agreement is subject to the budget and fiscal provisions of the Charter. City shall have no obligation to make appropriations for this Agreement in lieu of appropriations for new or other agreements or for other MOHCD expenditures. Grantee acknowledges that MOHCD’s obligation to make Subsidy Payments under this Agreement is expressly conditioned on the (a) appropriation of sufficient funds to HSH for Subsidy Payments and transfer of such funds from HSH to MOHCD (or as MOHCD may direct such funds to be transferred directly by HSH to Grantee), which appropriation and transfer is subject to HSH’s annual operating budget, or (b) appropriation of sufficient funds for Subsidy Payments to MOHCD’s annual operating budget. If the funds appropriated for Program subsidy payments in a given year will be insufficient to fund the total Program subsidy payments MOHCD intended to make in such year, MOHCD shall have the right to reduce the amount of Program subsidy payments and to select the qualifying projects subject to such reduced payments.

Notwithstanding the foregoing, however, qualifying projects that are not financed with State Department of Housing and Community Development Multifamily Housing Program Supportive Housing Component funds (“**HCD Funds**”) will be subject to such Program subsidy payment reductions before any such reductions are made to qualifying projects financed with HCD Funds.

If MOHCD determines that Subsidy Payments for any given period must be reduced due to a shortfall in appropriated Program funds (a “**Non-Appropriation Event**”), MOHCD shall notify Grantee that a Non-Appropriation Event has occurred. City’s obligation to make any Subsidy Payments in excess of those for which sufficient funds have been appropriated shall automatically terminate as of such Non-Appropriation Event, except as may be required pursuant to Section 2.5 below. Grantee acknowledges that HSH’s and MOHCD’s annual operating budgets are each subject to the discretion of City’s Mayor and Board of Supervisors and a Non-Appropriation Event may occur during the Term and, accordingly, that Subsidy Payments may subsequently not be made in the amounts projected pursuant to this Agreement. Grantee’s assumption of such risks is part of the consideration for this Agreement.

2.2 Certification of Controller; Guaranteed Maximum Costs. No funds shall be available under this Agreement until prior written authorization certified by the Controller. In addition, as set forth in Section 21.10-1 of the San Francisco Administrative Code:

(a) City’s obligations hereunder shall not at any time exceed the amount certified by the Controller for the purpose and period stated in such certification, the current Controller certification for Grant Funds is only for the First Subsidy Payment, and Controller certification will be a condition precedent for all other Subsidy Payments to the extent that Project Transition Reserve Account funds are not available to fund such Subsidy Payments.

(b) Except as may be provided by City ordinances governing emergency conditions, City and its employees and officers are not authorized to request Grantee to perform services or to provide materials, equipment and supplies that would result in Grantee performing services or providing materials,

equipment and supplies that are beyond the scope of the services, materials, equipment and supplies specified in this Agreement unless this Agreement is amended in writing and approved as required by law to authorize the additional services, materials, equipment or supplies. City is not required to pay Grantee for services, materials, equipment or supplies provided by Grantee if they are beyond the scope of the services, materials, equipment and supplies agreed upon herein and were not approved by a written amendment to this Agreement lawfully executed by City.

(c) City and its employees and officers are not authorized to offer or promise to Grantee additional funding for this Agreement that would exceed the maximum amount of funding provided for herein. Additional funding for this Agreement in excess of the maximum provided herein shall require lawful approval and certification by the Controller. City is not required to honor any offered or promised additional funding that exceeds the maximum provided in this Agreement, which requires lawful approval and certification of the Controller when the lawful approval and certification by the Controller has not been obtained.

(d) The Controller is not authorized to make payments on any agreement for which funds have not been certified as available for such purposes in the budget of HSH or MOHCD or by supplemental appropriation.

2.3 Automatic Termination for Nonappropriation or Nontransfer of Funds. This Agreement shall automatically terminate, without penalty, liability or expense of any kind to City, at the end of the period of the City's Business Year that a Non-Appropriation Event occurs, except as otherwise set forth in Section 2.5.

2.4 SUPERSEDURE OF CONFLICTING PROVISIONS. IN THE EVENT OF ANY CONFLICT BETWEEN ANY OF THE PROVISIONS OF THIS ARTICLE 2 AND ANY OTHER PROVISION OF THIS AGREEMENT, THE APPLICATION DOCUMENTS OR ANY OTHER DOCUMENT OR COMMUNICATION RELATING TO THIS AGREEMENT, THE TERMS OF THIS ARTICLE 2 SHALL GOVERN.

2.5 Program Transition Reserve Account. All LOSP subsidy payments, including the Subsidy Payments, are conditioned on the appropriation of sufficient funds therefor and the transfer of such funds to MOHCD's annual budget. MOHCD intends to establish a reserve account, as MOHCD deems appropriate and in its sole discretion, to fund all or a portion of selected LOSP subsidy payments in the event sufficient funds are not so appropriated or transferred (the "**Program Transition Reserve Account**"). If there is a Non-Appropriation Event, City shall use Program Transition Reserve Account funds to disburse such Subsidy Payments to the extent there are sufficient Program Transition Reserve Account funds for such disbursements.

If there is a Non-Appropriation Event, and City fully funds the following year's Subsidy Payment in the amount shown on Exhibit A (whether with Program Transition Reserve Account funds or otherwise), this Agreement shall remain in effect through the last day of the period for which such Subsidy Payment is made. In the event City continues to fully fund subsequent Subsidy Payments, this Agreement shall remain in effect through the last day of the period for which each such subsequent Subsidy Payment is made.

City shall have no obligation to replenish or supplement the Program Transition Reserve Account. City shall have the right to, at MOHCD's discretion, use Program Transition Reserve Account funds to make subsidy payments to LOSP grantees other than Grantee. The Program Transition Reserve Account shall remain the City's property at all times and any interest that accrues thereon shall remain the sole property of City and will be deemed part of the Program Transition Reserve Account. If any funds remain in the Program Transition Reserve Account at the expiration of the Term or earlier termination of this Agreement, such funds shall remain with City and Grantee shall have no rights thereto.

Grantee agrees that it shall not make any distributions or payments of Residual Receipts, as defined in the MOHCD Loan Agreement, until City has approved the distribution or payment of such Residual Receipts.

ARTICLE 3 TERM

The term of this Agreement (the “**Term**”) shall commence on the Effective Date and shall terminate on the fifteenth (15th) anniversary of the Effective Date, unless earlier terminated in accordance with the terms herein.

ARTICLE 4 PERFORMANCE OF GRANT OBLIGATIONS

4.1 Lease of Assisted Units.

(a) Commencing on the Initial Leasing Date, Grantee shall lease all of the Assisted Units to the LOSP Clients it selects from Referrals supplied by the City.

If an Assisted Unit lease terminates at any time, Grantee shall deliver written notice of such termination to City within five (5) business days of such termination (the “**Termination Notice Date**”). City shall accordingly deliver a Referral to Grantee within fifteen (15) business days of receiving such Assisted Unit lease termination notice and Grantee shall lease such vacated Assisted Unit to the LOSP Client Referral within the sixty (60) day period immediately following its receipt of such Referrals (each such additional lease up date shall be referred to as an “**Additional Leasing Date**”). The period of time between a Termination Notice Date and the corresponding Additional Leasing Date shall be referred to as a “**Vacancy Period**”. After the Initial Leasing Date, an Assisted Unit may remain vacant during any Vacancy Period applicable to such Assisted Unit. If City fails to timely deliver the required Referrals at any time, until City delivers such Referrals, Grantee can submit a request to City to use a qualified candidate identified by Grantee that satisfies the requirements of **Exhibit D**, and such request shall not be unreasonably denied.

(b) Grantee shall give preference in occupying all Project residential units first to Certificate of Preference Holders in accordance with the Operational Rules and the Preferences Ordinance; provided that such applicants satisfy all other applicable eligibility requirements under the City Loan Documents and the Senior Loan Documents.

(c) Intentionally Omitted.

(d) Grantee shall have sole discretion in selecting the LOSP Clients that will be Tenants, provided that Grantee’s decision not to rent an Assisted Unit to an LOSP Client referred to Grantee by City shall not be unreasonably withheld or conditioned, and provided further that Grantee shall not discriminate against or permit discrimination against any person or group of persons because of race, color, creed, national origin, ancestry, age, sex, sexual orientation, disability, gender identity, height, weight, source of income or acquired immune deficiency syndrome (AIDS) or AIDS related condition (ARC) in the leasing of the Assisted Units.

(e) Grantee shall comply with the Tenant Selection Plan Policy set forth in the attached **Exhibit H** when selecting tenants for the Assisted Units.

(f) Grantee shall comply with the Tenant Screening Criteria Policy set forth in the attached **Exhibit I** when screening tenants for the Assisted Units.

(g) Grantee shall rent each Assisted Unit to a Tenant pursuant to a separate lease agreement that complies with this Agreement. Each Tenant lease shall provide for termination of such lease and such

Tenant's consent to immediate eviction if the Tenant has made any material misrepresentation in the initial income certification made by Tenant to City or in any later income certification made by Tenant to Grantee. The lease agreement for each Assisted Unit must also contain the applicable Lease Addendum, which can be found in the **LOSP Policies and Procedures Manual**.

(h) Grantee shall obtain each Tenant's recertification of his/her household income on an annual basis. Such income certifications shall be prepared pursuant to low income housing tax credit guidelines for household income and shall be maintained on file at Grantee's principal office for no less than five (5) years following the date of such certification, and Grantee must file or cause to be filed copies thereof with MOHCD promptly upon MOHCD's request therefor.

(i) Security deposits may be required of Tenants only in accordance with applicable federal regulations, state law and this Agreement. Any security deposits collected must be segregated from all other funds of the Project in an account held in trust for the benefit of the Tenants and other tenants of the Project and disbursed in accordance with California law. The balance in such security deposit account must at all times equal or exceed the aggregate of all security deposits collected plus accrued interest thereon, less any security deposits or interest thereon returned to Tenants or any other tenants of the Project.

4.2 Rent Restrictions.

(a) Gross Rent charged for any Tenant shall be the lower of thirty percent (30%) of a Tenant's gross monthly income, or the maximum rent allowed under the MOHCD Loan Agreement.

(b) With the written approval of DSHH, the Gross Rent charged to a Tenant may be increased as a result of a determination by HSH that such Tenant is no longer eligible under the Program, so long as the Gross Rent charged does not exceed the Underlying Restricted Rent. Notwithstanding the forgoing, Tenants deemed no longer eligible by HSH who remain occupants of the Project shall still be considered a LOSP Client and the Tenant's Unit shall still constitute an Assisted Unit for purposes of compliance with the requirements of this Agreement.

(c) Grantee must provide MOHCD at least annually a report showing actual household income level and Gross Rent for each Tenant.

4.3 Operating Reserve Account; Subsidy Reserve Account. Grantee shall comply with all of its requirements for the Operating Reserve Account under the MOHCD Loan Agreement. In addition, if the Subsidy Payment made to Grantee for a Business Year exceeds the Approved Shortfall for such Business Year, as determined pursuant to the reports delivered under Section 6.1, Grantee shall deposit such excess amount in the Subsidy Reserve Account. Grantee shall not use Subsidy Reserve Account funds, or any interest earned thereon, for any purpose other than as provided in this Agreement. The only funds that shall be held in the Subsidy Reserve Account shall be the moneys deposited therein pursuant to this Section and the interest earned thereon.

If the Approved Shortfall for a Business Year exceeds the Subsidy Payment made to Grantee for such Business Year, Grantee shall first use Subsidy Reserve Account funds, to the extent available, to pay the Assisted Units Operating Costs that comprise such excess shortfall. If the Subsidy Reserve Account plus Subsidy Payment funds are insufficient to pay all of the Assisted Units Operating Costs in any given Business Year, Grantee shall use Operating Reserve Account funds, if any, to pay the remaining Assisted Units Operating Costs, subject to any approval Grantee must obtain from any lender under the Senior Loan Documents or Grantee's tax credit limited partner to so use the Operating Reserve Account funds.

4.4 [Intentionally Omitted]

4.5 Annual Operating Budget. The Annual Operating Budget attached hereto as **Exhibit B** sets forth Grantee's anticipated Operating Costs, Project Income and Projected Shortfall for the Term of the

Agreement. Grantee shall pay Operating Costs in conformity with the approved Annual Operating Budget. MOHCD's prior written consent shall not be required before Grantee can spend funds on Operating Costs that differ in amount from the amounts in the Annual Operating Budget.

Grantee can submit requests to change the amount of the Annual Operating Budget and corresponding Subsidy Payment for any year during the term by supplying a written proposal to MOHCD. MOHCD will provide project-specific guidance about other materials required to analyze the requested change including but not limited to a variance analysis that includes a quantitative assessment of the difference between projected annual income and expenses and actual annual income and expenses, and explanations for the cause of any significant variances.

Any travel expenses incurred by Grantee must be reasonable and must comply with the following:

(i) Lodging, meals and incidental expenses shall not exceed the then-current per diem rates set forth by the United States General Services Administration for the County of San Francisco found at: <https://www.gsa.gov/portal/category/104711>.

(ii) Air transportation expenses must use fares for coach-class accommodations, provided that purchases for air travel must occur no less than one week before the travel day.

(iii) If ground transportation is required, the City urges the use of public transit or courtesy shuttles if provided by a lodging. If courtesy transportation is not provided by a lodging, ground transportation expenses for travel to or from regional airports must not exceed Fifty Dollars (\$50.00) each way. Other ground transportation expenses must not exceed then-current San Francisco taxi rates found at: <https://www.sfmta.com/getting-around/taxi/taxi-rates>. Ground transportation shall not include any expenses for luxury transportation services, such as a limousine, or any expenses related to travel to or from Project site meetings by Borrower's employees.

(iv) Miscellaneous travel expenses must not exceed Fifty Dollars (\$50.00) without prior written approval of the City.

(v) Any Disbursement Request for travel expenses must include supporting documentation, including, without limitation, original itemized receipts showing rates and cost, air travel itinerary, proof of payment, and any written justification requested by the City.

For the purpose of this Section, the terms "lodging," "meals" and "incidental expenses" shall have the same meanings defined in 41 CFR Part 300-3; the term "coach-class" shall have the same meaning defined in 41 CFR Part 301-10.121(a); and the term "miscellaneous" means copying services, printing services, communication services, or other services reasonably related to travel for the Project and approved by the City.

4.6 Grantee's Board of Directors. Grantee's manager, if Grantee is a limited liability company, or Grantee's general partner or the sole member of the limited liability company general partner, if Grantee is a limited partnership, shall at all times be governed by a legally constituted and fiscally responsible board of directors. Such board of directors shall meet regularly and maintain appropriate membership, as established in such entity's bylaws and other governing documents and shall adhere to applicable provisions of federal, state and local laws governing nonprofit corporations. Such entity's board of directors shall exercise such oversight responsibility with regard to this Agreement as is necessary to ensure full and prompt performance by Grantee of its obligations under this Agreement.

4.7 [Intentionally Omitted]

4.8 Maintenance and Management of Project.

(a) Grantee shall be responsible for ensuring all Project maintenance, repair and management functions, including the collection of rents, routine and extraordinary repairs and replacement of capital items, and for keeping the Project in a safe and sanitary manner and in good operating condition in accordance with all Applicable Laws, the City Loan Documents and the Senior Loan Documents (collectively, the “**Maintenance Duties**”).

(b) Grantee may contract with a management agent for the performance of the Maintenance Duties subject to MOHCD’s prior written approval of both the management agent and the management contract, provided, however, that the arrangement will not relieve Grantee of responsibility for performance of those duties. A management contract must contain a provision allowing Grantee to terminate the contract without penalty upon no more than thirty (30) days’ notice.

(c) MOHCD will provide written notice to Grantee if MOHCD determines that the Maintenance Duties are not being performed in accordance with this Agreement. If Grantee is then in contract with a management agent pursuant to subsection (b) above, and such management agent fails to fully cure such failure within thirty (30) days of the date that MOHCD delivers such written notice, Grantee shall exercise such thirty (30) day termination right, terminate the management contract and make immediate arrangements for cure of such failure and for the continuous and continuing performance of the Maintenance Duties. If, at the time of such notice, Grantee is not in contract with a management agent pursuant to subsection (b) above, in addition to MOHCD’s rights hereunder, MOHCD shall have the right to require that Grantee, at Grantee’s sole cost, contract with a management agent to perform the Maintenance Duties, or to make other arrangements the City deems necessary to ensure full and timely performance of the Maintenance Duties.

(d) Grantee shall operate the Project in compliance with all Applicable Laws.

4.9 Services Agreement; Provision of Services.

(a) Grantee hereby agrees to allow the Tenant Services Contractor (and any subsequent service provider) access to the Project at all reasonable times for the provision of services to the Project’s LOSP Clients.

(b) Grantee shall promptly provide written notice to MOHCD if Grantee obtains knowledge of any default, or event that with notice or the passage of time or both could constitute a default, under the Services Agreement.

(c) In the event that the Services Agreement is terminated for any reason, or that MOHCD and/or HSH determines that the Tenant Services Contractor needs to be replaced, Grantee shall cooperate in good faith with MOHCD and HSH in obtaining a new service provider for the LOSP Clients in the Project. In such an event, the selection of the new service provider for the Project shall require Grantee’s prior consent, which shall not be unreasonably delayed or denied. Grantee hereby agrees and acknowledges that nothing in this Agreement gives Grantee any right to consent to the MOHCD and/or HSH determination to terminate the Services Agreement or to replace the Tenant Services Contractor.

ARTICLE 5 USE AND DISBURSEMENT OF GRANT FUNDS

5.1 Maximum Amount of Grant Funds; Disbursement of Subsidy Payments. In no event shall the total amount of Grant Funds disbursed hereunder exceed One Million Two Hundred fifty-eight-thousand six hundred ninety-three Dollars (\$1,258,693) (the “**Grant Amount**”). Subject to Grantee’s performance of its obligations under this Agreement and MOHCD’s receipt of sufficient funds, as further set forth in Article 2, the Grant Funds shall be disbursed through Subsidy Payments.

Provided that Grantee is in compliance with all of the conditions for receipt of the First Subsidy Payment, City shall deliver the First Subsidy Payment to Grantee within sixty twenty (60) business days immediately following the Effective Date. For every subsequent year during the Term, provided that Grantee is in compliance with all of the conditions for receipt of a Subsidy Payment, City shall deliver the Subsidy Payment for such year to Grantee within sixty (60) business days immediately following the date when the funds have been made available for MOHCD for disbursement.

5.2 Subsidy Payment Amounts and Adjustments.

(a) The 15-Year Cash Flow is the Parties' current expectations of Operating Costs and Projected Shortfalls during the Term. The Parties anticipate that the amount of the First Subsidy Payment and each subsequent Subsidy Payment shall be as shown on **Exhibit A**. The First Subsidy Payment amount reflects the Projected Shortfall for the period starting on the Effective Date. Notwithstanding the foregoing initial calculations of the 15-Year Cash Flow and the Subsidy Payment amounts, however, each Subsidy Payment (including the First Subsidy Payment) is subject to further adjustment pursuant to this Section and City's annual review and approval of the applicable Annual Operating Budget. The City shall reduce the subsequent Subsidy Payments by the amount of any funds held in the Subsidy Reserve Account.

(b) The total amount of all Subsidy Payments made hereunder shall not exceed the Grant Amount. If the total amount of all Subsidy Payments made hereunder equals the Grant Amount at any time prior to the expiration of the Term, no further Subsidy Payments shall be made hereunder. If any Subsidy Payment would, if made, cause the total amount of all Subsidy Payments made hereunder to exceed the Grant Amount, such Subsidy Payment shall be accordingly reduced so the total amount of Subsidy Payments made hereunder equals the Grant Amount.

5.3 Use of Grant Funds. Grantee shall use the Grant Funds only for Assisted Units Operating Costs and for no other purpose. Grantee shall expend the Grant Funds in accordance with the Annual Operating Budget.

5.4 Conditions Precedent to Payment of First Subsidy Payment. Grantee shall fully satisfy each of the following conditions prior to delivery of the First Subsidy Payment.

(a) Grantee must have delivered to the City fully executed (and for documents to be recorded, acknowledged) originals of the following documents, in form and substance satisfactory to the City: (i) this Agreement (in triplicate); (ii) the Opinion; and (iii) the Authorizing Resolutions.

(b) Grantee must have delivered its Charter Documents to the City.

(c) Grantee shall be in compliance with all of its obligations under City Loan Documents and the Senior Loan Documents.

(d) Tenant Services Contractor shall be in compliance with all of its obligations under the Services Agreement, and no default, or event that with notice or the passage of time or both could constitute a default, shall exist and remain uncured under the Services Agreement; provided however that disbursement of the First Subsidy Payment shall not be withheld due to an uncured default under the Services Agreement if at the time of expected disbursement, Grantee provides City with sufficient evidence that it is cooperating in good faith with the City and HSH to diligently pursue a cure of said default, which may or may not include Grantee directly providing the required services under the Services Agreement.

(e) No Event of Default, or event that with notice or the passage of time or both could constitute an Event of Default, shall exist and remain uncured as of the date of the Initial Subsidy Payment is to be disbursed hereunder.

5.5 Conditions Precedent to Payment of Subsequent Subsidy Payments. Grantee shall fully satisfy each of the following conditions prior to delivery of any Subsequent Subsidy Payment:

(a) Grantee shall be in compliance with all of its obligations under the City Loan Documents and the Senior Loan Documents.

(b) Tenant Services Contractor shall be in compliance with all of its obligations under the Services Agreement, and no default, or event that with notice or the passage of time or both could constitute a default, shall exist and remain uncured under the Services Agreement; provided however that disbursement of any Subsequent Subsidy Payment shall not be withheld due to an uncured default under the Services Agreement if at the time of expected disbursement, Grantee provides City with sufficient evidence that it is cooperating in good faith with the City and DPH to diligently pursue a cure of said default, which may or may not include Grantee directly providing the required services under the Services Agreement.

(c) No Event of Default, or event that with notice or the passage of time or both could constitute an Event of Default, shall exist and remain uncured as of the date of such Subsidy Payment is to be disbursed hereunder.

5.6 Allocation of Grant Funds and Calculation of Assisted Unit Operating Costs. For the purposes of determining the Subsidy Payment and the Projected Shortfall, City and Grantee have agreed that the parties shall allocate forty-six percent (46%) of the total Operating Costs to the Assisted Units (“**Assisted Units Operating Costs**”) and fifty-four percent (54%) of the total Operating Costs to the non-Assisted Units. For most budget line items, LOSP units are assigned a prorated share of the total project operating cost. There are some line items where alternative portions of the line item may be proposed. **Exhibit B** depicts the allocation of Operating Costs between the Assisted and non-Assisted Units, including and budget line items for which alternative portions have been allocated to the Assisted/non-Assisted units.

ARTICLE 6 REPORTING REQUIREMENTS; AUDITS; PENALTIES FOR FALSE CLAIMS

6.1 Regular Reports; Operating Statements. Grantee must file electronically with the City no later than one hundred fifty (150) days after the end of Grantee’s calendar year annual report forms (the “**Annual Monitoring Report**”) that include audited financial statements including any management letters; an income and expense statement for the Project covering the applicable reporting period “**Operating Statement**”; a statement of balances, deposits and withdrawals from all Accounts; and evidence of required insurance. The Annual Monitoring Report must be in substantially the form attached as **Exhibit G** or as later modified by MOHCD during the Term.

Such Annual Monitoring Report shall include a list of the Assisted Units Operating Costs paid by Grantee during such applicable prior Business Year and Grantee’s certifications that (a) the total Grant Funds received by Grantee as of the end date of the applicable Business Year have been used only to pay Assisted Units Operating Costs, (b) all of Grantee’s representations and warranties in this Agreement remain true and correct in all material respects as if made on the end date of such the applicable Business Year, (c) there is no Event of Default by Grantee as of the end date of the applicable Business Year, and (d) the party signing the Annual Monitoring Report is an officer of Grantee authorized to do so on Grantee’s behalf.

6.2 Organizational Documents. Prior to the Effective Date, Grantee shall provide to City the following documents (collectively, the “**Charter Documents**”): a certified certificate of status and (a) if Grantee is a corporation, its bylaws; and a certified copy of its articles of incorporation; (b) if Grantee is limited partnership, its partnership agreement, a certified copy of its certificate of partnership, and the organizational documents of its general partner; and (c) if Grantee is a limited liability company, its

operating agreement, a certified copy of its certificate of limited liability company, and the organizational documents of its manager. All certified documents to be provided pursuant to this Section shall be certified by the California Secretary of State or, if the entity for which a certified document is to be provided was not organized in the State of California, certified by the Secretary of State of such entity's state of organization, no earlier than two (2) months prior to the Effective Date. The Charter Documents must be delivered to the City in their original form, as amended if applicable.

6.3 Notification of Defaults or Changes in Circumstances. Grantee shall notify City immediately of (a) any Event of Default or event that, with the passage of time, would constitute an Event of Default; and (b) any change of circumstances that would cause any of the representations and warranties contained in Article 8 to be false or misleading at any time during the term of this Agreement.

6.4 Financial Statements. As noted in Section 6.1, Grantee shall also deliver to City, no later than one hundred fifty (150) days following the end of any Business Year, an audited balance sheet and the related statement of income and cash flows for such Business Year, certified by a reputable accounting firm as accurately presenting the financial position of Grantee, including any management letters supplied by the auditors.

6.5 Books and Records. Grantee shall establish and maintain accurate files and records of all aspects of Operating Expenses and Project Income and the matters funded in whole or in part with Grant Funds during the term of this Agreement. Without limiting the scope of the foregoing, Grantee shall establish and maintain accurate financial books and accounting records relating to Operating Costs incurred and paid and Grant Funds received and expended under this Agreement, together with all invoices, documents, payrolls, time records and other data related to the matters covered by this Agreement, whether funded in whole or in part with Grant Funds. Grantee shall maintain all of the files, records, books, invoices, documents, payrolls and other data required to be maintained under this Section in a readily accessible location and condition for a period of not less than five (5) years after final payment under this Agreement or until any final audit has been fully completed, whichever is later. Grantee agrees to maintain and make available to MOHCD, during regular business hours, accurate books and accounting records relating to the Project and the Tenants. The State of California or any federal agency having an interest in the subject matter of this Agreement shall have the same rights conferred upon MOHCD by this Section. All financial reports must be prepared and maintained in accordance with GAAP as in effect at the time of performance.

6.6 Inspection and Audit. Grantee shall make available to MOHCD, its employees and authorized representatives, during regular business hours all of the files, records, books, invoices, documents, payrolls and other data required to be established and maintained by Grantee under Section 6.5. Grantee shall permit MOHCD, its employees and authorized representatives to inspect, audit, examine and make excerpts and transcripts from any of the foregoing. The rights of MOHCD pursuant to this Section shall remain in effect so long as Grantee has the obligation to maintain such files, records, books, invoices, documents, payrolls and other data under this Article 6.

6.7 Submitting False Claims; Monetary Penalties. Grantee acknowledges and agrees that it is a "contractor" under and is subject to San Francisco Administrative Code Section 21.35. Under such Section 21.35, any contractor, subgrantee or consultant who submits a false claim shall be liable to City for three times the amount of damages which City sustains because of the false claim. A contractor, subgrantee or consultant who submits a false claim shall also be liable to City for the costs, including attorney's fees, of a civil action brought to recover any of those penalties or damages, and may be liable to City for a civil penalty of up to Ten Thousand Dollars (\$10,000) for each false claim. A contractor, subgrantee or consultant will be deemed to have submitted a false claim to City if the contractor, subgrantee or consultant: (a) knowingly presents or causes to be presented to an officer or employee of City a false claim or request for payment or approval; (b) knowingly makes, uses, or causes to be made or used a false record or statement to get a false claim paid or approved by City; (c) conspires to defraud City by getting a false claim allowed or paid by City; (d) knowingly makes, uses, or causes to be made or used a false record or statement to conceal, avoid, or decrease an obligation to pay or transmit money or

property to City; or (e) is a beneficiary of an inadvertent submission of a false claim to City, subsequently discovers the falsity of the claim, and fails to disclose the false claim to City within a reasonable time after discovery of the false claim.

6.8 Project Monitoring Generally. Grantee understands and agrees that it will be monitored by the City from time to time to assure compliance with all terms and conditions in this Agreement and all Laws. Grantee acknowledges that the City may also conduct periodic on-site inspections of the Project. Grantee must cooperate with the monitoring by the City and ensure full access to the Project and all information related to the Project as reasonably required by the City.

6.9 Notice Requirement for Changes in Director Positions. Grantee must provide written notice of the replacement of its executive director, director of housing development, director of property management and/or any equivalent position within thirty (30) days after the effective date of such replacement.

ARTICLE 7 TAXES

7.1 Grantee to Pay All Taxes. Grantee shall pay to the appropriate governmental authority, as and when due, any and all taxes, fees, assessments or other governmental charges, including possessory interest taxes and California sales and use taxes, levied upon or in connection with this Agreement, the Grant Funds or any of the activities contemplated by this Agreement.

7.2 Use of City Real Property. If at any time this Agreement entitles Grantee to the possession, occupancy or use of City real property for private gain, the following provisions shall apply:

(a) Grantee, on behalf of itself and any subgrantees, successors and assigns, recognizes and understands that this Agreement may create a possessory interest subject to property taxation and Grantee, and any subgrantee, successor or assign, may be subject to the payment of such taxes.

(b) Grantee, on behalf of itself and any subgrantees, successors and assigns, further recognizes and understands that any assignment permitted hereunder and any exercise of any option to renew or other extension of this Agreement may constitute a change in ownership for purposes of property taxation and therefore may result in a revaluation of any possessory interest created hereunder. Grantee shall report any assignment or other transfer of any interest in this Agreement or any renewal or extension thereof to the County Assessor within sixty (60) days after such assignment, transfer, renewal or extension.

(c) Grantee shall provide such other information as may be requested by City to enable City to comply with any reporting requirements under applicable law with respect to possessory interests.

7.3 Earned Income Credit (EIC) Forms. Administrative Code Section 120 requires that employers provide their employees with IRS Form W-5 (The Earned Income Credit Advance Payment Certificate) and the IRS EIC Schedule, as set forth below. Employers can locate these forms at the IRS Office, on the Internet, or anywhere that Federal Tax Forms can be found.

(a) Grantee shall provide EIC Forms to each Eligible Employee at each of the following times: (i) within thirty (30) days following the date on which this Agreement becomes effective (unless Grantee has already provided such EIC Forms at least once during the calendar year in which such effective date falls); (ii) promptly after any Eligible Employee is hired by Grantee; and (iii) annually between January 1 and January 31 of each calendar year during the term of this Agreement.

(b) Failure to comply with any requirement contained in subparagraph (a) of this Section shall constitute a material breach by Grantee of the terms of this Agreement. If, within thirty (30) days after

Grantee receives written notice of such a breach, Grantee fails to cure such breach or, if such breach cannot reasonably be cured within such period of thirty (30) days, Grantee fails to commence efforts to cure within such period or thereafter fails to diligently pursue such cure to completion, the City may pursue any rights or remedies available under this Agreement or under applicable law.

(c) Any Subcontract entered into by Grantee shall require the subgrantee to comply, as to the subgrantee's Eligible Employees, with each of the terms of this Section.

(d) Capitalized terms used in this Section and not defined in this Agreement shall have the meanings assigned to such terms in Section 12O of the San Francisco Administrative Code.

ARTICLE 8 REPRESENTATIONS AND WARRANTIES

Grantee represents and warrants each of the following as of the date of this Agreement and at all times throughout the term of this Agreement:

8.1 Organization; Authorization. Grantee shall be a limited liability company or a limited partnership, and Grantee's manager, if Grantee is a limited liability company, or Grantee's general partner, or the general partner's sole member of the general partner (if general partner is a limited liability company), is a nonprofit corporation, duly organized and validly existing and in good standing under the laws of the jurisdiction in which it was formed, and which has established and maintains valid nonprofit status under Section 501(c)(3) of the United States Internal Revenue Code of 1986, as amended, and all rules and regulations promulgated thereunder. Grantee has duly authorized by all necessary action the execution, delivery and performance of this Agreement. Grantee has duly executed and delivered this Agreement and this Agreement constitutes a legal, valid and binding obligation of Grantee, enforceable against Grantee in accordance with the terms hereof.

8.2 Location. Grantee's operations, offices and headquarters are located at the address for notices set forth in Section 15.

8.3 No Misstatements. No document furnished or to be furnished by Grantee to MOHCD in connection with the Application Documents, this Agreement, or any other document relating to any of the foregoing, contains or will contain any untrue statement of material fact or omits or will omit a material fact necessary to make the statements contained therein not misleading, under the circumstances under which any such statement shall have been made.

8.4 Conflict of Interest. Through its execution of this Agreement, Grantee acknowledges that it is familiar with the provision of Section 15.103 of the City's Charter, Article III, Chapter 2 of the City's Campaign and Governmental Conduct Code, and Section 87100 *et seq.* and Section 1090 *et seq.* of the Government Code of the State of California, and certifies that it does not know of any facts which constitutes a violation of said provisions and agrees that it will immediately notify MOHCD if it becomes aware of any such fact during the term of this Agreement.

ARTICLE 9 INDEMNIFICATION AND GENERAL LIABILITY

9.1 Indemnification. Grantee shall indemnify, protect, defend and hold harmless each of the Indemnified Parties from and against any and all Losses arising from, in connection with or caused by: (a) a material breach of this Agreement by Grantee; (b) a material breach of any representation or warranty of Grantee contained in this Agreement; (c) any personal injury caused, directly or indirectly, by any act or omission of Grantee or its employees, subgrantees or agents; (d) any property damage caused, directly or indirectly by any act or omission of Grantee or its employees, subgrantees or agents; (e) the use, misuse or failure of any equipment or facility used by Grantee, or by any of its employees, subgrantees or agents, regardless of whether such equipment or facility is furnished, rented or loaned to

Grantee by an Indemnified Party; (f) any tax, fee, assessment or other charge for which Grantee is responsible under Article 7; or (g) any infringement of patent rights, copyright, trade secret or any other proprietary right or trademark of any person or entity in consequence of the use by any Indemnified Party of any goods or services furnished to such Indemnified Party in connection with this Agreement. Grantee's obligations under the immediately preceding sentence shall apply to any Loss that is caused in whole or in part by the active or passive negligence of any Indemnified Party, but shall exclude any Loss caused solely by the willful misconduct or gross negligence of the Indemnified Party. The foregoing indemnity shall include, without limitation, reasonable fees of attorneys, consultants and experts and related costs and City's costs of investigating any claims against the City.

9.2 Duty to Defend; Notice of Loss. Grantee acknowledges and agrees that its obligation to defend the Indemnified Parties under Section 9.1: (a) is an immediate obligation, independent of its other obligations hereunder; (b) applies to any Loss which actually or potentially falls within the scope of Section 9.1, regardless of whether the allegations asserted in connection with such Loss are or may be groundless, false or fraudulent; and (c) arises at the time the Loss is tendered to Grantee by the Indemnified Party and continues at all times thereafter. The Indemnified Party shall give Grantee prompt notice of any Loss under Section 9.1 and Grantee shall have the right to defend, settle and compromise any such Loss; provided, however, that the Indemnified Party shall have the right to retain its own counsel at the expense of Grantee if representation of such Indemnified Party by the counsel retained by Grantee would be inappropriate due to conflicts of interest between such Indemnified Party and Grantee. An Indemnified Party's failure to notify Grantee promptly of any Loss shall not relieve Grantee of any liability to such Indemnified Party pursuant to Section 9.1, unless such failure materially impairs Grantee's ability to defend such Loss. Grantee shall seek the Indemnified Party's prior written consent to settle or compromise any Loss if Grantee contends that such Indemnified Party shares in liability with respect thereto.

9.3 Incidental and Consequential Damages. Losses covered under this Article 9 shall include any and all incidental and consequential damages resulting in whole or in part from Grantee's acts or omissions. Nothing in this Agreement shall constitute a waiver or limitation of any rights that any Indemnified Party may have under applicable law with respect to such damages.

9.4 LIMITATION ON LIABILITY OF CITY. CITY'S OBLIGATIONS UNDER THIS AGREEMENT SHALL BE LIMITED TO THE AGGREGATE AMOUNT OF GRANT FUNDS ACTUALLY DISBURSED HEREUNDER. NOTWITHSTANDING ANY OTHER PROVISION CONTAINED IN THIS AGREEMENT, THE APPLICATION DOCUMENTS OR ANY OTHER DOCUMENT OR COMMUNICATION RELATING TO THIS AGREEMENT, IN NO EVENT SHALL CITY BE LIABLE, REGARDLESS OF WHETHER ANY CLAIM IS BASED ON CONTRACT OR TORT, FOR ANY SPECIAL, CONSEQUENTIAL, INDIRECT OR INCIDENTAL DAMAGES, INCLUDING LOST PROFITS, ARISING OUT OF OR IN CONNECTION WITH THIS AGREEMENT, THE GRANT FUNDS OR ANY ACTIVITIES PERFORMED IN CONNECTION WITH THIS AGREEMENT.

ARTICLE 10 INSURANCE

10.1 Types and Amounts of Coverage. Without limiting Grantee's liability pursuant to Article 9, Grantee shall maintain in force, during the full term of this Agreement, insurance in the following amounts and coverages:

(a) Workers' Compensation, in statutory amounts, with Employers' Liability Limits not less than One Million Dollars (\$1,000,000) each accident, injury, or illness.

(b) Commercial General Liability Insurance with limits not less than One Million Dollars (\$1,000,000) each occurrence Combined Single Limit for Bodily Injury and Property Damage, including Contractual Liability, Personal Injury, Products and Completed Operations.

(c) Commercial Automobile Liability Insurance with limits not less than One Million Dollars (\$1,000,000) each occurrence Combined Single Limit for Bodily Injury and Property Damage, including Owned, Non-Owned and Hired auto coverage, as applicable.

(d) Professional liability insurance for negligent acts, errors or omission with respect to professional or technical services, if any, required in the performance of this Agreement with limits not less than One Million Dollars (\$1,000,000) each claim.

10.2 Additional Requirements for General and Automobile Coverage. Commercial General Liability and Commercial Automobile Liability insurance policies shall:

(a) Name as additional insured City and its officers, agents and employees. With respect to the Commercial Automobile Insurance the City and its officers, agents and employees shall only be additional insured as to liability arising out of the use, by Grantee's employees, of automobiles, whether owned, leased, hired or borrowed, in connection with the Project.

(b) Provide that such policies are primary insurance to any other insurance available to the Additional Insureds, with respect to any claims arising out of this Agreement, and that insurance applies separately to each insured against whom claim is made or suit is brought, except with respect to limits of liability.

10.3 Additional Requirements for All Policies. Contractor shall provide thirty (30) days' advance written notice to City of cancellation of policy for any reason, nonrenewal or reduction in coverage and specific notice mailed to City's address for notices pursuant to Article 15.

10.4 Required Post-Expiration Coverage. Should any of the insurance required hereunder be provided under a claims-made form, Grantee shall maintain such coverage continuously throughout the term of this Agreement and, without lapse, for a period of three (3) years beyond the expiration or termination of this Agreement, to the effect that, should occurrences during the term hereof give rise to claims made after expiration or termination of the Agreement, such claims shall be covered by such claims-made policies.

10.5 General Annual Aggregate Limit/Inclusion of Claims Investigation or Legal Defense Costs. Should any of the insurance required hereunder be provided under a form of coverage that includes a general annual aggregate limit or provides that claims investigation or legal defense costs be included in such general annual aggregate limit, such general annual aggregate limit shall be double the occurrence or claims limits specified above.

10.6 Evidence of Insurance. Before commencing any operations under this Agreement, Grantee shall furnish to City certificates of insurance, and additional insured policy endorsements, in form and with insurers satisfactory to City, evidencing all coverages set forth above, and shall furnish complete copies of policies promptly upon City's request. Before commencing any operations under this Agreement, Grantee shall furnish to City certificates of insurance and additional insured policy endorsements with insurers with ratings comparable to A-, VIII or higher, that are authorized to do business in the State of California, and that are satisfactory to City, in form evidencing all coverages set forth above. Failure to maintain insurance shall constitute a material breach of this Agreement.

10.7 Effect of Approval. Approval of any insurance by City shall not relieve or decrease the liability of Grantee hereunder.

ARTICLE 11 EVENTS OF DEFAULT AND REMEDIES

11.1 Events of Default. The occurrence of any one or more of the following events shall constitute an “Event of Default” under this Agreement:

(a) **False Statement.** Any statement, representation or warranty contained in this Agreement, in the Application Documents, or in any other document submitted to City under this Agreement is found by City to be false or misleading when made.

(b) **Improper Use of Grant Funds; Failure to Perform Other Covenants and Obligations.** Grantee uses Grant Funds for any purpose other than for the payment of Assisted Units Operating Costs (or reimbursement for its advance payment thereof), fails to use the Subsidy Payments it receives to pay Assisted Units Operating Costs (or reimbursement for its advance payment thereof), or otherwise fails to perform or breaches any other agreement or covenant of this Agreement to be performed or observed by Grantee as and when performance or observance is due and such failure or breach continues for a period of ten (10) days after the date on which such performance or observance is due, or if such breach can not be cured in ten (10) days, then City shall not exercise its remedies hereunder as long as Grantee continues to diligently pursue a cure of the breach; provided, however, that: (i) in the case of an improper use of Grant Funds, in no event shall such cure period extend beyond thirty (30) days after the date on which such performance or observance is due, and (ii) in the case of other defaults under this Section 11.1(b), in no event shall such cure period extend beyond ninety (90) days after the date on which such performance or observance is due.

(c) **Default under City Loan Documents or Senior Loan Documents.** Grantee defaults under any City Loan Document or any of the Senior Loan Documents (after expiration of any grace period expressly stated in any such agreement).

(d) **Voluntary Insolvency.** Grantee (i) is generally not paying its debts as they become due, (ii) files, or consents by answer or otherwise to the filing against it of, a petition for relief or reorganization or arrangement or any other petition in bankruptcy or for liquidation or to take advantage of any bankruptcy, insolvency or other debtors’ relief law of any jurisdiction, (iii) makes an assignment for the benefit of its creditors, (iv) consents to the appointment of a custodian, receiver, trustee or other officer with similar powers of Grantee or of any substantial part of Grantee’s property or (v) takes action for the purpose of any of the foregoing.

(e) **Involuntary Insolvency.** Without consent by Grantee, a court or government authority enters an order, and such order is not vacated within 60 days, (i) appointing a custodian, receiver, trustee or other officer with similar powers with respect to Grantee or with respect to any substantial part of Grantee’s property, (ii) constituting an order for relief or approving a petition for relief or reorganization or arrangement or any other petition in bankruptcy or for liquidation or to take advantage of any bankruptcy, insolvency or other debtors’ relief law of any jurisdiction or (iii) ordering the dissolution, winding-up or liquidation of Grantee.

(f) **New Encumbrances.** Any lien is recorded against all or any part of the Real Property or the Project without MOHCD’s prior written consent, and the lien is not removed from title or otherwise remedied to MOHCD’s satisfaction within thirty (30) days after Grantee’s receipt of written notice from MOHCD to cure the default, or, if the default cannot be cured within a thirty (30) day period, Grantee will have sixty (60) days to cure the default, or any longer period of time deemed necessary by MOHCD, provided that Grantee commences to cure the default within the thirty (30) day period and diligently pursues the cure to completion.

(g) **Damage or Destruction.** All or a substantial or material portion of the Project is damaged or destroyed by fire or other casualty or is condemned, seized or appropriated by any non-City governmental agency or subject to any action or other proceeding instituted by any non-City governmental agency for any purpose with the result that the Project cannot be operated for its intended purpose.

(h) **Dissolution.** Grantee or Grantee's general partners are dissolved or liquidated or merged with or into any other entity or ceases to exist in its present form and (where applicable) in good standing and duly qualified under the laws of the jurisdiction of formation and California for any period of more than ten (10) days, or all or substantially all of Grantee's assets are sold or otherwise transferred except as permitted.

(i) **Assignment.** Without MOHCD's prior written consent, Grantee assigns or attempts to assign any rights or interest under this Agreement or encumber its interests hereunder, whether voluntarily or involuntarily, or voluntarily or involuntarily assigns or attempts to sell, lease, assign, encumber or otherwise transfer all or any portion of the ownership interests in Grantee or of its right, title or interest in the Project or the Real Property, other than: (a) leases, subleases or occupancy agreements to occupants of Units and/or Commercial Space in the Project; or (b) security interests for the benefit of lenders securing loans for the Project as approved by the City on terms and in amounts as approved by City in its reasonable discretion (c) transfers from Borrower to a limited partnership or limited liability company formed for the tax credit syndication of the Project, where Borrower or an affiliated nonprofit public benefit corporation is the sole general partner or manager of that entity; (d) transfers of the general partner's or manager's interest in Borrower to a nonprofit public benefit corporation approved in advance by the City; (e) transfers of any limited partnership or membership interest in Borrower to an investor pursuant to the tax credit syndication of the Project or any subsequent transfer of a limited partnership interest in Borrower by an investor limited partner in Borrower, or any direct or indirect transfer of a limited partnership interest or membership interest in any investor limited partner in Borrower; (f) any transfer permitted under the City Documents; or (g) the grant or exercise of an option agreement between Borrower and Borrower's general partner or manager or any of its affiliates in connection with the tax credit syndication of the Project. Any other transfer, assignment, encumbrance or lease without the City's prior written consent will be voidable and, at the City's election, constitute an Event of Default under this Agreement. The City's consent to any specific assignment, encumbrance, lease or other transfer will not constitute its consent to any subsequent transfer or a waiver of any of the City's rights under this Agreement.

(j) **Account Transfers.** Without MOHCD's prior written consent, to the extent such consent is required pursuant to this Agreement, Grantee transfers, or authorizes the transfer of, funds in any account required or authorized under this Agreement.

(k) **Changed Financing Condition.** Any material adverse change occurs in the financial condition or operations of Grantee, such as a loss of services funding or rental subsidies (excluding the reduction of any Subsidy Payment hereunder) that has a material adverse impact on the Project.

An Event of Default under this Agreement that remains uncured shall be a default under the City Loan Documents.

11.2 Remedies Upon Event of Default. Upon and during the continuance of an Event of Default, City may do any of the following, individually or in combination with any other remedy:

(a) **Termination.** City may terminate this Agreement by giving a written termination notice to Grantee and, on the date specified in such notice, this Agreement shall terminate and all rights and obligations of Grantee hereunder shall be extinguished. In the event of such termination, the City will allow Grantee to use previously disbursed Subsidy Payment funds to pay for only Operating Costs incurred prior to the termination date. The remaining balance of any Subsidy Payment not used to pay for previously incurred Operating Costs must be returned to the City..

(b) **Withholding of Grant Funds.** City may withhold all or any portion of Grant Funds not yet disbursed hereunder. Any Grant Funds withheld pursuant to this Section and subsequently disbursed to Grantee after cure of applicable Events of Default shall be disbursed without interest.

(c) **Offset.** City may offset against all or any portion of undisbursed Grant Funds hereunder or against any payments due to Grantee under the MOHCD Loan Agreement or any other agreement between Grantee and City the amount of any outstanding Loss incurred by any Indemnified Party, including any Loss incurred as a result of the Event of Default.

(d) **Return of Grant Funds.** City may demand the immediate return of any previously disbursed Grant Funds that have been claimed or expended by Grantee in breach of the terms of this Agreement, together with interest thereon from the date of disbursement at the maximum rate permitted under applicable law.

11.3 Remedies Nonexclusive. Each of the remedies provided for in this Agreement may be exercised individually or in combination with any other remedy available under this Agreement, any other City Document and/or Applicable Laws. The remedies contained herein are in addition to all other remedies available to City at law or in equity by statute or otherwise and the exercise of any such remedy shall not preclude or in any way be deemed to waive any other remedy.

ARTICLE 12 DISCLOSURE OF INFORMATION AND DOCUMENTS

12.1 Proprietary or Confidential Information of City. Grantee understands and acknowledges that, in the performance of this Agreement or in contemplation thereof, Grantee may have access to private or confidential information that may be owned or controlled by City and that such information may contain proprietary or confidential information, the disclosure of which to third parties may be damaging to City. Grantee agrees that all information disclosed by City to Grantee shall be held in confidence and used only in the performance of this Agreement. Grantee shall exercise the same standard of care to protect such information as a reasonably prudent nonprofit entity would use to protect its own proprietary or confidential data.

12.2 Sunshine Ordinance. Grantee acknowledges and agrees that this Agreement and the Application Documents are subject to Section 67.24(e) of the San Francisco Administrative Code, which provides that contracts, including this Agreement, grantee's bids, responses to Requests for Proposals (RFPs) and all other records of communications between City and persons or entities seeking contracts, shall be open to inspection immediately after a contract has been awarded. Nothing in such Section 67.24(e) (as it exists on the date hereof) requires the disclosure of a private person's or organization's net worth or other proprietary financial data submitted for qualification for a contract or other benefit until and unless that person or organization is awarded the contract or benefit. All information provided by Grantee that is covered by such Section 67.24(e) (as it may be amended from time to time) will be made available to the public upon request.

12.3 Financial Projections. Pursuant to San Francisco Administrative Code Section 67.32, Grantee has on or before the date hereof provided to City financial projections, including profit and loss figures, for the Project. The Grantee acknowledges and agrees that the financial projections and audited financial statements required under this Agreement shall be public records subject to disclosure upon request.

ARTICLE 13 ASSIGNMENTS AND SUBCONTRACTING

13.1 No Assignment by Grantee. Grantee shall not, either directly or indirectly, assign, transfer, hypothecate, subcontract or delegate all or any portion of this Agreement or any rights, duties or obligations of Grantee hereunder without the prior written consent of City. This Agreement shall not, nor shall any interest herein, be assignable as to the interest of Grantee involuntarily or by operation of law without the prior written consent of City. A change of ownership or control of Grantee or a sale or transfer of substantially all of the assets of Grantee shall be deemed an assignment for purposes of this Agreement. Notwithstanding any provision of this Agreement to the contrary, this Section 13.1 shall not prevent transfers that are expressly permitted under the City Loan Documents.

13.2 Agreement Made in Violation of this Article. Any agreement made in violation of Section 13.1 shall confer no rights on any person or entity and shall automatically be null and void.

13.3 Subcontracting. Grantee shall not subcontract or assign any portion of this Agreement to any other party without the prior written consent of City; notwithstanding the foregoing, Grantee may subcontract for property management and maintenance without the consent of the City.

13.4 Grantee Retains Responsibility. Grantee shall in all events remain liable for the performance by any assignee or subgrantee of all of the covenants terms and conditions contained in this Agreement.

ARTICLE 14 INDEPENDENT CONTRACTOR STATUS

14.1 Nature of Agreement. Grantee shall be deemed at all times to be an independent contractor and is solely responsible for the manner in which Grantee uses the Grant Funds. Grantee shall at all times remain solely liable for the acts and omissions of Grantee, its officers and directors, employees and agents. Nothing in this Agreement shall be construed as creating a partnership, joint venture, employment or agency relationship between City and Grantee.

14.2 Direction. Any terms in this Agreement referring to direction or instruction from MOHCD or City shall be construed as providing for direction as to policy and the result of Grantee's work only, and not as to the means by which such a result is obtained.

14.3 Consequences of Recharacterization.

(a) Should City, in its discretion, or a relevant taxing authority such as the Internal Revenue Service or the State Employment Development Division, or both, determine that Grantee is an employee for purposes of collection of any employment taxes, the amounts payable under this Agreement shall be reduced by amounts equal to both the employee and employer portions of the tax due (and offsetting any credits for amounts already paid by Grantee which can be applied against this liability). City shall subsequently forward such amounts to the relevant taxing authority.

(b) Should a relevant taxing authority determine a liability for past services performed by Grantee for City, upon notification of such fact by City, Grantee shall promptly remit such amount due or arrange with City to have the amount due withheld from future payments to Grantee under this Agreement (again, offsetting any amounts already paid by Grantee which can be applied as a credit against such liability).

(c) A determination of employment status pursuant to either subsection (a) or (b) of this Section 14.3 shall be solely for the purposes of the particular tax in question, and for all other purposes of this Agreement, Grantee shall not be considered an employee of City. Notwithstanding the foregoing, if any court, arbitrator, or administrative authority determine that Grantee is an employee for any other purpose, Grantee agrees to a reduction in City's financial liability hereunder such that the aggregate amount of Grant Funds under this Agreement does not exceed what would have been the amount of such Grant Funds had the court, arbitrator, or administrative authority had not determined that Grantee was an employee.

ARTICLE 15 NOTICES AND OTHER COMMUNICATIONS

15.1 Requirements. Unless otherwise specifically provided herein, all notices, consents, directions, approvals, instructions, requests and other communications hereunder shall be in writing, shall be addressed to the person and address set forth below and shall be (a) deposited in the U.S. mail, first class, certified with return receipt requested and with appropriate postage, (b) hand delivered, (c) sent by

facsimile (if a facsimile number is provided below), provided that a copy of such notice shall be deposited in the U.S. mail, first class, or (d) deposited with a nationally-recognized overnight delivery service, provided that next business-day delivery is requested:

If to MOHCD or City: Mayor's Office of Housing and Community Development
One South Van Ness, 5th Floor
San Francisco, CA 94103
Attn: Asset Manager
Telephone No.: 415-701-5500
Facsimile No.: 415-701-5501

If to Grantee: Alabama Street Senior Housing Associates, L.P. c/o TNDC
201 Eddy Street
San Francisco, CA 94102
Attention: Executive Director

With a copy to: Gubb & Barshay LLP
50 California Street, Suite 3155
San Francisco, CA 94111
Attention: Scott R. Barshay, Esq.

15.2 Effective Date. All communications sent in accordance with Section 15.1 shall become effective on the date of receipt. Such date of receipt shall be determined by: (a) if mailed, the return receipt, completed by the U.S. postal service; (b) if sent by hand delivery, a receipt executed by a duly authorized agent of the party to whom the notice was sent; (c) if sent by facsimile, the date of telephonic confirmation of receipt by a duly authorized agent of the party to whom the notice was sent or, if such confirmation is not reasonably practicable, the date indicated in the facsimile machine transmission report of the party giving such notice; or (d) if sent by nationally-recognized overnight delivery service, the next business day following deposit therewith, provided that next business-day delivery is requested.

15.3 Change of Address. From time to time any party hereto may designate a new address for purposes of this Article 15 by notice to the other party.

ARTICLE 16 COMPLIANCE

16.1 Reserved.

16.2 Nondiscrimination; Penalties.

(a) **Grantee Shall Not Discriminate.** In the performance of this Agreement, Grantee agrees not to discriminate against any employee, City and County employee working with such grantee or subgrantee, applicant for employment with such grantee or subgrantee, or against any person seeking accommodations, advantages, facilities, privileges, services, or membership in all business, social, or other establishments or organizations, on the basis of the fact or perception of a person's race, color, creed, religion, national origin, ancestry, age, height, weight, sex, sexual orientation, gender identity, domestic partner status, marital status, disability or Acquired Immune Deficiency Syndrome or HIV status (AIDS/HIV status), or association with members of such protected classes, or in retaliation for opposition to discrimination against such classes.

(b) **Subcontracts.** Grantee shall incorporate by reference in all subcontracts the provisions of Sections 12B.2(a), 12B.2(c)-(k), and 12C.3 of the San Francisco Administrative Code and shall require all subgrantees to comply with such provisions. Grantee's failure to comply with the obligations in this subsection shall constitute a material breach of this Agreement.

(c) **Non-Discrimination in Benefits.** Grantee does not as of the date of this Agreement and will not during the term of this Agreement, in any of its operations in San Francisco or where the work is being performed for the City or elsewhere within the United States, discriminate in the provision of bereavement leave, family medical leave, health benefits, membership or membership discounts, moving expenses, pension and retirement benefits or travel benefits, as well as any benefits other than the benefits specified above, between employees with domestic partners and employees with spouses, and/or between the domestic partners and spouses of such employees, where the domestic partnership has been registered with a governmental entity pursuant to state or local law authorizing such registration, subject to the conditions set forth in Section 12B.2(b) of the San Francisco Administrative Code.

(d) **Condition to Contract.** As a condition to this Agreement, Grantee shall execute the "Chapter 12B Declaration: Nondiscrimination in Contracts and Benefits" form (Form HRC-12B-101) with supporting documentation and secure the approval of the form by the San Francisco Human Rights Commission.

(e) **Incorporation of Administrative Code Provisions by Reference.** The provisions of Chapters 12B and 12C of the San Francisco Administrative Code are incorporated in this Section by reference and made a part of this Agreement as though fully set forth herein. Grantee shall comply fully with and be bound by all of the provisions that apply to this Agreement under such Chapters of the Administrative Code, including the remedies provided in such Chapters. Without limiting the foregoing, Grantee understands that pursuant to Sections 12B.2(h) and 12C.3(g) of the San Francisco Administrative Code, a penalty of Fifty Dollars (\$50) for each person for each calendar day during which such person was discriminated against in violation of the provisions of this Agreement may be assessed against Grantee and/or deducted from any payments due Grantee.

16.3 MacBride Principles--Northern Ireland. Pursuant to San Francisco Administrative Code Section 12F.5, City urges companies doing business in Northern Ireland to move towards resolving employment inequities, and encourages such companies to abide by the MacBride Principles. City urges San Francisco companies to do business with corporations that abide by the MacBride Principles. By signing below, the person executing this agreement on behalf of Grantee acknowledges and agrees that he or she has read and understood this Section.

16.4 Tropical Hardwood and Virgin Redwood Ban. Pursuant to Section 804(b) of the San Francisco Environment Code, City urges all grantees not to import, purchase, obtain, or use for any purpose, any tropical hardwood, tropical hardwood wood product, virgin redwood or virgin redwood wood product.

16.5 Drug-Free Workplace Policy. Grantee acknowledges that pursuant to the Federal Drug-Free Workplace Act of 1989, the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited on City premises. Grantee and its employees, agents or assigns shall comply with all terms and provisions of such Act and the rules and regulations promulgated thereunder.

16.6 Resource Conservation; Liquidated Damages. Chapter 5 of the San Francisco Environment Code (Resource Conservation) is incorporated herein by reference. Failure by Grantee to comply with any of the applicable requirements of Chapter 5 will be deemed a material breach of contract. If Grantee fails to comply in good faith with any of the provisions of Chapter 5, Grantee shall be liable for liquidated damages in an amount equal to Grantee's net profit under this Agreement, or five percent (5%) of the total contract amount, whichever is greater. Grantee acknowledges and agrees that the liquidated damages assessed shall be payable to City upon demand and may be offset against any monies due to Grantee from any contract with City.

16.7 Compliance with ADA. Grantee acknowledges that, pursuant to the ADA, programs, services and other activities provided by a public entity to the public, whether directly or through a grantee or contractor, must be accessible to the disabled public. Grantee shall not discriminate against any person

protected under the ADA in connection with its activities hereunder and shall comply at all times with the provisions of the ADA.

16.8 Requiring Minimum Compensation for Employees.

a. Grantee agrees to comply fully with and be bound by all of the provisions of the Minimum Compensation Ordinance (MCO), as set forth in San Francisco Administrative Code Chapter 12P (Chapter 12P), including the remedies provided, and implementing guidelines and rules. The provisions of Chapter 12P are incorporated herein by reference and made a part of this Agreement as though fully set forth. The text of the MCO is available on the web at www.sfgov.org/olse/mco. A partial listing of some of Grantee's obligations under the MCO is set forth in this Section. Grantee is required to comply with all the provisions of the MCO, irrespective of the listing of obligations in this Section.

b. The MCO requires Grantee to pay Grantee's employees a minimum hourly gross compensation wage rate and to provide minimum compensated and uncompensated time off. The minimum wage rate may change from year to year and Grantee is obligated to keep informed of the then-current requirements. Any subcontract entered into by Grantee shall require the subgrantee to comply with the requirements of the MCO and shall contain contractual obligations substantially the same as those set forth in this Section. It is Grantee's obligation to ensure that any subgrantees of any tier under this Agreement comply with the requirements of the MCO. If any subgrantee under this Agreement fails to comply, City may pursue any of the remedies set forth in this Section against Grantee.

c. Grantee shall not take adverse action or otherwise discriminate against an employee or other person for the exercise or attempted exercise of rights under the MCO. Such actions, if taken within 90 days of the exercise or attempted exercise of such rights, will be rebuttably presumed to be retaliation prohibited by the MCO.

d. Grantee shall maintain employee and payroll records as required by the MCO. If Grantee fails to do so, it shall be presumed that the Grantee paid no more than the minimum wage required under State law.

e. The City is authorized to inspect Grantee's job sites and conduct interviews with employees and conduct audits of Grantee

f. Grantee's commitment to provide the Minimum Compensation is a material element of the City's consideration for this Agreement. The City in its sole discretion shall determine whether such a breach has occurred. The City and the public will suffer actual damage that will be impractical or extremely difficult to determine if the Grantee fails to comply with these requirements. Grantee agrees that the sums set forth in Section 12P.6.1 of the MCO as liquidated damages are not a penalty, but are reasonable estimates of the loss that the City and the public will incur for Grantee's noncompliance. The procedures governing the assessment of liquidated damages shall be those set forth in Section 12P.6.2 of Chapter 12P.

g. Grantee understands and agrees that if it fails to comply with the requirements of the MCO, the City shall have the right to pursue any rights or remedies available under Chapter 12P (including liquidated damages), under the terms of the contract, and under applicable law. If, within 30 days after receiving written notice of a breach of this Agreement for violating the MCO, Grantee fails to cure such breach or, if such breach cannot reasonably be cured within such period of 30 days, Grantee fails to commence efforts to cure within such period, or thereafter fails diligently to pursue such cure to completion, the City shall have the right to pursue any rights or remedies available under applicable law, including those set forth in Section 12P.6(c) of Chapter 12P. Each of these remedies shall be exercisable individually or in combination with any other rights or remedies available to the City.

h. Grantee represents and warrants that it is not an entity that was set up, or is being used, for the purpose of evading the intent of the MCO.

i. If Grantee is exempt from the MCO when this Agreement is executed because the cumulative amount of agreements with this department for the fiscal year is less than \$25,000, but Grantee later enters into an agreement or agreements that cause Grantee to exceed that amount in a fiscal year, Grantee shall thereafter be required to comply with the MCO under this Agreement. This obligation arises on the effective date of the agreement that causes the cumulative amount of agreements between the Grantee and this department to exceed \$25,000 in the fiscal year.

16.9 Limitations on Contributions. Through execution of this Agreement, Grantee acknowledges that it is familiar with Section 1.126 of the City's Campaign and Governmental Conduct Code, which prohibits any person who contracts with the City for the rendition of personal services, for the furnishing of any material, supplies or equipment, for the sale or lease of any land or building, or for a grant, loan or loan guarantee, from making any campaign contribution to (1) an individual holding a City elective office if the contract must be approved by the individual, a board on which that individual serves, or a board on which an appointee of that individual serves, (2) a candidate for the office held by such individual, or (3) a committee controlled by such individual, at any time from the commencement of negotiations for the contract until the later of either the termination of negotiations for such contract or six months after the date the contract is approved. Grantee acknowledges that the foregoing restriction applies only if the contract or a combination or series of contracts approved by the same individual or board in a fiscal year have a total anticipated or actual value of \$50,000 or more. Grantee further acknowledges that the prohibition on contributions applies to each prospective party to the contract; each member of Grantee's board of directors; Grantee's chairperson, chief executive officer, chief financial officer and chief operating officer; any person with an ownership interest of more than 20 percent in Grantee; any subgrantee listed in the bid or contract; and any committee that is sponsored or controlled by Grantee. Additionally, Grantee acknowledges that Grantee must inform each of the persons described in the preceding sentence of the prohibitions contained in Section 1.126.

16.10 First Source Hiring Program.

a. Incorporation of Administrative Code Provisions by Reference. The provisions of Chapter 83 of the San Francisco Administrative Code are incorporated in this Section by reference and made a part of this Agreement as though fully set forth herein. Contractor shall comply fully with, and be bound by, all of the provisions that apply to this Agreement under such Chapter, including but not limited to the remedies provided therein. Capitalized terms used in this Section and not defined in this Agreement shall have the meanings assigned to such terms in Chapter 83.

b. First Source Hiring Agreement. As an essential term of, and consideration for, any contract or property contract with the City, not exempted by the First Source Hiring Administrator ("FSHA"), the Contractor shall enter into a first source hiring agreement ("agreement") with the City, on or before the effective date of the contract or property contract. Contractors shall also enter into an agreement with the City for any other work that it performs in the City. Such agreement shall:

(1) Set appropriate hiring and retention goals for entry level positions. The employer shall agree to achieve these hiring and retention goals, or, if unable to achieve these goals, to establish good faith efforts as to its attempts to do so, as set forth in the agreement. The agreement shall take into consideration the employer's participation in existing job training, referral and/or brokerage programs. Within the discretion of the FSHA, subject to appropriate modifications, participation in such programs maybe certified as meeting the requirements of this Chapter. Failure either to achieve the specified goal,

or to establish good faith efforts will constitute noncompliance and will subject the employer to the provisions of Section 83.10 of this Chapter.

(2) Set first source interviewing, recruitment and hiring requirements, which will provide the San Francisco Workforce Development System with the first opportunity to provide qualified economically disadvantaged individuals for consideration for employment for entry level positions. Employers shall consider all applications of qualified economically disadvantaged individuals referred by the System for employment; provided however, if the employer utilizes nondiscriminatory screening criteria, the employer shall have the sole discretion to interview and/or hire individuals referred or certified by the San Francisco Workforce Development System as being qualified economically disadvantaged individuals. The duration of the first source interviewing requirement shall be determined by the FSHA and shall be set forth in each agreement, but shall not exceed 10 days. During that period, the employer may publicize the entry level positions in accordance with the agreement. A need for urgent or temporary hires must be evaluated, and appropriate provisions for such a situation must be made in the agreement.

(3) Set appropriate requirements for providing notification of available entry level positions to the San Francisco Workforce Development System so that the System may train and refer an adequate pool of qualified economically disadvantaged individuals to participating employers. Notification should include such information as employment needs by occupational title, skills, and/or experience required, the hours required, wage scale and duration of employment, identification of entry level and training positions, identification of English language proficiency requirements, or absence thereof, and the projected schedule and procedures for hiring for each occupation. Employers should provide both long-term job need projections and notice before initiating the interviewing and hiring process. These notification requirements will take into consideration any need to protect the employer's proprietary information.

(4) Set appropriate record keeping and monitoring requirements. The First Source Hiring Administration shall develop easy-to-use forms and record keeping requirements for documenting compliance with the agreement. To the greatest extent possible, these requirements shall utilize the employer's existing record keeping systems, be nonduplicative, and facilitate a coordinated flow of information and referrals.

(5) Establish guidelines for employer good faith efforts to comply with the first source hiring requirements of this Chapter. The FSHA will work with City departments to develop employer good faith effort requirements appropriate to the types of contracts and property contracts handled by each department. Employers shall appoint a liaison for dealing with the development and implementation of the employer's agreement. In the event that the FSHA finds that the employer under a City contract or property contract has taken actions primarily for the purpose of circumventing the requirements of this Chapter, that employer shall be subject to the sanctions set forth in Section 83.10 of this Chapter.

(6) Set the term of the requirements.

(7) Set appropriate enforcement and sanctioning standards consistent with this Chapter.

(8) Set forth the City's obligations to develop training programs, job applicant referrals, technical assistance, and information systems that assist the employer in complying with this Chapter.

(9) Require the developer to include notice of the requirements of this Chapter in leases, subleases, and other occupancy contracts.

c. Hiring Decisions. Contractor shall make the final determination of whether an Economically Disadvantaged Individual referred by the System is “qualified” for the position.

d. Exceptions. Upon application by Employer, the First Source Hiring Administration may grant an exception to any or all of the requirements of Chapter 83 in any situation where it concludes that compliance with this Chapter would cause economic hardship.

e. Liquidated Damages. Contractor agrees:

(1) To be liable to the City for liquidated damages as provided in this section;

(2) To be subject to the procedures governing enforcement of breaches of contracts based on violations of contract provisions required by this Chapter as set forth in this section;

(3) That the contractor’s commitment to comply with this Chapter is a material element of the City’s consideration for this contract; that the failure of the contractor to comply with the contract provisions required by this Chapter will cause harm to the City and the public which is significant and substantial but extremely difficult to quantify; that the harm to the City includes not only the financial cost of funding public assistance programs but also the insidious but impossible to quantify harm that this community and its families suffer as a result of unemployment; and that the assessment of liquidated damages of up to \$5,000 for every notice of a new hire for an entry level position improperly withheld by the contractor from the first source hiring process, as determined by the FSHA during its first investigation of a contractor, does not exceed a fair estimate of the financial and other damages that the City suffers as a result of the contractor’s failure to comply with its first source referral contractual obligations.

(4) That the continued failure by a contractor to comply with its first source referral contractual obligations will cause further significant and substantial harm to the City and the public, and that a second assessment of liquidated damages of up to \$10,000 for each entry level position improperly withheld from the FSHA, from the time of the conclusion of the first investigation forward, does not exceed the financial and other damages that the City suffers as a result of the contractor’s continued failure to comply with its first source referral contractual obligations;

(5) That in addition to the cost of investigating alleged violations under this Section, the computation of liquidated damages for purposes of this section is based on the following data:

A. The average length of stay on public assistance in San Francisco’s County Adult Assistance Program is approximately 41 months at an average monthly grant of \$348 per month, totaling approximately \$14,379; and

B. In 2004, the retention rate of adults placed in employment programs funded under the Workforce Investment Act for at least the first six months of employment was 84.4%. Since qualified individuals under the First Source program face far fewer barriers to employment than their counterparts in programs funded by the Workforce Investment Act, it is reasonable to conclude that the average length of employment for an individual whom the First Source Program refers to an employer and who is hired in an entry level position is at least one year;

therefore, liquidated damages that total \$5,000 for first violations and \$10,000 for subsequent violations as determined by FSHA constitute a fair, reasonable, and conservative attempt to quantify the harm caused to the City by the failure of a contractor to comply with its first source referral contractual obligations.

(6) That the failure of contractors to comply with this Chapter, except property contractors, may be subject to the debarment and monetary penalties set forth in Sections 6.80 et seq. of the San Francisco Administrative Code, as well as any other remedies available under the contract or at law; and

Violation of the requirements of Chapter 83 is subject to an assessment of liquidated damages in the amount of \$5,000 for every new hire for an Entry Level Position improperly withheld from the first source hiring process. The assessment of liquidated damages and the evaluation of any defenses or mitigating factors shall be made by the FSHA.

f. Subcontracts. Any subcontract entered into by Contractor shall require the subcontractor to comply with the requirements of Chapter 83 and shall contain contractual obligations substantially the same as those set forth in this Section.

16.11 Prohibition on Political Activity with City Funds. In accordance with S. F. Administrative Code Chapter 12.G, no funds appropriated by the City and County of San Francisco for this Agreement may be expended for organizing, creating, funding, participating in, supporting, or attempting to influence any political campaign for a candidate or for a ballot measure (collectively, “Political Activity”). The terms of San Francisco Administrative Code Chapter 12.G are incorporated herein by this reference. Accordingly, an employee working in any position funded under this Agreement shall not engage in any Political Activity during the work hours funded hereunder, nor shall any equipment or resource funded by this Agreement be used for any Political Activity. In the event Grantee, or any staff member in association with Grantee, engages in any Political Activity, then (i) Grantee shall keep and maintain appropriate records to evidence compliance with this Section, and (ii) Grantee shall have the burden to prove that no funding from this Agreement has been used for such Political Activity. Grantee agrees to cooperate with any audit by the City or its designee in order to ensure compliance with this Section. In the event Grantee violates the provisions of this Section, the City may, in addition to any other rights or remedies available hereunder, (i) terminate this Agreement and any other agreements between Grantee and City, (ii) prohibit Grantee from bidding on or receiving any new City contract for a period of two (2) years, and (iii) obtain reimbursement of all funds previously disbursed to Grantee under this Agreement.

16.12 Preservative-treated Wood Containing Arsenic. Grantee may not purchase preservative-treated wood products containing arsenic in the performance of this Agreement unless an exemption from the requirements of Chapter 13 of the San Francisco Environment Code is obtained from the Department of the Environment under Section 1304 of the Code. The term “preservative-treated wood containing arsenic” shall mean wood treated with a preservative that contains arsenic, elemental arsenic, or an arsenic copper combination, including, but not limited to, chromated copper arsenate preservative, ammoniacal copper zinc arsenate preservative, or ammoniacal copper arsenate preservative. Grantee may purchase preservative-treated wood products on the list of environmentally preferable alternatives prepared and adopted by the Department of the Environment. This provision does not preclude Grantee from purchasing preservative-treated wood containing arsenic for saltwater immersion. The term “saltwater immersion” shall mean a pressure-treated wood that is used for construction purposes or facilities that are partially or totally immersed in saltwater.

16.13 16. Supervision of Minors. Grantee, and any subgrantees, shall comply with California Penal Code section 11105.3 and request from the Department of Justice records of all convictions or any arrest pending adjudication involving the offenses specified in Welfare and Institution Code section 15660(a) of any person who applies for employment or volunteer position with Grantee, or any subgrantee, in which he or she would have supervisory or disciplinary power over a minor under his or her care.

If Grantee, or any subgrantee, is providing services at a City park, playground, recreational center or beach (separately and collectively, “Recreational Site”), Grantee shall not hire, and shall prevent its subgrantees from hiring, any person for employment or volunteer position to provide those services if that person has been convicted of any offense that was listed in former Penal Code section 11105.3 (h)(1) or 11105.3(h)(3).

If Grantee, or any of its subgrantees, hires an employee or volunteer to provide services to minors at any location other than a Recreational Site, and that employee or volunteer has been convicted of an offense specified in Penal Code section 11105.3(c), then Grantee shall comply, and cause its subgrantees to comply with that section and provide written notice to the parents or guardians of any minor who will be supervised or disciplined by the employee or volunteer not less than ten (10) days prior to the day the employee or volunteer begins his or her duties or tasks. Grantee shall provide, or cause its subgrantees to provide City with a copy of any such notice at the same time that it provides notice to any parent or guardian.

Grantee shall expressly require any of its subgrantees with supervisory or disciplinary power over a minor to comply with this section of the Agreement as a condition of its contract with the subgrantee.

Grantee acknowledges and agrees that failure by Grantee or any of its subgrantees to comply with any provision of this section of the Agreement shall constitute an Event of Default.

16.14 Protection of Private Information. Grantee agrees to comply fully with and be bound by all of the provisions of Chapter 12M of the San Francisco Administrative Code (“Protection of Private Information”), including the remedies provided. The provisions of Chapter 12M are incorporated herein by reference and made a part of this Agreement as though fully set forth. Capitalized terms used in this Section and not defined in this Agreement shall have the meanings assigned to such terms in Chapter 12M. Consistent with the requirements of Chapter 12M, Grantee agrees to all of the following:

(a) Neither Grantee nor any of its subgrantees shall disclose Private Information obtained from the City in the performance of this Agreement to any other subgrantee, person, or other entity, unless one of the following is true:

(1) The disclosure is authorized by this Agreement;

(2) The Grantee received advance written approval from the Contracting Department to disclose the information; or

(3) The disclosure is expressly required by a judicial order.

(b) Any disclosure or use of Private Information authorized by this Agreement shall be in accordance with any conditions or restrictions stated in this Agreement. Any disclosure or use of Private Information authorized by a Contracting Department shall be in accordance with any conditions or restrictions stated in the approval.

(c) “**Private Information**” shall mean any information that: (1) could be used to identify an individual, including without limitation, name, address, social security number, medical information, financial information, date and location of birth, and names of relatives; or (2) the law forbids any person from disclosing.

(d) Any failure of Grantee to comply with Chapter 12M shall be a material breach of this Agreement. In such an event, in addition to any other remedies available to it under equity or law, the City may terminate this Agreement, debar Grantee, or bring a false claim action against Grantee.

16.15 Public Access to Meetings and Records. If the Grantee receives a cumulative total per year of at least \$250,000 in City funds or City-administered funds and is a non-profit organization as defined in Chapter 12L of the San Francisco Administrative Code, the Grantee shall comply with and be bound by all the applicable provisions of that Chapter. By executing this Agreement, the Grantee agrees to open its meetings and records to the public in the manner set forth in Sections 12L.4 and 12L.5 of the Administrative Code. The Grantee further agrees to make good-faith efforts to promote community

membership on its Board of Directors in the manner set forth in Section 12L.6 of the Administrative Code. The Grantee acknowledges that its material failure to comply with any of the provisions of this paragraph shall constitute a material breach of this Agreement. The Grantee further acknowledges that such material breach of the Agreement shall be grounds for the City to terminate and/or not renew the Agreement, partially or in its entirety.

16.16 Graffiti Removal. Graffiti is detrimental to the health, safety and welfare of the community in that it promotes a perception in the community that the laws protecting public and private property can be disregarded with impunity. This perception fosters a sense of disrespect of the law that results in an increase in crime; degrades the community and leads to urban blight; is detrimental to property values, business opportunities and the enjoyment of life; is inconsistent with the City's property maintenance goals and aesthetic standards; and results in additional graffiti and in other properties becoming the target of graffiti unless it is quickly removed from public and private property. Graffiti results in visual pollution and is a public nuisance. Graffiti must be abated as quickly as possible to avoid detrimental impacts on the City and County and its residents, and to prevent the further spread of graffiti.

Grantee shall remove all graffiti from any real property owned or leased by Grantee in the City and County of San Francisco within forty eight (48) hours of the earlier of Grantee's (a) discovery or notification of the graffiti or (b) receipt of notification of the graffiti from the Department of Public Works. This Section is not intended to require a Grantee to breach any lease or other agreement that it may have concerning its use of the real property. The term "graffiti" means any inscription, word, figure, marking or design that is affixed, marked, etched, scratched, drawn or painted on any building, structure, fixture or other improvement, whether permanent or temporary, including by way of example only and without limitation, signs, banners, billboards and fencing surrounding construction sites, whether public or private, without the consent of the owner of the property or the owner's authorized agent, and which is visible from the public right-of-way. "Graffiti" shall not include: (1) any sign or banner that is authorized by, and in compliance with, the applicable requirements of the San Francisco Public Works Code, the San Francisco Planning Code or the San Francisco Building Code; or (2) any mural or other painting or marking on the property that is protected as a work of fine art under the California Art Preservation Act (California Civil Code Sections 987 *et seq.*) or as a work of visual art under the Federal Visual Artists Rights Act of 1990 (17 U.S.C. Sections 101 *et seq.*).

Any failure of Grantee to comply with this Section shall constitute an Event of Default of this Agreement.

16.17 Food Service Waste Reduction Requirements. Grantee agrees to comply fully with and be bound by all of the provisions of the Food Service Waste Reduction Ordinance, as set forth in San Francisco Environment Code Chapter 16, including the remedies provided, and implementing guidelines and rules. The provisions of Chapter 16 are incorporated herein by reference and made a part of this Agreement as though fully set forth. This provision is a material term of this Agreement. By entering into this Agreement, Grantee agrees that if it breaches this provision, City will suffer actual damages that will be impractical or extremely difficult to determine; further, Grantee agrees that the sum of one hundred dollars (\$100) liquidated damages for the first breach, two hundred dollars (\$200) liquidated damages for the second breach in the same year, and five hundred dollars (\$500) liquidated damages for subsequent breaches in the same year is reasonable estimate of the damage that City will incur based on the violation, established in light of the circumstances existing at the time this Agreement was made. Such amount shall not be considered a penalty, but rather agreed monetary damages sustained by City because of Grantee's failure to comply with this provision.

16.18 Slavery Era Disclosure.

(a) Grantee acknowledges that this Agreement shall not be binding upon the City until the Director receives the affidavit required by the San Francisco Administrative Code's Chapter 12Y, "San Francisco Slavery Era Disclosure Ordinance."

(b) In the event the Director finds that Grantee has failed to file an affidavit as required by Section 12Y.4(a) and this Agreement, or has willfully filed a false affidavit, the Grantee shall be liable for liquidated damages in an amount equal to the Grantee's net profit on the Agreement, 10 percent of the total amount of the Agreement, or \$1,000, whichever is greatest as determined by the Director. Grantee acknowledges and agrees that the liquidated damages assessed shall be payable to the City upon demand and may be set off against any monies due to the Grantee from any Agreement with the City.

(c) Grantee shall maintain records necessary for monitoring their compliance with this provision.

16.19 Compliance with Other Laws. Without limiting the scope of any of the preceding sections of this Article 16, Grantee shall keep itself fully informed of City's Charter, codes, ordinances and regulations and all state, and federal laws, rules and regulations affecting the performance of this Agreement and shall at all times comply with such Charter codes, ordinances, and regulations rules and laws.

ARTICLE 17 MISCELLANEOUS

17.1 No Waiver. No waiver by MOHCD or City of any default or breach of this Agreement shall be implied from any failure by MOHCD or City to take action on account of such default if such default persists or is repeated. No express waiver by MOHCD or City shall affect any default other than the default specified in the waiver and shall be operative only for the time and to the extent therein stated. Waivers by City or MOHCD of any covenant, term or condition contained herein shall not be construed as a waiver of any subsequent breach of the same covenant, term or condition. The consent or approval by MOHCD or City of any action requiring further consent or approval shall not be deemed to waive or render unnecessary the consent or approval to or of any subsequent similar act.

17.2 Modification. This Agreement may not be modified, nor may compliance with any of its terms be waived, except by written instrument executed and approved in the same manner as this Agreement.

17.3 Administrative Remedy for Agreement Interpretation. Should any question arise as to the meaning or intent of this Agreement, the question shall, prior to any other action or resort to any other legal remedy, be referred to the director or president, as the case may be, of MOHCD who shall decide the true meaning and intent of the Agreement. Such decision shall be final and conclusive.

17.4 Governing Law; Venue. The formation, interpretation and performance of this Agreement shall be governed by the laws of the State of California, without regard to its conflict of laws principles. Venue for all litigation relative to the formation, interpretation and performance of this Agreement shall be in San Francisco.

17.5 Headings. All article and section headings and captions contained in this Agreement are for reference only and shall not be considered in construing this Agreement.

17.6 Entire Agreement. This Agreement and the Application Documents set forth the entire Agreement between the parties, and supersede all other oral or written provisions. If there is any conflict between the terms of this Agreement and the Application Documents, the terms of this Agreement shall govern. The following appendices are attached to and a part of this Agreement:

- Exhibit A, Projected Project Subsidy Payments
- Exhibit B, Annual Operating Budget for Initial Operating Period and 15-Year Cash Flow
- Exhibit C, Real Property Legal Description
- Exhibit D, LOSP Client Selection Criteria
- Exhibit E, Intentionally Omitted
- Exhibit F, Lobbying/Debarment Certification Form

Exhibit G, Annual Monitoring Report
Exhibit H, Tenant Selection Plan Policy - LOSP
Exhibit I, Tenant Screening Criteria Policy - LOSP

17.7 Certified Resolution of Signatory Authority. Upon request of City, Grantee shall deliver to City a copy of the corporate resolution(s) authorizing the execution, delivery and performance of this Agreement, certified as true, accurate and complete by the secretary or assistant secretary of Grantee.

17.8 Severability. Should the application of any provision of this Agreement to any particular facts or circumstances be found by a court of competent jurisdiction to be invalid or unenforceable, then (a) the validity of other provisions of this Agreement shall not be affected or impaired thereby, and (b) such provision shall be enforced to the maximum extent possible so as to effect the intent of the parties and shall be reformed without further action by the parties to the extent necessary to make such provision valid and enforceable.

17.9 Successors; No Third-Party Beneficiaries. Subject to the terms of Article 13, the terms of this Agreement shall be binding upon, and inure to the benefit of, the parties hereto and their successors and assigns. Nothing in this Agreement, whether express or implied, shall be construed to give any person or entity (other than the parties hereto and their respective successors and assigns and, in the case of Article 9, the Indemnified Parties) any legal or equitable right, remedy or claim under or in respect of this Agreement or any covenants, conditions or provisions contained herein.

17.10 Survival of Terms. The obligations of Grantee and the terms of the following provisions of this Agreement shall survive and continue following expiration or termination of this Agreement:

Section 6.4	Financial Statements.
Section 6.5	Books and Records.
Section 6.6	Inspection and Audit.
Section 6.7	Submitting False Claims; Monetary Penalties
Section 6.8	Ownership of Results.
Article 7	Taxes
Article 9	Indemnification and General Liability
Section 10.4	Required Post-Expiration Coverage.
Article 12	Disclosure of Information and Documents
Section 13.4	Grantee Retains Responsibility.
Section 14.3	Consequences of Recharacterization.
This Article 17	Miscellaneous

17.11 Further Assurances. From and after the date of this Agreement, Grantee agrees to do such things, perform such acts, and make, execute, acknowledge and deliver such documents as may be reasonably necessary or proper and usual to complete the transactions contemplated by this Agreement and to carry out the purpose of this Agreement in accordance with this Agreement.

17.12 Cooperative Drafting. This Agreement has been drafted through a cooperative effort of both parties, and both parties have had an opportunity to have the Agreement reviewed and revised by legal counsel. No party shall be considered the drafter of this Agreement, and no presumption or rule that an ambiguity shall be construed against the party drafting the clause shall apply to the interpretation or enforcement of this Agreement.

[REMAINDER OF PAGE INTENTIONALLY BLANK]

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be duly executed as of the date first specified herein.

CITY:

CITY AND COUNTY OF SAN FRANCISCO,
a municipal corporation

By: _____
Edwin M. Lee
Mayor

By: _____
Olson Lee
Director, Mayor's Office of Housing and
Community Development

APPROVED AS TO FORM:

DENNIS J. HERRERA
City Attorney

By: _____
Deputy City Attorney

GRANTEE:

By signing this Agreement, I certify that I comply with the requirements of the Minimum Compensation Ordinance, which entitle Covered Employees to certain minimum hourly wages and compensated and uncompensated time off.

I have read and understood Section 16.2, the City's statement urging companies doing business in Northern Ireland to move towards resolving employment inequities, encouraging compliance with the MacBride Principles, and urging San Francisco companies to do business with corporations that abide by the MacBride Principles.

**Alabama Street Senior Housing
Associates L.P.,**
a California limited partnership

By: **TURK STREET INC.,**
a California nonprofit public benefit
corporation, its General Partner

By: _____
Don S. Falk
Its: Executive Director

Federal Tax ID #: 94-3297381

City Vendor Number: 84918

Exhibit A – Projected Project Subsidy Payments

MOHCD Proforma - Exhibit A

LOSP FUNDING SCHEDULE	
Project Address:	Mosaica Senior Apartments
Project Start Date:	1/1/2018

Exhibit A

Calendar Year	Full Year Funding Amount	# Months to Fund	Total Disbursement for Calendar Year	Estimated Disbursement Date
CY-1 2018	\$64,203	12	\$64,203	1/1/2018
CY-2 2019	\$67,071	12	\$67,071	1/1/2019
CY-3 2020	\$70,070	12	\$70,070	1/1/2020
CY-4 2021	\$73,204	12	\$73,204	1/1/2021
CY-5 2022	\$69,810	12	\$69,810	1/1/2022
CY-6 2023	\$73,234	12	\$73,234	1/1/2023
CY-7 2024	\$76,812	12	\$76,812	1/1/2024
CY-8 2025	\$80,552	12	\$80,552	1/1/2025
CY-9 2026	\$84,460	12	\$84,460	1/1/2026
CY-10 2027	\$88,545	12	\$88,545	1/1/2027
CY-11 2028	\$92,813	12	\$92,813	1/1/2028
CY-12 2029	\$97,274	12	\$97,274	1/1/2029
CY-13 2030	\$101,936	12	\$101,936	1/1/2030
CY-14 2031	\$106,808	12	\$106,808	1/1/2031
CY-15 2032	\$111,899	12	\$111,899	1/1/2032
Total Contract Amount:			\$1,258,693	

Exhibit B –Annual Operating Budget for Initial Operating Period and 15-Year Cash Flow

MOHCD Proforma - Year 1 Operating Budget

Application Date: 11/12/2018
 Total # Units: 24
 Year 1 is a full year, i.e. 12 months of operations: 2017

Project Name: Apartments
 Project Address: 655 Alabama Street
 Project Sponsor: Tenderloin Neighborhood

INCOME	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
Residential - Tenant Rents	22,848	89,906	112,754	Links from Existing Proj - Rent Info Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Residential - Tenant Assistance Payments (Non-LOSP)	0	22,848	22,848	Links from Existing Proj - Rent Info Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Residential - LOSP Tenant Assistance Payments	66,643	0	66,643	Links from Existing Proj - Rent Info Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Commercial Space	0	0	0	Links from Commercial Op. Budget Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Residential Parking	0	0	0	Links from Utilities & Other Income Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Miscellaneous Rent Income	322	378	700	Links from Utilities & Other Income Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Supportive Services Income	0	0	0	Links from Utilities & Other Income Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Interest Income - Project Operations	0	0	0	Links from Utilities & Other Income Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Laundry and Vending	1,684	1,836	3,400	Links from Utilities & Other Income Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Tenant Charges	386	484	840	Links from Utilities & Other Income Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Miscellaneous Residential Income	0	0	0	Links from Utilities & Other Income Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Other Commercial Income	0	0	0	Links from Commercial Op. Budget Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Withdrawal from Capitalized Reserve (deposit to operating account)	0	0	0	Links from Commercial Op. Budget Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Gross Potential Income	124,468	114,452	238,920					
Vacancy Loss - Residential - Tenant Rents	(3,210)	(3,850)	(7,060)	Vacancy loss is 5% of Tenant Rents.				
Vacancy Loss - Residential - Tenant Assistance Payments	(626)	(617)	(1,243)	Vacancy loss is 5% of Tenant Assistance Payments.				
Vacancy Loss - Commercial	0	0	0	Links from Commercial Op. Budget Worksheet				
EFFECTIVE GROSS INCOME	120,632	109,985	230,617	PUPA: 9,661				

OPERATING EXPENSES	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
Management Fee	11,428	7,004	18,432	\$64 ppm: \$52 Base, \$3 non-profit, \$5 high crime, \$4 BDC, per HUD sched	Alternative LOSP	LOSP	non-LOSP	Approved
Asset Management Fee	8,300	5,700	14,000	HCD limit; no escalation	Alternative LOSP	LOSP	non-LOSP	Approved
Sub-total Management Expenses	20,728	12,704	33,432	PUPA: 1,353				
Office Salaries	882	589	1,551		Alternative LOSP	LOSP	non-LOSP	Approved
Manager's Salary	3,275	2,069	5,444		Alternative LOSP	LOSP	non-LOSP	Approved
Health Insurance and Other Benefits	4,811	2,765	7,576		Alternative LOSP	LOSP	non-LOSP	Approved
Other Salaries/Benefits	4,811	3,014	7,825		Alternative LOSP	LOSP	non-LOSP	Approved
Administrative Rent-Fin Unit	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Sub-total Salaries/Benefits	13,765	8,437	22,202	PUPA: 925				
Advertising and Marketing	0	0	0					
Office Expenses	5,122	6,012	11,134					
Office Rent	0	0	0					
Legal Expense - Property	878	872	1,750		Alternative LOSP	LOSP	non-LOSP	Approved
Audit Expense	5,923	6,553	12,476		Alternative LOSP	LOSP	non-LOSP	Approved
Bookkeeping/Accounting Services	2,053	2,411	4,464		Alternative LOSP	LOSP	non-LOSP	Approved
Bad Debts	680	810	1,490		Alternative LOSP	LOSP	non-LOSP	Approved
Miscellaneous	64	75	140		Alternative LOSP	LOSP	non-LOSP	Approved
Sub-total Administration Expenses	14,690	17,233	31,923	PUPA: 1,330				
Utilities	1,613	1,893	3,506		Alternative LOSP	LOSP	non-LOSP	Approved
Water	8,771	10,287	19,058	The only cost materially over projection. 1) High annual	Alternative LOSP	LOSP	non-LOSP	Approved
Gas	1,928	2,263	4,191		Alternative LOSP	LOSP	non-LOSP	Approved
Sewer	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Sub-total Utilities	12,312	14,453	26,765	PUPA: 1,115				
Taxes and Licenses	163	100	263		Alternative LOSP	LOSP	non-LOSP	Approved
Real Estate Taxes	163	100	263		Alternative LOSP	LOSP	non-LOSP	Approved
Payroll Taxes	1,074	995	2,069		Alternative LOSP	LOSP	non-LOSP	Approved
Miscellaneous Taxes, Licenses and Permits	414	486	900		Alternative LOSP	LOSP	non-LOSP	Approved
Sub-total Taxes and Licenses	2,201	1,581	3,782	PUPA: 158				
Insurance	2,181	2,573	4,754		Alternative LOSP	LOSP	non-LOSP	Approved
Property and Liability Insurance	2,181	2,573	4,754		Alternative LOSP	LOSP	non-LOSP	Approved
Fidelity Bond Insurance	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Worker's Compensation	1,143	782	1,925		Alternative LOSP	LOSP	non-LOSP	Approved
Director's & Officers' Liability Insurance	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Sub-total Insurance	3,324	3,273	6,607	PUPA: 275				
Maintenance & Repair	7,654	8,886	16,540		Alternative LOSP	LOSP	non-LOSP	Approved
Supplies	2,051	2,419	4,400		Alternative LOSP	LOSP	non-LOSP	Approved
Contracts	4,344	2,662	7,006		Alternative LOSP	LOSP	non-LOSP	Approved
Garbage and Trash Removal	3,756	4,409	8,165		Alternative LOSP	LOSP	non-LOSP	Approved
Security Payroll/Contract	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
HVAC Repairs and Maintenance	414	485	900		Alternative LOSP	LOSP	non-LOSP	Approved
Vehicle and Maintenance Equipment Operation and Repairs	95	65	160		Alternative LOSP	LOSP	non-LOSP	Approved
Miscellaneous Operating and Maintenance Expenses	2,354	3,326	5,680		Alternative LOSP	LOSP	non-LOSP	Approved
Sub-total Maintenance & Repair Expenses	21,116	22,353	43,471	PUPA: 1,811				
Supportive Services	521	811	1,332		Alternative LOSP	LOSP	non-LOSP	Approved
Commercial Expenses	0	0	0	Links from Commercial Op. Budget Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
TOTAL OPERATING EXPENSES w/o RESERVE/GL BASE	88,658	88,646	177,304	PUPA: 7,054				

RESERVE/GROUND LEASE BASE RENT/BOND FEES	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
Ground Lease Base Rent	0	0	0	Provide additional				
Bond Monitoring Fee	0	0	0					
Registration Reserve Deposit	13,020	7,880	21,000		Alternative LOSP	LOSP	non-LOSP	Approved
Operating Reserve Deposit	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Other Required Reserve 1 Deposit	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Other Required Reserve 2 Deposit	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Reserve Reserve Deposit - Commercial	0	0	0	Links from Commercial Op. Budget Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Sub-total Reserve/Ground Lease Base Rent/Bond Fees	13,020	7,880	21,000	PUPA: 875				

NET OPERATING INCOME (NOMIC) minus OP EXPENSES	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
NET OPERATING INCOME (NOMIC) minus OP EXPENSES	18,844	21,281	40,125	PUPA: 1,672				

DEBT SERVICE (Hard debt/Amortized loans)	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
Hard Debt - First Lender	0	0	0	Provide additional				
Hard Debt - Second Lender (HCD Program) 0.42% ppm; or other 2nd Ldr	5,084	4,943	10,027	HCD	Alternative LOSP	LOSP	non-LOSP	Approved
Hard Debt - Third Lender (Other HCD Program) or other 3rd Lender	0	0	0	Provide additional				
Hard Debt - Fourth Lender	0	0	0	Provide additional				
Commercial Hard Debt Service	0	0	0	Links from Commercial Op. Budget Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
TOTAL HARD DEBT SERVICE	5,084	4,943	10,027	PUPA: 542				

CASH FLOW (NOMIC minus DEBT SERVICE)	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
CASH FLOW (NOMIC minus DEBT SERVICE)	10,780	16,338	27,118					
Commercial Only Cash Flow	0	0	0					
Allocation of Commercial Surplus to LOSP/non-LOSP (net/total income)	0	0	0					
AVAILABLE CASH FLOW	10,780	16,338	27,118	3.0X				

USES OF CASH FLOW BELOW (This row also shows DSCR)	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
Below-the-line Asset Mgt fee (non-income in new projects, see policy)	0	0	0					
Patrol/Asset Management Fee (see policy for limits)	4,900	5,400	10,300	2/HCD maximum	Alternative LOSP	LOSP	non-LOSP	Approved
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	2,070	2,430	4,500	1	Alternative LOSP	LOSP	non-LOSP	Approved
Other Payments	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Non-amortizing Loan Pmt - Lender 1 (select lender in comments field)	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Non-amortizing Loan Pmt - Lender 2 (select lender in comments field)	0	0	0		Alternative LOSP	LOSP	non-LOSP	Approved
Deferred Developer Fee (Enter amt) Max Fee from col'd 1190	4,110	4,825	8,935	Provide additional	Alternative LOSP	LOSP	non-LOSP	Approved
TOTAL PAYMENTS PRECEDING MOHCD	10,780	12,655	23,435	PUPA: 976				

RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)	0	3,684	3,684					

SOFT DEBT LENDERS WITH RESIDUAL RECEIPTS OBLIGATIONS	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
MOHCD/DCI - Soft Debt Loans	0	0	0					
MOHCD/DCI - Ground Lease Value	0	0	0					
HCD (soft debt loan) - Lender 3	0	0	0					
Other Soft Debt Lender - Lender 4	0	0	0					
Other Soft Debt Lender - Lender 5	0	0	0					

MOHCD RESIDUAL RECEIPTS DEBT SERVICE	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
MOHCD Residual Receipts Amount Due	1,072	1,072	2,144	50% of residual receipts, multiplied by 29.1% - MOHCD's				
Proposed MOHCD Residual Receipts Amount to Loan Payment	1,072	1,072	2,144					
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	0	0	0					
REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS	0	0	0					

NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
HCD Residual Receipts Amount Due	2,612	0	2,612	50% of residual receipts, multiplied by 70.9% - HCD's pro				
Lender 4 Residual Receipts Due	0	0	0					
Lender 5 Residual Receipts Due	0	0	0					
Total Non-MOHCD Residual Receipts Debt Service	2,612	0	2,612					

REMAINDER (Should be zero unless there are distributions below)	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
Owner Distributions/Incentive Management Fee	0	0	0					
Other Distributions/Uses	0	0	0					
Final Balance (should be zero)	0	0	0					

Mosalca Senior Apartments

Financial statement table with columns for Year 1 (2017), Year 2 (2018), and Year 3 (2019). Rows include INCOME, OPERATING EXPENSES, MAINTENANCE & REPAIR, and RESIDUAL RECEIPTS. Includes sub-totals and a final REMAINDER section.

Mosalca Senior Apartments

	Total	LOSP Units		non-LOSP Units		Year 4 2020			Year 5 2021			Year 6 2022		
		11	13	11	13	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
INCOME														
Residential - Tenant Rents		1.0%	3.5%	55/55A income escalations have been very low historically. We consider tenant income escalations in setting annual increase. MOHCD FIRM Order - FIRM Top Policy at FIRM escalation is 2.5% (1 unit is Vash)		87,134	86,572	155,706	87,706	102,022	155,727	84,283	105,592	163,875
Residential - Tenant Assistance Payments (Non-LOSP)		n/a	2.5%			-	24,605	24,605	-	25,220	25,220	-	25,450	25,450
Residential - LOSP Tenant Assistance Payments		n/a	n/a			70,070	-	70,070	73,204	-	73,204	69,410	-	69,410
Commercial Space		n/a	0.0%			-	-	-	-	-	-	-	-	-
Residential Parking		0.0%	0.0%			-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income		2.5%	2.5%			247	407	754	355	417	773	354	428	792
Supportive Services Income		0.0%	0.0%			-	-	-	-	-	-	-	-	-
Interest Income - Project Operations		0.0%	0.0%			-	-	-	-	-	-	-	-	-
Laundry and Vending		2.5%	2.5%			1,684	1,977	3,661	1,728	2,027	3,753	1,770	2,077	3,847
Tenant Charges		2.5%	2.5%			416	498	915	427	501	927	437	513	950
Miscellaneous Residential Income		0.0%	0.0%			-	-	-	-	-	-	-	-	-
Other Commercial Income		n/a	0.0%			-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)		n/a	n/a			-	-	-	-	-	-	-	-	-
Gross Potential Income														
Vacancy Loss - Residential - Tenant Rents		n/a	n/a	Enter formulas manually per revised MOH policy, annual increasing usually not appropriate.		(18,561)	(18,498)	(35,059)	(18,618)	(18,701)	(35,059)	(18,684)	(18,768)	(35,059)
Vacancy Loss - Residential - Tenant Assistance Payments		n/a	n/a			(1,230)	(1,230)	(2,460)	(1,241)	(1,241)	(2,482)	(1,253)	(1,253)	
Vacancy Loss - Commercial		n/a	n/a			-	-	-	-	-	-	-	-	
EFFECTIVE GROSS INCOME						126,775	116,890	246,655	130,632	123,824	234,337	127,710	127,889	265,638
OPERATING EXPENSES														
Management														
Management Fee		3.5%	3.5%	schedule		12,870	7,765	20,438	13,114	8,037	21,151	18,373	8,319	21,861
Asset Management Fee		3.5%	3.5%	per MOHCD policy		10,311	4,320	18,831	10,672	6,591	17,213	17,045	8,770	17,815
Sub-total Management Expenses														
Salaries/Benefits														
Office Salaries		3.5%	3.5%			1,268	653	1,720	1,163	676	1,780	1,242	709	1,842
Manager's Salary		3.5%	3.5%			3,742	2,591	6,038	3,673	2,374	8,247	4,039	2,457	8,665
Health Insurance and Other Benefits		7.0%	7.0%	historically high inflation		5,538	3,387	8,912	5,812	3,624	9,538	6,326	3,877	10,204
Other Salaries/Benefits		3.5%	3.5%			5,432	3,342	8,184	6,043	3,459	9,102	5,841	3,580	9,421
Administrative Rent/Fees/Util		3.5%	3.5%			-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits														
Administration														
Advertising and Marketing		3.5%	3.5%			-	-	-	-	-	-	-	-	-
Office Expenses		3.5%	3.5%			5,678	6,686	12,344	5,877	6,880	12,777	6,043	7,141	13,224
Office Rent		3.5%	3.5%			-	-	-	-	-	-	-	-	-
Legal Expense - Property		3.5%	3.5%			678	1,078	1,990	550	1,715	2,090	933	1,154	2,138
Audit Expense		3.5%	3.5%			6,568	7,708	14,775	6,780	7,878	14,774	7,034	8,257	15,261
Bookkeeping/Accounting Services		3.5%	3.5%			2,977	2,877	4,048	2,358	2,765	5,123	2,439	2,883	5,302
Bad Debt		1.0%	1.0%	Consistent with rent collection		711	833	1,543	718	841	1,561	725	847	1,577
Miscellaneous		3.5%	3.5%			71	64	155	74	67	181	76	60	188
Sub-total Administration Expenses														
Utilities														
Electricity		3.5%	3.5%			1,788	2,029	3,847	1,851	2,173	4,023	1,915	2,246	4,164
Water		4.5%	4.5%	historically high inflation		10,099	11,707	21,760	10,490	12,279	22,739	10,631	12,812	23,782
Gas		3.5%	3.5%			2,187	2,500	4,847	2,212	2,597	4,829	2,300	2,616	4,973
Sewer		3.5%	3.5%			-	-	-	-	-	-	-	-	-
Sub-total Utilities														
Taxes and Licenses														
Real Estate Taxes		1.2%	1.2%			169	103	272	171	105	278	173	104	278
Payroll Taxes		3.5%	3.5%			1,800	1,103	2,904	1,863	1,142	3,005	1,920	1,162	3,111
Miscellaneous Taxes, Licenses and Permits		3.5%	3.5%			2,187	2,500	4,847	2,212	2,597	4,829	2,300	2,616	
Sub-total Taxes and Licenses														
Insurance														
Property and Liability Insurance		3.5%	3.5%			2,430	2,852	5,283	2,515	2,923	5,467	2,603	3,038	6,068
Fidelity Bond Insurance		0.0%	0.0%			-	-	-	-	-	-	-	-	-
Workers' Compensation		3.5%	3.5%			1,287	776	2,043	1,311	804	2,115	1,337	832	2,189
Director's & Officers' Liability Insurance		0.0%	0.0%			-	-	-	-	-	-	-	-	-
Sub-total Insurance														
Maintenance & Repair														
Plant		3.5%	3.5%			6,487	8,862	18,448	6,784	10,371	18,055	8,051	10,672	18,743
Supplies		3.5%	3.5%			2,285	2,652	4,967	2,365	2,776	5,141	2,448	2,875	5,321
Contracts		3.5%	3.5%			4,816	2,652	7,788	4,985	3,052	8,040	5,159	3,162	8,321
Garbage and Trash Removal		3.5%	3.5%			4,184	4,888	8,953	4,210	5,060	9,270	4,481	5,277	9,807
Legal Expense/Contract		3.5%	3.5%			-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance		3.5%	3.5%			459	829	898	475	558	1,033	492	577	1,099
Vehicle and Maintenance Equipment Operation and Repairs		3.5%	3.5%			81	72	133	83	74	139	86	77	143
Miscellaneous Operating and Maintenance Expenses		3.5%	3.5%			3,162	3,668	6,830	3,252	3,877	7,689	3,363	3,971	7,310
Sub-total Maintenance & Repair Expenses														
Supportive Services														
Supportive Services		3.5%	3.5%			277	678	1,255	388	701	1,299	618	720	1,344
Commercial Expenses														
TOTAL OPERATING EXPENSES w/o RESERVE/BOND BASE RENT/BOND FEES														
PUPA (w/o Reserve/Bond Base Rent/Bond Fees)														
112,000 87,818 210,018 116,758 101,241 217,133 119,685 104,816 224,800														
RESERVE/BOND LEASE BASE RENT/BOND FEES														
Bond Monitoring Fee														
Residential Reserve Deposit														
Operational Reserve Deposit														
Other Required Reserve 1 Deposit														
Other Required Reserve 2 Deposit														
Required Reserve Deposits, Commercial														
Sub-total Reserve/Bond Lease Base Rent/Bond Fees														
TOTAL OPERATING EXPENSES w/ RESERVE/BOND BASE RENT/BOND FEES														
PUPA (w/ Reserve/Bond Base Rent/Bond Fees)														
NET OPERATING INCOME (INCOME minus OP EXPENSES)														
14,774 21,812 38,446 14,734 22,493 37,217 8,064 23,054 31,118														
DEBT SERVICE (hard debt/amortized loans)														
Hard Debt - First Lender														
Hard Debt - Second Lender (MOHCD Program 0.42% (per) or other 2nd Lender)														
Hard Debt - Third Lender (Other MOHCD Program or other 3rd Lender)														
Hard Debt - Fourth Lender														
Commercial Hard Debt Service														
TOTAL HARD DEBT SERVICE														
6,870 16,968 23,638 6,870 17,640 24,210 (0) 18,111 18,111														
CASH FLOW (NOI minus DEBT SERVICE)														
Commercial Only Cash Flow														
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)														
AVAILABLE CASH FLOW														
USES OF CASH FLOW BELOW (This row also shows DSCR.)														
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL														
Finance Source Asset Mgt Fee (income on debt deposits, 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 Pmt - Lender 1														
Non-amortizing Loan Pmt - Lender 2														
Deferred Developer Fee (Lender 1 - Max Fee from gov 331)														
TOTAL PAYMENTS PRECEDING MOHCD														
4,600 5,400 10,000 4,600 5,400 10,000 - - -														
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)														
10,174 16,412 28,446 10,174 17,093 27,217 8,064 23,054 31,118														
Does Project have a MOHCD Residual Receipt Obligation?														
W/ Project Defer Developer Fee?														
1st Residual Receipt Split - Lender/Deferred Developer Fee														
2nd Residual Receipt Split - Lender/Owner														
Max Deferred Developer Fee Amt (Use for data entry above, Do not link.)														
MOHCD RESIDUAL RECEIPTS DEBT SERVICE														
MOHCD Residual Receipts Amount Due														
Proposed MOHCD Residual Receipts Amount to Loan Repayment														
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease														
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE														
FICD Residual Receipts Amount Due														
Lender 4 Residual Receipts Due														
Lender 5 Residual Receipts Due														
Total Non-MOHCD Residual Receipts Debt Service														
REMAINDER (should be zero unless there are distributions below)														
Owner Distribution/Incentive Management Fee														
Other Distributions/Lines														
Final Balance (should be zero)														
REPLACEMENT RESERVE - RUNNING BALANCE														
Replacement Reserve Starting Balance														
Replacement Reserve Deposits														
Replacement Reserve Withdrawals (dearly tied by CMA)														
Replacement Reserve Interest														
RR Running Balance														
OPERATING RESERVE - RUNNING BALANCE														
Operating Reserve Starting Balance														
Operating Reserve Deposits														
Operating Reserve Withdrawals														
Operating Reserve Interest														
OR Running Balance														
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE														
Other Reserve 1 Starting Balance														
Other Reserve 1 Deposits														
Other Reserve 1 Withdrawals														
Other Reserve 1 Interest														
Other Required Reserve 1 Running Balance														
OTHER RESERVE 2 - RUNNING BALANCE														
Other Reserve 2 Starting Balance														
Other Reserve 2 Deposits														
Other Reserve 2 Withdrawals														
Other Reserve 2 Interest														
Other Required Reserve 2 Running Balance														

Mosalca Senior Apartments

INCOME	TO:		Year 7 2023			Year 8 2024			Year 9 2025							
	11 11	12 12	LOSP Units 46,00%	non-LOSP Units 54,00%	% annual inc. LOSP	% annual inc. LOSP	Comments (related to annual inc assumptions)	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
Residential - Tenant Rents	1.0%	3.5%					55/55 SA income escalation has been very low historically. We consider tenant income escalation in setting annual income increases. We have assumed a 2.5% (1 unit in Unit 1) unit in Unit 1	28,865	100,206	129,071	59,454	113,113	172,567	60,040	117,072	177,112
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	2.5%					25,407	26,407	51,814	27,155	27,155	54,310	27,838	27,838	55,676	
Residential - LOSP Tenant Assistance Payments	n/a	n/a					73,234	73,234	146,468	78,812	78,812	157,624	80,532	80,532	161,064	
Commercial Space	n/a	0.0%					-	-	-	-	-	-	-	-	-	
Commercial Parking	0.0%	0.0%					-	-	-	-	-	-	-	-	-	
Miscellaneous Rent Income	2.5%	2.5%					373	439	812	383	449	832	392	461	853	
Supportive Services Income	0.0%	0.0%					-	-	-	-	-	-	-	-	-	
Interest Income - Project Operations	0.0%	0.0%					-	-	-	-	-	-	-	-	-	
Laundry and Vending	2.5%	2.5%					1,814	2,120	3,934	1,859	2,182	4,041	1,906	2,237	4,143	
Tenant Charges	2.5%	2.5%					468	558	1,026	459	559	1,018	471	562	1,033	
Miscellaneous Residential Income	0.0%	0.0%					-	-	-	-	-	-	-	-	-	
Other Commercial Income	n/a	0.0%					-	-	-	-	-	-	-	-	-	
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a					-	-	-	-	-	-	-	-	-	
Gross Potential Income							124,723	138,878	263,601	139,268	145,442	284,710	149,370	160,710	310,080	
Vacancy Loss - Residential - Tenant Rents	n/a	n/a					-	-	-	-	-	-	-	-	-	
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a					-	-	-	-	-	-	-	-	-	
Vacancy Loss - Commercial	n/a	n/a					-	-	-	-	-	-	-	-	-	
EFFECTIVE GROSS INCOME							124,723	138,878	263,601	139,268	145,442	284,710	149,370	160,710	310,080	
OPERATING EXPENSES																
Management Fee	3.0%	3.5%					14,048	8,810	22,858	14,638	8,811	23,449	15,048	9,233	24,281	
Asset Management Fee	3.5%	3.5%					14,432	7,007	21,439	11,832	7,252	19,084	12,246	7,506	19,752	
Sub-total Management Expenses							28,480	15,817	44,297	26,470	16,063	42,533	27,294	16,739	44,033	
Salaries/Benefits																
Office Salaries	3.5%	3.5%					1,882	724	2,607	1,223	790	1,973	1,268	776	2,044	
Manager's Salary	2.1%	3.5%					4,163	2,543	6,706	4,264	2,632	6,896	4,465	2,724	7,189	
Health Insurance and Other Benefits	7.0%	7.0%					6,783	4,149	10,932	7,243	4,430	11,673	7,700	4,750	12,500	
Other Salaries/Benefits	3.5%	3.5%					6,045	3,705	9,750	6,257	3,835	10,092	6,476	3,989	10,465	
Administrative Rent-Free Use	3.5%	3.5%					-	-	-	-	-	-	-	-	-	
Sub-total Salaries/Benefits							18,769	11,121	29,895	19,017	11,656	30,673	19,827	12,219	32,146	
Administration																
Advertising and Marketing	3.5%	3.5%					-	-	-	-	-	-	-	-	-	
Office Expenses	3.5%	3.5%					6,226	7,391	13,617	6,518	7,642	14,160	6,744	7,917	14,661	
Office Rent	3.5%	3.5%					-	-	-	-	-	-	-	-	-	
Legal Expense - Property	3.5%	3.5%					1,014	1,162	2,176	1,043	1,237	2,280	1,080	1,260	2,340	
Audit Expense	3.5%	3.5%					7,280	6,540	13,820	7,535	6,640	14,175	7,799	6,955	14,754	
Bookkeeping/Accounting Services	3.5%	3.5%					2,524	2,843	5,367	2,613	3,057	5,670	2,704	3,174	5,878	
Rent Debt	1.0%	1.0%					731	880	1,611	740	888	1,628	747	877	1,624	
Miscellaneous	3.5%	3.5%					79	83	172	82	85	178	85	190	184	
Sub-total Administration Expenses							17,800	21,048	38,878	18,639	21,763	40,402	19,169	22,603	41,772	
Utilities																
Electricity	3.5%	3.5%					1,882	2,327	4,210	2,052	2,409	4,461	2,194	2,493	4,617	
Water	4.5%	4.5%					11,492	13,409	24,901	11,937	14,012	25,949	12,474	14,643	27,117	
Gas	3.5%	3.5%					2,270	2,782	5,052	2,453	2,978	5,332	2,439	2,982	5,411	
Sewer	3.5%	3.5%					-	-	-	-	-	-	-	-	-	
Sub-total Utilities							16,776	18,918	34,233	16,441	19,300	35,742	17,136	20,116	37,254	
Taxes and Licenses																
Real Estate Taxes	1.2%	1.2%					170	107	282	177	108	285	176	110	286	
Payroll Taxes	5.5%	5.5%					1,095	1,233	2,328	1,157	1,295	2,452	1,219	1,317	2,536	
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%					509	597	1,106	527	618	1,145	545	640	1,185	
Sub-total Taxes and Licenses							1,774	1,937	3,716	1,861	2,021	4,082	2,000	2,067	4,167	
Insurance																
Property and Liability Insurance	3.5%	3.5%					2,094	3,165	5,259	2,728	3,272	6,001	2,886	3,389	6,275	
Family Share Insurance	0.0%	0.0%					-	-	-	-	-	-	-	-	-	
Worker's Compensation	3.5%	3.5%					1,493	881	2,374	1,454	881	2,335	1,503	922	2,425	
Director's & Officers' Liability Insurance	0.0%	0.0%					-	-	-	-	-	-	-	-	-	
Sub-total Insurance							4,080	4,046	7,633	4,184	4,154	8,336	4,389	4,310	8,700	
Maintenance & Repair																
Payroll	3.5%	3.5%					6,403	11,048	29,655	7,239	11,432	21,711	10,079	11,632	21,712	
Supplies	3.5%	3.5%					2,633	2,974	5,607	2,622	3,078	5,700	2,714	3,166	5,880	
Contractors	3.5%	3.5%					5,340	3,273	8,613	5,626	3,387	9,013	5,200	3,508	8,708	
Garbage and Trash Removal	3.5%	3.5%					6,817	5,420	10,937	4,779	3,810	10,589	4,445	3,806	10,395	
Restroom Products	3.5%	3.5%					-	-	-	-	-	-	-	-	-	
HVAC Repairs and Maintenance	3.5%	3.5%					509	597	1,106	527	618	1,145	545	640	1,185	
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%					88	80	168	70	82	152	73	80	153	
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%					3,453	4,099	7,552	3,605	4,331	7,937	3,731	4,395	8,127	
Sub-total Maintenance & Repair Expenses							26,699	27,478	53,437	26,868	28,440	55,307	27,808	28,435	56,243	
Supportive Services																
Commercial Services	3.5%	3.5%					640	751	1,392	683	778	1,461	686	805	1,491	
Commercial Expenses							640	751	1,392	683	778	1,461	686	805	1,491	
TOTAL OPERATING EXPENSES W/ RESERVES/ GL BASE RENT/BOND FEES							110,707	100,485	211,192	114,911	104,267	219,168	118,281	108,177	227,460	
RESERVES/BOND LEASE BASE RENT/BOND FEES																
Reserve/Bond Lease Base Rent/Bond Fees							-	-	-	-	-	-	-	-	-	
Ground Lease Base Rent							-	-	-	-	-	-	-	-	-	
Bond Monitoring Fee							-	-	-	-	-	-	-	-	-	
Replacement Reserve Deposit							13,022	7,930	21,000	13,022	7,930	21,000	13,022	7,930	21,000	
Operating Reserve Deposit							-	-	-	-	-	-	-	-	-	
Other Required Reserve 1 Deposit							-	-	-	-	-	-	-	-	-	
Other Required Reserve 2 Deposit							-	-	-	-	-	-	-	-	-	
Required Reserve Deposits/ Commercial							-	-	-	-	-	-	-	-	-	
Sub-total Reserves/Bond Lease Base Rent/Bond Fees							13,022	7,930	21,000	13,022	7,930	21,000	13,022	7,930	21,000	
TOTAL OPERATING EXPENSES W/ RESERVES/ GL BASE RENT/BOND FEES							123,729	108,415	232,192	127,933	112,237	240,168	131,303	116,107	248,460	
NET OPERATING INCOME (INCOME minus OP EXPENSES)																
NET OPERATING INCOME (INCOME minus OP EXPENSES)							8,064	23,624	31,889	8,064	24,192	32,257	8,064	24,768	32,822	
DEBT SERVICE (hard debt/ amortized loans)																
Hard Debt - 1st Lender							-	-	-	-	-	-	-	-	-	
Hard Debt - 2nd Lender (MCHD Program @ 4.2% pmt/ or other 2nd Lender)							8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007	
Hard Debt - 3rd Lender (Other MCHD Program, or other 3rd Lender)							-	-	-	-	-	-	-	-	-	
Hard Debt - 4th Lender							-	-	-	-	-	-	-	-	-	
Commercial Hard Debt Service							-	-	-	-	-	-	-	-	-	
TOTAL HARD DEBT SERVICE							8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007	
CASH FLOW (NOI minus DEBT SERVICE)																
Commercial Only Cash Flow							0	18,682	18,682	0	19,250	19,250	-	18,815	18,815	
AVAILABLE CASH FLOW							0	18,682	18,682	0	19,250	19,250	-	18,815	18,815	
USES THAT PRECEED MCHD DEBT SERVICE IN WATERFALL																
Below the Line Asset Use (in connection to new projects, see policy)	0.0%						-	-	-	-	-	-	-	-	-	
Partnership Management Fee (see policy for limits)	0.0%						-	-	-	-	-	-	-	-	-	
Investor Service Fee (aka "P Asset Mgt Fee") (see policy for limits)	0.0%						-	-	-	-	-	-	-	-	-	
Other Payments	0.0%						-	-	-	-	-	-	-	-	-	
Non-amortizing Loan Pmt - Lender 1							-	-	-	-	-	-	-	-	-	
Non-amortizing Loan Pmt - Lender 2							-	-	-	-	-	-	-	-	-	
Deferred Developer Fee (paid as Max Fee from 131)							-	-	-	-	-	-	-	-	-	
TOTAL PAYMENTS PRECEDING MCHD							-	-	-	-	-	-	-	-	-	
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MCHD)																
Does Project have a MCHD Residual Receipt Obligation?	Yes						0	18,682	18,682	0	19,250	19,250	-	18,815	18,815	
Will Project Developer Fee?	Yes						-	-	-	-	-	-	-	-	-	
1st Residual Receipts Split - Lender/Deferred Developer Fee	50%/50%						-	-	-	-	-	-	-	-	-	
2nd Residual Receipts Split - Lender/Owner	67%/33%						-	-	-	-	-	-	-	-	-	
Max Deferred Developer Fee Amt (Use for data entry above. Do not link)							-	-	-	-	-	-	-	-	-	
MCHD RESIDUAL RECEIPTS DEBT SERVICE							-	-	-	-	-	-	-	-	-	
MCHD Residual Receipts Amount Due	29.10%						-	-	-	-	-	-	-	-	-	
Proposed MCHD Residual Receipts Amount to Loan Repayment							3,624	3,624	3,624	3,735	3,735	3,644	3,644	3,644	3,644	
Proposed MCHD Residual Receipts Amount to Residual Ground Lease							-	-	-	-	-	-	-	-	-	
NON-MCHD RESIDUAL RECEIPTS DEBT SERVICE							-	-	-	-	-	-	-	-	-	
MCHD Residual Receipts Amount Due	70.90%						-	-	-	-	-	-	-	-	-	
Lender 4 Residual Receipts Due	0.00%						-	-	-	-	-	-	-	-	-	
Lender 5 Residual Receipts Due	0.00%						-	-	-	-	-</					

Mosca Senior Apartments

Table with columns: INCOME, OPERATING EXPENSES, MAINTENANCE & REPAIR, SUPPORTIVE SERVICES, COMMERCIAL EXPENSES, RESERVE/FUNDING FEES, NET OPERATING INCOME, DEBT SERVICE, CASH FLOW, and AVAILABLE CASH FLOW. Includes sub-totals and final balances for various categories.

Mosaiqa Senior Apartments

Table with columns for Year 13 (2029), Year 14 (2030), and Year 15 (2031). Rows include INCOME (Residential - Tenant Rents, Commercial Space, etc.), OPERATING EXPENSES (Management, Salaries/Benefits, Administration, etc.), and CASH FLOW (MOHCD Receipts, Debt Service, etc.).

Mosalca Senior Apartments

To:	LOSP Units		non-LOSP Units		Comments (related to annual inc assumptions)	Year 19			Year 20		
	% annual inc	#	% annual inc	#		LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
INCOME											
Residential - Tenant Rents	1.0%	3.5%			SSUSA income escalations have been very low historically. We consider tenant income escalations in setting annual increases.	64,331	195,143	239,473	65,994	170,822	237,816
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	2.5%				-	35,635	35,635	-	35,635	35,578
Residential - LOSP Tenant Assistance Payments	n/a	n/a				128,565	128,565	128,565	134,870	134,870	134,870
Commercial Space	n/a	0.0%				-	-	-	-	-	-
Residential Parking	n/a	0.0%				-	-	-	-	-	-
Miscellaneous Rent Income	2.5%	2.5%				502	500	1,002	515	604	1,119
Supportive Services Income	0.0%	0.0%				-	-	-	-	-	-
Interest Income - Project Operations	n/a	0.0%				-	-	-	-	-	-
Laundry and Vending	2.5%	2.5%				2,439	2,654	5,303	2,500	2,835	5,435
Tenant Charges	2.5%	2.5%				603	707	1,310	618	733	1,343
Miscellaneous Residential Income	n/a	0.0%				-	-	-	-	-	-
Other Commercial Income	n/a	0.0%				-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposits to special fund)	n/a	n/a			LOSP with Reserve Section below, as applicable	-	-	-	-	-	-
Gross Potential Income						194,479	264,838	403,408	205,244	211,712	417,010
Vacancy Loss - Residential - Tenant Rents	n/a	n/a			Other tenants normally pay no rent when MOHCD policy, annual increasing vacancy rate	(3,317)	(8,237)	(11,574)	(3,350)	(8,540)	(11,859)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a				-	(1,750)	(1,750)	-	(1,825)	(1,825)
Vacancy Loss - Commercial	n/a	n/a			Appropriate	-	-	-	-	-	-
EFFECTIVE GROSS INCOME						191,164	264,899	389,922	201,894	201,140	403,229
OPERATING EXPENSES											
Management	3.5%	3.5%	schedule			21,227	13,010	34,237	21,670	13,466	35,436
Asset Management Fee	3.5%	3.5%	per MOHCD policy			77,053	10,586	27,602	17,879	10,658	28,834
Sub-total Management Expenses						98,280	23,606	62,100	39,469	24,424	64,270
Salaries/Benefits											
Office Salaries	3.5%	3.5%				1,769	1,092	2,861	1,840	1,133	2,983
Manager's Salary	3.5%	3.5%				6,279	3,843	10,112	6,489	3,977	10,466
Health Insurance and Benefits	7.0%	7.0%	Historically high inflation			15,001	9,264	24,265	16,312	9,969	26,321
Other Salaries/Benefits	3.5%	3.5%				6,133	5,599	14,734	6,455	5,725	15,240
Administrative Rent-Free Unit	3.5%	3.5%				-	-	-	-	-	-
Sub-total Salaries/Benefits						29,182	19,808	62,512	34,708	20,903	56,007
Administration											
Advertising and Marketing	3.5%	3.5%				8,413	11,158	20,691	8,445	11,559	21,425
Office Expense	3.5%	3.5%				-	-	-	-	-	-
Office Rent	3.5%	3.5%				-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%				1,558	1,805	3,343	1,992	1,899	3,491
Audit Expense	3.5%	3.5%				11,001	12,814	23,815	11,366	13,255	24,723
Bookkeeping/Accounting Services	3.5%	3.5%				3,814	4,478	8,292	3,948	4,534	8,562
Bad Debts	1.0%	1.0%	Consistent with market			865	969	1,794	834	979	1,812
Miscellaneous	3.5%	3.5%				120	140	260	124	145	269
Sub-total Administration Expenses						26,812	31,474	58,286	27,729	33,563	60,281
Utilities											
Electricity	3.5%	3.5%				2,908	3,517	6,425	3,101	3,640	6,740
Water	4.5%	4.5%	Historically high inflation			16,371	22,740	42,111	20,843	23,783	44,006
Gas	3.5%	3.5%				3,581	4,204	7,785	3,708	4,351	8,057
Steam	3.5%	3.5%				-	-	-	-	-	-
Sub-total Utilities						26,860	30,461	56,408	27,652	31,764	58,804
Taxes and Licenses											
Real Estate Taxes	1.2%	1.2%				201	723	324	303	725	338
Payroll Taxes	3.5%	3.5%				3,016	1,649	4,665	3,122	1,813	5,035
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%				789	903	1,672	789	834	1,720
Sub-total Taxes and Licenses						3,988	2,675	6,661	4,121	2,672	7,293
Insurance											
Property and Liability Insurance	3.5%	3.5%				4,071	4,779	8,849	4,213	4,946	9,159
Faculty Bond Insurance	0.0%	0.0%				-	-	-	-	-	-
Workers Compensation	3.5%	3.5%				2,192	1,301	3,423	2,197	1,346	3,543
Director's & Officers' Liability Insurance	0.0%	0.0%				-	-	-	-	-	-
Sub-total Insurance						6,190	6,079	12,272	6,410	6,292	12,702
Maintenance & Repair											
Payroll	3.5%	3.5%				14,218	16,691	30,909	14,716	17,279	31,890
Supplies	3.5%	3.5%				3,483	4,094	8,577	3,952	4,657	8,915
Contractors	3.5%	3.5%				8,068	4,845	13,913	3,351	5,114	13,465
Garbage and Trash Removal	3.5%	3.5%				6,277	8,190	15,166	7,221	8,477	15,897
Security Payroll/Contract	3.5%	3.5%				-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%				799	903	1,672	799	834	1,730
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%				103	120	223	105	125	231
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%				3,252	6,178	11,442	3,449	6,395	11,843
Sub-total Maintenance & Repair Expenses						29,209	41,007	80,747	46,599	49,374	95,370
Supportive Services	3.5%	3.5%				607	1,133	2,103	1,001	1,172	2,176
Commercial Expenses						26,332	26,332	52,664	26,332	26,332	52,664
TOTAL OPERATING EXPENSES w/ RESERVE/GI BASE RENT/BOND FEES						174,608	187,023	331,093	180,884	183,647	364,910
RESERVE/GROUND LEASE BASE RENT/BOND FEES											
<i>PUPA (w/ Reserve/GI Base Rent/Bond Fees)</i>											
Ground Lease Base Rent	-	-	-	-		-	-	-	-	-	-
Bond Monitoring Fee	-	-	-	-		-	-	-	-	-	-
Replacement Reserve Deposit	13,020	-	7,880	-		21,000	13,020	7,880	21,000	13,020	7,880
Operating Reserve Deposit	-	-	-	-		-	-	-	-	-	-
Other Required Reserve 1 Deposit	-	-	-	-		-	-	-	-	-	-
Other Required Reserve 2 Deposit	-	-	-	-		-	-	-	-	-	-
Required Reserve Deposits, Commercial	-	-	-	-		-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees						13,020	7,880	21,000	13,020	7,880	21,000
TOTAL OPERATING EXPENSES w/ RESERVE/GI BASE RENT/BOND FEES						187,628	194,903	352,093	193,904	191,527	385,910
NET OPERATING INCOME (INCOME minus OP EXPENSES)						8,054	29,896	37,880	8,064	30,313	38,319
DEBT SERVICE (hard debt/amortized loans)											
Hard Debt - First Lender	-	-	-	-		-	-	-	-	-	-
Hard Debt - Second Lender (MOHCD Program & 42% Debt, or other 2nd Lender)	-	-	-	-		-	-	-	-	-	-
Hard Debt - Third Lender (Other MOHCD Program, or other 3rd Lender)	-	-	-	-		-	-	-	-	-	-
Hard Debt - Fourth Lender	-	-	-	-		-	-	-	-	-	-
Commercial Hard Debt Service	-	-	-	-		-	-	-	-	-	-
TOTAL HARD DEBT SERVICE						-	-	-	-	-	-
CASH FLOW (NOI minus DEBT SERVICE)						0	24,853	24,853	(0)	25,371	25,371
Commercial Only Cash Flow	-	-	-	-		-	-	-	-	-	-
Allocation of Commercial Surplus to LOSP (non-LOSP residual income)	-	-	-	-		-	-	-	-	-	-
AVAILABLE CASH FLOW						-	24,853	24,853	(0)	25,371	25,371
USES OF CASH FLOW BELOW (This row also shows DSCR)											
<i>DSCR: 0 24,853 2,82 25,371 2,65</i>											
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL											
Below-the-line Asset Mgt Fee (uncommon in new projects, see policy)	0.0%	-	-	-		-	-	-	-	-	-
Portfolio Management Fee (see policy for limits)	0.0%	-	-	-		-	-	-	-	-	-
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	0.0%	-	-	-		-	-	-	-	-	-
Other Payments	-	-	-	-		-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 1	-	-	-	-		-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 2	-	-	-	-		-	-	-	-	-	-
Deferred Developer Fee (Enter amt or Max Fee from row 131)	-	-	-	-		-	-	-	-	-	-
TOTAL PAYMENTS PRECEDING MOHCD						0	24,853	24,853	(0)	25,371	25,371
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)											
Does Project have a MOHCD Residual Receipt Obligation?	Yes	Year 0 is year indicated below:									
1st Residual Receipt Split - Lender/Deferred Developer Fee	50% / 50%	2nd Residual Receipt Split Begins:	2022								
2nd Residual Receipt Split - Lender/Owner	67% / 33%	Max Deferred Developer Fee Amt (for split only above. Do not include Deferred Developer Fee Earned)									
MOHCD RESIDUAL RECEIPTS DEBT SERVICE											
MOHCD Residual Receipts Amount Due	29.10%	less, end MOHCD residual receipts policy				4,841			4,841		4,822
Proposed MOHCD Residual Receipts Amount to Loan Repayment	-					4,841			4,841		4,822
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	-	Proposed Total MOHCD Amt Due less Loan Repayment				-			-		-
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE											
Proposed Residual Receipts Amount Due	70.00%	less, per project share or as set out				11,794			11,794		11,593
Lender 4 Residual Receipts Due	0.00%					-			-		-
Lender 5 Residual Receipts Due	0.00%					-			-		-
Total Non-MOHCD Residual Receipts Debt Service						11,794			11,794		11,593
REMAINDER (Should be zero unless there are distributions below)											
Owner Distributions/Incentive Management Fee						8,318			8,318		8,457
Final Balance (should be zero)						5,130			5,130		6,457
REPLACEMENT RESERVE - RUNNING BALANCE											
Replacement Reserve Starting Balance						(200,057)			(200,057)		(183,955)
Replacement Reserve Deposits						21,000			21,000		21,000
Replacement Reserve Withdrawals (cash tied to CNA)						4,833			4,833		4,833
Replacement Reserve Interest						-			-		-
RR Running Balance						(183,955)			(183,955)		(167,854)
OPERATING RESERVE - RUNNING BALANCE											
Operating Reserve Starting Balance						254,023			254,023		254,023
Operating Reserve Deposits						-			-		-
Operating Reserve Withdrawals						-			-		-
Operating Reserve Interest						-			-		

Exhibit C – Legal Description of Real Property

LEGAL DESCRIPTION

EXHIBIT "A"

THE LAND REFERRED TO HEREIN BELOW IS SITUATED IN THE CITY OF SAN FRANCISCO, COUNTY OF SAN FRANCISCO, STATE OF CALIFORNIA, AND IS DESCRIBED AS FOLLOWS:

Parcel One:

Parcel 2 (Lot No. 3) of Four Lot Air Space Parcel Map 3382, filed July 3, 2006, in Book 46 of Parcel Maps, Pages 174 through 183, inclusive, Official Records of San Francisco County, being a subdivision of Lot 1 of Assessor's Block 4021.

Parcel Two:

Easements for courtyards, access, ingress and egress, garage and parking, utility facilities, emergency exit facilities, garbage, structural and support, and encroachments, as defined in the First Amended and Restated Declaration of Covenants, Conditions and Restrictions Providing for Reciprocal Easements, Joint Use and Maintenance for Alabama Street Housing, executed by Alabama Street Housing Associates, A California Limited Partnership, Alabama Street Senior Housing Associates, A California Limited Partnership, Alabama Street Commercial, LLC, a California limited liability company, and California Homestead Association, a California nonprofit public benefit corporation recorded November 13, 2006, Series No. 2006-I282119-00, Official Records.

APN: Lot 003, Block 4021

Exhibit D - LOSP Client Selection Criteria



Resident Selection Criteria

Mosaica Senior Apartments

Updated: April 2013

Mosaica Senior Apartments

A TNDC Managed Property

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Exhibit A - *Project Description*

Exhibit B - *Eligibility for Housing Units*

Exhibit C - *Income & Rent Restrictions*

Exhibit D - *Preferences*

Exhibit E - *Criminal Screening Criteria*

Exhibit F - *Program Processes*

I. PURPOSE STATEMENT

The purpose of the Resident Selection Criteria is to establish fair and equitable guidelines for selecting applicants to occupy housing units at Tenderloin Neighborhood Development Corporation's Mosaica Senior Apartments (Property). All applicants must complete an initial certification of income and assets, and meet all eligibility criteria, prior to being offered a unit. The criteria listed in this document applies to all applicants; however, special criteria that is unique to program units, due to funding sources of the Property, may be listed the attached exhibits.

An applicant must complete, sign and submit an '**Application For Housing**' to the Property in order to be considered for admission. An applicant will be processed and considered *conditionally* eligible for housing based solely on statements given on the application form. **Acceptance of an application by the Property or Tenderloin Neighborhood Development Corporation (TNDC) does not assure the applicant housing at the building.**

As a condition of admission to any unit, an applicant shall execute any releases and consents authorizing any federal, state, or local agency, company, or organization to furnish or release to the TNDC such information as TNDC and the applicable program regulations determine to be necessary.

II. PRIVACY POLICY

It is the policy of TNDC to guard the privacy of applicants as conferred by the Federal Privacy Act of 1974 and to ensure the protection of such applicants' records maintained by TNDC. Therefore, neither TNDC, nor its agents or employees shall disclose any personal information contained in its records to any person or agency unless the individual about whom information is requested shall give written consent to such disclosure. This Privacy Policy in no way limits TNDC's ability to collect such information as it may need to determine eligibility, compute rent, or determine suitability for tenancy.

Consistent with the intent of Section 504 of the Rehabilitation Act of 1973, any information obtained regarding a disability or disability status will be treated in a confidential manner.

III. SECTION 504 EQUAL ACCESS STATEMENTS

For mobility-impaired persons, this document is kept in the Tenderloin Neighborhood Development Corporation's (TNDC) Management Company office at **215 Taylor Street; San Francisco, CA 94102**. Documents may be examined from Monday through Friday between the hours of **8:30 AM** and **5:00 PM**. You must phone to make arrangements to examine this document. Please call **(415) 776-2151** and **TDD** users may dial **(415) 776-4819**.

For hearing-impaired persons, **TNDC** will provide assistance in reviewing this document. Assistance may include provision of a qualified interpreter at a time convenient to both the Property and the individual with disability. Please call the TDD number (415) 776-4819 to schedule an appointment.

For vision-impaired persons, **TNDC** will provide a staff person to assist a vision-impaired person in reviewing this document. Assistance may include: describing the contents of the document, reading the document or sections of the document, or providing such other assistance as may be needed to permit the contents of the document to be communicated to the person with vision impairments.

Assistance to ensure equal access to this document will be provided in a confidential manner and setting. The individual with disabilities is responsible for providing his/her own transportation to and from the location where this document is kept.

If an individual with disabilities is involved, all hearings or meetings required by this document will be conducted at an accessible location with appropriate assistance provided.

POLICY OF NON-DISCRIMINATION ON THE BASIS OF HANDICAPPED STATUS
TNDC DOES NOT DISCRIMINATE ON THE BASIS OF DISABLED STATUS IN THE ADMISSION OR ACCESS TO HOUSING, SERVICES, OR TREATMENT OR EMPLOYMENT IN, ITS FEDERALLY ASSISTED PROGRAMS OR ACTIVITIES.

Brandon Flannery is the Section 504 Coordinator who has been designated to coordinate compliance with the nondiscrimination requirements contained in the Department of Housing and Urban Development’s regulations implementing Section 504 (24 CFR Part 8, dated June 2, 1988).

Brandon Flannery, Compliance Manager & Section 504 Coordinator
Phone (415) 776-2151 • Fax (415) 409-8636 • TTY (415) 776-4819
E-mail: bflannery@tndc.org

IV. FAIR HOUSING & EQUAL OPPORTUNITY STATEMENTS

It is the policy of TNDC to comply fully with Title VI of the Civil Rights Act of 1964, Title VIII and Section 3 of the Civil Rights Act of 1968 (as amended by the Community Development Act of 1974), Executive Order 11063, Section 504 of the Rehabilitation Act of 1973, the Age Discrimination Act of 1975, Fair Housing Amendments of 1988, the California Fair Employment and Housing Act, the California Unruh Civil Rights Act and any legislation protecting the individual rights of residents, applicants, or staff.

Federal Law prohibits discrimination against any person or group of persons because of race, color, religion, sex, handicap, familial status or national origin.

The California Fair Employment and Housing Act prohibits discrimination because of race, color, religion, sex, marital status, national origin, ancestry, familial status, disability, or sexual orientation in housing accommodations. In addition, TNDC must comply with local fair housing and civil rights laws.

TNDC shall not:

- Discriminate on the basis of race, color, ancestry, national origin, sex, sexual orientation, familial status, religion, age, marital status, disability, HIV/AIDS status, source of income, or place of residence in the leasing, rental, or other disposition of housing or related facilities;
- Deny to any household the opportunity to apply for housing, nor deny to any eligible applicant the opportunity to lease housing suitable to its needs;
- Provide housing which is different than that provided to others;
- Subject a person to segregation or unequal or different treatment;
- Restrict a person's access to any benefit enjoyed by others in connection with the housing program;
- Treat a person access to the same level of services; or
- Deny a person the opportunity to participate in a planning or advisory group which is an integral part of the housing program.
- Automatically deny admission to a particular group or category of otherwise eligible applicants; i.e., single heads of households with children, elderly pet owners, or households whose head or spouse is a student). Each applicant in a particular group or category will be treated on an individual basis in the processing routine.

TNDC will seek to identify and eliminate situations or procedures which create a barrier to equal housing opportunity for all. In accordance with Section 504, TNDC will make physical or procedural changes to permit individuals with disabilities to have full advantage of the housing program. (Also see 'Reasonable Accommodation or Modifications' section below.)

Such accommodations may include changes in the method of administering policies, procedures, or services. In addition, TNDC may perform structural modifications to housing and non-housing facilities where such modifications would be necessary to afford full access to the housing program for qualified individuals with handicaps.

In reaching a reasonable accommodation with, or performing structural modifications for, otherwise qualified individuals with handicaps, TNDC is not required to:

- Make structural alterations that require the removal or alteration of a load-bearing structure element;
- Provide an elevator in any multi-family housing development solely for the purpose of locating accessible units above or below the grade level;
- Provide support services that are not already part of its housing program;
- Take any action that would result in a fundamental alteration in the nature of the program or service; or
- Take any action that would result in an undue financial and administrative burden on TNDC.

V. ACCESSIBLE UNITS

The property may contain units that are fully accessible, including features for persons with mobility, visual, and/or hearing impairments. See 'Exhibit A – Project Description' for more details.

In the event that an accessible unit designed to meet the special needs of persons with mobility impairments becomes available, preference will be given to a current tenant in the building who requires and has requested an accessible unit. Tenants or applicants may also request a modification to any unit in the building to accommodate special needs as a result of a disability.

In the event that no tenant is available for transfer, TNDC will market to individuals with mobility impairment before offering the unit to an individual who does not require its accessible features. If all marketing efforts do not result in finding such an applicant, the unit will be offered to the next eligible applicant. Should the unit be offered to an applicant or tenant who does not require its modifications, s/he will be required to sign an agreement to transfer to a comparable non-accessible unit within the building should a tenant or applicant require an accessible unit in the future. Failure to transfer as agreed shall be deemed non-compliance with the Lease and be cause for termination of the Lease.

VI. MARKETING & COMMUNITY OUTREACH

1. **Advertisement** - Advertising content will indicate where and when prospective tenants can obtain applications, and will provide as much information as is feasible to describe the procedure for submitting an application.

Notices will be sent to neighborhood-based, non-profit housing corporations, and other low-income housing advocacy organizations serving low-income individuals, disabled adults, and others likely to be eligible for housing units, and may also advertise through media outlets such as local newspapers, community-oriented radio, and on the internet. Announcements will be posted at TNDC's Property Management office located at 215 Taylor Street, and at other buildings managed by TNDC.

2. **Marketing Records** - The property shall maintain records of its activities in implementing the affirmative marketing plan, including records of advertisement and other community outreach efforts. Racial and ethnic characteristics of tenants will be maintained at the management office and will be updated annually. TNDC complies with the marketing requirements of the regulatory funders of the project.

VII. **REASONABLE ACCOMMODATIONS OR MODIFICATIONS**

TNDC will apply the same screening criteria to all applicants. However, TNDC is obligated to offer qualified applicants with disabilities additional consideration in the application of rules, policies, and practices, or services and structural alterations, if it will enable an otherwise eligible applicant or tenant with a disability an equal opportunity to access and enjoy the housing program.

TNDC is:

- Not required to make an accommodation or physical modification if the accommodation or modification will be an undue financial or administrative burden to the building, or if it requires TNDC to fundamentally alter or change the nature of the housing program.
- Will require reliable third-party verification of the disability and the needed accommodation.
- Will make all efforts to comply with a requested accommodation.
 - If TNDC finds that the accommodation requested is not reasonable, TNDC will make all efforts to identify an accommodation that is both effective and reasonable.

Reasonable accommodation for persons with disabilities will be provided at all stages of the application, interview, selection, and residency process. If an applicant knows before submitting a rental application to TNDC that he/she will not meet TNDC's Resident Selection Criteria and believes his/her inability to meet TNDC's Resident Selection Criteria is due to a disability, the applicant may request a reasonable accommodation upon submitting the rental application.

All reasonable accommodation and/or modification requests and request for an appeal or grievance will be forwarded to the Section 504 Coordinator who is TNDC's designated Fair Housing Coordinator to oversee its Fair Housing Compliance throughout TNDC's portfolio.

You may request a copy of TNDC's Fair Housing Policies at the Property or TNDC's Management Office at **215 Taylor Street; San Francisco, CA 94102**. Documents may be examined from Monday through Friday between the hours of **8:30 AM** and **5:00 PM**. You must phone to make arrangements to examine this document. Please call **(415) 776-2151** and **TDD** users may dial **(415) 776-4819**.

VIII. SCREENING ELIGIBILITY

Management will prescreen all applications to ensure that applicants meet all program eligibility requirements, as they relate to criminal and housing history.

TNDC's obligations to funders who have financed the property (the 'Funders') may require that certain housing units be filled only by applicants who meet special eligibility criteria, or who are referred from a particular source. This Property may contain units from one or more special "set-asides" described in 'Exhibit B – Eligibility for Housing Units.' Some units must meet the overlapping guidelines of several programs at the same time.

Regardless of referral source or special program participation, all applicants must pass a tenant selection screening and have their income and assets third-party certified in order to move in to any unit.

IX. REQUESTS FOR CONSIDERATION

TNDC attempts to prevent unnecessary application denials by allowing applicants to include a 'Request for Consideration' with their initial application for tenancy. The process for submitting a 'Request for Consideration' is outlined below:

- Applicants who believe their application may be denied for negative credit, prior evictions, negative housing references, or criminal background history due to extenuating circumstances are encouraged to complete a 'Request for Consideration' Form.
 - This form asks applicants to specify reasons for requesting the consideration, and to explain how they have corrected any previous behaviors, what supportive services they are participating in, if any, financial assistance, and/or rehabilitation/social services programs they have completed and/or participate in.
- If an applicant is selected for an intake interview, they may also be interviewed by a Considerations Committee regarding their 'Request for Consideration.'
 - This process may require applicant(s) to have an additional interview with TNDC Management & Social Workers.
- A decision will be made as to whether or not TNDC Management can/will approve the application based on the reasons and information provided in the request.
 - The decision will be based on recommendations made by a representative from the Owner/Management Company and Partner Agency Services.
 - The goal of this process is to determine if individuals that may have otherwise been denied can successfully reside and benefit from this affordable housing community.
- Upon completion of the Consideration Committee process, applicants will receive notification within a timely manner of its decision as to whether they can proceed with the application process and/or appeal such decision.

X. INCOME & RENT ELIGIBILITY

In order for an applicant to be eligible for a unit, their gross annual income cannot exceed the maximum income limits for the property or program unit, as determined by the property's funding sources. Additionally, some properties require that the *average* of all tenant incomes stay below a particular income limit. For details regarding this properties Income & Rent requirements, please see 'Exhibit C – Income & Rent Restrictions.'

For all units with a flat monthly rent, TNDC's minimum income policy excludes applicants whose rent burden would exceed 50% of the household's gross monthly income (except where otherwise noted on site-specific sheet). No minimum income will be required for households receiving Section 8 assistance where the rent is 30% of the resident's adjusted income.

XI. OCCUPANCY GUIDELINES

TNDC is required to establish reasonable occupancy standards that will assist as many people as possible (without overcrowding) and minimize vacancies.

TNDC must comply with all reasonable state and local health and safety restrictions regarding the maximum number of persons permitted to occupy a unit. In the absence of such restrictions, 'overcrowding' is deemed to occur when the total number of persons in the unit exceeds two persons per habitable sleeping room. A habitable sleeping room is any room except the following: kitchen, bathroom, hallway, or dining room.

TNDC will take into consideration the composition of the household when determining the appropriately-sized unit. Persons of different generations, opposite gender, and unrelated adults will not be required to share a bedroom.

Below is TNDC's adopted Occupancy Guidelines, please note that program requirements may require more restrictive occupancy minimums and maximums at this Property – See Exhibit B Eligibility for Housing Units.

Unit Type	Minimum # of Occupants	Maximum # of Occupants
SRO – Single Room Occupancy	1 Person	1 Person
Studio Units/0 Bedroom Units	1 Person	2 Persons
1 Bedroom Units	1 Person	3 Persons
2 Bedroom Units	2 Persons	5 Persons
3 Bedroom Units	3 Persons	7 Persons
4 Bedroom Units	4 Persons	9 Persons

XIII. PREFERENCES

At TNDC, many of our properties are specially funded and therefore adopt special eligibility criteria and additional requirements in order for applicants to be accepted. TNDC will inform all applicants of available preferences, and give all applicants the opportunity to show that they qualify any preference(s). Please see 'Exhibit D – Property Preferences' for this Property's Preferences, if any.

1. *Listed below are preferences that apply equally across TNDC housing:*

- **HUD 221(d)(3) Statutory Preference**

TNDC shall give preference to applicants who have been displaced from units by government action or a presidentially-declared disaster. This will be verified through the displacing agency or by reviewing documentation provided by government agency as necessary.

- **City-funded Rehab Displacement Preference**

TNDC shall give preference to applicants who have been displaced from other units in the City and County of San Francisco by construction or rehabilitation work which has been financed in whole or in part by the City. This preference will be verified through third-party means by the displacing agency.

- **Accessible Unit Preference**

Should a unit become available that includes special accessibility features, applicants needing these features will be given preference over applicants who do not indicate a need. These needs will be verified via third-party with a licensed professional following TNDC Reasonable Accommodation Protocol.

XIV. UNIT TRANSFERS

Tenants may be required to transfer to another unit within the development to correct an appropriate unit size, comply with verified reasonable accommodations/modifications, or fulfill other requirements documented by TNDC. If so, the family must transfer within 30 days after receiving notice from TNDC, or remain in the same unit until an appropriate unit becomes available. At all times, preference will be given to a current resident who needs a transfer within a building for the following reasons:

- A unit transfer for a medical reason certified by a doctor;
- A unit transfer based on the need for an accessible unit;
- An increase or decrease in family composition; or
- Due to other legal requirements by TNDC (e.g. court stipulations due to conflicts).



Transfers do not occur from one property to another within TNDC's portfolio. Each property is considered a separate entity with individual funding requirements. This means that any TNDC resident desiring to live in another TNDC property must follow the same procedures that a new applicant would be required to follow.

XV. WAITLIST PROCESSES

TNDC administers its Waiting Lists as required by HUD or other Regulatory Agencies' handbooks and regulations. Accepting an applicant from a lower waiting list position before one in a higher position violates this policy and may be regarded as being discriminatory.

If no suitable unit is available, TNDC will place an apparently eligible applicant on a waiting list. The waiting list shall be maintained by unit size and housing preference claim. Each apparently eligible applicant will be assigned his/her appropriate place on the waiting list based on the date and time the application is received for a suitable type and/or size of unit, and in conjunction with factors affecting preference of priority as established in the Property's Resident Selection Criteria.

1. *Opening/Closing the Property Waiting Lists*

In order to maintain a balanced application pool, TNDC may, at its discretion, restrict application intake, suspend application intake, and open/close waiting lists either in whole or in part. TNDC will also update the waiting list by removing the names of those who are no longer interested in, unable to be reached, respond, or no longer qualify for housing.

Decisions about opening/closing the waiting lists will be based on the number unit turnovers the property processes annually, applications available for a particular size and type of unit, number of applicants who qualify for a Property Preference, and the ability of TNDC to house an applicant in an appropriate unit within a reasonable period of time.

Opening/Closing the waiting lists or restricting intake(s) will be announced publicly in the same manner in which TNDC advertises for rent and described in the Marketing & Community Outreach Section. During the period when the waiting list is closed, TNDC will not maintain a list of individuals who wish to be notified when the waiting list is reopened, unless required by a Funder.

2. *Updating the Property Waiting List*

TNDC shall update the waiting list at no less than annually to determine if applicants are still interested and eligible to remain on the waiting list. TNDC shall, at the time of each annual update, obtain current applicant information on a least the following:

- Household characteristics (i.e. number of members, composition, or preference); and
- Household income and assets.

The updated information will be obtained from the applicant in writing and certified by the applicant's dated signature that the information provided is true and correct. TNDC will notify each applicant by mail requesting the above information and confirmation of continued interest in remaining on the waiting list. TNDC must specify a reasonable time frame in which the applicant is to respond, generally ten-fifteen (10-15) business days.

If the applicant replied affirmatively, its application will maintain its position on the waiting list. If the reply is negative, the applicant will be removed from the waiting list. If no reply is received within the specified timeframe, a final letter will be sent to the last known address stating that the applicant's name is being removed from the waiting list on a specific date; general 5 days from the date of the letter.

3. Removal of Applicants from the Property Waiting List

TNDC will not remove an applicant from the waiting list unless:

- The applicant requests to be removed;
- The applicant was clearly advised of the requirement to tell TNDC of his/her continued interest in housing by a particular time and failed to do so;
- TNDC made a reasonable effort to contact the applicant to determine if there is continued interest in housing but has been unsuccessful; or
- TNDC notified the applicant of the intention to remove the applicant's name because the applicant no longer qualifies for assisted housing.

4. Contacting & Selecting Applicants on the Waiting List

Applicants will be contacted when vacancies become available. The initial contact will be attempted by telephone a maximum of three (3) times within a 48-hour period; and will be followed by mail stating such attempts and availability of a unit.

- If the applicant fails to respond to TNDC's attempts, they will be assumed no longer interested, removed from the Property Waiting List and TNDC will move to the next applicant on the waiting list.
- If the applicant responds to TNDC attempts, attends all intake eligibility, and meets all eligibility and program requirements, TNDC will extend a Housing Unit Offer.
 - If the applicant denies the offer or fails to respond within four (4) days, the offer will be revoked and the unit will be offered to the next qualified applicant on the waiting list.
 - Should the applicant reject the offer, the applicant will be given a second offer of a suitable vacancy as soon as one becomes available and if they continue to meet all eligibility and program requirements.
 - If the applicant rejects the second offer, the applicant shall be removed from the waiting list, unless the applicant can verify that a hardship exists or that there are mitigating circumstances.

- The reasonableness of the rejection will be determined by TNDC Management and documented with the applicant's application for housing.

XVI. GENERAL OVERVIEW – INTERVIEW AND APPLICATION PROCESS

1. **Submit Application:** All prospective tenants shall submit a TNDC rental application. Providing false, inaccurate, or incomplete information may disqualify a prospective tenant. Intentionally providing false information on any part of the application is considered fraud and may result in failure of the applicant to obtain a TNDC unit. If discovered after an applicant becomes a tenant, this may result in loss of the housing unit.
 - Applicants that feel they may be denied housing due to negative screening history are encouraged to submit a 'Request for Consideration' with their 'Application for Housing.' (See Request for Consideration Section above.)
2. **Interview:** All applicants must have an in-person interview with TNDC staff, at which TNDC will explain the Resident Selection Criteria. All adults who will live in a unit must attend the interview; and all household members may be asked to sign forms that will be sent out to verify information given on the application (e.g., income and asset information) prior to any offer to rent a unit.
 - If the applicant is abusive, blatantly disrespectful, disruptive, or otherwise exhibits behaviors that would indicate the tenant may pose a significant threat/danger to himself or herself, other tenants, or property during the required interview, or such threatening behavior is witnessed by TNDC staff outside of the interview, or the applicant otherwise known to TNDC staff by credible, objective evidence, the applicant will not be accepted.
3. **Background Check:** TNDC will run a credit report, eviction history, and criminal background check. All applicants will be charged a screening fee of \$30.00 per adult member, which the applicant(s) must pay at the Interview.
 - Certain programs cover this cost under the program contract, in which case the applicant(s) would not be required to pay. Generally, these programs also provide a housing subsidy in addition to any tenant paid rent. Please check with the Property for clarification.
 - Lack of a credit history will not be considered grounds to reject an applicant. The credit report is processed only to obtain residency information in order to ensure that the appropriate counties are checked for the criminal background.
4. **Resident Eligibility & Screening Criteria:** In reviewing the application, TNDC will use the following screening criteria when determining each applicant's eligibility for residency:

- Applicants must be income-eligible in accordance with the regulations of the property's funding sources, such as the the Low Income Housing Tax Credit Program (LIHTC), federally funding programs of Housing & Urban Development (HUD), the city of San Francisco's Mayor's Office of Housing (MOH), and/or other Funder Regulatory Agreements in place for the property.
 - All income and assets will be verified by TNDC via third-party confirmation, i.e. verification form completed by employer, verification form completed by a financial institution, etc. In addition to the third-party verification, applicants must submit certain second-party verification documentation, such as three (3) months consecutive paychecks, six (6) months consecutive bank statements, a letter from Social Security and/or Public Assistance, etc.
- Applicant's monthly income must meet the minimum income requirement set by program regulations and TNDC policy.
- Applicant's household must meet the property's occupancy standards for household size.
- Applicant's household must meet the property's screening standards in regards to eviction:
 - Disqualification may result from one (1) eviction in the past three (3) years or two (2) evictions in the past five (5) years. Applicants who have past evictions strictly for non-payment of rent, but now have a verified payee to assist with timely rent payment, will not be automatically declined under the eviction history criterion.
 - Current and previous landlords will be contacted for information concerning the applicant's history of fulfilling essential tenancy obligations such as: payment of rent, compliance with lease requirements, destruction of property, interference with the rights of others to enjoy the property, or other activity that would adversely affect the health or safety of other tenants or damage property.
 - Applicants may be declined for a negative landlord reference that indicates the tenant will not meet the essential tenancy obligations. Applicants with such history are encouraged to submit a 'Request for Consideration' Form.
 - In cases where applicants do not have any previous landlord, or if no previous landlord is available, staff will request personal references from someone not related to the applicant, such as a counselor or caseworker. However, lack of such references will not be basis for automatic denial.
- Applicant's household must meet the property's criminal screening standards – also See Exhibit E –Criminal Screening Criteria in addition to below notations:

- Disqualification may also result from a drug-related conviction in the past three (3) years, a violent conviction in the past five (5) years, or any conviction for a sex offense. A criminal report that demonstrates a history of burglary, robbery, vandalism, violence, or other crimes against persons or property in the last five (5) years may be a basis for disqualification.
 - Applicants who currently illegally use a controlled substance (current shall mean in the last six (6) months) or whose abuse of alcohol will interfere with the health, safety, or right to peaceful enjoyment of the premises by other residents may not qualify for TNDC housing.
 - Applicants must have current, legal government-issued (government does not mean exclusively the United States) photo identification (driver license, state-issued identification card, passport, or any other government-issued photo identification).
 - Examples of unacceptable identification include: MUNI cards, check-cashing identification, and other privately-issued identification.
 - Applicants must use the unit as their principal place of residence; this is generally defined as a residence for a minimum of 7 months in a calendar year. Staff will ask the applicant if they will maintain any other residence during the period of their lease.
 - Applicants must be able to live independently (with or without assistance) and to maintain housing in accordance with local health standards.
 - Applicants may be subject to Student Eligibility Guidelines; which are:
 - At least one member of the applicant's household must not be a full time student, unless the household meets one of the following exceptions:
 - the applicants are married and eligible to file a joint tax return;
 - the applicants receive assistance under Title IV of the Social Security Act;
 - the applicants are enrolled in a job training program receiving assistance under the Job Training Partnership Act, or under other similar Federal, State, or local laws; or
 - the applicant is a single parent with children who are his/her dependents (exception as defined in Internal Revenue Code Section 152), and such parent and children are not dependents of another individual.
5. **Approval of Applicant:** If the applicant satisfies all the Resident Eligibility & Selection Criteria and the applicant is approved, TNDC will send the applicant a Housing Unit Offer & Acceptance letter to schedule an appointment for the applicant to pay the move-in costs and sign a lease agreement.
- The term of the lease will commence for a period of one (1) year (and thereafter, on a month-to-month basis), until either party terminates the lease.

- Some properties may establish an initial lease term for less than one (1) year, please see Exhibit A – Project Description
 - TNDC may hold a unit for an applicant for only up to seven (7) days upon provision of the security deposit or “promise to provide” from an agency participating in a rental/move-in assistance program, e.g., Season of Sharing.
 - If the applicant does not wish to rent an available unit or fails to move in on the agreed upon date, the applicant will be disqualified, his/her application will be declined, and the unit will be offered to the next qualified applicant.
6. **Rejection and Appeal Process.** An applicant may be denied at any time if they have not met one or more of the Resident Eligibility & Selection Criteria. If an applicant is denied, s/he will be notified in writing which will state the reason for denial.
- The applicant has fourteen (14) days after the date of the denial letter to submit a written appeal to TNDC, by contacting:
 - TNDC Appeals
 - 201 Eddy Street
 - San Francisco, CA 94102
 - If a denial letter is sent to an applicant, and no response or new evidence is received within fourteen (14) days, TNDC will close the file permanently.
 - An appeal must consist of documentation refuting the stated reason for rejecting the applicant, or requesting a reasonable accommodation and the basis for such an accommodation.
 - TNDC will consider any mitigating circumstances that the applicant feels would affect their application and that would overcome or outweigh information already gathered in the resident screening process.
 - Mitigating circumstances must be documented in the appeal, and must corroborate the reason(s) given by the applicant for the disqualifying circumstances.
 - TNDC will notify the applicant of their final decision no more than (14) days of receipt of the applicant’s written notice of appeal.
 - TNDC may require further information or research to give full consideration to the appeal, in which case will send an update letter extending their final decision date up to (30) days.
 - If more than (30) days are needed to give full consideration of the appeal, additional documentation will be sent to the denied applicant stating an anticipated final decision date.

XVI. SPECIAL HOUSING PROGRAM DESCRIPTIONS

The following is a list of different programs within the TNDC portfolio. Please note that this is not an exhaustive list, the following represents programs which either affect who may apply, i.e. by referral only, or if the rent is subsidized in some way. Please refer to 'Exhibit F –Program Processes' of this document for specific details regarding program eligibility and processes at this Property.

Program	Program Description
DPH-DAH	These units will be filled by homeless adults with multiple chronic illnesses who are at risk for either acute hospitalization or long-term institutionalization. Applicants will be referred to TNDC by the Department of Public Health (DPH) Direct Access to Housing (DAH) program from the DAH waiting list.
DPH-DAH Prop. 63/ MHSA Units	These units are funded by the Mental Health Services Act (Proposition 63). Full Service Partnerships identify and refer applicants to the DAH program. Once verified to meet the MHSA definition of "severely mentally ill" and DAH program requirement, applicants will be referred to TNDC to begin the certification process.
HOPWA	<p>Housing units financed by the Housing Opportunities for People with AIDS (HOPWA) program, administered by the San Francisco Redevelopment Agency, may only be filled by applicants who have AIDS or infection with HIV, as supported by a physician's letter. Eligible applicants must be referred by the Citywide Housing Wait List. Individuals applying for units that combine HOPWA with other special programs must be cross-referenced with the HWL to confirm eligibility for a HOPWA unit. TNDC must obtain a third-party verification of HIV diagnosis in order to complete certification of HOPWA applicants.</p> <p>In cases where the referral list has been exhausted for a given property, the owner will establish their own list of applicants who have been diagnosed with HIV/AIDS. This list will be created by advertising to an approved set of marketing guidelines established with the SFRA. Agencies that provide services to persons with HIV/AIDS, and other housing/housing referral agencies, will be targeted in the marketing effort.</p>
HUD	<p>HUD properties may take applications from the general public and applicants must be at least 62 years of age, or meet HUD criteria for a disabled household and have a disability that requires the accessible features of the unit. HUD properties will maintain a waiting list of applicants which will be opened and closed over time as vacancies and move-ins occurs.</p> <p>HUD Income Targeting Requirement HUD properties may target families and individuals at extremely low income in accordance to the area median income to satisfy that at least forty percent of their units are catered to that population. Properties may bypass certain applicants for lower income applicants to satisfy this quota. A preference does not mean you will not receive housing, but determines the order you are placed on the waiting list.</p> <p>HUD Citizenship/Immigration Status Applicants must be United States citizens or legal tenants and show valid proof of residency through their social security card and a government issued identification. However, if the applicant is not a United States' citizen, they must provide an additional</p>

valid United States issued identification. In addition, the non-citizen applicant must declare eligible immigration status by signing a verification consent form for each member of the household (parents or guardians may sign for each child). This form provides evidence of eligible immigration status and may be released to INS. If one or more of the family members chooses not to establish their citizenship they may still be considered for assistance under HUD Restrictions on Assistance to Non-Citizens Guidebook 7465.7G Paragraphs 10-4, 10-5 and Chapter 11.

HUD EIV (Enterprise Income Verification) SYSTEM

The HUD EIV system is a web-based computer system that contains employment and income information and history to the owner and/or management agent of the property. This information is used to meet HUD's requirement to independently verify employment and/or income during certifications of eligibility and rental assistance. Before accessing the employment or income data contained in the system, a Notice and Consent for the Release of Information (HUD-9887) and Applicant's/Tenant Consent to the Release of Information (HUD-9887-A), must be signed and dated by the head of household, spouse, co-head, regardless of age, and by each family member who is at least 18 years of age, prior to each annual recertification.

The HUD EIV system will be used for the following:

- EIV Existing Tenant Search will be conducted during the initial certification process. If an applicant is found to be currently receiving assistance, this will be discussed with applicant and with the existing landlord. This information will be used to coordinate move-out/move-in dates for ongoing subsidy;
- To determine if you have correctly reported your income;
- Have used a false social security number; or
- Failed to report or under reported the income of a spouse or other household member.

Violence Against Women Act (VAWA)

In accordance with VAWA, at the time of admission or in the event of a termination or start of an eviction for cause proceeding, the household will be notified that they can complete, sign and return the HUD Certification of Domestic Violence, Dating Violence, or Stalking. The following protections apply and requirements apply and the Landlord may:

- Not consider incidents of domestic violence, dating violence or stalking as serious or repeated violations of the lease or other "good cause" for termination of assistance, tenancy or occupancy rights of the victim of abuse.
- Not consider criminal activity directly relating to abuse, engaged in by a member of a tenant's household or any guest or other person under the tenant's control, cause for termination of assistance, tenancy, or occupancy rights if the tenant or an immediate member of the tenant's family is the victim or threatened victim of that abuse.
- Request in writing that the victim, or a family member on the victim's behalf, certify that the individual is a victim of abuse and that the Certification of Domestic Violence, Dating Violence or Stalking, Form HUD-91066, or other documentation as noted on the certification form, be completed and submitted within 14 business days, or an agreed upon extension date, to receive protection under the VAWA. Failure to provide the certification or other supporting documentation within the specified timeframe may result in eviction.

LOSP	These units are funded by the City and County of San Francisco through their Local Operating Subsidy Program (LOSP). TNDC receives referrals from a waiting list maintained by the City and County of San Francisco. Applicants from this list are defined as eligible if they meet the definition of "at risk of homelessness" as defined in the funding agreements.
McKinney Section 8	McKinney units are reserved for Section 8 applicants referred by the San Francisco Housing Authority (SFHA) who meet certain qualifications, including homelessness. Applicants must be referred from the Community Housing Partnership (CHP) or another SFHA-designated waiting list.
McKinney Section 8 Youth Housing	To be eligible for these Section 8 units, applicants must be between 18-24 years old, and must meet the program requirements of Larkin Street Youth Services (LSYS). Eligible applicants will be referred from the San Francisco Department of Public Health to LSYS to complete a housing application at the property and begin the certification process.
MHP Supportive Housing	These units are funded by the State of California. The MHP Supportive Housing units are offered as permanent housing linked to supportive services, where occupancy is restricted to households that both (1) are homeless or at risk of homelessness and (2) include a disabled adult.
Project Based Section 8	These units may usually only be filled by individuals referred to TNDC from the SFHA waiting list. Occupancy limits for Section 8 units are as follows: SRO 1, Studio 1-2, One-bedroom 1-4, Two-bedroom 2-6, Three-bedroom 3-8. The Ritz Hotel, however, may receive applications for its Section 8 units directly from the general public when the building has advertised that it is taking new applications.
Shelter Plus Care	The San Francisco Human Services Agency (HSA), which administers the Shelter Plus Care Program and waitlist, will refer applicants who meet program requirements for these units. Upon being referred to TNDC, applicants will be assessed by Tenant Services for fitness to the community in addition to being screened and certified by property management. Individuals who have not been referred, but wish to participate, may contact the Shelter Plus Care program directly at (415) 558-1902.
Tenant Based Section 8	Most studio or larger housing units may be occupied by a Tenant-based Section 8 Voucher holder, and TNDC welcomes voucher holders to apply. The applicant must also meet all other eligibility requirements for the unit. If the applicant is approved by both TNDC and the SFHA, the tenant-paid portion of the rent will be determined by the SFHA.
VASH	TNDC may set aside or receive referral requests for housing individuals who qualify for the HUD-VASH Program. TNDC or External Partners may contract with The Department of Veterans Affairs (VA) HUD-VASH program to provide housing placement services and ongoing case management to VA referred Veterans and their families. The Department of Veterans Affairs (VA) HUD-VASH program is a partnership between the U.S. Department of Housing and Urban Development (HUD) and VA to place and maintain homeless Veterans in permanent, community based housing using HUD Section 8 Housing Choice Vouchers that are paired with ongoing VA case management services.

MOSAICA SENIOR APARTMENTS

Exhibit A

Project Description

Exhibit – A

Project Description

Mosaica became TNDC’s first property in the Mission District in November 2009, when TNDC took over management of the project from the Citizens Housing Corporation. The property includes a four-story building over a partially submerged parking structure. Housing is spread between a south podium and a north podium. Common area is shared between 24 senior rentals and 93 family rentals. The project also includes some onsite supportive service space, including offices, multipurpose rooms, and a 93-space parking garage.

Mosaica Senior Apartments consists of eighteen 475 square foot studios and six 650 square foot 1-bedroom units. All units have private bathrooms and kitchens. Common space amenities include multipurpose rooms, senior lounge, computer lab, community kitchen, laundry facilities, secured entry, and a beautiful courtyard with green space and playground equipment.

Lutheran Social Services’ goal at the property is to create a stable, supportive, intergenerational housing community. LSS case manager support residents upon move-in and throughout their transition through on-site support services to residents which includes: individual counseling, referrals to medical and mental health services, childcare, rental assistance, vocational services, community activities and senior day programs. LSS provides support to help residents maintain stability, housing, and overall quality of life. LSS provides voluntary case management and community-building services, offering support and advocacy for residents to maintain their housing stability.

Special Housing Units at this Property

You may be eligible for a special preference if you: require an accessible unit for the disabled. **Regardless of referral source or special program participation, all applicants must pass a resident selection screening and have their income and assets third-party certified in order to move in to any unit.**

Property’s Unit Mix:

Size	Quantity	ADA Units			
		Wheelchair Accessible	Visual/Hearing CBC 11A	UFAS Shower	UFAS Tub
Efficiency Studios	17	1	1	0	0
One-bedroom	7	1	0	0	0

MOSAICA SENIOR APARTMENTS

Exhibit B

Eligibility for Housing Units

Exhibit – B

Eligibility for Program Housing Units

During regular building operations, TNDC will take applications for housing units on a first-come, first-served basis when the property has vacant units or is expecting vacancies in the near future. Applicants must meet all project requirements to be eligible.

All applicants must pass a resident selection screening and have their income and assets third-party certified in order to move in to any unit.

DAH/LOSP Units

Eleven of the twenty-four units for low-income seniors are designated for the San Francisco Department of Public Health's –Direct Access to Housing (DAH) program through their contract with Lutheran Social Services (LSS). Applicant households who are referred through the Department of Public Health-Housing for the Direct Access to Housing (DAH) units will be required to complete the same eligibility process as non-programmatic applicant households in addition to fulfilling the program specific requirements. San Francisco Department of Public Health-Housing (SFDPH) will coordinate the referral and certification process of potential tenants for the DAH program.

MOSAICA SENIOR APARTMENTS

Exhibit C

Income & Rent Restrictions



Exhibit – C

Income & Rent Restrictions

Income & Rent Restrictions are subject to change based on Regulatory Guidelines

Income Limits – effective January 1st, 2013

	1 Person	2 Persons	3 Persons
15% AMI*	\$12,975	\$14,820	\$16,680
35% AMI*	\$30,275	\$34,580	\$38,920

Rent Limits – effective January 1st, 2013

	Efficiency Studio	1 Bedrooms
15% AMI*	\$ 324.00	\$ 347.00
35% AMI*	\$ 756.00	\$ 810.00

* AMI limits are established by HUD for the LIHTC/TCAC Programs

** MFI limits are established by the Mayor's Office of Housing (MOH) for its Housing Programs

MOSAICA SENIOR APARTMENTS

Exhibit D
Preferences



Exhibit – D

Preferences

None applicable at this property.

MOSAICA SENIOR APARTMENTS

Exhibit E

Criminal Screening Criteria

Exhibit – E

Criminal Screening Criteria

TYPE		DESCRIPTION	Felony		Misdemeanor		Charges*	
			P/F	Years	P/F	Years	P/F	Years
Property Related Crimes	High	Items such as arson, breaking & entering, burglary, criminal damage, grand larceny, malicious injury to property, receiving stolen property, theft.	Fail	7	Fail	5	Pass	All
	Low	Items such as aid and abet theft, petty theft, shoplifting, tampering, and vandalism.	Fail	7	Fail	5	Pass	All
Animal Related Crimes	High	Items such as abandonment/neglect of animal, animal abuse, animal bite or attack, dog fighting.	Fail	7	Pass	All	Pass	All
	Low	Items such as animal not under restraint, animals at large, barking dog, fishing/hunting without a license, no license, no pet vaccination, possess wildlife illegally.	Fail	7	Pass	All	Pass	All
Violence Related Crimes	High	Items such as assault, battery, deadly conduct, injury to child or elderly, kidnapping, manslaughter, murder, robbery.	Fail	7	Fail	5	Fail	1
	Low	Items such as affray, menacing, reckless endangerment, terroristic threats.	Fail	7	Fail	5	Pass	All
Fraud Related Crimes	High	Items such as counterfeiting, credit card abuse, embezzlement, forgery, identity theft, insurance fraud, obtain by false pretenses, uttering, and welfare fraud.	Fail	7	Fail	5	Pass	All
	Low	Items such as altered license plate or tags or registration, use false id, worthless check.	Fail	7		5	Pass	All
Computer/ Telecomm. Related Crimes	High	Items such as cyber stalking, damage computer software, hacking, wiretapping.	Fail	7	Fail	5	Pass	All
	Low	Items such as improper telephone usage, use or possession of access device.	Pass	All	Pass	All	Pass	All
Family Relations Related Crimes	High	Items such as abandonment, abuse, domestic violence, endangering a child, injury to child.	Fail	All	Fail	5	Fail	1
	Low	Items such as contributing to the delinquency, harboring a runaway child, non-support.	Fail	All	Fail	5	Pass	All
Weapons Related Crimes	High	Items such as assault with deadly weapon, discharging firearm, felon possessing firearm, manufacture destructive device, negligent use of weapon, throwing missiles.	Fail	All	Fail	3	Fail	1
	Low	Items such as brandishing weapon, carrying concealed weapon, no gun permit.	Fail	All	Fail	3	Pass	All
Victimless Related Crimes	High	Items such as probation violation, trespassing.	Fail	3	Pass	All	Pass	All
	Low	Items such as contracting without license, fireworks, littering, ordinance violation, overgrown grass, sell tobacco to minor.	Pass	All	Pass	All	Pass	All

TYPE		DESCRIPTION	Felony		Misdemeanor		Charges*	
			P/F	Years	P/F	Years	P/F	Years
Gambling Related Crimes	High	Items such as keeping a gambling place, possess gambling device, promotion of gambling.	Fail	5	Pass	All	Pass	All
	Low	Items such as wagering, public gaming.	Fail	5	Pass	All	Pass	All
Alcohol Related Crimes	High	Items such as DUI, DWI, DUI causing injury, drunk and disorderly.	Fail	3	Pass	All	Pass	All
	Low	Items such as minor in possession, open container in vehicle, providing to minor, sell without a license, public intoxication.	Pass	All	Pass	All	Pass	All
Public Justice Related Crimes	High	Items such as assault on police officer, contempt, deliver drugs/weapons to prisoner, escape, fleeing police, hindering apprehension, obstruction of justice, false statement to officer, resisting arrest.	Fail	All	Fail	5	Pass	All
	Low	Items such as bribery disobey police officer, failure to appear, and misuse of 911.	Fail	All	Fail	5	Pass	All
Public Order Related Crimes	High	Items such as criminal mischief, criminal attempt, engage in riot, fighting, hit and run, harassment, stalking.	Fail	5	Fail	3	Fail	1
	Low	Items such as accessory to crime, disturbing the peace, fail to pay fare, loitering, disorderly conduct, public swearing.	Fail	5	Pass	All	Pass	All
Organized Crime Related Crimes	High	Items such as blackmail, extortion, racketeering, gang participation.	Fail	5	Pass	All	Pass	All
	Low	Items such as conspiracy, attempt to engage in organized crime.	Fail	5	Pass	All	Pass	All
Drug Related Crimes	High	Items such as attempt to purchase, maintain place for drug use, manufacture for sale, possession, trafficking or smuggling.	Fail	All	Fail	3	Fail	1
	Low	Items such as drug abuse, possession of marijuana, possession of paraphernalia.	Fail	All	Fail	3	Pass	All
Transport Related Crimes	High	Items such as driving without license, reckless driving, driving while license revoked.	Fail	3	Pass	All	Pass	All
	Low	Items such as blocking highway or intersection, child restraint, expired tags, fail to yield right of way, jaywalking, no seat belt, wrongful entrustment, and speeding.	Fail	3	Pass	All	Pass	All
Sex Related Crimes**	High	Items such as child pornography, prostitution, public lewdness, sexual assault, rape, sex abuse, sex exploitation of minor, sodomy, statutory rape.	Fail	All	Fail	5	Fail	1
	Low* *	Items such as fail to register as sex offender, indecent exposure, peeping.	Fail	All	Fail	5	Pass	All
Some exceptions allowed, however not at properties and units with Federal Funding/Assistance								
Unable to Classify		Includes items where the jurisdiction did not return enough information to determine classification.	Fail	3	Pass	All	Pass	All
Unable to Classify		Includes items that are not valid criminal records such as traffic court or civil court records.	Pass	All	Pass	All	Pass	All

MOSAICA SENIOR APARTMENTS

Exhibit F

Program Processes

Exhibit – F

Program Processes

IF YOU ARE ELIGIBLE for Mosaica Family Apartments, you may be scheduled for an interview.

To help us in processing your application please bring any of the following documents that applies to you:

- Valid photo I.D.
- Social Security card
- Recent benefit letters (AFDC, Social security/SSI, Disability, Unemployment).
- Wage stubs for 3 months
- Record of self-employment income (i.e. audited financials, recent tax return forms, etc.).
- Pension or Insurance award documents.
- Bank statements for 6 months for all checking accounts.
- A recent bank statement for all savings accounts.
- Child Support verification, court support orders, divorce decree, etc.
- Information on all other sources of income/assets.
- Current Tax Return including W-2 forms.
- Documentation in support of or explanation for request for mitigating circumstances or reasonable accommodation (e.g., proof of completion of Anger Management therapy).

Please contact Management if you are unable to attend during your scheduled appointment time. If you fail to show for your scheduled appointment time after we have rescheduled, your application may be denied.

Applicant Referral and Certification Process Local Operating Subsidy Program (LOSP)

Applicant households who are referred through the Human Services Agency will be required to complete the same eligibility process as non-programmatic applicant households in addition to fulfilling the program specific requirements. During the period in which the City's Local Operating Subsidy Program is in operation and the City provides such subsidy to the Project, twenty units will be targeted to homeless families. H.S.A will coordinate the referral and certification process of potential tenants for the subsidy.

- The Human Services Agency (HSA) provides referrals for the subsidized units.
- Beginning on the date agreed upon by Tenderloin Neighborhood Development Corporation (TNDC) and Human Services Agency, HSA will forward referral packets
- TNDC Property Management staff will receive from HSA a completed referral packet and will attempt to coordinate the interview scheduling with the referring Case Manager/Social Worker and the applicant household.

TNDC Property Management reserves the right to cancel the initial interview if any of the following occur:

1. All household members are not present at the scheduled start time of the interview.
 2. The required documentation is not provided at the scheduled start time of the interview.
 3. Any of the individuals present for the initial interview behave in a disruptive or disrespectful manner.
- When a referral appears not to qualify, TNDC Property Management staff notifies and discuss with HAS to the reason(s) for denial.
 - To minimize any burden on the applicant, Property Management and LSS will interview applicants separately but will coordinate the interviews in close succession—on the same day whenever possible.
 - Each applicant will participate in a housing interview with Property Management, the scheduling and outcomes of which will also be communicated to applicants by HSA. Each applicant's case manager may accompany him/her to the Property Management interview, which will, on average, last approximately 30 minutes.
 - The housing provider may only ask the individual questions that are directly related to the individual's ability to meet tenancy requirements. This includes questions about source of income to pay rent, a history of nonpayment of rent, or a history of evictions for failure to maintain the premises. Housing providers may also ask the individual if s/he has a criminal conviction, but the request should be related to the terms and conditions of tenancy and determining whether the individual can comply with the lease.

- In screening the individual for tenancy, the housing provider should consider whether any conditions described by the applicant that might typically be grounds for denying tenancy (e.g. non-payment of rent, failure to maintain the premises) could be due in part to the circumstances that resulted in the individual being eligible for H.S.A. services. For example, a seriously mentally ill individual may have had difficulty maintaining his/her apartment and may thus have been evicted. Consistent with H.S.A.'s intent, the housing provider will consider whether the services available to the housing unit and/or tenant will enable the prospective tenant to meet the conditions of tenancy.
- Property Management will run applicant background checks as interviews are being scheduled / taking place or as soon as possible thereafter so as not to delay the screening process.
- The final decision of whether to house an applicant rests with the property management team. After completing the interview and collecting/reviewing all necessary documentation, property management will decide each applicant's referral outcome based on the development's own resident selection criteria.
- Once an applicant has been selected for tenancy in a specific unit, the applicant, and applicant's case manager will be notified in writing and provided a specific occupancy date. LSS staff will be available to assist the individual in making arrangements for and completing the move in.
- If the individual is not selected for tenancy, the housing provider should notify the applicant, HAS, and applicant's case manager in writing and provide a basis for non-selection. The housing provider should also notify the individual of his/her right to appeal the decision. Each provider should establish and maintain a process for managing such appeals.

Exhibit F -- Lobbying/Debarment Certification Form

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement and the extension, continuation, renewal, amendment or modification of any federal contract, grant, loan or cooperative agreement.

2. If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress or an employee of a member of Congress in connection with this federal contract, grant, loan or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

This lobbying certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed under Section 1352, Title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for such failure.

3. Neither the undersigned nor its principals is listed by the General Services Administration as debarred, suspended, ineligible or voluntarily excluded from receiving the Funds on the Agreement Date. The undersigned will review the list to ensure that any contractor or subcontractor who bids for a contract in excess of \$100,000 is not debarred, suspended, ineligible or voluntarily excluded from participating in federal programs and activities and will obtain the certification of each contractor or subcontractor whose bid is accepted that such contractor or subcontractor is not debarred, suspended, ineligible or voluntarily excluded from participating in federal programs and activities.

[NAME OF GRANTEE]:

BY: _____

NAME: _____

TITLE: _____

DATE: _____

EXHIBIT G – ANNUAL MONITORING REPORT

Mayor's Office of Housing and Community Development
City and County of San Francisco



Edwin M. Lee
Mayor

Olson Lee
Director

March 16, 2017

Notice of Availability of 2016 Annual Monitoring Report Form
(including new audit requirements and wait list submittal)

Announcement of Serious Incident Protocol

MOHCD is pleased to announce the availability of the Annual Monitoring Report (AMR) forms for Reporting Year 2016 (RY2016). The forms can be downloaded from the [Asset Management page](#) of the MOHCD web site. A training on how to complete the AMR will be held at MOHCD on April 13th from 9 a.m. to 12 noon. See below for more information.

New Audit Requirement and Deadline: To provide sufficient time for project sponsors to complete AMRs in accordance with the City's "New Audit Requirements for MOHCD-Funded Projects," the report is now due 5 months after the end of a project's business year. (Previously, it was due 4 months after.) For projects whose business year ended December 31, 2016, the report will be due on May 31, 2017 for the period January 1, 2016, through December 31, 2016. For projects not owned by a single-asset entity and whose financial activity is accounted for and audited with the parent corporation's finances, sponsors may request up to a one-month extension of the deadline to allow for additional time to complete consolidated audited financial statements in accordance with the new audit requirements.

New Waiting List Submittal Requirement: To aid the City in its efforts to ensure that the allocation of MOHCD-financed affordable housing resources is conducted in a consistent, fair, appropriate and inclusive manner, MOHCD is now requiring all sponsors to submit the current version of a project's waiting list with the Annual Monitoring Report.

Submissions for RY2016 and any outstanding reports from prior reporting years will be accepted only in the RY2016 format.

Completion and Submission Instructions

The Annual Monitoring Report consists of the following 3 parts:

I. [AMR_RY2016 – project name.xlsx](#) – This is a Microsoft Excel spreadsheet that is comprised of the following worksheets:

Instructions	3C. Demographic Summary (new)
1A. Property & Residents (revised)	4. Narrative
1B. Transitional Programs	5. Project Financing
1C. Eviction Data	6. Services Funding (enhanced)
2. Fiscal Activity (revised)	7. Supplementary Audit Information Required by MOHCD (new)
3A. Occupancy & Rent Info (revised)	Completeness Tracker
3B. Demographic Information (new)	

Provide all applicable information that is requested in worksheets 1-7. Use the Instructions to

1 South Van Ness Avenue, Fifth Floor, San Francisco, CA 94103
Phone: (415) 701-5500 Fax: (415) 701-5501 TDD: (415) 701-5503 www.sfgov.org/moh

help you complete each form and the Completeness Tracker to help you to determine when each worksheet is complete.

Use Question #1 on the Narrative worksheet to explain any data that you provide that may be unclear or better understood with additional information. In addition, certain questions in this report prompt you to supply an explanation for your answers on the Narrative worksheet. *Failure to supply the required explanation will render your submission incomplete.*

Submit this report as an Excel file only; do not convert it to pdf or another file type. Changing the format of AMR_RY2016.xlsx without MOHCD's prior approval is not allowed. Do not overwrite any validations for any of the cells, alter any formulas or add or delete any rows or columns. If you need to revise the form in order to successfully complete the report, submit a request to moh.amr@sfgov.org.

II. Owner Compliance Certification Form and Documentation of Insurance – The certification form is a Microsoft Word document that must be completed, signed and dated by the Executive Director (or other authorized officer) of the entity that owns the project. Scan the form along with documentation of insurance and email it to MOHCD as a single document. For each project, you must provide certificates of liability insurance and property insurance that are *current as of the date of submittal of the AMR*.

III. Audited Financial Statements – Provide financial statements for the project for Reporting Year 2016. They must be prepared by a certified public accountant in accordance with generally accepted accounting principles, applicable regulations and laws and with the City's "New Audit Requirements for MOHCD-Funded Projects" a copy of which is attached and posted on [MOHCD's Asset Management web page](#). If the project is owned by a single asset entity, provide separate financial statements just for the project, otherwise provide audited statements for the parent corporation. Also include copies of any Management Letters and special notes from the auditor that pertain to the property and the financial statements.

IV. Waiting List – Submit a copy of the project's waiting list that is current as of the date of submittal. The waiting list must include the following information for each person or household who has applied to live at the project and is still waiting to be considered for an available unit: name of head-of-household, contact information, date of application, number of people in the household, stated household income and desired unit size. This requirement is not applicable to transitional housing projects, residential treatment programs, shelters, group homes or permanent supportive housing for homeless people that is leased through a closed referral system.

Completed AMRs must be submitted electronically, via one email message per project to moh.amr@sfgov.org, or if desired, for multiple projects, via flash drive or compact disc sent to Mike McLoone at MOHCD. If the documents that comprise the report are too large to attach to a single email, compress the files into a zip file and attach it to the email.

Updates to the Reporting Form

The RY2016 AMR form has been revised from the form for RY2015, as follows:

- Data for Race/Ethnicity – Must now be provided for each tenant household rather than in summary form for the project. Also, race and ethnicity have been split into two, separate demographic categories. For additional information on these changes, see the email notice from MOHCD dated 9/29/16 regarding new requirements for collection of ethnicity and race data.
- Worksheet 1A – Most of the demographic questions have been moved to the new worksheet, "3B. Demographic Information," and the order of the remaining items has been changed to improve the flow of information.
- Worksheet 2 – A new line item titled "Capital Maintenance Repairs/Improvements" has been

added to the expense section to account for capital costs that were paid out of the operating account and may be reimbursed by the Replacement Reserve. The "Reserve Account Details" section has been revised to improve functionality. The section for cash flow "waterfall" (distribution of Surplus Cash) has been simplified and now requires the user to enter the distribution priority as well as the amount of any Residual Receipts loan payment that is due to MOHCD, which previously was auto-calculated.

- Worksheet 3A – Has been shortened by moving the data related to female-headed households, elderly households, number of children and disability to worksheet 3B.
- Worksheet 3B – New worksheet where ethnicity, race and other demographic information must be entered for each tenant household.
- Worksheet 3C – New worksheet where summaries of demographic information for a project are auto-generated, based on data entered on worksheet 3A and 3B.
- Worksheet 6 – Has been enhanced so that supportive services that are selected on Worksheet 1A are auto-filled into Worksheet 6
- Worksheet 4 – New section added where reporters must provide the details of miscellaneous administrative and maintenance expenditures that exceed \$10,000
- Worksheet 7 – This new worksheet has been added in connection with the City's "New Audit Requirements for MOHCD-Funded Projects." Most fields on this sheet are auto-filled with data that is entered on Worksheet 2. Printouts of this sheet may be used to produce the "Supplementary Information Required by MOHCD" that must now be included in the project's audited financial statements. If the auditor elects to use this sheet for this purpose, some data entry on the sheet is required in the yellow-highlighted cells.

AMR Training – April 13, 9am-12noon

To facilitate completion of the AMR by project sponsors, MOHCD will conduct a training on April 13 from 9 a.m. to 12 noon in our office at 1 South Van Ness Avenue, 5th Floor, Room 5080. We strongly encourage the primary staff person responsible for completion of the report to attend. Space is limited. Please RSVP to Ricky Lam at ricky.lam@sfgov.org or 415-701-5542.

Serious Incident Protocol

To ensure that MOHCD is kept informed of serious incidents that occur at projects financed by this office, we have established the following protocol for reporting serious, negative events such as accidents, criminal activity or equipment failure. The report should be filed only after emergency procedures have been followed and the situation has been stabilized.

The Mayor's Office of Housing and Community Development requests that owners of projects financed by this office notify us immediately if a serious incident occurs at their properties and meets one or more of the following parameters:

- Involves serious injury or death
- Is a serious, violent crime that involves a major police action (e.g. shooting)
- Causes the building or a significant number of units to be off-line
- Requires a resident to move out of a unit one month or longer
- Damage to the building is significant enough to require the use of reserves

The owner should notify the MOHCD asset manager assigned to the project and provide the following information:

- The date of the incident
- A description of the incident

- A description of what has been and is being done in response
- The name, phone and email of the staff that should be contacted if there are questions
- Confirmation that 1) the property insurance is current and 2) the insurance company has been contacted; a brief summary of their response, if available
- Statement of whether or not the organization plans to use the project's reserves to pay for corrective action

Available Units and Waiting List Openings

Before advertising the availability of units for lease in a project or the opening of the waiting list, owners and property managers must notify MOHCD of this action by completing a Marketing Plan Template and submitting it to the assigned staff person on MOHCD's asset management and compliance monitoring team. The template is available on the [Asset Management page](#) of our web site, under "Marketing Requirements for MOHCD-Financed Multifamily Rental Projects." Once the marketing plan is approved, MOHCD will post information about the available units or opening of the wait list on this [page of our web site](#). General information for people seeking affordable housing in San Francisco can also be found on our web site at [this location](#).

**Owner Compliance Certification and Insurance & Tax Certification Form
2016 Annual Monitoring Report
San Francisco Mayor's Office of Housing and Community Development**

***** This form must be completed by Project Owner or authorized agent. *****

Complete this form, sign and date it, scan it along with current liability and property insurance certificates into a single PDF file, then email the file along with AMR_RY2016 – project name.xlsx, audited financial statements, and current waiting list to moh.amr@sfgov.org.

Project Name: _____

Project Street Address: _____

Reporting Period – Start Date: _____ End Date: _____

Owner Compliance Certification

The undersigned owner, having received housing development funds pursuant to a housing development program funding agreement/s entered into with the City and County of San Francisco ("CCSF") for the purpose of purchasing, constructing and/or improving low-income housing, does hereby certify as follows:

Initial all statements below, and supply data to make the statement complete where needed (look for underlined blanks; e.g.: ____). For any statements that are not true, you must supply a detailed explanation on the Annual Monitoring Report Narrative Worksheet. The failure to provide a conforming response to all statements below will render incomplete the entire Annual Monitoring Report ("AMR") submission for this project, which may result in a default condition under the funding agreement/s, and also subject the owner to scoring penalties in future efforts to obtain funding from MOHCD for this project and any other project.

	True	False	
1			The CCSF Mayor's Office of Housing and Community Development ("MOHCD") has been alerted by the owner prior to any actions taken by the owner that affect the value of the property associated with this project, including but not limited to the establishment of any liens or encumbrances on the property; and, where required, the owner has obtained written authorization from MOHCD prior to taking any such actions.
2			The undersigned is not in default of the terms of any Agreements with CCSF for this project, nor has it been in default on any other loans, contracts or obligations on this property during the reporting period.
3			The undersigned has not been the subject of any actions relating to any other loans, contracts or obligations on this property which might have a material adverse financial impact on the property.
4			The owner has not lost or failed to renew funding for supportive services for the project during the reporting period and has made available (or caused to be made available through another party) all supportive services that are required by existing, applicable funding and regulatory agreements.
5			The owner has not lost or failed to renew funding for operating subsidy/ies for the project during the reporting period.
6			The owner has paid all taxes due for the reporting period and prior reporting periods.
7			The undersigned has marketed the units in the manner set forth in the marketing and resident selection provisions of the funding agreement/s entered into with CCSF.

**Owner Compliance Certification and Insurance & Tax Certification Form
2016 Annual Monitoring Report
San Francisco Mayor's Office of Housing and Community Development**

	True	False	
8			The project has met affordability and other leasing provisions set forth in the funding agreement/s entered into with CCSF during the entire reporting period. As of the end date of the reporting period, _____ units (<i>supply exact number</i>) were occupied or held vacant and available for rental by low-income tenants meeting the income qualifications pursuant to the funding agreement/s entered into with CCSF.
9			The undersigned has obtained a tenant income certification and/or third party documentation to support that certification from each tenant household occupying a unit restricted to occupancy by income-qualified tenants. All income certifications are maintained onsite with respect to each qualified tenant who resides in a unit or resided therein during the immediately preceding business year.
10			The total charges for rent and a utility allowance to each income-qualified tenant in a restricted unit do not exceed the maximum rent specified in the funding agreement/s entered into with CCSF as adjusted by the most recent HUD income and rent figures, which have been taken from the figures that are supplied by MOHCD on its website.
11			All withdrawals from the replacement and operating reserve accounts have been made in accordance with the MOHCD funding agreement/s, unless approved in writing by MOHCD.
12			Security deposits required of tenants of the project are in accordance with applicable laws and the funding agreement/s entered into with CCSF.
13			The undersigned has obtained and will maintain insurance policies in accordance with requirements of the funding agreement/s entered into with CCSF as may be reasonably updated from time to time, and has supplied with this AMR certificates of insurance that are current through the end of the reporting period.
14			The undersigned has maintained the units and common areas in a decent, safe and sanitary manner in accordance with all local health, building, and housing codes and in accordance with the HUD Housing Quality Standards.
15			The data submitted in Section 1A – Property & Residents of the Annual Monitoring Report regarding any violation/s of any health, building, or housing codes is complete and accurate; all required copies of violations/citations that were not resolved by the end of the reporting periods are also included with this AMR submission.
16			The undersigned has made best efforts to: (a) keep the units in good repair and available for occupancy; and (b) keep the Project fully rented and occupied.
17			All questions in the Annual Monitoring Report submitted for this reporting period have been answered fully and truthfully; answers have been supplied for all of questions requiring detailed responses on the Annual Monitoring Narrative Worksheet and any related documents have been submitted as attachments.
18			The project has received additional equity proceeds in the amount of \$_____ (<i>supply amount</i>) from low-income housing tax credit investors during the reporting period.
19			Accurate information has been provided in Worksheet 2 - Fiscal Activity about any Federal Program Income earned by this project during the reporting period.
20			Any amounts charged as Asset Management Fees are reflected accurately under Income & Expenses in Worksheet 2 - Fiscal Activity of the Annual Monitoring Report, and all such amounts have been used exclusively toward asset management of this project. Asset Management Fees taken beyond pre-approved levels have been documented as required in response to question 7 in Section 4 - Narrative.

**Owner Compliance Certification and Insurance & Tax Certification Form
2016 Annual Monitoring Report
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	True	False	
21			The calculation of cash flow in Worksheet 2 - Fiscal Activity accurately reflects all expenses incurred and income earned, and the proposed distribution of any Residual Receipts would be in accordance with all relevant agreements and policies.
22			The Waiting List that has been submitted with the 2016 Annual Monitoring Report is an accurate and correct record as of the last day of the reporting period of the households who have applied to live at the Project, including the name of the head-of-household (or a suitable alternative), date of application, number of people in the household, stated household income and desired unit size.

Property and Liability Insurance

Enter the information requested below, and attach a current copy (each) of the Property and Liability Insurance Certificates. SCAN the documents and send them as an attachment along with the complete AMR to MOHCD via e-mail to: moh.amr@sfgov.org.

Property Insurance		
	Property Street Address:	
	Policy Number:	
	Policy Effective Date:	
	Policy Expiration Date:	
Liability Insurance		
	Property Street Address:	
	Policy Number:	
	Policy Effective Date:	
	Policy Expiration Date:	

Tax Certification

Enter the information requested below. You do **NOT** need to submit copies of the invoice or checks used to pay the tax.

Property Tax		
	Tax Year:	
	Amount of Tax Paid:	
	Date Paid:	
	Amount outstanding from taxes due for Reporting Period:	
	Amount outstanding from taxes due prior to Reporting Period:	

***** This form must be completed by Project Owner or authorized agent. *****

The undersigned, acting under authority of the ownership of this project, executes this Certification, subject to the pains and penalties of perjury, and certifies that the foregoing is true and correct in all respects.

Name: _____ Title: _____

Signature: _____ Date: _____

Annual Monitoring Report - Instructions - Reporting Year 2016 - Mayor's Office of Housing & Community Development

The instructions and definitions below are organized by the worksheets contained within this Annual Monitoring Report. Please review the instructions below and within each worksheet thoroughly as instructions may have changed.

Updated 02/16/2017

1A. Property & Residents

Please follow the instructions provided on the worksheet.

1B. Transitional Programs Only

Please follow the instructions provided on the worksheet.

1C. Eviction Data

Please follow the instructions provided on the worksheet.

2. Fiscal Activity

Income and Expenses

The purpose of the Income and Expenses form is to track actual income and expenses over the reporting period. In addition to the instructions below, please follow instructions provided on the worksheet.

INSTRUCTIONS:

Column B - "Description of Income Accounts" and "Description of Expense Accounts". A complete description of the Income Accounts and Expense Accounts are provided below. Refer to the descriptions when completing the Fiscal Activity Worksheet. The Chart of Accounts uses account categories prescribed by generally accepted accounting principles and closely follows accounts prescribed by HUD, the State of California's Housing and Community Development Department, and the City's Quarterly Program Income Worksheet.

Column D - "Account Number". Each number represents an account in the Chart of Accounts, see below for more info.

Column F - "Residential". This column is for the essential recurring income and expenses related to the operation of a rental housing property, group home, project serving special needs populations or a transitional housing program.

Column H - "Non-Residential". This column is used to report income and expenses related to commercial space or other non-residential space in a project.

Income

Rental Income

5120 Housing Units Gross Potential Tenant Rents. This account records gross rent payable by the tenant for all residential units. Offsetting debits to this account are Account 6331, Administrative Rent Free Unit.

5121 Rental Assistance Payments. This account records rental assistance payments received or earned by the project through the LOSP, HUD Section 8 program (project-based or tenant-based assistance), HUD Section 202/811 programs, Shelter Plus Care program, HOPWA program, Rent Supplement, HOME Tenant-Based Assistance and VASH.

5140 Commercial Unit Rents. This account records gross rental income from stores, offices, rented basement space, furniture and equipment or other commercial facilities provided by the property.

Vacancy Loss

5220 Rent Income - Residential Units Vacancy Loss. ENTER AS NEGATIVE NUMBER. This account records total loss of residential rental income due to vacant residential units.

5240 Rent Income - Commercial Units Vacancy Loss. ENTER AS NEGATIVE NUMBER. This account records total loss of commercial rental income due to vacant commercial units.

Other Income

5170 Garage and Parking Spaces. This account records the gross rental income from all garage and parking spaces.

5190 Miscellaneous Rent Income. This account records gross rental income expectancy not otherwise described above.

5300 Supportive Services Income. Accounts in this series are used primarily by group home projects or other projects restricted to a special needs population (e.g., group home for mentally disabled or senior apartments). These accounts record revenues received or payable (other than rents) for services provided to tenants (e.g., meal services, housekeeping, etc.). Supportive service-related expenses are charged to accounts in the 6900 series. Enter the total of all revenues received or payable, and identify the source(s) of the income in cell D39.

5400 Interest Income - Project Operations. This account records interest income received or accrued on the Project Operating Account/s; DO NOT RECORD interest earned on the Replacement Reserve or Operating Reserve here.

5910 Laundry and Vending. This account records project revenues received from laundry and vending machines owned or leased by the project.

5920 Tenant Charges. This account records charges collected from tenants for damages to apartment units and for fees paid by tenants for cleaning of an apartment unit (other than regular housekeeping services), any security deposits forfeited by tenants moving out of the project and charges assessed to tenants for rent checks returned for insufficient funds and for late payment of rents.

5990 Other Revenue. This account records project revenue not otherwise described in the above revenue accounts.

Expenses

Management

6320 Management Fee. This account records the cost of management agent services contracted by the project. This account does not include charges for bookkeeping or accounting services paid directly by the project to either the management agent or another third party.

Salaries/Benefits

6310 Office Salaries. This account records salaries paid to office employees whether the employees work on site or not. Front-line responsibilities include for example, taking applications, verifying income and processing maintenance requests. The account does not include salaries paid to occupancy, maintenance and regional supervisors who carry out the agent's responsibility for overseeing or supervising project operations and personnel. These salaries are paid from the management fee. This account also does not include the project's share of payroll taxes (Account 6711) or other employee benefits paid by the project.

6330 Manager's Salary. This account records the salary paid to property managers. It does not include the project's share of payroll taxes or other employee benefits or compensation provided to residents managers in lieu of residents managers' salary payments.

6723 Employee Benefits: Health Insurance & Disability Insurance. This account records the cost of employee benefits paid and charged to the project for health insurance and disability insurance.

XXXX Employee Benefits: Retirement & Other Salary/Benefit Expenses. This account records the cost of employee benefits paid and charged to the project for retirement and any other employee salary/benefits.

6331 Administrative Rent Free Unit. This account records the contract rent of any rent free unit provided to a resident manager which would otherwise be considered revenue producing.

Administration

6210 Advertising and Marketing. This account records the cost of advertising the rental property.

6311 Office Expenses. This account records office expense items such as supplies, postage, stationery, telephone and copying.

6312 Office Rent. This account records the rental value of an apartment, otherwise considered potentially rent-producing, but used as the project office or as a model apartment. The account is normally debited by journal entry.

6340 Legal Expense - Property. This account records legal fees or services incurred on behalf of the project (as distinguished from the borrower/grantee entity). For example, agents charge legal fees for eviction procedures to this account.

6350 Audit Expense. This account records the auditing expenses incurred by the project that are directly related to requirements for audited financial statements and reports. This account does not include the auditor's charge for preparing the borrower/grantee's Federal, State and local tax returns. This account does not include the cost of routine maintenance or review of the project's books and records.

6351 Bookkeeping Fees/Accounting Services. This account records the cost of bookkeeping fees or automated accounting services not included in the management fee but paid to either the agent or a third party.

6370 Bad Debts. This account records by journal entry the amount of tenant accounts receivable that the agent estimates uncollectible at the end of the accounting period.

6390 Miscellaneous Administrative Expenses. This account records administrative expenses not otherwise classified in the 6300 Series. If the project had miscellaneous administrative expenses greater than \$10,000, a detailed itemization of these expenses must be provided in the Narrative worksheet.

Utilities

6450 Electricity

6451 Water

6452 Gas

6453 Sewer

Taxes and Licenses

6710 Real Estate Taxes. This account records payments made for real estate taxes of the project.

6711 Payroll Taxes (Project's Share). This account records the project's share of FICA and State and Federal Unemployment taxes.

6790 Miscellaneous Taxes, Licenses and Permits. This account records any taxes, licenses, permit fees or costs of insurance assessed to the property and not otherwise categorized in the 6700 Series.

Insurance

6720 Property and Liability Insurance. This account records the cost of project property and commercial general/auto liability insurance.

6721 Fidelity Bond Insurance. This account records the cost of insuring project employees who handle cash.

6722 Workers' Compensation. This account records the cost of workers' compensation insurance for project employees.

6724 Directors and Officers Liabilities Insurance. This account records the cost of insurance to cover financial protection for the directors and officers of the ownership entity in the event they are sued in conjunction with the performance of their duties as they relate to the property.

Maintenance and Repairs

6510 Payroll. This account records the salaries of project employees whose perform services including but not limited to janitorial/cleaning, exterminating, grounds, repairs, elevator maintenance and decorating. This account does not include the property's share of payroll taxes (FICA and Unemployment) or other employee benefits paid by the property.

6515 Supplies. This account records all cost of supplies charged to the property for janitorial cleaning, exterminating, grounds, repairs and decorating.

6520 Contracts. This account records the cost of contracts the owner or agent executes with third parties on behalf of the property for janitorial/cleaning, exterminating, grounds, repairs, elevator maintenance and decorating.

6525 Garbage and Trash Removal. This account records the cost of removing garbage and rubbish from the project. The account does not include salaries paid to janitors who collect the trash.

6530 Security Payroll/Contract. This account records the project's payroll costs attributable to the protection of the project or the costs of a protection contract that the owner or agent executes on behalf of the project.

6546 HVAC Repairs and Maintenance. This account records the cost of repairing and maintaining heating or air conditioning equipment owned by the project. Agents should capitalize repairs of significant amounts which extend the useful life of the equipment.

6570 Vehicle and Maintenance Equipment Operation and Repairs. This account records the cost of operating and repairing project motor vehicles and maintenance equipment. Motor vehicle insurance is not included in this account but is charged to account 6720.

6590 Miscellaneous Operating and Maintenance Expenses. This account records the cost of maintenance and repairs not otherwise classified in the 6400 and 6500 account Series. If the project had miscellaneous operating and maintenance expenses greater than \$10,000, a detailed itemization of these expenses must be provided in the Narrative worksheet.

Supportive Services

6900 Supportive Service Expenses. Accounts in this series are used primarily by group home projects and other projects restricted to a special needs population. The accounts record expenses directly related to special services provided to the tenants (e.g., food, housekeeping, case managers, social activity coordinator, etc.).

Reserve Account Activity

1320 Replacement Reserve Required Annual Deposits. This account records the required amount of deposits made to a segregated Replacement Reserve bank account from the project's Operating Account during the reporting period. See below for more guidance about data entry required for replacement reserve eligible expenditures.

1365 Operating Reserve Deposits. This account records amount of deposits made to a segregated Operating Reserve bank account from the project's Operating Account during the report period.

XXXX Operating Reserve Account Withdrawals. Enter the total amount of withdrawals made from the Operating Reserve, which will be deposited into the project's Operating Account during the reporting period.

1330 Other Reserve Accounts - Deposits. This account records amount of deposits made to segregated reserve bank accounts not identified above during the report period. Deposits are assumed to have been funded by the project's operating account and will decrease the surplus cash amount in row 136. You should provide the name of the account in cell D132.

XXXX Other Reserve Accounts - Withdrawals. This line is used to record the amount of withdrawals made from other segregated reserve bank accounts during the reporting period. Withdrawals entered are assumed to have been deposited into the project's operating account and will increase the surplus cash amount in row 136. You should provide the name of the account in cell D133.

3A. Occupancy & Rent Info

Accurate and complete household and tenancy data must be submitted on the Occupancy & Rent Info worksheet as evidence that the project complies with the income eligibility and rent affordability restrictions of MOHCD's funding agreements. Enter the data described below into the chart in Section 3a - Occupancy & Rent Info for the tenant population that occupied the project as of the end of the reporting period. For vacant units and manager's units, you must supply data in columns D, E, P, R and T. All other columns should be left blank.

COLUMN DESCRIPTION

- C. **Row Number.** Do not enter data in this column.
- D. **Unit No.** Enter the unit number (or bed number for transitional or group housing) for each unit/bed in the property.
- E. **Unit Type.** Use the drop down menu to select the unit type (also shown below):
 Bed = (measurement for Group homes or transitional housing)
 "SRO" = Single Room Occupancy unit
 "Studio" = Studio unit
 "1BR" = 1 Bedroom unit
 "2BR" = 2 Bedroom unit
 "3BR" = 3 Bedroom unit
 "4BR" = 4 Bedroom unit
 "5+BR" = 5 or more Bedroom unit
- F. **Date of Initial Occupancy.** Enter the date when the tenant occupied their *first unit in the project*. For tenants who have transferred to another unit in the project, this date will be different than the date when they moved into their current unit.
- G. **Household Annual Income at Initial Occupancy.** Enter the tenant's annual household income from the initial income certification that was done before they moved into their *first unit in the project*. For tenants who have transferred to another unit in the project, this amount will be different than the amount from the certification that was done when they moved into their current unit.
- H. **Household Size at Initial Occupancy.** Enter the number of people that was in the tenant's household when they occupied their first unit in the project. For tenants who have transferred to another unit in the project, this number may be different than it was when they moved into their current unit.
- I. **Date of Most Recent Income Recertification.** Enter date of most recent income recertification. Leave blank for vacant units.
- J. **Household Annual Income as of Most Recent Recertification within reporting period.** Enter annual income of the household from the most recent recertification. OK to leave blank ONLY if ALL funders do not require annual income recertifications.
- K. **Household Size as of Most Recent Recertification within reporting period.** Enter the number of occupants in the unit from the most recent recertification within the reporting period.
- L. **Minimum Occupancy for Unit Type.** The data here is automatically entered from items 25-31 on Worksheet #1A.
- M. **Maximum Occupancy for Unit Type.** The data here is automatically entered from items 25-31 on Worksheet #1A.
- N. **Overhoused or Overcrowded?** The data here is automatically generated based on entries in column K and on items 26-32 on Worksheet #1A.
- O. **Overhoused or Overcrowded - Narrative** A household is "Overhoused" if there are fewer people residing in the unit than the minimum occupancy. "Overcrowded" means that there are more people residing in the unit than the maximum occupancy. If the data in column N indicates that the household is overhoused or overcrowded, please describe any extenuating circumstances that justify the overhoused/overcrowded status and summarize efforts that you have made to transfer the tenant to a unit that is appropriate for the size of the household, if applicable.
- P. **Rental Assistance.** From the drop-down menu, select one code only to indicate the type of assistance, if any, being provided to the tenant (low-income units only). Select "None" if no rental assistance comes with the unit or none is provided to the tenant.
 "Section 8 - Project Based" = The unit comes with Section 8 subsidy that will remain with the unit after the tenant moves out.
 "Section 8 - Tenant Voucher" = Tenant is receiving assistance through the Section 8 Certificate or Voucher programs.

"PRAC - 202" = The unit receives a subsidy through a Project Rental Assistance Contract from HUD's 202 program.

"PRAC - 811" = The unit receives a subsidy through a Project Rental Assistance Contract from HUD's 811 program.

"S+C" = Tenant is receiving tenant-based assistance, or the unit has project-based assistance, from the Shelter Plus Care program.

"HOPWA" = Tenant is receiving tenant-based assistance, or the unit comes with project-based rental assistance, from the Housing Opportunities for People With AIDS program.

"VASH" = Tenant is receiving tenant-based assistance, or the unit comes with project-based rental assistance, from the Veterans Administration Supportive Housing program.

"LOSP" = The unit receives a subsidy through the City's Local Operating Subsidy Program.

"DAH (DPH)" = The unit receives a subsidy through the City's Direct Access to Housing Program of DPH.

"HSA Master Lease" = The unit receives a subsidy through the City's Master Lease Program of the Human Services Agency.

"HOME TBA" = Tenant receives assistance from a HOME-funded rental assistance program.

"Rent Supplement" = Tenant receives a supplemental rent payment from an outside agency.

"Other" = Tenant is receiving, or unit comes with, rental assistance through another Federal, State or local program.

- Q. **Amount of Rental Assistance.** Enter the dollar amount of rental assistance that is paid on behalf of the household/tenant.
- R. **Amount of Maximum Gross Rent Allowed for Unit.** Enter the maximum rent for the unit that is allowed by the most restrictive funder of the project.
- S. **Amount of Tenant Paid Rent for Unit.** Enter only the amount of rent that the tenant pays. Do not include any rental assistance paid on behalf of the tenant by another party.
- T. **Utility Allowance.** If the tenant pays for utilities, enter the Utility Allowance allowed for the unit. Enter zero (0) if the Utilities are paid by the project.
- U. **Date of Most Recent Rent Increase within the Reporting Period. ONLY FOR UNITS THAT DO NOT HAVE RENTAL ASSISTANCE OR SUBSIDY.** Enter date of most recent rent increase for unit.
- V. **Amount of Most Recent Rent Increase within the Reporting Period. ONLY FOR UNITS THAT DO NOT HAVE RENTAL ASSISTANCE OR SUBSIDY.** Enter amount of most recent rent increase for unit.
- W. **Percentage of Most Recent Rent Increase. THIS IS A SELF-CALCULATING CELL - ENTER NO DATA HERE.**

3B. Demographic

The two ethnic categories are defined below:

- **Hispanic or Latino.** A person of Cuban, Mexican, Puerto Rican, South or Central American, or other Spanish culture or origin, regardless of race. The term "Spanish origin" can be used in addition to "Hispanic" or "Latino."
- **Not Hispanic or Latino.** A person not of Cuban, Mexican, Puerto Rican, South or Central American, or other Spanish culture or origin, regardless of race.

The 10 racial categories are defined below:

- **American Indian or Alaska Native.** A person having origins in any of the original peoples of North and South America (including Central America), and who maintains tribal affiliation or community attachment.
- **Asian.** A person having origins in any of the original peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam.
- **Black or African American.** A person having origins in any of the black racial groups of Africa.
- **Native Hawaiian or Other Pacific Islander.** A person having origins in any of the original peoples of Hawaii, Guam, Samoa, or other Pacific Islands.
- **White.** A person having origins in any of the original peoples of Europe, the Middle East or North Africa.
- **American Indian or Alaska Native and Black or African American.** A person having these multiple race heritages as defined above.
- **American Indian or Alaska Native and White.** A person having these multiple race heritages as defined above.
- **Asian and White.** A person having these multiple race heritages as defined above.
- **Black or African American and White.** A person having these multiple race heritages as defined above.
- **Other/Multi-Racial.** For reporting individual responses for a person that is not included in any of the categories listed above.

Female-headed Household. For each residential unit, enter "Yes" if the head of household is a woman that is either alone or with one or more children. Enter "No" if the head of the household is not a woman.

Elderly Household. For each residential unit, enter "Yes" if the head of household is a person that is at least 62 years of age. Enter "No" if the head of the household is younger than 62.

Number of Children Under Age 18 in Household. Enter the number of occupants in the unit that were under age 18 as of the end date of the reporting period.

Disability (Physical/Visual/Hearing/None). If the unit is occupied by a tenant with any of the listed disabilities, select the disability from the drop-down menu. Select "None" if the unit is not occupied by a physically, visually, or hearing disabled tenant.

3C. Summary of Reported Household Demographics

No data entry required. Output based on information reported from Worksheets 3A and 3B.

4. Narrative

Please follow the instructions provided on the worksheet.

5. Project Financing

Supply the info requested about all current financing of the project. Lenders should be listed in lien order, i.e., with the most-senior lender in the first lien position, the most-junior lender in last lien position.

6. Services Funding

For each service that is provided based on your answers to questions 51-61 on Worksheet 1A, you must supply additional info about each service provider on Worksheet 6. Services Funding.

7. Supplementary Audit Information - Required by MOHCD

Use this template to satisfy the audit requirement for MOHCD-funded projects. Project Owners/auditors may enter data directly into this worksheet and then print it to create the required Supplemental Schedules in the Audited Financial Statement. Alternatively, the audit requirement may be satisfied by using a form generated by the Sponsor's accounting system, as long as the form includes all the elements contained within MOHCD's template.

Completeness Tracker

Use this worksheet to track your work and to verify that you have completed all required data entry.

Links to Relevant Policies

Double click on the following web links to access the policy documents posted at SFGOV for your reference. The web address of the pages on the web are included for manual navigation as well.

MOHCD Forms Page at SFMOHCD.ORG

<http://sfmohcd.org/documents-reports-and-forms>

Program Income Overview

http://sfmohcd.org/sites/default/files/FileCenter/Documents/5141-MOH_ProgIncomeOverview.pdf

MOHCD Residual Receipt Policy

<http://sfmohcd.org/sites/default/files/Documents/CURRENTResidualRecPolicy%202016.pdf>

MOHCD Insurance Requirements Policy

http://sfmohcd.org/sites/default/files/FileCenter/Documents/5140-INSURANCE%20EXHIBIT%20K_2014-05-21.pdf

MOHCD Operating Fees Policy

<http://sfmohcd.org/sites/default/files/Documents/CURRENT%20OperatingFeesPolicy%202016.pdf>

**Annual Monitoring Report - Property & Residents - Reporting Year 2016 -
Mayor's Office of Housing & Community Development**

#	IDENTIFYING INFO	
1		Reporting Period Start Date (m/d/yyyy)
2		Reporting Period End Date (m/d/yyyy)
3		Property Name (select from drop down)
4		Property Full Street Address (e.g. "123 Main Street")
CONTACT INFO		
5		Sponsor Executive Director Name
6		Sponsor Executive Director Phone Number
7		Sponsor Executive Director E-mail
8		Property Management Company
9		Property Manager Name
10		Property Manager Phone Number
11		Property Manager E-mail
12		Property Supervisor Name
13		Property Supervisor Phone Number
14		Property Supervisor E-mail
15		Property Owner Name
16		Property Owner Contact Person
17		Property Owner Contact Phone Number
18		Property Owner Contact E-mail
19		Property Asset Manager Name
20		Property Asset Manager Phone Number
21		Property Asset Manager E-mail
22		AMR Preparer's Name
23		AMR Preparer's Phone Number
24		AMR Preparer's E-mail

PROPERTY/MARKETING INFO					
25		Is the project any of the following: Transitional Housing, Residential Treatment Program, Shelter or Transitional Group Home? (select "yes" or "no" from the drop-down menu to the left.) <i>If you answer "yes", skip questions 26 through 39 below, and continue with question 40. Also, you must complete worksheet "1B.TransitionalProg."</i>			
What is the Unit Mix for the Property? Please include any manager's units in this tally.					
	Unit Types	Number Of Units	Occupancy Standard: Minimum HH Size for this Unit Type*	Occupancy Standard: Maximum HH Size for this Unit Type*	<small>*Occupancy Standards should be described in project's Approved Tenant Selection and Marketing Plan. If not defined there, supply the standards used organization-wide.</small>
26	Single Room Occupancy (SRO) Units		1		
27	Studio Units		1		
28	One-Bedroom (1BR) Units		1		
29	Two-Bedroom (2BR) Units				
30	Three-Bedroom (3BR) Units				
31	Four-Bedroom (4BR) Units				
32	Five- or More (5+BR) Bedroom Units				
33	TOTAL # Units---->	0			
34		Vacancies - How many vacancies occurred at the project during the reporting period? (Be sure that the number you report here is not less than the number of vacant units that are included on worksheet 3.)			
35		0	Evictions - How many evictions occurred during the reporting year? (This data in this field is automatically calculated from the data that is entered on worksheet 1C. You must complete worksheet 1C, unless the project is transitional housing, a residential treatment program, a shelter or a transitional group home.)		
36			Vacant Unit Rent-Up Time - (in DAYS) State the average vacant unit rent-up time. This is the period from the time a household moves out to when the unit is rented again. If this period exceeds 30 days, you must answer Question # 4 on the Narrative worksheet. <i>(Click on # 4 at left to jump to Narrative worksheet.)</i>		
37			Waiting List - How many applicants are currently on the waiting list?		
38			When was the waiting list last updated? (m/yyyy)		
39			Affirmative Marketing - Did you conduct any marketing of the project during the reporting period? If you conducted marketing during the reporting period, you must answer Question #5 on the Narrative worksheet. <i>(Click on #5 at left to jump to Narrative worksheet.)</i>		

40		What is the date of the last Capital Needs Assessment? (m/d/yyyy)
41		What is the projected date of the next Capital Needs Assessment? (m/d/yyyy)
42	# 2	How many Health, Building or Housing Code Violations were issued against the property in the reporting year? (If there were no violations enter "0"). If the property was cited for code violations in the reporting year or has open, unresolved violations from prior years as indicated below, you must answer Question #2 on the Narrative worksheet. <i>(Click on #2 at left to jump to Narrative worksheet.)</i>
43		How many Health, Building or Housing Code Violations were open from <i>prior</i> years?
44		How many Health, Building or Housing Code Violations were cleared in the reporting year?
45	# 3	Are there urgent Major Property Repairs needed on the property in the next two years? (Yes/No) If there are needed major repairs you must answer Question #3 on the Narrative worksheet. <i>(Click on #3 at left to jump to Narrative worksheet.)</i>
46	# 3	If the property has Immediate Capital Needs and lacks adequate funds in the Replacement Reserve (or elsewhere) to cover the costs, please supply the amount of funds needed to make up the difference, and supply additional explanation in question #3 of the Narrative report. <i>(Click on # 3 at left to jump to Narrative worksheet.)</i>
47		As of the last day of the reporting period, how many units were fully Accessible to Physically Impaired Tenants ?
48		As of the last day of the reporting period, how many units were Adaptable for Physically Impaired Tenants ?
49		As of the last day of the reporting period, how many units were fully Accessible to Visually Impaired Tenants ?
50		As of the last day of the reporting period, how many units were fully Accessible to Hearing Impaired Tenants ?

Resident Services: AN ANSWER IS REQUIRED FOR questions 51-61. Indicate below any services that were available to the residents free of charge, on site or at another designated location within 1/4 mile of the project. You must also provide additional information about each of the marked services below on Worksheet "6.Services"		
51	no	Go To WS6 After School Program/s (y/n)
52	no	Go To WS6 Licensed Day Care Service (<i>participant fees are allowable for day care ONLY</i>) (y/n)
53	no	Go To WS6 Youth Program/s (y/n)
54	no	Go To WS6 Educational Classes (e.g. basic skills, computer training, ESL) (y/n)
55	no	Go To WS6 Health and Wellness Services/Programs (y/n)
56	no	Go To WS6 Employment Services (y/n)
57	no	Go To WS6 Case Management, Information and Referrals (y/n)
58	no	Go To WS6 Benefits Assistance and Advocacy; Money Management; Financial Literacy and Counseling (y/n)
59		Go To WS6 Support Groups, Social Events, Organized Tenant Activities (y/n)
60		Go To WS6 Other Service #1 - Please specify in column G.
61		Go To WS6 Other Service #2 - Please specify in column G.

POPULATION SERVED

Target / Actual Populations: As of the last day of the reporting period, what are the Actual and Target Populations (expressed as Number of Households) for the Project?

Under Target Population, enter the number of units at the project that, as a requirement of a specific funding source (e.g. 202, HOPWA, McKinney), are targeted to and set aside for the target populations shown in the table. Under Actual Population, enter the number of households at the project that, as of the end of the reporting period, contained at least one person who is a member of the populations shown in the table.

		Target Population		Actual Population	
62		0	Families	0	Families
63		0	Persons with HIV/AIDS	0	Persons with HIV/AIDS
64		0	Housing for Homeless	0	Housing for Homeless
65		0	Mentally or Physically Disabled	0	Mentally or Physically Disabled
66		0	Senior Housing	0	Senior Housing
67		0	Substance Abuse	0	Substance Abuse
68		0	Domestic Violence Survivor	0	Domestic Violence Survivor
69		0	Veterans	0	Veterans
70		0	Formerly Incarcerated	0	Formerly Incarcerated
71		0	Transition-Aged Youth ("TAY")	0	Transition-Aged Youth ("TAY")

Remember, SAVE YOUR WORK!

Annual Monitoring Report - Eviction Data - Reporting Year 2016 - Mayor's Office of Housing & Community Development

Project Address:

This section of the AMR must be completed for all projects, except for transitional housing or residential treatment services.

Number of households who lived in the project during the reporting period:

1	Number of households who lived in the project AT ANY TIME during the reporting period. Be sure to include all households that moved in during the reporting period.
---	---

Number of households in the project who received Notices of Eviction during the reporting period for each of the following reasons:
(If more than one reason applies to a household, report only the primary reason.) You MUST answer every question (i.e., enter zero if applicable).

2	Breach of Lease Agreement
3	Capital Improvement
4	Condo Conversion
5	Demolition
6	Denial of Access to Unit
7	Development Agreement
8	Ellis Act Withdrawal
9	Failure to Sign Lease Renewal
10	Good Samaritan Tenancy Ends
11	Habitual Late Payment of Rent
12	Illegal Use of Unit
13	Lead Remediation
14	Non-payment of Rent
15	Nuisance
16	Other
17	Owner Move In
18	Roommate Living in Same Unit
19	Substantial Rehabilitation
20	Unapproved Subtenant
21	0 Total number of households who received Notices of Eviction

Number of unlawful detainer actions filed in court by the owner against tenants in the project during the reporting period for each of the following reasons:
(If more than one reason applies to a household, report only the primary reason.) You MUST answer every question (i.e., enter zero if applicable).

22	Breach of Lease Agreement
23	Capital Improvement
24	Condo Conversion
25	Demolition
26	Denial of Access to Unit
27	Development Agreement
28	Ellis Act Withdrawal
29	Failure to Sign Lease Renewal
30	Good Samaritan Tenancy Ends
31	Habitual Late Payment of Rent
32	Illegal Use of Unit
33	Lead Remediation
34	Non-payment of Rent
35	Nuisance
36	Other
37	Owner Move In
38	Roommate Living in Same Unit
39	Substantial Rehabilitation
40	Unapproved Subtenant
41	0 Total number of unlawful detainer actions filed

Number of households evicted from the project during the reporting period for each of the following reasons:
(If more than one reason applies to a household, report only the primary reason.) You MUST answer every question (i.e., enter zero if applicable).

42	Breach of Lease Agreement
43	Capital Improvement
44	Condo Conversion
45	Demolition
46	Denial of Access to Unit
47	Development Agreement
48	Ellis Act Withdrawal
49	Failure to Sign Lease Renewal
50	Good Samaritan Tenancy Ends
51	Habitual Late Payment of Rent
52	Illegal Use of Unit
53	Lead Remediation
54	Non-payment of Rent
55	Nuisance
56	Other
57	Owner Move In
58	Roommate Living in Same Unit
59	Substantial Rehabilitation
60	Unapproved Subtenant
61	0 Total number of households evicted (total also used to answer question #35 on Worksheet 1A)

Annual Monitoring Report - Fiscal Activity - Reporting Year 2016 - Mayor's Office of Housing & Community Development												
INCOME & EXPENSES												
LOSP REPORTING												
26. Net LOSP Revenue for this reporting period - MUST be amount shown on MOHCD LOSP Disbursement Form, enter in cell I18.												
28. If the project receives other sources of Rental Assistance Payments, enter the total amount in cell J16, and the sources in cell J18.												
30. If the project has been pre-authorized to use an "Alternative LOSP split" to allocate the Rental Assistance Payment, enter the LOSP percentage in cell I24.												
32. Pre-authorized alternative LOSP split for OTHER sources of Rental Assistance Payments												
16	12 Month Report Period			Start Date	1/1/16	End Date	10/1/16	# LOSP Units	# non-LOSP Units			
17	Number of Units			0			Residential Breakdown					
18	Description of Income Accounts			Account Number	Residential	Non-Residential	Total	LOSP	non-LOSP	Rental Assistance Pmts - OTHER - Amount		
19	Rental Income											Rental Assistance Pmts - OTHER - Sources
20	Housing Units - Gross Potential Tenant Rents			5120						\$0.00		
21	Rental Assistance Payments (Identify ALL sources in row below if applicable, including LOSP funding)			5121				#VALUE!	#VALUE!			
22	Commercial Unit Rents			5140						0.00%		
23	sub-total Gross Rental Income:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!	\$0.00		
24	Vacancy Loss - enter amounts as negative numbers!											
25	Housing Units			5220						\$0.00		
26	Commercial			5240				0.00%		\$0.00		
27	sub-total Vacancies:				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
28	NET RENTAL INCOME:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
29	Other Income											
30	Garage and Parking Spaces			5170				#VALUE!	#VALUE!			
31	Miscellaneous Rent Income			5190				#VALUE!	#VALUE!			
32	Supportive Services Income - Do not enter supportive services income if it is booked in a separate budget and not appropriate per MOHCD loan terms to be included in Rental Receipts calculation.			5300				#VALUE!	#VALUE!			
33	Supportive Services Income Sources - Identify program source(s) if applicable											
34	Interest Income - Project Operations (From Operating Account Only)			5400				#VALUE!	#VALUE!	LOSP split calculation		
35	Laundry and Vending			5910				#VALUE!	#VALUE!	LOSP		
36	Tenant Charges			5920				#VALUE!	#VALUE!	non-LOSP		
37	Other Revenue			5990				#VALUE!	#VALUE!			
38	sub-total Other Income Received:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
39	TOTAL INCOME RECEIVED:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
40	INCOME & EXPENSES											
41	Residential Breakdown											
42	LOSP non-LOSP											
43	Pre-authorized alternative LOSP split											
44	0.00%											
45	Management Fee											
46	Above the Line Asset Management Fee (amount allowable may be limited, see Asset Mgt. Fee Policy)			6320				#VALUE!	#VALUE!	0.00%		
47	sub-total Management Expenses:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!	0.00%		
48	Salaries/Benefits											
49	Office Salaries			6310				#VALUE!	#VALUE!	0.00%		
50	Manager's Salary			6330				#VALUE!	#VALUE!	0.00%		
51	Employee Benefits, Health Insurance & Disability Insurance			6723				#VALUE!	#VALUE!	0.00%		
52	Employee Benefits, Retirement & Other Salary/Benefit Expenses							#VALUE!	#VALUE!	0.00%		
53	Administrative Rent Free Unit			6331				#VALUE!	#VALUE!	0.00%		
54	sub-total Salary/Benefit Expenses:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
55	Administration											
56	Advertising and Marketing			6210				#VALUE!	#VALUE!			
57	Office Expenses			6311				#VALUE!	#VALUE!	\$0.00		
58	Office Rent			6312				#VALUE!	#VALUE!	\$0.00		
59	Legal Expenses - Property			6340				#VALUE!	#VALUE!	LOSP		
60	Audit Expense			6350				#VALUE!	#VALUE!	\$0.00		
61	Bookkeeping/Accounting Services			6351				#VALUE!	#VALUE!	\$0.00		
62	Bad Debt			6370				#VALUE!	#VALUE!			
63	Miscellaneous Administrative Expenses (must click & explain if >\$10k)			6390				#VALUE!	#VALUE!	\$0.00		
64	sub-total Administrative Expenses:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
65	Utilities											
66	Electricity			6450				#VALUE!	#VALUE!			
67	Water			6451				#VALUE!	#VALUE!	\$0.00		
68	Gas			6452				#VALUE!	#VALUE!	\$0.00		
69	Sewer			6453				#VALUE!	#VALUE!	\$0.00		
70	sub-total Utilities Expenses:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
71	Taxes and Licenses											
72	Real Estate Taxes			6710				#VALUE!	#VALUE!	\$0.00		
73	Payroll taxes			6711				#VALUE!	#VALUE!	LOSP		
74	Miscellaneous Taxes, Licenses, and Permits			6719				#VALUE!	#VALUE!	\$0.00		
75	sub-total Taxes and License Expenses:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
76	Insurance											
77	Property and Liability Insurance			6720				#VALUE!	#VALUE!	\$0.00		
78	Fidelity Bond Insurance			6721				#VALUE!	#VALUE!	\$0.00		
79	Workers' Compensation			6722				#VALUE!	#VALUE!	LOSP		
80	Directors & Officers Liabilities Insurance			6724				#VALUE!	#VALUE!	\$0.00		
81	sub-total Insurance Expenses:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
82	Maintenance and Repairs											
83	IMPORTANT NOTE: RE-TREATMENT OF CAPITAL AND NON-CAPITAL MAINTENANCE REPAIR EXPENSES ELIGIBLE FOR PAYMENT BY REPLACEMENT RESERVE - See the table below for details. If the table below indicates the expenses have to be reclassified to the LOSP column, then reclassify them to the LOSP column below (see page 10).											
84	Payroll			6610				#VALUE!	#VALUE!	\$0.00		
85	Supplies			6615				#VALUE!	#VALUE!			
86	Contracts			6620				#VALUE!	#VALUE!			
87	Garbage and Trash Removal			6625				#VALUE!	#VALUE!	\$0.00		
88	Security Payroll/Contract			6630				#VALUE!	#VALUE!	Pre-authorized alternative LOSP split for contracts		
89	HVAC Repairs and Maintenance			6646				#VALUE!	#VALUE!	\$0.00		
90	Vehicle and Maintenance Equipment Operation and Repairs			6670				#VALUE!	#VALUE!	\$0.00		
91	Maintenance, Overhaul and Maintenance Expenses (must click & explain if >\$10k)			6690				#VALUE!	#VALUE!	\$0.00		
92	sub-total Maintenance Repair Expenses:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
93	Supportive Services: do not enter supportive services expenses if already in separate budget and not eligible to be counted against project income for rental receipts calculation.			6900				#VALUE!	#VALUE!	Pre-authorized alternative LOSP split		
94	SUB-TOTAL OPERATING EXPENSES:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!	LOSP non-LOSP		
95	Capital Maintenance Repairs/Improvements eligible for payment by Replacement Reserve. If capital costs were entered in amounts for Maintenance & Repairs section above and are eligible for payment by the Replacement Reserve, please enter details in Replacement Reserve-Eligible Expenditures below, beginning from row 207. Amounts provided in F210-215 will be linked to cell F102 and netted out from operating expenses.				\$0.00			#VALUE!	#VALUE!	\$0.00		
96	Non-Capital Maintenance Repair Expenses eligible for payment by Replacement Reserve. Only enter amounts here if they were included in amounts entered for Maintenance & Repairs section above and will be reimbursed by Replacement Reserve. Amount will be netted out from operating expenses. Enter as positive number.							#VALUE!	#VALUE!	\$0.00		
97	TOTAL OPERATING EXPENSES:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
98	Accruals											
99	Accruals											
100	Accruals											
101	TOTAL INCOME RECEIVED:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
102	TOTAL OPERATING EXPENSES:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
103	NET OPERATING INCOME:				\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			

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Annual Monitoring Report - Fiscal Activity - Reporting Year 2016 - Mayor's Office of Housing & Community Development									
110									
111	4. Ground Lease Base Rent & Debt Service (Principal and Interest)	Minor if Lessor or Lender / Describe Other Amt Paid	Residential	Non-Residential	Total	LOSP	non-LOSP	LOSP	non-LOSP
112	Ground Lease - Base Rent (provide Lessor name to the right)					#VALUE!	#VALUE!		0.00%
113	Bond Monitoring Fee					#VALUE!	#VALUE!		0.00%
114	Lender1 - Principal Paid (provide lender name to the right)					#VALUE!	#VALUE!		0.00%
115	Interest Paid					#VALUE!	#VALUE!		0.00%
116	Other Amount (describe to the right)					#VALUE!	#VALUE!		0.00%
117	Lender2 - Principal Paid (provide lender name to the right)					#VALUE!	#VALUE!		0.00%
118	Interest Paid					#VALUE!	#VALUE!		0.00%
119	Other Amount (describe to the right)					#VALUE!	#VALUE!		0.00%
120	Lender3 - Principal Paid (provide lender name to the right)					#VALUE!	#VALUE!		0.00%
121	Interest Paid					#VALUE!	#VALUE!		0.00%
122	Other Amount (describe to the right)					#VALUE!	#VALUE!		0.00%
123	Lender4 - Principal Paid (provide lender name to the right)					#VALUE!	#VALUE!		0.00%
124	Interest Paid					#VALUE!	#VALUE!		0.00%
125	Other Amount (describe to the right)					#VALUE!	#VALUE!		0.00%
126	Total Ground Lease Base Rent & Debt Service Payments	\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			
127									
128	5. Reserve Account Activity Impacting Operating Account					LOSP	non-LOSP	LOSP	non-LOSP
129	Replacement Reserve Required Annual Deposit (Source is Operating Account.) Enter as positive number.	1320			\$0.00	#VALUE!	#VALUE!		0.00%
130	Operating Reserve Deposits (Source is Operating Account.) Enter as positive number.	1365			\$0.00	#VALUE!	#VALUE!		0.00%
131	Operating Reserve Account Withdrawals (For deposits to Operating Account.) Enter as positive number.				\$0.00	#VALUE!	#VALUE!		0.00%
132	Other Required Reserve Account Deposits (Source is Operating Account.) Enter as positive number. Identify reserve account in next col. (1330)				\$0.00	#VALUE!	#VALUE!		LOSP split calculation
133	Other Required Reserve Account Withdrawals (For deposit to Operating account.) Enter as positive number. Identify account in next col. (1330)				\$0.00	#VALUE!	#VALUE!		
134	Net Reserve Activity	\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!	#VALUE!	LOSP	non-LOSP
135									
136	Surplus Cash, Detail (INCI minus Debt Service and Reserve Activity)	\$0.00	\$0.00	\$0.00	#VALUE!	#VALUE!			Pre-authorized alternative LOSP split for Non-Res Surplus
137									
138	If amount for Surplus Cash above is negative: - you must provide a detailed explanation to question #8 on the Narrative worksheet - you must NOT supply data for any of the fields for Uses of Surplus Cash below	Go to your 4 Narrative question #8							
139	Surplus Cash Total				\$0.00	#VALUE!	#VALUE!		0.00%
140	Distribution of Surplus Cash/Residual Receipts - (Response Required.) In the space below, please provide a detailed narrative summary of allowable distributions of Surplus Cash that accurately reflects the requirements under all MOHCD agreements as well as the requirements of other funders and any other agreements that govern. Please include the calculation methodology, applicable annual increases, etc. For proposed distribution amounts entered in column J, rows 143-164, select the distribution priority for each of the uses of cash from its split cash in column H. If distribution of surplus cash is not allowed under MOHCD agreements or other funder agreements, enter N/A in the box below.								
141									
142	USES OF SURPLUS CASH THAT ARE AUTHORIZED TO BE PAID PRIOR TO CALCULATION OF RESIDUAL RECEIPTS (IF APPLICABLE)	Distribution Priority (select below)				LOSP	non-LOSP		
143	Operating Reserve Replenishments (Deposits made out of surplus cash to satisfy minimum balance requirements)						\$0.00		Pre-authorized alternative LOSP split for Non-Res Surplus
144	"Below-the-Line" Asset Mgt Fee (prior written authorization from City/SPRA may be required, see Asset Mgt. Fee Policy)						\$0.00	LOSP	non-LOSP
145	Partnership Management Fee due from this reporting period. If any (tax credit projects only; not allowed if project is beyond 15-year compliance period)					#VALUE!	#VALUE!		
146	Partnership Management Fee accrued but unpaid from PRIOR reporting periods, if any (tax credit projects only; per City policy, not allowed if project is beyond 15-year compliance period)					#VALUE!	#VALUE!		
147	Investor Services Fee (aka LP Asset Management Fee) due from this reporting period. If any (tax credit projects only; per City policy, not allowed if project is beyond 15-year compliance period)					#VALUE!	#VALUE!		
148	Investor Services Fee (aka LP Asset Management Fee) accrued but unpaid from PRIOR reporting periods. If any (tax credit projects only; per City policy, not allowed if project is beyond 15-year compliance period)					#VALUE!	#VALUE!		
149	Deferre d Developer fee, if any					#VALUE!	#VALUE!		Pre-authorized alternative LOSP split for Non-Res Surplus
150	Other payments: use question #1 on the Narrative worksheet #4) to provide details about any fees or other payments, including ground lease residual rent payments for a non-MOHCD/DCR ground lease. Failure to provide details will result in disallowance of this expense. You may only include payments that were approved by MOHCD at time of funding that are also explicitly authorized by a Partnership Agreement or similar project document.	Calculated Increase requires #1				#VALUE!	#VALUE!		0.00%
151	Debt Pmt to other lender: Principal Paid (note lender name to right)					#VALUE!	#VALUE!		0.00%
152	Debt Pmt to other lender: Interest Paid					#VALUE!	#VALUE!		0.00%
153	Debt Pmt to other lender: Principal Paid (note lender name to right)					#VALUE!	#VALUE!		0.00%
154	Debt Pmt to other lender: Interest Paid					#VALUE!	#VALUE!		0.00%
155	Total Payments Preceding Residual Receipts Calculation				\$0.00	#VALUE!	#VALUE!		
156									
157	12. RESIDUAL RECEIPTS				\$0.00	#VALUE!	#VALUE!		
158									
159	MOHCD Residual Receipts Due for Loan Repayment				\$0.00	LOSP	non-LOSP		Pre-authorized alternative LOSP split for Non-Res Surplus
160	MOHCD Residual Receipts Due for Ground Lease Residual Rent Payment				\$0.00	\$0.00	\$0.00		0.00%
161	Subtotal Residual Receipts Payments to MOHCD				\$0.00	\$0.00	\$0.00		
162	Residual Receipts Debt Pmt to other lender: (note lender name to right)					#VALUE!	#VALUE!		0.00%
163	Residual Receipts Debt Pmt to other lender: (note lender name to right)					#VALUE!	#VALUE!		0.00%
164	Residual Receipts Debt Pmt to other lender: (note lender name to right)					#VALUE!	#VALUE!		0.00%
165	Total Residual Receipts Payments:				\$0.00	#VALUE!	#VALUE!		
166									
167	DO NOT SUBMIT YOUR PROPOSED RESIDUAL RECEIPT PAYMENT TO MOHCD WITH THIS AMR. MOHCD WILL REVIEW YOUR PROPOSED PAYMENT AND GENERATE AN INVOICE IF THE CALCULATION CAN BE VERIFIED AS APPROPRIATE; IF THE CALCULATION CANNOT BE VERIFIED, MOHCD WILL CONTACT YOU.				\$0.00	LOSP	non-LOSP		
168	Remaining Balance					#VALUE!	#VALUE!		
169									
170	Proposed Owner Distributions (provide description in column D and enter amount in column J. If an amount is entered, a description is required.)								
171	Proposed Owner Distributions (provide description in column D and enter amount in column J. If an amount is entered, a description is required. If you had a Calendar Year LOSP surplus, please acknowledge that and note exact amount)								
172	Final Balance: should be ZERO except when Surplus Cash (cell F136) is negative				\$0.00	#VALUE!	#VALUE!		

	B	D	F	H	J	L	N	P	R
15	Annual Monitoring Report - Fiscal Activity - Reporting Year 2016 - Mayor's Office of Housing & Community Development								
174	RESERVE ACCOUNT DETAILS								
177	OPERATING RESERVE (Do not leave blank. Enter "0" if no activity for the year or no reserve/expense)								
178	Minimum Required Balance:								
179	Beginning Balance:								
180	Actual Annual Deposit (don't edit - taken from page 1 account number 1365):	\$0.00							
181	Interest Earned:								
182	Annual Withdrawal Amount (enter as negative number):								
183	Ending Balance (don't edit cell - calculated):	\$0.00							
184	Required Annual Deposit:								
185	Total Operating Expenses plus debt service (don't edit cell - calculated):	\$0.00							
186	If the calculated percentage shown to the right (Op Reserve Account Ending Balance divided by Total Op Expenses) is less than 20.5%, you must describe how the project will remedy the shortfall in the adjacent cell.								
187	If the calculated percentage shown to the right is greater than 20.5%, you must explain why the Op Reserve balance exceeds MOHCD's requirement in the adjacent cell.								
188		0.000%							
189	REPLACEMENT RESERVE (Do not leave blank. Enter "0" if no activity for the year or no reserve/expense)								
190	Minimum Required Balance:								
191	Beginning Balance:								
192	Actual Annual Deposit:								
193	Interest Earned:								
194	Annual Withdrawal Amount (enter as negative number):								
195	Ending Balance (don't edit cell - calculated):	\$0.00							
196	Required Annual Deposit (do not edit - taken from page 1 account number 1320):	\$0.00							
197	Describe how the amount of annual deposit and the minimum required balance is determined.								
198									
199	CHANGES TO RESTATE ASSETS								
200	Enter Beginning and Ending Balances in each of the categories listed below. Changes in asset categories will auto calculate.								
201	Building & Improvements		Balance, 6/30/15	Changes		Balance, 6/30/16			
202	Office Improvements			\$0.00					
203	Site Improvements			\$0.00					
204	Land Improvements			\$0.00					
205	Furniture, Fixtures & Equipment			\$0.00					
206	Other			\$0.00					
207	Replacement Reserve-Eligible Expenditures: Provide details below about the Capital and non-Capital Expenditures that are Replacement Reserve-eligible.								
208	Capital Repairs and Improvements: Enter capital repair and improvement costs associated with the reporting year. For each category in rows 209-216 above that shows a positive change, an entry is required in each corresponding category in rows 217-224. If the operating account is used initially to fund the repair, and is later reimbursed by the replacement reserve during the reporting year, show the repair cost under "Replacement Reserve". If the operating account is used to fund the repair and was not reimbursed by the replacement reserve during the reporting year, show the repair cost under "Operating Account". Use the section below to supply a description of the capital repairs and improvements made.								
209	Capital Repairs and Improvements - Categories		Replacement Reserve	Operating Account	Other Source	Total Amount			
210	Building & Improvements					\$0.00			
211	Office Improvements					\$0.00			
212	Site Improvements					\$0.00			
213	Land Improvements					\$0.00			
214	Furniture, Fixtures & Equipment					\$0.00			
215	Other					\$0.00			
216	Total		\$0.00	\$0.00	\$0.00	\$0.00			
217	Description of Capital Repairs and Improvements:								
218									
219	Non-Capital Replacement Reserve Eligible Expenditures (i.e., labor costs): Enter the amounts used to fund non-capital replacement reserve-eligible expenditures. Use section below to supply explanations.								
220	Source		Amount						
221	Paid out of Operating Budget, to be reimbursed by RR (shows the amount entered in row 101 above)		\$0.00						
222	Paid Directly from Replacement Reserve								
223	Other Source								
224	Explanation of Non-Capital Replacement Reserve Eligible Expenditures		Total			\$0.00			
225									
226	TOTAL REPLACEMENT RESERVE ELIGIBLE EXPENDITURES: The Replacement Reserve Withdrawal for the reporting period should not exceed the Total RR-eligible Expenditures. You must provide more details above or an explanation below if the RR withdrawal amount exceeds the Total RR-eligible Expenditures.								
227	RR Withdrawal Amount		\$0.00	Total RR-eligible Expenditures		\$0.00			
228	Notes About RR Withdrawal Amount in terms of Total RR-eligible Expenditures:								
229									

	B	D	F	H	J	L	N	P	R
15	Annual Monitoring Report - Fiscal Activity - Reporting Year 2016 - Mayor's Office of Housing & Community Development								
220	FEDERAL PROGRAM INCOME REPORT								
221	This section must be completed if the project received any CDBG funding, even if the amount of CDBG program income during the reporting period was zero. For more information, see the following link or copy this web address for manual navigation:								
222	http://www.ci.miami.gov/Me/Key/Programs/Programs/5141								
223	Overview of Federal (HOME and CDBG) Program Income								
224	CDBG PROGRAM INCOME								
225	Proposed amounts to be used to fund eligible CDBG activities as described in the Federal CDBG Program Regulations at 24 CFR 670.201-206 and consistent with the City's 2015-2019 Consolidated Plan, 2015-17 Action Plans as follows:								
227		AMOUNT	DESCRIPTION						
228			Amount to be used for CDBG eligible activity#1 (provide amount in cell to the right, and activity description and regulation citation in column furthest to the right):						
229			Amount to be used for CDBG eligible activity#2 (provide amount in cell to the right, and activity description and regulation citation in column furthest to the right):						
230			Amount to be used for CDBG eligible activity#3 (provide amount in cell to the right, and activity description and regulation citation in column furthest to the right):						
240			Amount to be deposited for use on future eligible CDBG activities that will be undertaken by June 30, 2015 (provide amount in cell to the right, and activity description and regulation citation in column furthest to the right):						
241			Other (provide amount in cell to the right, plus activity description and regulation citation in column furthest to the right):						
242									
243			Total CDBG Program Income Calculated (see instructions for guidance on how to calculate)						
244	To ensure the eligible use of CDBG Program Income, the recipient of federal CDBG funding hereby requests approval by the Mayor's Office of Housing and Community Development for the use of CDBG program income received during the 2016 reporting period as depicted above.								

Annual Monitoring Report - Summary of Reported Household Demographics - Reporting Year 2016 -
Mayor's Office of Housing & Community Development

Project Address:	Last Day of Reporting Period	1/0/1900	# Units:	0
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Household Size

	# Reported Households	% of Total
One Person Household	0	
Two Person Household	0	
Three Person Household	0	
Four Person Household	0	
Five Person Household	0	
Six Person Household	0	
Seven or more Person Household	0	
TOTAL Households*	0	
TOTAL Residents	0	

*Excludes 0 unit(s) reported as manager's or vacant unit(s).

Other Household Demographics

	# Reported
Female Headed Households	0
Elderly Households	0
Households with Children Under 18	0
Number of Children Under 18	0
Households with Tenant with Physical Disability	0
Households with Tenant with Visual Disability	0
Households with Tenant with Hearing Disability	0
Households with Tenant with No Disability	0

Head of Household Race/Ethnicity

	# Reported Head of HH	% of Total
Hispanic/Latino	0	
Not Hispanic/Latino		
American Indian/Alaskan Native	0	
Asian	0	
Black/African American	0	
Native Hawaiian/Other Pacific Islander	0	
White	0	
American Indian/Alaskan Native and Black/African American	0	
American Indian/Alaskan Native and White	0	
Asian and White	0	
Black/African American and White	0	
Other/Multiracial	0	
Not Reported	0	
Total Head of Households	0	

Target and Actual Population Served

Target Population		Actual Population	
0	Families	0	Families
0	Persons with HIV/AIDS	0	Persons with HIV/AIDS
0	Housing for Homeless	0	Housing for Homeless
0	Mentally or Physically Disabled	0	Mentally or Physically Disabled
0	Senior Housing	0	Senior Housing
0	Substance Abuse	0	Substance Abuse
0	Domestic Violence Survivor	0	Domestic Violence Survivor
0	Veterans	0	Veterans
0	Formerly Incarcerated	0	Formerly Incarcerated
0	Transition-Aged Youth ("TAY")	0	Transition-Aged Youth ("TAY")

**Annual Monitoring Report - Narrative - Reporting Year 2016 -
Mayor's Office of Housing & Community Development**

Project Street Address:

Reporting Period - Start Date: 1/0/1900

Reporting Period - End Date: 1/0/1900

MOHCD created the questions below to allow project owners to supply additional information about a small number of measurements that may indicate that a project is having difficulties. By providing this information, project owners will help provide context for the conclusions that can be made about the measurements. MOHCD will use the measurements and the information below to prioritize the projects that need closer scrutiny and support. Please supply as much information as is readily available.

1. Explanations & Comments

Use this space to record notes about any peculiarities in the data entry process. For example, if you entered a formula instead of a single number for a field, make a note here re: for which question on which worksheet that was done, and describe the formula & underlying numbers. Also use this field to describe in detail any amounts entered for "Other payments" on the worksheet "2.Fiscal," item 11.

2. Code Violations

Provide the following for any violations or citations of Health or Building or Housing Codes that were issued during the reporting period, or were issued in a prior reporting period but remained open during any time of the current reporting period:

Violation or Citation #	Date Issued	Issued By	Description	Cleared? (y/n)

(add additional rows as needed)

**** ONLY FOR ALL VIOLATIONS THAT WERE NOT RESOLVED by the end of the reporting period: You must also attach a SCANNED copy of each Violation/Citation to your AMR submittal. ****

Violation or Citation #	Date Cleared	Issued By	Description of Remedy

(add additional rows as needed)

**** ONLY FOR ALL VIOLATIONS THAT WERE NOT RESOLVED by the end of the reporting period: You must also attach a SCANNED copy of each Violation/Citation to your AMR submittal. ****

3. Major Repairs

Describe any major repair or replacement needs that have been identified as being required within the next 2 years, and any related plans to pay for whatever is needed.

4. Vacant Unit Rent-Up Time

0

If the project had an average VACANT UNIT RENT-UP TIME greater than 30 days for question 36 on the worksheet "1A.Prop&Residents," you must supply the following:

- a. A description of the work done to analyze the cause/s of the high turnaround time, and what the identified causes are; and
- b. A description of the work done to identify means of reducing the turnaround time, and all viable remedies that have been identified; and
- c. A description of the plan to implement any remedies, including specific timelines for the implementation work.

5. Affirmative Marketing

0

Did you conduct any marketing of the project during the reporting period? If yes, please describe the marketing that was conducted, including

- a. when the marketing was conducted and how it was intended to reach populations least likely to apply for the project;
- b. any advertising, direct mailings, emailings and web postings that were done; and
- c. how many households were on the waiting list prior to the marketing and how many were on it after the marketing was completed.

6. Vacancy Rate ----->

If the project had a VACANCY RATE greater than 15%, as may be shown above from the Income Expense section of the worksheet "2.Fiscal," you must supply the following:

- a. A description of the work done to analyze the cause/s of the vacancy rate, and what the identified causes are; and
- b. A description of the work done to identify means of reducing the vacancy rate, and all viable remedies that have been identified; and
- c. A description of the plan to implement any remedies, including specific timelines for the implementation work.

7. Miscellaneous Expenses: Administrative/Operating & Maintenance

If the project had miscellaneous administrative or miscellaneous operating & maintenance expenses greater than \$10,000 respectively, you must provide a detailed itemization of these individual expenses below. Total expenses must equal the total amount reported on the worksheet "2.Fiscal."

Misc. Admin Expenses

Expense Description	Amount	HUD Acct #	Notes
Total:		0.00	
Diff. from Fiscal Activity WS:			

Misc. Operating & Maintenance Expenses

Expense Description	Amount	HUD Acct #	Notes
Total:		0.00	
Diff. from Fiscal Activity WS:			

8. Negative Cash Flow

If the project had NEGATIVE CASH FLOW, as may be shown above from the Income Expense section of worksheet "2.Fiscal," you must supply the following:

- a. A description of the work done to analyze the cause/s of the shortfall, and what the identified causes are; and
- b. A description of the work done to identify remedies for the shortfall, and all viable remedies that have been identified; and
- c. A description of the plan to implement any remedies, including specific timelines for the implementation work.
- d. If the project has a Project-Based Section 8 Housing Assistance Payments (HAP) contract, please also supply the date of the last increase to the HAP contract, the date when the project will submit the next HAP contract rent increase, and any related comments about whether the project has been diligent in seeking annual increases to the HAP contract.

Project Street Address:

**Schedule of Operating Revenues
For the Year Ended December 31, 1900**

	<u>Total</u>
Rental Income	
5120 Gross Potential Tenant Rents	\$0
5121 Rental Assistance Payments (inc. LOSP)	0
5140 Commercial Unit Rents	0
Total Rent Revenue:	<u>\$0</u>
Vacancies	
5220 Apartments	\$0
5240 Stores & Commercial	0
Total Vacancies:	<u>\$0</u>
Net Rental Income: (Rent Revenue Less Vacancies)	<u>\$0</u>
Other Revenue	
5170 Rent Revenue - Garage & Parking	\$0
5190 Misc. Rent Revenue	0
5300 Supportive Services Income	0
5400 Interest Revenue - Project Operations (From Operating Acct Only)	0
5400 Interest Revenue - Project Operations (From All Other Accts)	0
5910 Laundry & Vending Revenue	0
5920 Tenant Charges	0
5990 Misc. Revenue	0
Total Other Revenue:	<u>\$0</u>
Total Operating Revenue:	<u>\$0</u>

Project Street Address:

**Schedule of Operating Expenses
For the Year Ended December 31, 1900**

	<u>Total</u>
Management	
6320 Management Fee	\$0
"Above the Line" Asset Management Fee	0
Total Management Expenses:	<u>\$0</u>
Salaries/Benefits	
6310 Office Salaries	\$0
6330 Manager's Salary	0
6723 Employee Benefits: Health Insurance & Disability Insurance	0
Employee Benefits: Retirement & Other Salary/Benefit Expenses	0
6331 Administrative Rent Free Unit	0
Total Salary/Benefit Expenses:	<u>\$0</u>
Administration	
6210 Advertising and Marketing	\$0
6311 Office Expenses	0
6312 Office Rent	0
6340 Legal Expense - Property	0
6350 Audit Expense	0
6351 Bookkeeping/Accounting Services	0
6370 Bad Debts	0
6390 Miscellaneous Administrative Expenses	0
Total Administrative Expenses:	<u>\$0</u>
Utilities	
6450 Electricity	\$0
6451 Water	0
6452 Gas	0
6453 Sewer	0
Total Utilities Expenses:	<u>\$0</u>
Taxes and Licenses	
6710 Real Estate Taxes	\$0
6711 Payroll taxes	0
6790 Miscellaneous Taxes, Licenses, and Permits	0
Total Taxes and Licenses Expenses:	<u>\$0</u>
Insurance	
6720 Property and Liability Insurance	\$0
6721 Fidelity Bond Insurance	0
6722 Workers' Compensation	0
6724 Directors & Officers Liabilities Insurance	0
Total Insurance Expenses:	<u>\$0</u>

Project Street Address:

**Schedule of Operating Expenses
For the Year Ended December 31, 1900**

Maintenance and Repairs	Total	
6510 Payroll	\$0	
6515 Supplies	0	
6520 Contracts	0	
6525 Garbage and Trash Removal	0	
6530 Security Payroll/Contract	0	
6546 HVAC Repairs and Maintenance	0	
6570 Vehicle and Maintenance Equipment Operation and Repairs	0	
6590 Miscellaneous Operating and Maintenance Expenses	0	
Total Maintenance and Repairs Expenses:	\$0	
6900 Supportive Services	\$0	
Capital and Non-Capital Expenditures to be Reimbursed from Replacement Reserve	\$0	
Total Operating Expenses:	\$0	
 Financial Expenses		
<i>Enter amounts in yellow highlighted cells. Leave no cells blank. Enter "0" if applicable.</i>		
6820 Interest on Mortgage (or Bonds) Payable		
6825 Interest on Other Mortgages		
6830 Interest on Notes Payable (Long Term)		
6840 Interest on Notes Payable (Short Term)		
6850 Mortgage Insurance Premium/Service Charge		
6890 Miscellaneous Financial Expenses		
Total Financial Expenses:	\$0	
6000	Total Cost of Operations before Depreciation:	\$0
5060	Operating Profit (Loss):	\$0
 Depreciation & Amortization Expenses		
<i>Enter amounts in yellow highlighted cells. Leave no cells blank. Enter "0" if applicable.</i>		
6600 Depreciation Expense		
6610 Amortization Expense		
Operating Profit (Loss) after Depreciation & Amortization:	\$0	
 Net Entity Expenses		
<i>the right.</i>		
7190		
7190		
7190		
7190		
7190		
7190		
7190		
7190		
7190		
7190		
7190		
Total Net Entity Expenses:	\$0	
3250 Change in Total Net Assets from Operations (Net Loss)	\$0	
<i>Amount computed in cell E139 should match audited financial statement.</i>		

Project Street Address:

**Computation of Operating Cash Flow/Surplus Cash
For the Year Ended December 31, 1900**

	Total
Operating Revenue	\$0
Interest earned on restricted accounts	0
Adjusted Operating Revenue	<u>\$0</u>
Operating Expenses	\$0
Net Operating Income	\$0
Other Activity	
Ground Lease Base Rent	\$0
Bond Monitoring Fee	0
Mandatory Debt Service - Principal	0
Mandatory Debt Service - Interest	0
Mandatory Debt Service - Other Amount	0
Deposits to Replacement Reserve Account	0
Deposits to Operating Reserve Account	0
Deposits to Other Restricted Accounts per Regulatory Agreement	0
Withdrawals from Operating Reserve Account	0
Withdrawals from Other Required Reserve Account	0
Total Other Activity:	<u>\$0</u>
Allocation of Non-Residential Surplus (LOSP only)	<u> </u>
Operating Cash Flow/Surplus Cash:	<u>\$0</u>

Distribution of Surplus Cash Ahead of Residual Receipts Payments

Select the Distribution Priority number from Worksheet 2. Fiscal Activity for payments to be paid ahead of residual receipts payments.

	Total								
<table border="1"><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr></table>									
Total Cash Available for Residual Receipts Distribution:	<u>\$0</u>								

Distribution of Residual Receipts

Select the Distribution Priority number from Worksheet 2. Fiscal Activity for payments to be paid with remaining residual receipts.

	Total				
<table border="1"><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr></table>					
Total Residual Receipts Distributions to Lenders:	<u>\$0</u>				
Proposed Owner Distribution	\$0				
Proposed Other Distribution/Uses	0				
Total Residual Receipts Distributions to Lenders and Owners:	<u>\$0</u>				

Project Street Address:

**Summary of Replacement Reserve and Operating Reserve Activity
For the Year Ended December 31, 1900**

	Replacement Reserve	Operating Reserve
Balance, December 31, 1899	\$0	\$0
Actual Annual Deposit	0	0
Interest Earned	0	0
Withdrawals	0	0
Balance, December 31, 1900	<u>\$0</u>	<u>\$0</u>

**Annual Monitoring Report - Completeness Tracker - Reporting Year 2016 -
Mayor's Office of Housing & Community Development**

This checklist is a tool to help you track progress toward completion. NOTE: Do not submit the AMR until all items are "COMPLETED."

Reporting Start Date: 1/0/00 **Project Address:** _____
Reporting End Date: 1/0/00

Submission Instructions:

Once all worksheets below are "COMPLETED", email the AMR, completed Owner Compliance Certification, along with the attachments required under the Insurance and Tax Certification per page 3 of the Owner Certification, waitlist, and audited financial statements to: moh_amr@sfgov.org.

Worksheet 1A: Property & Residents	INCOMPLETE
Questions 1 thru 4	incomplete
Questions 5 thru 24	incomplete
Questions 25 thru 39	incomplete
Questions 40 thru 50	incomplete
Questions 51 thru 61	incomplete

Worksheet 1B: Transitional Programs	To Be Determined
Questions 1 thru 11	To Be Determined
Questions 12 thru 18	To Be Determined
Questions 19 thru 39	To Be Determined

Worksheet 1C: Eviction Data	To Be Determined
Question 1	To Be Determined
Questions 2 thru 21	To Be Determined
Questions 22 thru 41	To Be Determined
Questions 42 thru 61	To Be Determined

Worksheet 2: Fiscal Activity	INCOMPLETE
Rental Income - Housing Unit GPTR	incomplete
Vacancy Loss - Housing Units	incomplete
Operating Expenses	incomplete
Surplus Cash/Residual Receipts (Rows 140 - 171)	incomplete
Operating Reserve (Rows 177 - 186)	incomplete
Replacement Reserve (Rows 188 - 196)	incomplete
Changes to Real Estate Assets (Rows 198 - 205)	incomplete
Replacement Reserve Eligible Expenditures (Rows 209 - 228)	incomplete
Program Income (Rows 230 - 243)	OK

Worksheet 3A: Occupancy & Rent Info	INCOMPLETE
Does number of units entered on Worksheet 3 match total units entered on Worksheet 1A or the total households that can be served in Worksheet 1B?	To Be Determined
For each row with a Unit Number, was data entered in cells for Subsidy Type and Utility Allowance?	To Be Determined
Narrative Provided for All rows indicating Overhoused or Overcrowded?	To Be Determined

Worksheet 3B: Demographic Information	To Be Determined
Is Ethnicity and Race selected for each household?	To Be Determined

Worksheet 4: Narrative	To Be Determined
2	To Be Determined
3	To Be Determined
4	To Be Determined
5	To Be Determined
6	To Be Determined
7	To Be Determined
8	To Be Determined

Worksheet 5: Project Financing	INCOMPLETE
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Worksheet 6: Services Funding	To Be Determined
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Worksheet 7: Supplementary Information Required by MOHCD	Worksheet incomplete. If using AMR to generate Schedules required for Audited Financial Statement, please complete the required data entry.
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EXHIBIT H
Tenant Selection Plan Policy - LOSP

This policy is in addition to the obligations to comply with applicable federal, state and local civil rights laws, including laws pertaining to reasonable accommodation and limited English proficiency (LEP),¹ and the applicable provision of the Violence Against Women Act, Pub. Law 109-62 (January 5, 2006), as amended.

Application Process

- **Application Materials.** The housing provider's written and/or electronic application materials should:
 - outline the screening criteria that the housing provider will use;
 - be in compliance with San Francisco Police Code Article 49 or the Fair Chance Ordinance,
 - outline how an applicant may request a modification of the admission process and/or a change in admission policies or practices as a reasonable accommodation;
 - be written in language that is clear and readily understandable,
- **First Interview.** In accordance with the housing provider policies, an initial interview is required to assess each applicant's minimum eligibility requirements for housing units.
- **Second Interview.** Before issuing a denial, the housing provider should consider offering a second interview to resolve issues and inconsistencies, gather additional information, and assist as much as possible with a determination to admit the applicant.
- **Confidentiality.** All information provided will be kept confidential and be used only by the housing provider, the referring agency and the funding agency for the purpose of assisting and evaluating the applicant in the admission process. All applicant information shall be retained for 12 months after the final applicant interview.
- **Delays in the Process.** If delays have occurred or are likely to occur in the application and screening process or the process exceeds the housing provider's normal timeline for application and screening, the housing provider must immediately inform the referring agency and the funding agency, of the status of the application, the reason for the delay and the anticipated time it will take to complete the application process.
- **Problems with the Referring Agency.** If at any point the housing provider has difficulty reaching or getting a response from the applicant and referring agency, the housing provider must immediately contact the referring agency, if possible, and the funding agency, HSH.

¹See for e.g., Title VIII of the Civil Rights Act of 1968 (Fair Housing Act), 42 U.S.C. §§ 3601, et seq.; 24 C.F.R. Part 100; Title VI of the Civil Rights Act of 1964, 42 U.S.C. §§ 2000d-2000d-7; Executive Order 13,166, Improving Access to Services for Persons with Limited English Proficiency (August 11, 2000); Department of Housing and Urban Development Limited English Proficiency Guidance, 72 Fed. Reg. 2732 (Jan. 22, 2007); Section 504 of the Rehabilitation Act of 1973, 29 U.S.C. § 794; 24 C.F.R. Parts 8 and 9; Title II of the Americans with Disabilities Act of 1990, as amended; California Fair Employment and Housing Act, Gov't Code §§ 12,955-12,956.2; **Unruh Civil Rights Act, Civil Code § 51**; **California Disabled Persons Act, Civil Code § 51.4**; Dymally-Alatorre Bilingual Services Act, Gov't Code § 7290-7299.8; **San Francisco Language Access Ordinance, No. 202-09 (April 14, 2009)**

- **Limited English Proficiency Policy.** Throughout the application process, the housing provider must comply with City policy for language access requirements for applicants with limited English proficiency.

Reasonable Accommodation and Modification Policy

Reasonable Accommodation: The application process should provide information about how an applicant may make a reasonable accommodation request. At any stage in the admission process, an applicant may request a reasonable accommodation, if the applicant has a disability and as a result of the disability needs a modification of the provider's rules, policies or practices, including a change in the way that the housing provider communicates with or provides information to the applicant that would give the applicant an equal chance to be selected by the housing provider to live in the unit.

Reasonable Modification: Applicant may request a reasonable modification if he or she has a disability and as a result of the disability needs:

- a physical change to the room or housing unit that would give the applicant an equal chance to live at the development and use the housing facilities or take part in programs on site;
- a physical change in some other part of the housing site that would give the applicant an equal chance to live at the development and use the housing facilities or take part in programs on site.

Response to Request: The housing provider shall respond to a request for reasonable accommodation or modification within ten (10) business days. The response may be to grant, deny, or modify the request, or seek additional information in writing or by a meeting with the applicant. The housing provider will work with the applicant and referring agency to determine if there are ways to accommodate the applicant.

The housing provider shall grant the request if the provider determines that:

- the applicant has a disability;
- reasonable accommodation or modification is necessary because of the disability; and
- the request is reasonable (i.e., does not impose an undue financial or administrative burden or fundamentally alter the nature of the housing program.)

If the reasonable accommodation request is denied, the rejection must explain the reasons in writing. If the denial of the reasonable accommodation request results in the applicant being denied admission to the unit, the provisions of the section on Notice of Denial and Appeal Process apply.

Notice of Denial and Appeal Process

- The housing provider shall:
 - Hold a comparable unit for the household during the entire appeal process.

- promptly send a written and electronic notice (to the addresses provided) to each applicant denied admission with a written and/or electronic copy to the referring agency and the funding agency. The notice should:
 - list all the reasons for the rejection, including the particular conviction or convictions that led to the decision in cases where past criminal offenses were a reason for rejection;
 - explain how the applicant can request an in person appeal to contest the decision;
 - state that an applicant with a disability is entitled to request a reasonable accommodation to participate in the appeal;
 - inform the applicant that he or she is entitled to bring an advocate or attorney to the in person appeal;
 - provide referral information for local legal services and housing rights organizations;
 - describe the evidence that the applicant can present at the appeal;
 - give applicants denied admission a date within which to file the appeal, which shall be at least ten (10) business days from the date of the notice;
 - unless an extension is agreed to by the applicant and the housing provider, hold the appeal within ten (10) business days of the request for the appeal;
 - confine the subject of the appeal to the reason for denial listed in the notice;
 - give the applicant a chance to present documents and/or witnesses showing that he or she will be a suitable tenant;
 - have an impartial supervisor or manager from the housing provider, but who is not the person who made the initial decision or a subordinate of the person who made the initial decision, conduct the appeal;
 - within 5 business days of the in person appeal, provide the applicant with a written decision that states the reason for the decision and the evidence relied upon. A copy of the written decision must be sent (electronically or otherwise) to the referring agency and the funding agency.
- If the rejection is based on a criminal background check obtained from a tenant screening agency, the Fair Chance Ordinance imposes additional notice requirements.

EXHIBIT I

Tenant Screening Criteria Policy - LOSP

The City expects that housing providers will use maximum feasible efforts to ensure that those individuals and families who are referred are accepted for occupancy in a timely fashion. To that end, the City has adopted the following screening criteria for applicants with a criminal record. If a problem arises in the application and screening process that may cause unreasonable delay in screening outcome, the housing provider should immediately notify the referring agency and HSH to assist with an expeditious resolution.

The screening criteria and considerations outlined below encourage providers to “screen in” rather than “screen out” applicants. These requirements are also designed to satisfy the requirements of San Francisco Police Code Article 49, Sections 4901-4920 or the Fair Chance Ordinance. This policy describes a minimum level of leniency; providers are encouraged to adopt less restrictive policies and processes whenever appropriate. For example, providers may opt not to review or consider applicant criminal records at all.

Screening Criteria

- Housing providers shall not automatically bar applicants who have a criminal record² in recognition of the fact that past offenses do not necessarily predict future behavior, and many applicants with a criminal record are unlikely to re-offend.
- Housing providers shall not consider:
 - arrests that did not result in convictions, except for an open arrest warrant;
 - convictions that have been expunged or dismissed under Cal. Penal Code § 1203.4 or 1203.4a,³
 - juvenile adjudications.
- Housing providers shall consider:
 - the individual circumstances of each applicant; and
 - the relationship between the offense, and
 - (1) the safety and security of other tenants, staff and/or the property; and
 - (2) mitigating circumstances such as those listed below.
 - only those offenses that occurred in the prior 3 years, except in exceptional situations, which must be documented and justified, such as where the housing provider staff is aware that the applicant engaged in violent criminal activity against staff, residents or community members and/or that the applicant intentionally submitted an application with materially false information regarding criminal activity. As necessary, HSH will assess the justification for a longer look-back period and determine whether an exception is warranted. In these exceptional situations, the housing provider may consider offenses that occurred in the prior 5 years.
 - mitigating factors, including, but not limited to:

² The policy recognizes that some housing may be subject to mandatory laws that require the exclusion of an applicant based upon certain types of criminal activity.

³ The purpose of the statute is allow a petitioner to request a dismissal of the criminal accusations, a change in plea or setting aside of a verdict and to seek to have certain criminal records sealed or expunged and a release “from all penalties and disabilities resulting from the offense.”

- (1) the seriousness of the offense;
- (2) the age and/or circumstances of the applicant at the time of the offense;
- (3) evidence of rehabilitation, such as employment, participation in a job training program, continuing education, participation in a drug or alcohol treatment program, or letters of support from a parole or probation officer, employer, teacher, social worker, medical professional, or community leader;
- (4) if the offense is related to acts of domestic violence committed against the applicant;
- (5) if the offense was related to a person's disability.

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

Evaluation of Request for Funding: **Local Operating Subsidy Program (LOSP)
Contract Renewal**

Prepared By: Mike McLoone

Loan Committee Date: March 3, 2017

Sponsor Name: Tenderloin Neighborhood Development Corporation
Project Name: Mosaica Senior Apartments
Project Address: 655 Alabama Street, 94110 (@18th Street)
Number of Units: 24 units including 11 units set aside for homeless seniors

PROPOSED FUNDING: Up to \$64,203 Year One budget
Up to \$1,258,693 through 15 years

1. SUMMARY AND BACKGROUND

Alabama Street Housing Associates, a California limited partnership ("the Mosaica Partnership"), an affiliate of Tenderloin Neighborhood Development Corporation ("TNDC"), is requesting \$1,258,693 in General Funds from the Local Operating Subsidy Program ("LOSP") to subsidize continuing operations for 11 units set aside for formerly homeless people at Mosaica Senior Apartments (the "Project") for a period of 15 years.

The Mosaica Partnership is the ownership entity for both Mosaica Family Apartments and Mosaica Senior Apartments.

Mosaica Senior Apartments, completed in October 2010, consists of 24 units of senior housing with 11 units of supportive housing targeted to homeless seniors; 11 of the 24 affordable units are restricted to serve seniors at incomes of 30% of City AMI or below, with the remaining 13 units restricted to serve seniors at incomes of 60% of City AMI or below.

The households in the 11 LOSP units pay 50% of their income on rent per the program guidelines of the Direct Access to Housing (DAH) program. The tenants referred into the LOSP units in this building have intensive support needs. Under current policy of the Department of Homelessness and Supportive Housing ("HSH"), tenants with intensive support needs are charged 50% of gross household income for rent. The remaining units

are not supported with project-based subsidy, although one of the current households has a VASH voucher.

The unit mix consists of:

<u>Unit Mix</u>	<u>LOSP</u>	<u>OTHER</u>
Studio	9	10
1BR	2	3
TOTAL	11	24

TNDC partners with Lutheran Social Services and the HSH to provide supportive services to all of the residents.

The current LOSP grant agreement with The Mosaica Partnership covers a 9-year term, beginning in 2009 and for a total contract amount of \$1,235,844.

The general partner of the Mosaica Partnership was originally Stevenson Housing Corporation, an affiliate of Citizen's Housing Corporation. TNDC's affiliate Turk Street Inc., assumed the role of general partner effective October 15, 2010.

The Project's current LOSP contract expires at the end of April, 2018, but the funding has lasted longer than originally projected; the remaining funds will be adequate to fund the needs of the project until the end of 2017. The Project is requesting a new 15-year LOSP contract with the funding period beginning on January 1, 2018.

2. PROJECT PERFORMANCE COMPARED WITH MOHCD SUPPORTIVE HOUSING AND LOSP PORTFOLIOS

2.1. 2015 Operating Expenses

To evaluate the Project's financial performance, operating expenses from 2015, the most current year for which actual operating expenses have been reported, were compared with the operating expenses of projects in MOHCD's supportive housing and LOSP portfolios.

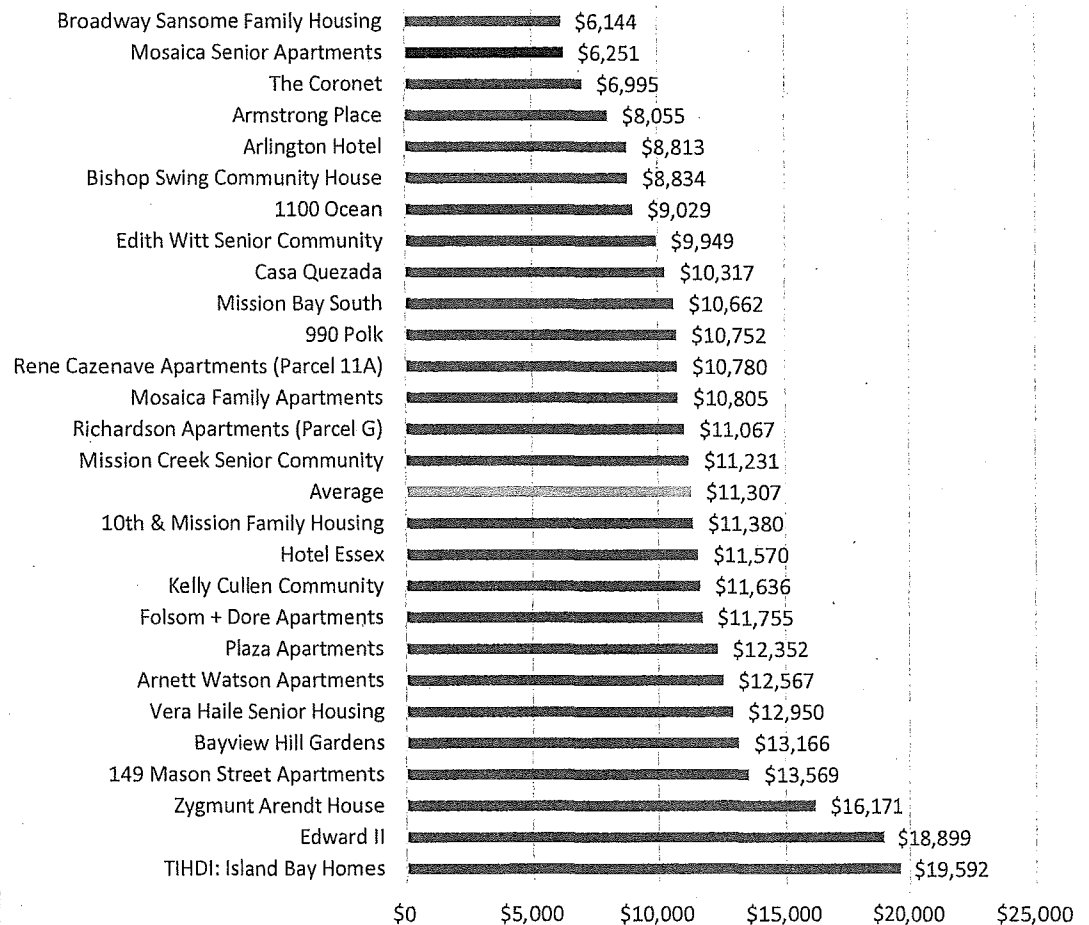
During 2015, MOHCD's portfolio had 91 supportive housing projects. Average total operating expenses (before replacement reserve deposits and hard debt service), averaged \$9.7k per unit per year. Per Unit Per Annum ("PUPA") operating expenses varied by project size, with PUPA operating expenses higher for smaller buildings and lower for larger buildings.

**Average Operating Expenses Per Unit Per Annum,
 Supportive Housing Projects, 2015**

# Units	# Projects	Average PUPA Operating Expenses
100+	33	\$9,212
50-99	41	\$10,285
1-49	17	\$11,672
All	91	\$9,741

Within MOHCD's LOSP portfolio of 27 projects, operating expenses PUPA ranged from a low of \$6.1k to a high of \$19.6k, and an average of \$11.3k. The Project's 2015 operating expense PUPA, at \$6.2k, was well below the average and ranks as the second-lowest.

2015 PUPA Operating Expenses, LOSP portfolio



Within the LOSP portfolio, some projects have just 20% LOSP units, while others are 100% LOSP supported. Average PUPA operating expenses also varies by the percentage of LOSP units within the building. Buildings with a higher percentage of LOSP units were found to cost more to operate.

**Average Operating Expenses Per Unit Per Annum
by % of LOSP Units, 2015**

% of LOSP Units	# Projects	Average PUPA Operating Expenses
66% or more LOSP Units	11	\$12,251
20% - 66% LOSP Units	12	\$11,049
20% or less LOSP Units	4	\$9,487
<i>All</i>	<i>27</i>	<i>\$11,307</i>

The 11 units at the Project designated as LOSP units represent 46% of the unit share; the Project's 2015 PUPA operating expenses of \$6.2k is also below the average of \$11k for projects with a similar percentage of LOSP units.

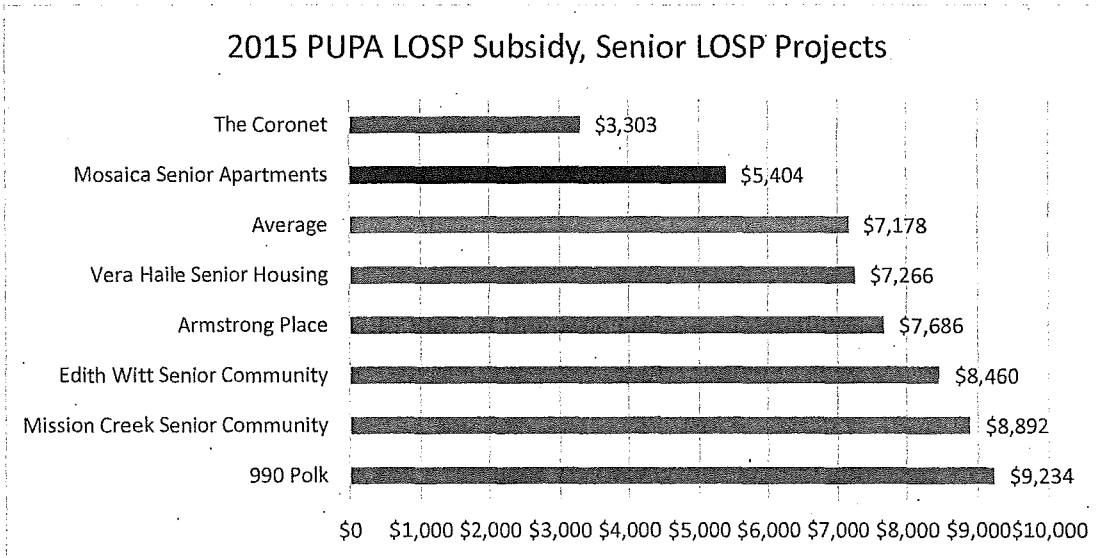
Drilling down to the general expense categories, the Project's 2015 expenditures are around average for management and administration; well-below average for salaries, utilities, taxes/licenses, insurance and maintenance and repairs.

Operating Expenses by Expense Categories, 2015

2015 PUPA Expenses	Mgmt	Salaries/ Benefits	Admin	Utilities	Taxes/ Licenses	Insurance	Maintenance/ Repairs
Mosaica Senior Apartments	\$957	\$774	\$1,163	\$1,058	\$144	\$349	\$1,806
<i>LOSP Portfolio Average</i>	<i>\$927</i>	<i>\$2,369</i>	<i>\$1,297</i>	<i>\$2,621</i>	<i>\$261</i>	<i>\$936</i>	<i>\$3,489</i>

2.2. 2015 LOSP Subsidy

The per unit 2015 LOSP subsidy of \$5,404 is lower than the average per unit LOSP subsidy of \$8,858 across all LOSP projects. Compared with other LOSP projects that serve seniors, the per unit 2015 LOSP subsidy for the Project was also notably lower than the average of \$7,178.



3. PROJECT OPERATIONS

3.1. Annual Operating Income Evaluation

Tenant Rent: Tenant paid rents are projected to generate \$144,360 in 2017, the first year of budget data supplied in the operating budget workbook. Tenant rents are comprised of rents collected from the 12 non-subsidized units, targeted to senior households up to 60% Unadjusted AMI, one tenant with a VASH voucher and the 11 LOSP households who pay 50% of their income on rent.

2015 gross rent from the 12 non-subsidized 1-bedroom units average \$564 per month, or about 32% AMI; initial incomes average at 24% AMI and current incomes of 21% AMI.

LOSP-subsidized units are deeply affordable: average AMI in 2015 households was about 15% AMI for the LOSP units; the average tenant-paid rent in the LOSP units is approximately \$430.

MOHCD noticed in late 2016 that the rents reported by TNDC for some LOSP units appeared to exceed 50% of gross household income; TNDC has confirmed that the Utility Allowance paid by LOSP tenancies was not included when calculating tenant rent. TNDC is working to identify when the problem began and will provide refunds for all LOSP HH's that were overcharged. The analysis has not yet been finalized, but currently shows that a total of 8 LOSP units were overcharged; the overcharges date back to June 2010 for some

of the units, and the total amount overcharged is \$4.7k. It is anticipated that the project will have adequate surplus from CY2016 to cover this additional cost.

VASH unit: the tenancy of the VASH voucher began in 2015, at 49% AMI; contract rent for the studio unit is \$1,187, with the tenant paying \$940.

LOSP Subsidy: The LOSP subsidy is designed to fill any operating deficit shown for the LOSP units. The first year LOSP subsidy requested for the 20 LOSP units is \$66,837 (\$3,341/PUPA and \$278/PUPM) and is shown in the attached operating budget. This is a significant reduction of 51% in the amount of the LOSP subsidy requested for 2017 under the existing contract (\$135,545). This reduction is attributable to the revised approach that is being used to split the expenses between the LOSP and non-LOSP units, see section 3.2 below for additional info.

Other Income: Approximately \$5k is anticipated to be generated from laundry, various tenant charges and miscellaneous income, and will be split pro-rata among the LOSP and non-LOSP units. As tenant charges can be tracked to the specific LOSP/non-LOSP unit, those revenues will be booked accordingly.

Vacancy: The operating budget conservatively assumes a 5% vacancy on the LOSP and non-LOSP units; the average vacancy over the past 4 years is 1%.

3.2. Annual Operating Expenses Evaluation

The annual operating expenses in Year One, before debt service and reserves, are projected at \$169,304 or \$7,054 PUPA. This reflects a 12.85% increase above 2015 operating expenses, which is well above the average rate of increase of 1% for the past 4 years, but the project has also seen year-to-year increases of 11.7% and 14.2%, so the proposed increase is within historical norms. Increases to salaries are the cause for more than half of the projected increase.

Allocation between LOSP/Non-LOSP Units:

In buildings where less than 100% of the affordable units are LOSP, the LOSP budget allocates income and expenses pro-rata across LOSP/Non-LOSP units.

In recognition that the share of income or expense for some budget items may not happen according to the pro-rata split, and especially in recognition that LOSP tenancies may cost the project more than the pro-rata split provides, MOHCD allows the use of alternative splits. Sponsors must provide rationale for any alternative or project splits that are proposed.

At the time when the Project's current LOSP budget and contract was approved, MOHCD allowed project sponsors to use an alternative split for all operating budget line items.

MOHCD policy now requires sponsors to seek approval for alternative splits for specific line-items. Some items are allowed either an alternative split, or a projected split based on actuals, which is allowed if the sponsor's accounting system is able to track income and expenses at the program level.

The pro-rata allocation for the Project is 46% LOSP units and 54% non-LOSP units.

At the time when the current LOSP contract was approved, MOHCD approved the project sponsor's request to use an alternative split of 62% LOSP units and 38% non-LOSP units that was applied to all line items.

Under the new contract for the Project, TNDC has proposed to use the 62%-38% alternative split for all line items that reflect personnel costs, plus real estate taxes and contracts; to remain consistent with original underwriting, the 62%-38% alternative split is also proposed for Replacement Reserve Deposits, and debt payments to HCD, and Property Management Fee & Asset Management Fee.

The Project consistently generated surplus over the life of the project. This is a sign that prior alternative split across LOSP/Non-LOSP units was overly conservative. TNDC's decision to no longer use the alternative split further affirms that the prior operating budget assumptions were inaccurate.

Staffing:

Staffing is anticipated to remain the same as current staffing levels. The staffing plan includes .6 FTE.

Position	FTE	Notes
General Manager II	.1	1FTE shared by Mosaica Senior (.1) & Family (.9)
Assistant Manager	.1	1FTE shared by Mosaica Senior (.1) & Family (.9)
Custodian	.2	.08 @ \$18/hour, .08 @ \$15/hr, .04 @ 16/hr; Shared with Mosaica Family
Maintenance Supervisor	.2	2 FTE shared with Mosaica Senior; .1 @ \$18/hr, .1 @ \$29/hr
TOTAL	.6	= 1 staff per 40 households, 1 staff per 45 residents

Management Fees:

The Sponsor proposes to collect \$64 per unit per month in property management fees, as allowed per HUD published their management fee schedule, and will escalate at 3.5%, per MOHCD policy.

Asset Management Fee: The Sponsor proposes an above the line General Partner Asset Management fee of \$15,000, with no escalation; this is well under the cap allowed by MOHCD policy. The project

Salaries and Benefits: Salaries and benefits are budgeted at \$22,202 or \$925 per unit per year, and covers the salary and benefits of the General Manager II, which are projected to increase.

Administration: Administration line items are budgeted at \$31,913, or \$1,330 per unit per year, and cover typical functions such as legal, office supplies and equipment, bookkeeping and accounting, computers and telephones. The Assistant Manager salary is also included here, and is projected to increase.

Utilities: Utilities (gas, water/sewer, common electric) are budgeted at \$26,765, or \$1,115 per unit per year. The building is not individually metered for water; the costs for Mosaica Senior, Mosaica Senior and Mosaica Commercial is based on covenant with assumed percentages. Tenants pay in-unit electrical and therefore the maximum rents must be inclusive of a Utility Allowance.

Taxes: Taxes are budgeted at \$3,782, or \$158 per unit per year.

Insurance: Insurance is budgeted at \$6,607, or \$275 per unit per year, for property and liability and worker's compensation insurance.

Maintenance and Repair: Maintenance and repair costs in Year One are budgeted at \$43,471 or \$1,811 per unit per year. This line item includes payroll for .2 FTE custodial staff and .2 FTE maintenance staff; contracts for a janitorial contracting, pest control, grounds, misc. maintenance contracting, and elevator; supplies and garbage and trash removal.

Supportive Services: Supportive services is budgeted at \$1,132 in Year One, or \$47 per unit per year. The salary of a one TNDC services staff is allocated across 12 properties. (HSH provides an annual supportive services contract of approximately \$59k which is separate from this operating budget.)

Replacement Reserve Deposits: Replacement reserve deposits are shown at \$875 per unit per year, a proposed increase of \$115 PUPA above the amount required by MOHCD. The proposal is based on a CNA that was updated in January 2017. TNDC recognizes that the amount is high when expressed as PUPA, but the amount and cost of the replacement work planned is not excessive; the relatively lower number of units is what makes the PUPA appear larger. Based on the projections from the 2017 CNA and the increased RR deposits, the RR balance will remain positive through year 7 (2023); it shows 7 years of deficits, but only years 19 & 20 show deficits of over \$180k. TNDC believes that the projected balance of the RR, when combined with the RR for the Mosaica Family project, is cumulatively adequate.

Operating Reserve Deposits: The project has an operating reserve account, with a 2017 beginning balance of \$294,023, and far exceeds MOHCD's required balance of 25% of the prior year's operating expenses (154%). HCD imposed the OR requirements under the MHP funding. The OR was capitalized at a larger amount to provide contingency in case LOSP funding is not received.

Debt Service: The project has annual debt service payments of \$13,007 to HCD which is the minimum .42% of principal required.

Partnership Management and Investor Services Fees: The project pays \$10,000 for an annual partnership management fee and another \$4,500 for the Limited Partner Asset Management Fee, neither is escalated over time.

3.3. 20-Year Cash Flow

The attached 20-Year Cash Flow Projection shows the estimated amount of annual LOSP subsidy that will be needed for the 15-year grant period. The projection was made using MOHCD's standard underwriting guidelines, with certain adjustments made based on prior trends.

- Non-LOSP tenant rent income trends at 3.5% per year based on MOHCD guidelines, while LOSP tenant rents trend at 1% per year. Laundry income, tenant charges, and miscellaneous income trend at 2.5%, per underwriting guidelines.

- Operating expenses trend at 3.5% per year, per MOHCD Underwriting Guidelines, with the exception of:
 - Health Insurance and Other Benefits: 7% annual escalation due to history; for the past 4 years, the average increase has been over 31%.
 - Utilities: 4.5% annual escalation is proposed for Water due to both historical and projected increases.
 - Real Estate Taxes are projected to increase by only 1.2%, based on history.

With the above assumptions, the proforma projects that the non-LOSP units will generate a surplus for the entire 20-year period, consisting of total of just under \$75k in repayments to MOHCD, \$183k in soft debt payments to HCD, and over \$109k in distributions for the Mosaica Partnership.

Year 15 for the Project is in 2023. TNDC anticipates a withdrawal of the limited partner by 2022, and will begin exploring re-syndication and other refinancing possibilities in 2020.

4. SUPPORT SERVICES EVALUATION

Under a separate contract with HSH, Lutheran Social Services (“LSS”) provides on-site services to senior residents at Mosaica Senior Apartments, mixed-use affordable housing site with 11 units earmarked under HSH’s Direct Access to Housing (“DAH”) program for formerly homeless tenants. The current contract term is 7/1/14-6/30/18 in the amount of \$58,889, which is tracked in a services budget that is managed separately from the operating budget attached to this evaluation. A total of .7 FTE are funded under the contract, which equates with ratios of 1 staff per 16 LOSP households/residents.

LSS has the capacity to provide groups and community building activities to all senior building residents. However, the focus of this contract is to provide intensive case management services to the site’s 11 LOSP residents.

Funding provides for case management including benefits, program supplies, client assistance and staff training. Case Management has been an integral and effective tool to keep tenants stably housed with a near 0% eviction rate from the Project. DAH tenants tend to be on the more medically/psychiatrically complex side and are also often frail due to age and often neglected medical care prior to being housed. The model of active engagement with these tenants has proven to enhance quality of life and ensures that tenants can avail themselves of primary care and other needed services like Homebridge or IHSS. Support Services and Property Management work closely together to address any issues that would negatively impact housing retention. Vacancies typically only appear when tenants pass away or are in need of a higher level of care than can be provided on-site. There were zero evictions in 2015.

All programs have been individually monitored on an annual basis through the Business Office of Contract Compliance and have consistently achieved excellent ratings.

5. CONCLUSION

The Mosaica Senior project appears to be operating very stably. The project's operating costs are well below average compared to the LOSP portfolio. The amount of funding in the new LOSP contract is markedly less than what was requested and approved under the initial LOSP contract and more accurately reflects the actual costs of serving the Project's LOSP households.

If the proposed new 15-year LOSP contract is approved, the remaining LOSP subsidy requested for 2017, \$33,321, will be disbursed by August 2017, based on the underwriting done for this approval, but under the authority of the existing LOSP contract. The full \$64,203 LOSP subsidy requested for calendar year 2018 is anticipated to be disbursed in early January 2018. All disbursements moving forward would happen on a calendar year basis in January each year.


6. RECOMMENDED CONDITIONS

7. LOAN COMMITTEE MODIFICATIONS

LOAN COMMITTEE RECOMMENDATION


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

APPROVE. DISAPPROVE. TAKE NO ACTION.


Olson Lee, Director
Mayor's Office of Housing

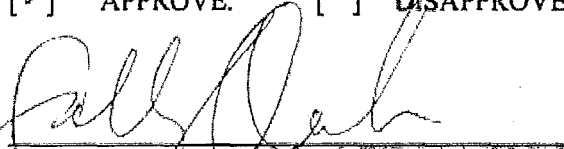
Date: 3/3/17

APPROVE. DISAPPROVE. TAKE NO ACTION.


Kerry Abbott, Deputy Director for Programs
Department of Homelessness and Supportive Housing

Date: 3-3-17

APPROVE. DISAPPROVE. TAKE NO ACTION.


Nadia Sesay, Interim Director
Office of Community Investment and Infrastructure

Date: 3/3/17

- Attachments:
- A. LOSP Program Description
 - B. 1st Year Operating Budget
 - C. 20-year Operating Pro Forma
 - D. LOSP Funding Schedule A

Attachment A: LOSP Program Description

As part of the City and County of San Francisco's effort to address the needs of the growing homeless population, the City has prioritized the development of non-profit owned and operated permanent supportive housing for formerly homeless individuals and families. While capital financing can be leveraged for this population, stakeholders realized these units cannot be feasibly operated at the scale needed if they rely solely on scarce federal or state operating subsidies.

In June 2004, the City launched its *Ten Year Plan to Abolish Chronic Homelessness* (the 2004 10-Year Plan), a multifaceted approach that included a locally funded operating subsidy as a key element and established the Local Operating Subsidy Program (LOSP) in 2006 to support the creation of permanent supportive housing at a large scale. The operating subsidy leverages capital financing by integrating homeless units into Low Income Housing Tax Credit projects without burdening them with operating deficits. LOSP was created by the Mayor's Office of Housing and Community Development (MOHCD) in partnership with the Department of Public Health (DPH) and the Human Services Agency (HSA).

On July 1, 2016, the City's diverse programs addressing homelessness were brought under the new Department of Homelessness and Supportive Housing (HSH), which combines key homeless-serving programs and contracts previously located across several City departments. The new department consolidates the functions of DPH Direct Access to Housing (DAH) and HSA Housing & Homeless programs. San Francisco is developing a Coordinated Entry System (CES) for all homeless populations to best match households to the appropriate intervention and ensure those with the highest needs are prioritized.

Through 15-year grant agreements with MOHCD, which are subject to annual appropriations by the Board of Supervisors, LOSP pays the difference between the cost of operating housing for homeless persons and all other sources of operating revenue for a given project, such as tenant rental payments, commercial space lease payments, or other operating subsidies. HSH refers homeless applicants to the housing units as well as provides services funding to the projects under a separate contract.

This request is a contract renewal of the initial 9-year LOSP grant agreement for Mosaica Senior Apartments. As discussed in the Loan Evaluation, MOHCD and HSH have evaluated the Project's performance during the initial contract period and have determined that the property has been well run, and that services provided address the needs of the tenants. Accordingly, MOHCD staff is recommending a renewal of the LOSP grant agreement for a 15-year period, beginning in January 2018, and for a full 15-year period from 2018 through the end of 2032.

Contract periods for LOSP contract renewals will transition from a fiscal year basis to a calendar year basis. The full \$64,203 LOSP subsidy requested for calendar year 2018 is anticipated to be disbursed in early January 2018 (minus any surplus reported from 2016), and all disbursements moving forward would be on a calendar year basis.

Attachment B: 1st Year Operating Budget

MOHCD Proforma - Year 1 Operating Budget

Application Date: 11/14/2016 LOSP Units: 11 non-LOSP Units: 13
 Total # Units: 24
 First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations): 2017
 Project Name: Apartments
 Project Address: 855 Alabama Street
 Tenderloin Neighborhood
 Project Sponsor:

INCOME	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
Residential - Tenant Rents	85,808	85,808	171,616	Links from 'Existing Proj - Rent Info' Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Residential - Tenant Assistance Payments (Non-LOSP)	0	22,648	22,648	Links from 'Existing Proj - Rent Info' Worksheet	Residential - Tenant	0.00%	100.00%	Approved
Residential - LOSP Tenant Assistance Payments	66,641	0	66,641					
Commercial Space	0	0	0	Links from 'Commercial Op. Budget' Worksheet				
Residential Parking	0	0	0	Links from 'Utilities & Other Income' Worksheet				
Miscellaneous Rent Income	322	376	700	Links from 'Utilities & Other Income' Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Supportive Services Income	0	0	0		Services Income			
Interest Income - Project Operations	0	0	0	Links from 'Utilities & Other Income' Worksheet				
Laundry and Vending	1,664	1,636	3,400	Links from 'Utilities & Other Income' Worksheet	Projected LOSP	LOSP	non-LOSP	Only
Tenant Charges	366	454	840	Links from 'Utilities & Other Income' Worksheet	Tenant Charges	46.00%	54.00%	Acceptable
Miscellaneous Residential Income	0	0	0	Links from 'Utilities & Other Income' Worksheet				
Other Commercial Income	0	0	0	Links from 'Commercial Op. Budget' Worksheet	Alternative LOSP	LOSP	non-LOSP	Approved
Withdrawal from Capitalized Reserve (deposit to operating account)	0	0	0	Withdrawal from Capitalized Reserve				
Gross Potential Income	124,889	114,422	239,311					
Vacancy Loss - Residential - Tenant Rents	(3,320)	(3,889)	(7,210)	Vacancy loss is 5% of Tenant Rents.				
Vacancy Loss - Residential - Tenant Assistance Payments	(520)	(617)	(1,142)	Vacancy loss is 5% of Tenant Assistance Payments.				
Vacancy Loss - Commercial	0	0	0	Links from 'Commercial Op. Budget' Worksheet				
EFFECTIVE GROSS INCOME	120,523	109,907	230,430	PUPA: 5,971				

OPERATING EXPENSES	LOSP	non-LOSP	Total	Comments	Alternative LOSP	LOSP	non-LOSP	Approved
Management Fee	11,428	7,004	18,432	\$84 p/yr: \$92 Base, \$3 non-profit, \$5 high crime, \$4 BBC, per HUD sched	Management Fee	62.00%	38.00%	Approved
Asset Management Fee	9,300	5,700	15,000	HCD limit: no escalation	Asset Management	62.00%	38.00%	Approved
Sub-total Management Expenses	20,728	12,704	33,432	PUPA: 1,393				
Salaries/Benefits	892	689	1,581		Alternative LOSP	LOSP	non-LOSP	Approved
Office Salaries	3,375	2,099	5,444		Office Salaries	62.00%	38.00%	Approved
Manager's Salary	4,511	2,765	7,276		Manager's Salary	62.00%	38.00%	Approved
Health Insurance and Other Benefits	4,816	3,963	8,779		Health Insurance	62.00%	38.00%	Approved
Other Salaries/Benefits	0	0	0		Other Salaries/Benefits	62.00%	38.00%	Approved
Administrative Rent-Free Unit	0	0	0		Administrative Rent	62.00%	38.00%	Approved
Sub-total Salaries/Benefits	13,766	8,437	22,203	PUPA: 925				
Administration	0	0	0					
Advertising and Marketing	0	0	0					
Office Expenses	5,122	6,012	11,134					
Office Rent	0	0	0		Projected LOSP	LOSP	non-LOSP	Only
Legal Expense - Property	828	975	1,803		Legal Expense - Pr	46.00%	54.00%	Acceptable
Audit Expense	5,923	5,963	12,876		Projected LOSP	LOSP	non-LOSP	Only
Bookkeeping/Accounting Services	2,053	2,411	4,464		Projected LOSP	LOSP	non-LOSP	Only
Bad Debts	690	810	1,500		Bad Debts	46.00%	54.00%	Acceptable
Miscellaneous	64	76	140					
Sub-total Administration Expenses	14,688	17,233	31,913	PUPA: 1,330				
Utilities	1,619	1,993	3,606		Projected LOSP	LOSP	non-LOSP	Only
Electricity	8,771	10,207	19,038	The only cost materially over projection. 1) High annual	Electricity	46.00%	54.00%	Acceptable
Water	1,928	2,283	4,191					
Gas	0	0	0					
Sewer	0	0	0					
Sub-total Utilities	12,312	14,463	26,765	PUPA: 1,116				
Taxes and Licenses	163	100	263		Alternative LOSP	LOSP	non-LOSP	Approved
Real Estate Taxes	1,624	895	2,519		Real Estate Taxes	62.00%	38.00%	Approved
Miscellaneous Taxes, Licenses and Permits	414	485	900		Permit Taxes	62.00%	38.00%	Approved
Sub-total Taxes and Licenses	2,201	1,681	3,782	PUPA: 158				
Insurance	2,191	2,573	4,764					
Property and Liability Insurance	0	0	0					
Fidelity Bond Insurance	1,143	700	1,843		Worker's Compens	62.00%	38.00%	Approved
Director's & Officers' Liability Insurance	0	0	0					
Sub-total Insurance	3,334	3,273	6,607	PUPA: 275				
Maintenance & Repair	7,654	8,936	16,640		Projected LOSP	LOSP	non-LOSP	Only
Payroll	2,051	2,418	4,480		Supplies	46.00%	54.00%	Acceptable
Supplies	4,344	2,852	7,006		Contracts	62.00%	38.00%	Approved
Garbage and Trash Removal	3,756	4,426	8,165		Alternative LOSP	LOSP	non-LOSP	Approved
Security Payroll/Contract	0	0	0		Security Payroll/CA	62.00%	38.00%	Approved
HVAC Repairs and Maintenance	414	465	800					
Vehicle and Maintenance Equipment Operation and Repairs	55	65	120					
Miscellaneous Operating and Maintenance Expenses	2,834	3,326	6,160					
Sub-total Maintenance & Repair Expenses	21,118	22,353	43,471	PUPA: 1,811				
Supportive Services	521	611	1,132		Alternative LOSP	LOSP	non-LOSP	Approved
Commercial Expenses	0	0	0	Links from 'Commercial Op. Budget' Worksheet	Supportive Services			
TOTAL OPERATING EXPENSES w/o RESERVES/GL BASE	88,658	80,646	169,304	PUPA: 7,054				

RESERVES/GROUND LEASE BASE RENT/BOND FEES	LOSP	non-LOSP	Total	Comments
Ground Lease Base Rent	0	0	0	Provide additional
Bond Monitoring Fee	0	0	0	
Replacement Reserve Deposit	13,020	7,800	21,000	Alternative LOSP
Operating Reserve Deposit	0	0	0	LOSP
Other Required Reserve 1 Deposit	0	0	0	non-LOSP
Other Required Reserve 2 Deposit	0	0	0	Only
Required Reserve Deposits, Commercial	0	0	0	Links from 'Commercial Op. Budget' Worksheet
Sub-total Reserves/Ground Lease Base Rent/Bond Fees	13,020	7,800	21,000	PUPA: 875
TOTAL OPERATING EXPENSES w/ RESERVES/GL BASE	101,678	88,626	190,304	PUPA: 7,929
NET OPERATING INCOME (INCOME minus OP EXPENSES)	18,844	21,281	40,126	PUPA: 1,672

DEBT SERVICE (Hard debt/Amortized loans)	LOSP	non-LOSP	Total	Comments
Hand Debt - First Lender	0	0	0	
Hand Debt - Second Lender (Other HCD Program, 0.42% p/yr, or other 2nd Lender)	3,054	4,943	13,007	HCD
Hand Debt - Third Lender (Other HCD Program, or other 3rd Lender)	0	0	0	Provide additional
Hand Debt - Fourth Lender	0	0	0	Provide additional
Commercial Hand Debt Service	0	0	0	Links from 'Commercial Op. Budget' Worksheet
TOTAL HARD DEBT SERVICE	3,054	4,943	13,007	PUPA: 542
CASH FLOW (Net Income minus DEBT SERVICE)	10,780	16,338	27,119	
Commercial Only Cash Flow	0	0	0	
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)	0	0	0	Allocation of Commercial Surplus to
AVAILABLE CASH FLOW	10,780	16,338	27,119	3.0%

USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL	LOSP	non-LOSP	Total	Comments
Deferral of Asset Mgt Fee (non-income in new projects, see policy)	0	0	0	
Partnership Management Fee (see policy for limits)	4,600	5,400	10,000	2/HCD maximum
Investor Services Fee (aka "LP Asset Mgt Fee") (see policy for limits)	2,070	2,430	4,500	1
Other Payments	0	0	0	Alternative LOSP
Non-amortizing Loan Pmt - Lender 1 (select lender in comments field)	0	0	0	LOSP
Non-amortizing Loan Pmt - Lender 2 (select lender in comments field)	0	0	0	non-LOSP
Deferred Developer Fee (Enter amt. -> Max Fee from call 1/30)	4,110	4,825	8,935	Provide additional
TOTAL PAYMENTS PRECEDING MOHCD	10,780	12,655	23,435	PUPA: 976

RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)	LOSP	non-LOSP	Total	Comments
Residual Receipts Calculation	0	3,684	3,684	
Does Project have a MOHCD Residual Receipt Obligation?	Yes	Yes	Yes	Project has MOHCD ground lease?
Will Project Defeat Developer Fee?	50%	50%	50%	Max Deferred Developer Fee Amt (Use for date entry above. Do not link): 6,309
Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1:	50%	50%	50%	Sum of DD Form 1: 8,935
% of Residual Receipts available for distribution to soft debt lenders in:	50%	50%	50%	Ratio of Sum of DD: 0.706139557

SOFT DEBT LENDERS WITH RESIDUAL RECEIPTS OBLIGATIONS	LOSP	non-LOSP	Total	Comments
MCHDCOCL - Soft Debt Loans	0	0	0	
MCHDCOCL - Ground Lease Value	0	0	0	
HCD (soft debt) non - Lender 3	0	0	0	
Other Soft Debt Lender - Lender 4	0	0	0	
Other Soft Debt Lender - Lender 5	0	0	0	

MOHCD RESIDUAL RECEIPTS DEBT SERVICE	LOSP	non-LOSP	Total	Comments
MOHCD Residual Receipts Annual Due	1,072	1,072	2,144	50% of residual receipts, multiplied by 29.1% - MOHCD's
Proposed MOHCD Residual Receipts Amount to Loan Repayment	1,072	1,072	2,144	
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	0	0	0	
REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE	0	0	0	
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE	0	0	0	
HCD Residual Receipts Annual Due	0	2,612	2,612	50% of residual receipts, multiplied by 70.9% - HCD's pro rata share of all soft debt
Lender 4 Residual Receipts Due	0	0	0	
Lender 5 Residual Receipts Due	0	0	0	
Total Non-MOHCD Residual Receipts Debt Service	0	2,612	2,612	
REMAINDER (should be zero unless there are distributions below)	0	0	0	
Owner Distribution/Incentive Management Fee	0	0	0	
Other Distribution/Incentive	0	0	0	
Final Balance (should be zero)	0	0	0	

Attachment C: 20-year Operating Proforma

Mosalca Senior Apartments

INCOME	To	LOSP Units #1 45.00%	non-LOSP Units #2 54.00%	Comments (related to annual inc assumptions)	Year 1 2017			Year 2 2018			Year 3 2019		
					% annual inc. LOSP	% annual increase	Total	% annual inc. LOSP	% annual increase	Total	% annual inc. LOSP	% annual increase	Total
Residential - Tenant Rents	n/a	1.0%	3.5%	SE/SSA income escalations have been very low historically. We consider tenant income escalations to reflect annual increase.	55,454	86,906	144,360	55,000	82,018	145,028	55,500	85,235	151,837
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	n/a	2.6%	WASH STATE CIVIL "PACT" (part of history of PACT escalation to 2.6% if not in place)	22,244	22,846	23,458	22,419	23,418	24,418	24,005	24,905	24,905
Residential - LOSP Tenant Assistance Payments	n/a	n/a	n/a		66,642	66,642	66,642	64,803	64,803	64,203	67,071	67,071	67,071
Commercial Spaces	n/a	n/a	0.0%		-	-	-	-	-	-	-	-	-
Residential Parking	n/a	n/a	0.0%		-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income	n/a	2.5%	2.5%		322	378	700	330	397	717	338	397	730
Supportive Services Income	n/a	0.0%	0.0%		-	-	-	-	-	-	-	-	-
Interest Income - Pooled Operations	n/a	0.0%	0.0%		-	-	-	-	-	-	-	-	-
Laundry and Vending	n/a	2.5%	2.5%		1,554	1,638	3,400	1,603	1,692	3,485	1,643	1,699	3,572
Tenant Charges	n/a	2.5%	2.5%		385	404	840	395	405	801	402	477	883
Miscellaneous Residential Income	n/a	0.0%	0.0%		-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	0.0%	0.0%		-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (opposed to operating account)	n/a	n/a	n/a	Unit from Reserve Section below, as applicable	-	-	-	-	-	-	-	-	-
Gross Potential Income					124,368	174,432	238,790	122,841	178,177	240,712	128,027	128,246	248,973
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	n/a	Unit formula manually per netted MOHCD policy, used in computing laundry unit appropriate	(3,200)	(6,667)	(12,667)	(2,800)	(4,500)	(7,400)	(2,920)	(4,720)	(7,500)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	n/a		(2,200)	(617)	(1,142)	-	(1,177)	(1,177)	(1,200)	(1,200)	(1,200)
Vacancy Loss - Commercial	n/a	n/a	n/a		-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME					120,972	167,907	226,123	120,041	172,679	233,312	125,107	127,026	241,473
OPERATING EXPENSES													
Management Fee	n/a	3.5%	3.5%	schedule	11,428	7,004	16,432	11,828	7,249	16,077	12,242	7,903	10,745
Asset Management Fee	n/a	3.5%	3.5%	per MOHCD policy	9,300	5,700	15,000	9,620	5,900	15,225	8,862	6,105	10,000
Sub-total Management Expenses					20,728	12,704	31,432	21,448	13,149	31,302	21,104	14,008	20,745
Salaries/Benefits	n/a	3.5%	3.5%		882	569	1,551	895	510	1,605	1,030	631	1,061
Office Salaries	n/a	3.5%	3.5%		3,075	2,009	5,444	3,483	2,141	6,035	3,918	2,278	5,832
Health Insurance and Other Benefits	n/a	7.0%	7.0%	Historically high inflation	4,511	2,563	7,278	4,298	2,358	7,781	4,784	3,100	8,329
Other Salaries/Benefits	n/a	3.5%	3.5%		4,918	3,014	7,832	5,020	3,120	8,210	5,268	3,259	8,497
Administrative Rent-Free Unit	n/a	3.5%	3.5%		12,785	8,427	22,202	14,405	8,979	23,234	15,079	9,747	24,519
Sub-total Salaries/Benefits					26,291	16,519	41,887	26,696	15,148	49,840	29,004	18,744	47,677
Administration	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Advertising and Marketing	n/a	3.5%	3.5%		4,222	8,012	11,134	5,307	6,223	11,524	5,468	6,441	11,927
Office Expenses	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Office Rent	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Legal Expense - Property	n/a	3.5%	3.5%		829	972	1,900	857	1,006	1,883	897	1,041	1,608
Audit Expenses	n/a	3.5%	3.5%		2,921	2,563	12,076	4,298	2,358	13,329	4,784	2,618	13,792
Bookkeeping/Accounting Services	n/a	3.5%	3.5%		2,053	2,411	4,484	2,125	2,463	4,820	2,200	2,582	4,782
Bad Debts	n/a	1.0%	1.0%	Constrained with net inflation	890	890	1,920	987	816	1,915	704	828	1,500
Miscellaneous	n/a	3.5%	3.5%		61	70	145	97	145	291	91	132	
Sub-total Administration Expenses					14,880	17,333	31,913	15,777	17,816	32,882	16,690	18,419	34,193
Utilities	n/a	3.5%	3.5%		1,813	1,897	3,908	1,859	1,950	3,929	1,728	2,028	3,796
Electricity	n/a	4.5%	4.5%	Historically high inflation	6,771	10,297	19,083	6,166	10,760	19,978	6,578	11,544	20,822
Water	n/a	3.5%	3.5%		1,829	2,263	4,191	1,995	2,342	4,338	2,055	2,424	4,496
Gas	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
sewer	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Utilities					12,312	14,453	26,765	12,831	14,962	27,842	13,371	16,697	29,689
Taxes and Licenses	n/a	3.5%	3.5%		163	160	283	161	265	157	162	269	
Real Estate Taxes	n/a	3.5%	3.5%		1,624	893	2,819	1,681	1,030	2,711	1,739	1,019	2,908
Payroll Taxes	n/a	3.5%	3.5%		414	498	900	428	503	922	463	521	964
Miscellaneous Taxes, Licenses and Permits	n/a	3.5%	3.5%		2,301	1,881	3,762	2,774	1,634	3,908	2,310	1,888	4,034
Sub-total Taxes and Licenses					4,502	3,442	7,764	4,602	3,232	7,659	4,572	3,382	7,876
Insurance	n/a	3.5%	3.5%		2,197	2,973	4,764	2,288	2,653	4,831	2,348	2,715	5,103
Property and Liability Insurance	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Public Bond Insurance	n/a	3.5%	3.5%		1,143	700	1,843	1,183	723	1,908	1,224	750	1,874
Director's & Officers' Liability Insurance	n/a	3.5%	3.5%		334	3,273	6,807	3,461	3,397	8,923	3,672	3,608	7,078
Sub-total Insurance					3,341	3,273	6,807	3,461	3,397	8,923	3,672	3,608	7,078
Maintenance & Repair	n/a	3.5%	3.5%		7,854	8,668	18,640	7,922	8,300	17,222	8,200	8,628	17,825
Payroll	n/a	3.5%	3.5%		2,951	2,419	4,440	2,138	2,504	4,657	2,268	2,592	4,790
Supplies	n/a	3.5%	3.5%		4,344	2,662	7,008	4,400	3,755	7,251	4,653	2,852	7,505
Contractors	n/a	3.5%	3.5%		3,758	4,402	8,165	3,887	4,683	8,451	4,023	4,723	8,747
Garbage and Trash Removal	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Security Payroll/Contract	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance	n/a	3.5%	3.5%		414	488	900	428	603	932	443	521	904
Vehicle and Maintenance Equipment Operation and Repairs	n/a	3.5%	3.5%		55	65	120	57	67	124	69	89	129
Miscellaneous Operating and Maintenance Expenses	n/a	3.5%	3.5%		2,834	3,356	8,160	2,923	3,443	8,378	3,025	3,663	8,569
Sub-total Maintenance & Repair Expenses					21,119	22,363	43,471	21,897	23,136	44,992	22,622	23,846	46,267
Supportive Services	n/a	3.5%	3.5%		571	611	1,132	539	633	1,172	658	655	1,213
Commercial Expenses	n/a	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Operating Expenses w/o RESERVE/GL BASE RENT/BOND FEES					88,658	85,446	169,304	91,818	83,848	178,511	85,445	84,761	182,206
TOTAL OPERATING EXPENSES w/o RESERVE/GL BASE RENT/BOND FEES					88,658	85,446	169,304	91,818	83,848	178,511	85,445	84,761	182,206
RESERVE/ROUND LEASE BASE RENT/BOND FEES					-	-	7,054	-	-	-	-	-	-
NET OPERATING INCOME (INCOME MINUS OP EXPENSES)					120,972	167,907	226,123	120,041	172,679	233,312	125,107	127,026	241,473
DEBT SERVICE (Hard debt/Amortized loans)					-	-	-	-	-	-	-	-	-
Hard Debt - First Lender	n/a	-	-		-	-	-	-	-	-	-	-	-
Hard Debt - Second Lender (HCD Program 0.2% rent, or other 2nd Lender)	n/a	-	-		8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	n/a	-	-		-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender	n/a	-	-		-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service	n/a	-	-		-	-	-	-	-	-	-	-	-
TOTAL HARD DEBT SERVICE					8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007
CASH FLOW (NOI minus DEBT SERVICE)					10,780	16,339	27,118	6,670	15,831	22,501	6,670	16,339	23,099
Commercial Only Cash Flow	n/a	-	-		-	-	-	-	-	-	-	-	-
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)	n/a	-	-		-	-	-	-	-	-	-	-	-
AVAILABLE CASH FLOW					10,780	16,339	27,118	6,670	15,831	22,501	6,670	16,339	23,099
USES OF CASH FLOW BELOW (This row also shows DSCR.)					-	-	-	-	-	-	-	-	-
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL					-	-	-	-	-	-	-	-	-
Below-the-line Asset Mgt fee (inclusion in new projects, see policy)	n/a	0.0%	0.0%		-	-	-	-	-	-	-	-	-
Partnership Management Fee (see policy for limits)	n/a	0.0%	0.0%		4,600	5,000	10,000	4,600	5,000	10,000	4,600	5,000	10,000
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	n/a	0.0%	0.0%		2,070	2,430	4,500	2,070	2,430	4,500	2,070	2,430	4,500
Other Payments	n/a	-	-		-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 1	n/a	-	-	Enter comments re annual increase, etc.	-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 2	n/a	-	-	Enter comments re annual increase, etc.	-	-	-	-	-	-	-	-	-
Deferred Developer Fee (Enter amt or Max Fee from row 121)	n/a	-	-	Enter comments re annual increase, etc.	-	-	-	-	-	-	-	-	-
TOTAL PAYMENTS PRECEDING MOHCD					4,170	4,625	8,935	4,170	4,625	8,935	4,170	4,625	8,935
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)					10,780	16,356	29,425	6,670	15,831	22,501	6,670	16,339	

Mosaica Senior Apartments

INCOME	Total	LOSP Use %	non-LOSP %	Comments [related to annual fee assumptions]	Year 4 2020			Year 5 2021			Year 6 2022		
					% Annual Increase	% Annual Increase	Total	% Annual Increase	% Annual Increase	Total	% Annual Increase	% Annual Increase	Total
					46.0%	54.0%	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP
Residential - Tenant Rents		1.0%	3.5%	SSUSA income escalators have been very low historically. We consider tenant income escalators to be very modest over the next 20 years. We consider a 2.5% (1 unit in Van) RAR escalation in 2025 (1 unit in Van)	57,124	86,572	154,706	57,708	102,022	159,731	58,281	105,592	163,875
Residential - Tenant Assistance Payments (Non-LOSP)		n/a	2.5%		-	24,605	24,605	-	25,220	25,220	-	25,835	25,835
Residential - LOSP Tenant Assistance Payments		n/a	n/a		70,070	-	-	71,204	-	-	69,410	-	-
Commercial Space		n/a	0.0%		-	-	-	-	-	-	-	-	-
Residential Parking		0.0%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income		2.5%	2.5%		347	407	754	353	417	773	364	428	792
Supportive Services Income		0.0%	0.0%		-	-	-	-	-	-	-	-	-
Interest Income - Project Operations		0.0%	0.0%		-	-	-	-	-	-	-	-	-
Landscaping and Vending		2.5%	2.5%		1,084	1,077	3,061	1,128	2,027	3,753	1,170	2,077	3,847
Tenant Charges		2.5%	2.5%		416	468	805	427	501	877	437	517	850
Miscellaneous Residential Income		0.0%	0.0%		-	-	-	-	-	-	-	-	-
Other Commercial Income		n/a	0.0%		-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (opposed to operating account)		n/a	n/a	Low Run Reserve Section below, as appropriate	-	-	-	-	-	-	-	-	-
Sub-total Management Expenses		n/a	n/a		739,681	726,049	225,700	723,478	730,186	253,604	730,654	734,661	265,125
Vacancy Loss - Residential - Tenant Rents		n/a	n/a	Enter formulas manually per instruction MOHCD policy; annual incorporating vacancy not appropriate	(2,837)	(4,929)	(7,745)	(2,855)	(5,101)	(7,985)	(2,919)	(5,285)	(6,194)
Vacancy Loss - Residential - Tenant Assistance Payments		n/a	n/a		-	(1,230)	-	-	(1,230)	-	-	-	(1,230)
Vacancy Loss - Commercial		n/a	n/a		-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME					174,785	179,890	246,695	170,633	173,424	254,337	177,760	177,899	255,618
OPERATING EXPENSES													
Management Fees		3.5%	3.5%	MOHCD	12,000	7,758	20,438	13,114	8,037	21,101	13,023	8,110	21,881
Asset Management Fees		3.5%	3.5%	per MOHCD policy	10,371	6,230	18,031	10,672	6,541	17,213	11,043	6,770	17,815
Sub-total Management Expenses					22,371	13,988	37,067	23,786	14,578	38,314	24,066	14,880	39,696
Salaries/Benefits		3.5%	3.5%		1,069	853	1,720	1,163	878	1,760	1,142	700	1,842
Office Salaries		3.5%	3.5%		3,742	2,294	8,036	3,873	2,374	8,247	4,009	2,457	8,468
Health Insurance and Other Benefits		7.0%	7.0%	Historically high inflation	3,008	3,397	8,917	5,972	3,824	9,538	5,226	3,877	10,204
Other Salaries/Benefits		3.5%	3.5%		4,609	3,562	7,481	4,661	3,459	8,190	3,411	3,362	6,421
Administrative Rent-Free Units		3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits					16,788	8,676	25,462	16,822	10,133	26,685	17,318	10,614	27,932
Advertising and Marketing		3.5%	3.5%		-	-	-	-	-	-	-	-	-
Office Expenses		3.5%	3.5%		5,078	4,656	12,344	5,877	6,899	12,777	6,083	7,761	13,224
Office Rent		3.5%	3.5%		918	1,078	1,998	650	1,115	2,068	983	1,154	2,138
Lease Expense - Property		3.5%	3.5%		6,968	7,769	14,276	6,706	7,978	14,774	7,034	8,237	15,261
Audit Expense		3.5%	3.5%		2,277	2,613	4,842	2,354	2,765	5,123	2,439	2,843	5,302
Bookkeeping/Accounting Services		1.0%	1.0%	Consistent with rent intake	711	835	1,545	718	843	1,591	735	841	1,877
Bad Debt		3.5%	3.5%		71	81	155	74	87	161	78	90	168
Miscellaneous		3.5%	3.5%		18,222	19,443	35,263	16,772	18,889	34,681	17,341	20,357	37,831
Sub-total Administration Expenses					18,222	19,443	35,263	16,772	18,889	34,681	17,341	20,357	37,831
Utilities		3.5%	3.5%		1,788	2,099	3,887	1,851	2,173	4,023	1,915	2,249	4,164
Water		4.5%	4.5%	Historically high inflation	1,028	1,170	2,160	1,060	1,239	2,278	1,031	1,232	2,262
Gas		3.5%	3.5%		2,137	2,509	4,847	2,212	2,507	4,808	2,220	2,648	4,978
Sewer		3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Utilities					13,815	16,339	30,234	14,633	17,049	31,511	16,136	17,768	33,804
Taxes and Licenses		1.2%	1.2%		189	103	272	171	105	278	173	106	278
Payroll Taxes		3.5%	3.5%		459	519	993	475	559	1,033	492	577	1,062
Miscellaneous Taxes, Licenses and Permits		3.5%	3.5%		2,428	1,748	4,174	2,609	1,804	4,314	2,683	1,888	4,458
Sub-total Taxes and Licenses					2,428	1,748	4,174	2,609	1,804	4,314	2,683	1,888	4,458
Insurance		3.5%	3.5%		2,430	2,852	5,293	2,515	2,852	5,497	2,603	3,055	5,656
Property and Liability Insurance		0.0%	0.0%		-	-	-	-	-	-	-	-	-
Fidelity Bond Insurance		3.5%	3.5%		1,267	716	2,043	1,311	804	2,115	1,337	832	2,188
Workers Compensation		3.5%	3.5%		-	-	-	-	-	-	-	-	-
Director's & Officers Liability Insurance		0.0%	0.0%		-	-	-	-	-	-	-	-	-
Sub-total Insurance					3,997	3,529	7,336	3,826	3,768	7,582	3,940	3,887	7,847
Maintenance & Repair		3.5%	3.5%		8,487	9,882	18,448	8,784	10,311	19,095	8,991	10,672	19,783
Payroll		3.5%	3.5%		2,235	2,832	4,987	2,363	2,778	5,141	2,448	2,873	5,321
Supplies		3.5%	3.5%		4,819	4,952	7,768	4,955	3,065	8,940	5,159	3,192	6,321
Contractors		3.5%	3.5%		4,154	4,868	8,053	4,310	5,090	8,370	4,481	5,237	6,097
Garbage and Trash Removal		3.5%	3.5%		-	-	-	-	-	-	-	-	-
Security Payroll/Contract		3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance		3.5%	3.5%		459	539	998	475	558	1,033	492	577	1,062
Vehicle and Maintenance Equipment Operation and Repairs		3.5%	3.5%		81	73	133	83	74	138	84	77	143
Miscellaneous Operating and Maintenance Expenses		3.5%	3.5%		3,142	3,688	6,830	3,252	3,817	7,059	3,365	3,951	7,318
Sub-total Maintenance & Repair Expenses					23,413	26,784	48,197	24,313	26,681	49,964	26,041	28,549	51,610
Supportive Services		3.5%	3.5%		577	678	1,255	598	701	1,299	618	728	1,344
Commercial Expenses		3.5%	3.5%		-	-	-	-	-	-	-	-	-
TOTAL OPERATING EXPENSES w/o RESERVE/OL BASE RENT/BOND FEES					89,040	89,898	189,038	102,778	83,361	194,133	106,665	86,666	209,520
Reserve/Ground Lease Base Rent/Bond Fees					-	-	-	-	-	-	-	-	-
Ground Lease Base Rent					-	-	-	-	-	-	-	-	-
Bond Monthly Fee					-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit					13,020	7,880	21,000	13,020	7,880	21,000	13,020	7,880	21,000
Operating Reserve Deposit					-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit					-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit					-	-	-	-	-	-	-	-	-
Required Reserve Deposits - Commercial					-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees					13,020	7,880	21,000	13,020	7,880	21,000	13,020	7,880	21,000
TOTAL OPERATING EXPENSES w/ RESERVE/OL BASE RENT/BOND FEES					102,060	97,778	210,038	115,798	91,241	215,133	119,685	94,546	230,520
NET OPERATING INCOME (INCOME minus OP EXPENSES)					14,734	31,712	36,646	14,734	32,493	37,217	30,664	23,064	31,118
DEBT SERVICE (Hard debt/amortized loans)					-	-	-	-	-	-	-	-	-
Hard Debt - First Lender					-	-	-	-	-	-	-	-	-
Hard Debt - Second Lender (PDCD Program) 4.2% pmt, or other 2nd Lender					-	-	-	-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)					-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender					-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service					-	-	-	-	-	-	-	-	-
TOTAL HARD DEBT SERVICE					0,000	0,000	0,000	0,000	0,000	0,000	0,000	0,000	0,000
CASH FLOW (NOI minus DEBT SERVICE)					14,734	31,712	36,646	14,734	32,493	37,217	30,664	23,064	31,118
Commercial Cash Flow					6,670	16,890	23,930	6,670	17,640	24,210	18,111	18,111	
Acceptance of Commercial Supplies to LOSP/Non-LOSP (residual income)					-	-	-	-	-	-	-	-	
AVAILABLE CASH FLOW					6,670	16,890	23,930	6,670	17,640	24,210	18,111	18,111	
USES OF CASH FLOW BELOW (This row also shows DSCR.)					6,670	16,890	23,930	6,670	17,640	24,210	18,111	18,111	
USES THAT PRECEED MOHCD DEBT SERVICE (WATERFALL)					-	-	-	-	-	-	-	-	
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)		0.0%	0.0%		-	-	-	-	-	-	-	-	
Partnership Management Fee (see policy for limits)		0.0%	0.0%		4,650	5,400	10,000	4,650					

Mosaica Senior Apartments

INCOME	Tot.	LOSP #1	non-LOSP #3	Comments (related to annual int assumptions)	Year 7 - 2023			Year 8 2024			Year 9 2025				
					% annual inc/LOSP	% annual increase	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
					46.00%	54.00%									
Residential - Tenant Rents		1.0%	3.5%	BSISSA income escalations have been very low historically. We consider tenant income escalations in terms of annual income.	58,865	100,388	168,154	59,454	113,113	172,567	60,400	117,072	177,121		
Residential - Tenant Assistance Payments (Non-LOSP)		n/a	0.0%	USAFRA FMR covers. Paid to property of FMR recipient in 2.5% (1 unit in Wash)	-	20,497	20,497	-	27,194	27,194	-	27,839	27,839		
Residential - LOSP Tenant Assistance Payments		n/a	0%		73,234	-	73,234	70,812	-	70,812	80,532	-	80,532		
Commercial Space		n/a	0.0%		-	-	-	-	-	-	-	-	-		
Residential Parking		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Miscellaneous Rent Income		2.5%	2.5%		373	438	815	303	449	852	322	461	883		
Supportive Services Income		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Interest Income - Project Operations		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Laundry and Vending		2.5%	2.5%		1,814	2,129	3,943	1,659	2,182	4,042	1,908	2,337	4,143		
Tenant Charges		2.5%	2.5%		449	606	874	459	639	808	471	653	1,023		
Miscellaneous Residential Income		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Other Commercial Income		n/a	0.0%		-	-	-	-	-	-	-	-	-		
Withdrawals from Capitalized Reserve (equal to operating profit)		n/a	n/a	Unit 1001 Reserve Section below, as applicable	-	-	-	-	-	-	-	-	-		
Gross Potential Income					124,735	138,878	273,813	128,568	143,443	282,411	143,370	148,160	291,330		
Vacancy Loss - Residential - Tenant Rents		n/a	n/a	Enter formula manually per relevant MOH policy, annual increasing weekly rate	(2,943)	(5,456)	(8,408)	(2,973)	(5,554)	(8,520)	(3,002)	(5,554)	(8,658)		
Vacancy Loss - Residential - Tenant Assistance Payments		n/a	n/a	appropriate	-	(1,325)	(1,325)	-	(1,358)	(1,358)	-	(1,392)	(1,392)		
Vacancy Loss - Commercial		n/a	n/a	appropriate	-	-	-	-	-	-	-	-	-		
EFFECTIVE GROSS INCOME					121,791	132,097	264,881	125,595	136,430	272,425	140,367	142,616	282,282		
OPERATING EXPENSES															
Management															
Management Fee		3.5%	3.5%	scholar	14,048	8,810	22,858	14,330	8,911	23,241	15,048	9,223	24,271		
Asset Management Fee		3.5%	3.5%	per MOHCD policy	11,432	7,007	18,439	11,832	7,252	19,084	12,248	7,506	19,754		
Sub-total Management Expenses					25,480	15,817	41,297	26,162	16,163	42,325	27,296	16,729	44,024		
Salaries/Benefits															
Office Salaries		3.5%	3.5%		1,182	724	1,907	1,223	750	1,973	1,268	778	2,042		
Manager's Salary		3.5%	3.5%		4,109	2,543	8,822	4,294	2,832	8,928	4,445	2,724	7,169		
Health Insurance and Other Benefits		7.0%	7.0%	Historically high inflation	4,129	4,149	10,618	7,243	4,439	11,062	7,750	4,750	12,500		
Other Salaries/Benefits		3.5%	3.5%		4,095	3,705	8,795	4,287	3,835	10,062	4,478	3,969	10,445		
Administrative Rent-Free Unit		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
Sub-total Salaries/Benefits					16,145	11,121	29,267	19,007	11,626	39,673	19,337	12,319	32,154		
Administration															
Advertising and Marketing		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
Office Expenses		3.5%	3.5%		6,208	7,381	13,887	6,918	7,844	14,198	6,744	7,817	14,601		
Office Rent		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
Legal Expenses - Property		3.5%	3.5%		1,018	1,193	2,213	1,053	1,237	2,290	1,280	1,470	2,370		
Audit Expenses		3.5%	3.5%		7,280	8,540	15,827	7,533	8,845	16,381	7,799	8,135	16,934		
Bookkeeping/Accounting Services		3.5%	3.5%		2,504	2,903	5,487	2,613	3,057	5,676	3,104	3,174	5,973		
Bad Debts		1.0%	1.0%	Consistent with real estate	732	830	1,562	740	858	1,608	747	877	1,624		
Miscellaneous		3.5%	3.5%		78	30	372	82	35	178	83	102	184		
Sub-total Administration Expenses					17,609	21,068	38,779	16,638	21,769	43,962	18,168	22,904	41,672		
Utilities															
Electricity		3.5%	3.5%		1,983	2,327	4,310	2,002	2,409	4,461	2,124	2,492	4,617		
Water		4.5%	4.5%	Historically high inflation	11,422	13,409	24,831	11,827	14,012	26,842	12,474	14,942	27,117		
Gas		3.5%	3.5%		2,370	2,782	5,153	2,453	2,878	5,332	2,638	2,880	5,519		
Sewer		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
Sub-total Utilities					16,776	18,518	34,293	16,441	18,300	35,743	17,136	20,116	37,252		
Taxes and Licenses															
Real Estate Taxes		1.2%	1.2%		170	107	283	177	108	285	179	110	289		
Payroll Taxes		3.5%	3.5%		1,661	1,223	2,810	1,661	1,256	2,914	1,718	1,311	3,025		
Miscellaneous Taxes, Licenses and Permits		3.5%	3.5%		529	597	1,108	527	618	1,143	545	640	1,165		
Sub-total Taxes and Licenses					2,860	1,927	4,863	2,770	1,983	4,742	2,462	2,960	4,922		
Insurance															
Property and Liability Insurance		3.5%	3.5%		2,624	3,162	5,858	2,788	3,273	6,061	2,889	3,388	6,273		
Fidelity Bond Insurance		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Worker's Compensation		3.5%	3.5%		1,433	881	2,296	1,454	881	2,345	1,505	822	2,427		
Director's & Officers Liability Insurance		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Sub-total Insurance					4,058	4,033	8,154	4,242	4,164	8,406	4,394	4,310	8,700		
Maintenance & Repair															
Payroll		3.5%	3.5%		8,402	11,046	20,455	8,739	11,432	21,171	10,079	11,832	21,912		
Supplies		3.5%	3.5%		2,533	2,914	5,507	2,622	3,078	5,700	2,714	3,186	5,899		
Contractors		3.5%	3.5%		3,340	3,273	6,613	4,028	3,387	6,814	4,228	3,508	6,726		
Garbage and Trash Removal		3.5%	3.5%		4,617	5,420	10,537	4,779	5,610	10,348	4,846	5,806	10,753		
Security Payroll/Contract		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
MVAC Repairs and Maintenance		3.5%	3.5%		509	597	1,106	527	618	1,143	545	640	1,165		
Vehicle and Maintenance Equipment Operation and Repairs		3.5%	3.5%		88	80	148	70	82	153	73	85	158		
Miscellaneous Operating and Maintenance Expenses		3.5%	3.5%		3,483	4,089	7,972	3,005	4,232	7,807	3,731	4,380	8,112		
Sub-total Maintenance & Repair Expenses					26,619	37,478	63,837	26,638	38,469	68,307	28,439	38,435	67,249		
Supportive Services		3.5%	3.5%		640	731	1,392	623	778	1,440	686	803	1,481		
Commercial Expenses					-	-	-	-	-	-	-	-	-		
TOTAL OPERATING EXPENSES w/ RESERVE/SOL BASE RENT/BOND FEES					110,707	100,485	211,192	114,811	104,287	219,119	119,283	108,177	227,440		
Reserves/Ground Lease Base Rent/Bond Fees															
Ground Lease Base Rent		-	-		-	-	-	-	-	-	-	-	-		
Bond Monitoring Fee		-	-		-	-	-	-	-	-	-	-	-		
Reassessment Reserve Deposit		-	-		-	-	-	-	-	-	-	-	-		
Operating Reserve Deposit		-	-		-	-	-	-	-	-	-	-	-		
Other Required Reserve 1 Deposit		-	-		-	-	-	-	-	-	-	-	-		
Other Required Reserve 2 Deposit		-	-		-	-	-	-	-	-	-	-	-		
Required Reserve Deposits, Commercial		-	-		-	-	-	-	-	-	-	-	-		
Sub-total Reserves/Ground Lease Base Rent/Bond Fees					13,020	7,880	21,000	13,020	7,880	21,000	13,020	7,880	21,000		
TOTAL OPERATING EXPENSES w/ RESERVE/SOL BASE RENT/BOND FEES					123,727	108,465	232,192	127,831	112,167	240,119	132,303	116,157	248,440		
NET OPERATING INCOME (INCOME minus OP EXPENSES)					8,064	23,632	31,689	8,064	24,163	32,297	8,064	24,758	32,822		
DEBT SERVICE (Hard debt/amortized loans)															
Hard Debt - First Lender		-	-		-	-	-	-	-	-	-	-	-		
Hard Debt - Second Lender (MOHCD Program @ 4.2% pmt. or other 2nd Lender)		-	-		8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007		
Hard Debt - Third Lender (Other MOHCD Program or other 3rd Lender)		-	-		-	-	-	-	-	-	-	-	-		
Hard Debt - Fourth Lender		-	-		-	-	-	-	-	-	-	-	-		
Commercial Hard Debt Service		-	-		-	-	-	-	-	-	-	-	-		
TOTAL HARD DEBT SERVICE					-	-	-	-	-	-	-	-	-		
CASH FLOW (NOI minus DEBT SERVICE)					8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007		
Commercial Only Cash Flow		-	-		-	-	-	-	-	-	-	-	-		
Abstraction of Commercial Surplus to LOSP/non-LOSP (residual income)		-	-		-	-	-	-	-	-	-	-	-		
AVAILABLE CASH FLOW					8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007		
USES OF CASH FLOW BELOW (This row also shows DSCR.)															
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL															
Below-the-line Asset Mgt Fee (concomitant in new projects, see policy)		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Partnership Management Fee (see policy for limits)		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)		-	-		-	-	-	-	-	-	-	-	-		
Other Payments		-	-		-	-	-	-	-	-	-	-	-		
Non-amortizing Loan Pmt - Lender 1		-	-		-	-	-	-	-	-	-	-	-		
Non-amortizing Loan Pmt - Lender 2		-	-		-	-	-	-	-	-	-	-	-		
Deferred Developer Fee (Enter amt <= Max Fee from row 131)		-	-		-	-	-	-	-	-	-	-	-		
TOTAL PAYMENTS PRECEDING MOHCD					-	-	-	-	-	-	-	-	-		
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)					8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007		
Does Project have a MOHCD Residual Receipt Obligation?		Yes													

Mosalca Senior Apartments

INCOME	LOSP Unit	non-LOSP Unit	Comments	Year 10 2026			Year 2027			Year 12 2028		
				% annual inc LOSP	% annual inc non-LOSP	Total	% annual inc LOSP	% annual inc non-LOSP	Total	% annual inc LOSP	% annual inc non-LOSP	Total
				45.00%	54.00%	(related to annual fee assumption)	45.00%	54.00%	(related to annual fee assumption)	45.00%	54.00%	(related to annual fee assumption)
Residential - Tenant Rents	1.0%	3.5%	BASELINE income escalators have been very low historically. We consider tenant income escalators on a rolling annual increase.	80,649	121,170	181,818	81,206	125,411	186,695	81,888	128,800	191,668
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	2.5%	WASTIP 70% down - Paid by property of PMA recipient at 2.5% (1 unit to 1 unit)	-	28,534	28,534	-	29,247	29,247	-	29,979	29,979
Residential - LOSP Tenant Assistance Payments	n/a	n/a	-	84,460	-	84,460	84,543	-	84,626	84,710	-	84,793
Commercial Space	n/a	0.0%	-	-	-	-	-	-	-	-	-	-
Residential Parking	0.0%	0.0%	-	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income	2.5%	2.5%	-	462	472	474	472	484	480	472	486	491
Supportive Services Income	0.0%	0.0%	-	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations	0.0%	0.0%	-	-	-	-	-	-	-	-	-	-
Laundry and Vending	2.5%	2.5%	-	1,843	2,133	2,428	2,003	2,330	2,662	2,653	2,939	3,481
Tenant Charges	2.5%	2.5%	-	483	505	1,049	493	591	1,075	507	605	1,102
Miscellaneous Residential Income	0.0%	0.0%	-	-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	0.0%	-	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (Deposit to operating account)	n/a	n/a	LUX from Reserve Section below, as applicable	-	-	-	-	-	-	-	-	-
Gross Potential Income				147,648	163,038	300,983	162,709	168,073	310,782	167,187	183,279	320,542
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formula manually or relevant MOHCD policy, annual occupancy vacancy not appropriate	(3,022)	(6,054)	(9,081)	(2,052)	(4,103)	(6,333)	(2,063)	(4,490)	(6,583)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	-	-	(1,427)	-	-	(1,462)	-	(1,497)	-	(1,493)
Medical Loss - Commercial	n/a	n/a	-	-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME				144,626	155,563	291,902	160,657	163,970	304,449	165,124	178,789	313,959
OPERATING EXPENSES												
Management												
Management Fee	3.5%	3.5%	schedule	15,070	9,546	25,121	16,120	8,890	20,000	16,694	10,226	20,910
Asset Management Fee	3.5%	3.5%	per MOHCD policy	12,413	7,189	29,443	13,119	8,601	7,158	13,516	6,322	61,693
Sub-total Management Expenses				27,483	16,735	54,564	29,239	17,491	27,158	30,210	16,548	82,603
Salaries/Benefits												
Office Salaries	3.5%	3.5%	-	1,311	813	2,114	1,356	831	2,165	1,404	860	2,284
Manager's Salary	3.5%	3.5%	-	4,600	2,819	7,420	4,761	2,818	7,819	4,928	3,020	7,948
Health Insurance and Other Benefits	7.0%	7.0%	historically high inflation	8,292	9,476	13,375	8,873	9,938	16,311	8,496	9,491	15,313
Other Salaries/Benefits	3.5%	3.5%	-	5,201	4,598	10,811	4,837	4,252	11,162	4,402	4,402	11,540
Administrative Rent-Free Unit	3.5%	3.5%	-	-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits				19,804	12,817	37,719	21,928	14,439	35,367	23,006	14,100	37,106
Administration												
Advertising and Marketing	3.5%	3.5%	-	-	-	-	-	-	-	-	-	-
Office Expenses	3.5%	3.5%	-	6,080	8,194	15,174	7,925	4,881	15,708	7,477	8,778	18,255
Office Rent	3.5%	3.5%	-	-	-	-	-	-	-	-	-	-
Legal Expenses - Property	3.5%	3.5%	-	1,128	1,325	2,453	1,168	1,371	2,509	1,209	1,410	2,628
Audit Expenses	3.5%	3.5%	-	8,072	9,476	17,547	8,354	8,807	16,181	8,847	10,160	18,787
Bookkeeping/Accounting Services	3.5%	3.5%	-	2,739	3,285	6,084	2,887	3,400	6,292	3,598	4,319	8,517
Bad Debt	1.0%	1.0%	Consistent with rent inflation	755	886	1,641	762	895	1,657	770	894	1,674
Miscellaneous	3.5%	3.5%	-	88	103	181	107	107	197	94	110	204
Sub-total Administration Expenses				18,822	22,587	43,000	20,495	21,061	44,557	21,153	24,881	49,076
Utilities												
Electricity	3.5%	3.5%	-	2,168	2,580	4,778	2,275	2,671	4,840	2,352	2,747	5,110
Water	4.5%	4.5%	historically high inflation	13,335	15,832	28,337	13,823	16,890	29,812	14,234	16,710	30,945
Gas	3.5%	3.5%	-	2,627	3,084	5,712	2,719	3,192	5,912	2,815	3,304	6,119
Sewer	3.5%	3.5%	-	-	-	-	-	-	-	-	-	-
Sub-total Utilities				17,800	20,967	38,827	18,615	21,653	40,463	19,604	23,774	47,182
Taxes and Licenses												
Real Estate Taxes	1.2%	1.2%	-	181	111	292	183	112	295	183	114	299
Payroll Taxes	3.5%	3.5%	-	2,513	1,359	3,669	2,624	1,404	3,654	2,371	1,453	3,824
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%	-	566	682	1,227	584	696	1,270	604	710	1,314
Sub-total Taxes and Licenses				2,858	1,300	5,088	2,988	2,202	5,258	3,160	2,978	6,437
Insurance												
Property and Liability Insurance	3.5%	3.5%	-	2,987	3,508	6,493	3,051	3,629	6,720	3,192	3,750	6,956
Fidelity Bond Insurance	0.0%	0.0%	-	-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	3.5%	-	1,557	954	2,512	1,612	888	2,600	1,698	1,022	2,691
Director's & Officer's Liability Insurance	0.0%	0.0%	-	-	-	-	-	-	-	-	-	-
Sub-total Insurance				4,544	4,461	9,005	4,703	4,617	9,320	4,890	4,778	9,646
Maintenance & Repair												
Payroll	3.5%	3.5%	-	10,432	12,249	22,878	10,767	12,675	23,472	11,175	13,119	24,284
Supplies	3.5%	3.5%	-	2,809	3,287	6,105	2,907	3,413	6,319	3,029	3,632	6,541
Contractor/Professional Services	3.5%	3.5%	-	3,660	3,628	9,548	4,127	3,750	9,885	4,342	3,887	10,229
Garbage and Trash Removal	3.5%	3.5%	-	5,119	6,029	11,108	5,209	6,219	11,518	5,499	6,427	11,921
Security Payroll/Contract	3.5%	3.5%	-	-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%	-	564	682	1,227	584	695	1,270	604	710	1,314
Vehicles and Maintenance Equipment Operation and Repairs	3.5%	3.5%	-	75	89	164	78	91	169	81	95	172
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%	-	3,842	4,534	8,305	3,907	4,693	8,689	4,137	4,854	8,993
Sub-total Maintenance & Repair Expenses				26,781	30,485	59,247	29,788	31,832	61,320	30,891	33,635	63,466
Supportive Services	3.5%	3.5%	-	710	833	1,543	735	862	1,587	760	892	1,653
Commercial Expenses	3.5%	3.5%	-	-	-	-	-	-	-	-	-	-
TOTAL OPERATING EXPENSES w/o RESERVES/G/L BASE RENT/BOND FEES				123,831	112,352	216,093	128,662	116,487	245,043	123,485	120,889	254,275
RESERVES/GROUND LEASE BASE RENT/BOND FEES												
Ground Lease Base Rent	-	-	-	-	-	-	-	-	-	-	-	-
Bond Monitoring Fee	-	-	-	-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit	-	-	-	13,020	7,890	21,000	13,020	7,890	21,000	13,020	7,890	21,000
Operating Reserve Deposit	-	-	-	-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit	-	-	-	-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit	-	-	-	-	-	-	-	-	-	-	-	-
Required Reserve Deposits - Commercial	-	-	-	-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				13,020	7,890	21,000	13,020	7,890	21,000	13,020	7,890	21,000
TOTAL OPERATING EXPENSES w/ RESERVES/G/L BASE RENT/BOND FEES				136,851	120,242	237,093	141,682	124,377	266,043	136,505	128,779	275,275
NET OPERATING INCOME (INCOME minus OP EXPENSES)												
				8,064	25,319	33,989	8,064	26,873	31,337	8,044	26,421	34,485
DEBT SERVICE (Hard debt/ amortized loans)												
Hard Debt - First Lender	-	-	-	-	-	-	-	-	-	-	-	-
Hard Debt - Second Lender (HCD Program/ 42% pmt of other 2nd Lender)	-	-	-	8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	-	-	-	-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL HARD DEBT SERVICE				8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007
CASH FLOW (NO INCOME DEBT SERVICE)												
Commercial Only Cash Flow	-	-	-	0	20,376	20,376	-	20,330	20,330	-	21,478	21,478
Adjustment of Commercial Surplus to LOSP/non-LOSP (residual income)	-	-	-	-	-	-	-	-	-	-	-	-
AVAILABLE CASH FLOW				0	20,376	20,376	-	20,330	20,330	-	21,478	21,478
USES OF CASH FLOW BELOW (this row also shows DSRC)												
USED THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL												
Below-the-Line Asset Mat fee (uncommon in new projects, see policy)	0.0%	-	-	-	-	-	-	-	-	-	-	-
Partnership Management Fee (see policy for limits)	0.0%	-	-	-	-	-	-	-	-	-	-	-
Investor Service Fee (One-Time Asset Mat Fee) (see policy for limits)	-	-	-	-	-	-	-	-	-	-	-	-
Other Payments	-	-	-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan From Lender	-	-	-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan From Lender	-	-	-	-	-	-	-	-	-	-	-	-
Deferred Developer Fee (Enter amt. & Max Fee from row 131)	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL PAYMENTS PRECEDING MOHCD				0	20,376	20,376	0	20,330	20,330	0	21,478	

Mosca Senior Apartments

INCOME	Tot.	LOSP Units #	non-LOSP Units #	46.00% % annual inc LOSP	54.00% % annual increase	Comments (related to annual inc assumptions)	Year 13 2029			Year 14 2030			Year 15 2031		
							LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
Residential - Tenant Rents		1.0%	3.5%	n/a	2.5%	50/50A income escalations have been very low historically. We consider low income escalations in 2029 annual increase	62,487	134,343	196,830	63,712	139,045	202,757	63,743	143,912	207,655
Residential - Tenant Assistance Payments (Non-LOSP)		n/a	n/a	n/a	0.0%	MOHCD defers. Paid to 100% of AAR (escalation in 2.5% (1 unit is 1 unit))	-	30,728	30,728	-	31,498	31,498	-	32,284	32,284
Residential - LOSP Tenant Assistance Payments		n/a	n/a	n/a	0.0%		97,274	97,274	97,274	101,936	101,936	101,936	106,600	106,600	106,600
Commercial Space		n/a	n/a	n/a	0.0%		-	-	-	-	-	-	-	-	-
Residential Parking		0.0%	0.0%	-	-		-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income		2.5%	2.5%	-	-		433	508	941	444	521	965	455	534	989
Support Services Income		0.0%	0.0%	-	-		-	-	-	-	-	-	-	-	-
Interest Income - Project Operations		0.0%	0.0%	-	-		-	-	-	-	-	-	-	-	-
Laundry and Vending		2.5%	2.5%	-	-		2,103	2,459	4,573	2,196	2,531	4,727	2,270	2,594	4,864
Tenant Charges		2.5%	2.5%	-	-		520	610	1,130	533	623	1,156	546	641	1,187
Miscellaneous Residential Income		0.0%	0.0%	-	-		-	-	-	-	-	-	-	-	-
Other Commercial Income		n/a	0.0%	-	-		-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)		n/a	n/a	n/a	n/a	Link from reserve section below, as applicable	-	-	-	-	-	-	-	-	-
Gross Potential Income							162,817	168,459	331,418	168,180	174,218	342,338	173,782	178,864	353,728
Vacancy Loss - Residential - Tenant Rents		n/a	n/a	n/a	n/a	Enter forecasts manually per relevant MOH policy, annual increasing vacancy not appropriate	(5,126)	(6,177)	(8,443)	(3,150)	(3,955)	(10,106)	(3,197)	(3,725)	(10,383)
Vacancy Loss - Residential - Tenant Assistance Payments		n/a	n/a	n/a	n/a		(1,539)	(1,539)	(1,539)	(1,575)	(1,575)	(1,575)	(1,614)	(1,614)	
Vacancy Loss - Commercial		n/a	n/a	n/a	n/a		-	-	-	-	-	-	-	-	
EFFECTIVE GROSS INCOME							156,152	160,753	322,975	163,455	168,693	330,716	170,974	176,185	343,345
OPERATING EXPENSES															
Management		3.5%	3.5%	schedule			17,268	10,564	27,832	17,873	10,954	28,827	18,499	11,339	29,836
Asset Management Fee		3.5%	3.5%	per MOHCD policy			14,651	8,613	23,264	14,970	9,028	23,998	15,557	9,227	24,281
Sub-total Management Expenses							31,919	19,177	51,096	32,843	19,982	52,825	34,056	20,566	54,116
Salaries/Benefits		3.5%	3.5%				1,483	891	2,374	1,504	922	2,426	1,537	954	2,511
Director's Salary		3.5%	3.5%				3,300	3,123	6,423	3,278	3,235	6,513	3,464	3,349	6,812
Health Insurance and Other Benefits		7.0%	7.0%	Historically high inflation			10,156	6,239	16,395	10,870	6,692	17,503	11,430	7,128	18,730
Other Salaries/Benefits		3.5%	3.5%				7,451	4,565	11,969	7,891	4,714	12,405	7,949	4,919	12,839
Administrative Rent-Free Unit		3.5%	3.5%				-	-	-	-	-	-	-	-	
Sub-total Salaries/Benefits							24,143	14,797	39,940	25,244	16,623	40,877	26,611	15,310	42,921
Administration		3.5%	3.5%				-	-	-	-	-	-	-	-	
Advertising and Marketing		3.5%	3.5%				7,730	2,063	9,793	8,010	8,403	17,413	6,200	7,722	18,023
Office Rent		3.5%	3.5%				-	-	-	-	-	-	-	-	
Legal Expenses - Property		3.5%	3.5%				1,281	1,469	2,750	1,385	1,520	2,905	1,340	1,573	2,914
Audit Expense		3.5%	3.5%				8,840	10,900	19,740	8,263	10,873	20,130	6,547	11,254	20,641
Bookkeeping/Accounting Services		3.5%	3.5%				3,100	3,643	6,743	3,217	3,750	6,961	3,324	3,852	7,220
Bad Debt		3.5%	3.5%	Consistent with market			87	114	212	101	118	219	104	122	229
Miscellaneous		3.5%	3.5%				-	-	-	-	-	-	-	-	
Sub-total Administration Expenses							21,917	26,729	47,465	23,685	24,607	49,372	23,439	27,016	50,854
Utilities		3.5%	3.5%				-	-	-	-	-	-	-	-	
Electricity		4.5%	4.5%	Historically high inflation			2,437	2,861	5,298	2,822	2,961	5,463	2,811	3,053	5,875
Water		3.5%	3.5%				14,975	17,452	32,327	15,544	18,249	33,792	16,244	19,049	35,313
Gas		3.5%	3.5%				3,815	3,420	6,533	3,015	3,510	6,525	3,121	3,623	6,784
Sewer		3.5%	3.5%				-	-	-	-	-	-	-	-	
Sub-total Utilities							20,227	23,743	43,960	21,682	24,746	45,800	21,976	25,707	47,772
Taxes and Licenses		1.2%	1.2%				187	115	302	190	116	306	192	118	310
Real Estate Taxes		3.5%	3.5%				2,454	1,504	3,958	2,540	1,557	4,096	2,428	1,611	4,239
Property Taxes		3.5%	3.5%				429	124	1,360	467	149	1,616	470	137	1,632
Miscellaneous Taxes, Licenses and Fees		3.5%	3.5%				3,247	3,363	4,630	3,377	3,809	4,490	2,618	6,006	
Sub-total Taxes and Licenses							3,868	2,982	6,950	3,777	3,525	6,702	2,830	7,487	
Insurance		3.5%	3.5%				3,711	3,857	7,569	3,427	4,023	7,451	3,547	4,164	7,711
Property and Liability Insurance		0.0%	0.0%				-	-	-	-	-	-	-	-	
Fidelity Bond Insurance		3.5%	3.5%				1,727	1,658	2,785	1,787	1,693	2,864	1,650	1,534	2,883
Workers Compensation		3.5%	3.5%				638	4,949	5,964	6,314	5,119	10,331	6,397	6,288	10,636
Directors & Officers' Liability Insurance		0.0%	0.0%				-	-	-	-	-	-	-	-	
Sub-total Insurance							6,076	10,463	16,328	5,228	5,745	10,315	5,197	5,797	
Maintenance & Repair		3.5%	3.5%				11,553	13,078	25,144	11,871	14,053	26,004	12,392	14,545	28,935
Paint		3.5%	3.5%				3,114	3,656	6,770	3,223	3,764	7,007	3,336	3,816	7,252
Supplies		3.5%	3.5%				6,564	4,023	10,587	6,783	4,164	10,997	7,031	4,302	11,541
Contractors		3.5%	3.5%				8,075	4,662	12,338	5,874	4,866	12,719	6,060	7,137	12,117
Garbage and Trash Removal		3.5%	3.5%				678	734	1,360	647	760	1,406	670	787	1,457
Security/Permit/Control		3.5%	3.5%				81	93	183	86	101	188	89	105	184
HVAC Repairs and Maintenance		3.5%	3.5%				4,282	3,620	6,306	4,432	3,922	6,934	4,257	5,384	9,971
Vehicle and Maintenance Equipment Operation and Repairs		3.5%	3.5%				31,810	33,777	65,088	33,027	34,990	67,897	34,182	36,183	70,346
Miscellaneous Operating and Maintenance Expenses		3.5%	3.5%				-	-	-	-	-	-	-	-	
Sub-total Maintenance & Repair Expenses							57,859	65,507	126,028	57,827	66,149	128,246	58,244	66,961	
Supportive Services		3.5%	3.5%				787	824	1,711	814	853	1,770	843	889	1,832
Commercial Expenses		3.5%	3.5%				-	-	-	-	-	-	-	-	
TOTAL OPERATING EXPENSES w/o RESERVES/QL BASE RENT/BOND FEES							138,600	135,466	264,074	143,840	138,224	274,164	149,490	136,172	284,662
TOTAL OPERATING EXPENSES w/ RESERVES/QL BASE RENT/BOND FEES							138,600	135,466	264,074	143,840	138,224	274,164	149,490	136,172	284,662
NET OPERATING INCOME (INCOME minus OP EXPENSES)							8,064	24,859	35,024	8,064	27,467	35,562	8,064	28,003	35,067
DEBT SERVICE (Hard debt/Amortized loans)															
Hard Debt - 1st Lender							8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007
Hard Debt - 2nd Lender (HCD Program E-41% yield, or other 2nd Lender)							-	-	-	-	-	-	-	-	
Hard Debt - 3rd Lender (Other HCD Program, or other 3rd Lender)							-	-	-	-	-	-	-	-	
Hard Debt - 4th Lender							-	-	-	-	-	-	-	-	
Commercial Hard Debt Service							-	-	-	-	-	-	-	-	
TOTAL HARD DEBT SERVICE							8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007
CASH FLOW (NOI minus DEBT SERVICE)															
Commercial Only Cash Flow							22,017	22,017	-	22,545	22,545	-	23,060	23,060	
Allocation of Commercial Supplies to LOSP/non-LOSP (residual income)							-	-	-	-	-	-	-	-	
AVAILABLE CASH FLOW							22,017	22,017	-	22,545	22,545	-	23,060	23,060	
USES OF CASH FLOW BELOW (This row also shows DSCR)															
Shows the "Net" Asset Val for (income) in new projects, see policy		0.0%					-	-	-	-	-	-	-	-	
Partnership Management Fee (see policy for limit)		0.0%					-	-	-	-	-	-	-	-	
Franchise Service Fee (aka "LP Asset Mgt Fee" (see policy for limit)							-	-	-	-	-	-	-	-	
Other Payments							-	-	-	-	-	-	-	-	
Non-amortizing Loan Pmt - Lender 1							-	-	-	-	-	-	-	-	
Non-amortizing Loan Pmt - Lender 2							-	-	-	-	-	-	-	-	
Deferred Developer Fee (for rent & Max Fee from row 131)							-	-	-	-	-	-	-	-	
TOTAL PAYMENTS PRECEDING MOHCD							-	-	-	-	-	-	-	-	
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)							22,017	22,017	-	22,545	22,545	-	23,060	23,060	

Mosalca Senior Apartments

NOI/COE	Total	LOSP Units 45,000	non-LOSP Units 54,000	Comments	Year 18 2032			Year 2033			Year 18 2034				
					% annual inc LOSP	% annual increase	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
Residential - Tenant Rents		1.0%	3.5%	SSUSA income escalations have been very low historically. We consider tenant income escalation to be very conservative.	64,380	148,848	213,228	65,024	154,102	219,186	65,674	159,557	225,232		
Residential - Tenant Assistance Payments (Non-LOSP)		n/a	2.5%	WASH STATE 65% Paid for history of Public assistance in 2.5% (within 10%)	-	33,091	33,091	-	33,091	33,091	-	33,091	33,091		
Residential - LOSP Tenant Assistance Payments		n/a	n/a		111,889	-	111,889	117,221	-	117,221	122,782	-	122,782		
Commercial Space		n/a	0.0%		-	-	-	-	-	-	-	-	-		
Residential Parking		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Miscellaneous Rent Income		2.5%	2.5%		468	547	1,014	478	561	1,039	490	573	1,063		
Supportive Services Income		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Interest Income - Project Operations		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Landscaping and Vending		2.5%	2.5%		2,265	2,659	4,924	2,322	2,726	5,047	2,390	2,794	5,174		
Tenant Changes		2.5%	2.5%		500	557	1,217	574	673	1,247	588	690	1,278		
Miscellaneous Residential Income		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Other Commercial Income		n/a	n/a		-	-	-	-	-	-	-	-	-		
Withdrawal from Capitalized Reserve (deposit to operating account)		n/a	n/a	Use from Reserve Account back at applicable	-	-	-	-	-	-	-	-	-		
Gross Potential Income					176,671	185,802	355,474	181,618	182,040	377,858	181,814	188,342	380,297		
Vacancy Loss - Residential - Tenant Rents		n/a	n/a	Enter formula manually per relevant MOHCD policy and/or increasing vacancy rate	(3,216)	(7,447)	(10,663)	(3,251)	(7,700)	(10,939)	(3,284)	(7,978)	(11,262)		
Vacancy Loss - Residential - Tenant Assistance Payments		n/a	n/a		-	-	-	-	-	-	-	-	-		
VED/OP Loss - Commercial		n/a	n/a		-	-	-	-	-	-	-	-	-		
EFFECTIVE GROSS INCOME					173,455	178,355	344,811	178,367	174,340	366,919	178,530	180,364	369,035		
OPERATING EXPENSES															
Management															
Management Fee		3.5%	3.5%	Schedule	10,145	11,231	20,840	12,818	12,145	31,881	20,259	12,570	33,019		
Asset Management Fee		3.5%	3.5%	per MOHCD policy	15,881	9,549	25,130	14,126	8,889	28,010	16,490	10,230	28,920		
Sub-total Management Expenses					26,026	20,780	45,970	26,944	21,034	59,891	36,749	22,800	61,939		
Salaries/Benefits															
Office Salaries		3.5%	3.5%		1,611	1,687	2,568	1,627	1,622	2,883	1,728	1,658	2,784		
Manager's Salary		3.5%	3.5%		5,655	3,466	9,121	3,833	3,887	9,440	6,058	3,713	9,770		
Health Insurance and Benefits		3.0%	7.0%	Historically High Inflation	12,445	7,627	20,072	12,116	8,161	21,477	14,240	8,233	22,560		
Other Salaries/Benefits		3.5%	3.5%		8,239	5,030	13,269	8,527	6,227	13,754	6,826	5,409	14,235		
Administrative Rent-Free Unit		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
Sub-total Salaries/Benefits					27,950	17,810	45,030	35,103	17,897	47,265	38,857	16,912	48,770		
Administration															
Advertising and Marketing		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
Office Expenses		3.5%	3.5%		8,581	10,073	18,652	8,861	10,425	19,306	8,192	10,780	19,982		
Office Rent		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
Legal Expense - Property		3.5%	3.5%		1,387	1,638	3,016	1,428	1,685	3,121	1,469	1,734	3,330		
Audit Expense		3.5%	3.5%		8,822	11,448	21,513	10,270	12,656	22,925	10,433	12,477	23,160		
Bookkeeping/Accounting Services		3.5%	3.5%		2,460	4,032	7,479	2,561	4,200	7,741	3,653	4,336	8,011		
Bad Debts		1.0%	1.0%	Consistent with market	801	840	1,741	809	820	1,759	817	820	1,778		
Miscellaneous		3.5%	3.5%		108	127	233	722	137	243	116	249	251		
Sub-total Administration Expenses					24,339	39,465	52,694	26,477	28,477	54,493	24,922	30,433	56,538		
Utilities															
Electricity		3.5%	3.5%		2,702	3,172	5,674	2,707	3,283	6,079	2,894	3,368	6,292		
Water		4.5%	4.5%	Historically High Inflation	16,675	19,927	38,902	17,730	20,824	38,563	16,537	21,701	40,258		
Gas		3.5%	3.5%		3,320	3,792	7,021	3,343	3,824	7,287	3,460	4,062	7,521		
Sewer		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
Sub-total Utilities					22,907	26,891	49,797	23,778	28,031	51,909	24,891	29,130	54,111		
Taxes and Licenses															
Real Estate Taxes		1.2%	1.2%		100	119	315	101	120	317	100	122	321		
Payroll Taxes		3.5%	3.5%		2,700	1,607	4,383	2,810	1,720	4,541	2,974	1,790	4,700		
Miscellaneous Taxes, Licenses and Permits		3.5%	3.5%		694	814	1,505	718	843	1,581	743	872	1,615		
Sub-total Taxes and Licenses					3,494	2,601	6,203	3,529	3,763	6,639	4,817	3,784	6,636		
Insurance															
Property and Liability Insurance		3.5%	3.5%		3,071	4,310	7,881	3,060	4,481	8,261	3,033	4,617	8,550		
Fire/Bond Insurance		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Worker's Compensation		3.5%	3.5%		1,014	1,173	3,083	1,081	1,214	3,195	2,051	2,227	3,308		
Director's & Officers' Liability Insurance		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Sub-total Insurance					4,085	5,483	11,064	4,141	5,695	11,456	5,084	6,844	11,858		
Maintenance & Repair															
Payroll		3.5%	3.5%		12,824	15,054	27,878	13,273	15,581	28,854	13,737	16,128	29,883		
Supplies		3.5%	3.5%		3,033	4,052	7,898	3,373	4,195	7,168	3,669	4,302	8,040		
Food/Supplies		3.5%	3.5%		7,217	4,460	11,727	7,512	4,816	12,145	7,295	4,718	12,513		
Garbage and Trash Removal		3.5%	3.5%		6,202	7,387	13,679	6,513	7,645	14,158	6,741	7,913	14,654		
Security Payroll/Contract		3.5%	3.5%		-	-	-	-	-	-	-	-	-		
HVAC Repairs and Maintenance		3.5%	3.5%		694	814	1,568	718	843	1,581	743	872	1,615		
Vehicle and Maintenance Equipment Operation and Repairs		3.5%	3.5%		82	109	201	89	112	208	99	110	215		
Miscellaneous Operating and Maintenance Expenses		3.5%	3.5%		4,747	5,073	10,320	4,073	5,768	10,881	5,063	5,970	11,055		
Sub-total Maintenance & Repair Expenses					31,778	37,450	72,829	36,716	38,760	76,378	37,899	40,117	78,016		
Supportive Services															
Supportive Services		3.5%	3.5%		872	1,024	1,890	803	1,060	1,963	815	1,097	2,032		
Sub-total Supportive Services					872	1,024	1,890	803	1,060	1,963	815	1,097	2,032		
TOTAL OPERATING EXPENSES w/o RESERVE/BL BASE RENT/BOND FEES					185,287	140,317	295,084	181,283	145,808	306,951	187,448	191,234	316,780		
RESERVE/BL BASE RENT/BOND FEES															
Ground Lease Base Rent		-	-		-	-	-	-	-	-	-	-	-		
Bond Monitoring Fee		-	-		-	-	-	-	-	-	-	-	-		
Replacement Reserve Deposit		-	-		13,020	7,800	21,500	13,020	7,800	21,000	13,020	7,800	21,000		
Operating Reserve Deposit		-	-		-	-	-	-	-	-	-	-	-		
Other Required Reserve Deposits		-	-		-	-	-	-	-	-	-	-	-		
Required Reserve Deposits, Commercial		-	-		-	-	-	-	-	-	-	-	-		
Sub-total Reserve/Ground Lease Base Rent/Bond Fees					13,020	7,800	21,500	13,020	7,800	21,000	13,020	7,800	21,000		
TOTAL OPERATING EXPENSES w/ RESERVE/BL BASE RENT/BOND FEES					188,287	148,297	316,584	194,303	153,608	327,951	200,468	199,034	337,780		
NET OPERATING INCOME (NOI) minus OP EXPENSES															
NET OPERATING INCOME (NOI) minus OP EXPENSES					8,064	28,064	38,588	8,064	28,888	37,052	8,064	28,432	37,517		
DEBT SERVICE (hard debt/amortized loans)															
Hard Debt - First Lender		-	-		-	-	-	-	-	-	-	-	-		
Hard Debt - Second Lender (MOHCD Program D 4% yield on other 2nd Lender)		-	-		8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007		
Hard Debt - Third Lender (Other MOHCD Program, or other 3rd Lender)		-	-		-	-	-	-	-	-	-	-	-		
Hard Debt - Fourth Lender		-	-		-	-	-	-	-	-	-	-	-		
Commercial Hard Debt Service		-	-		8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007		
TOTAL HARD DEBT SERVICE					8,064	4,943	13,007	8,064	4,943	13,007	8,064	4,943	13,007		
CASH FLOW (NOI) minus DEBT SERVICE															
Commercial Only Cash Flow		-	-		-	-	-	-	-	-	-	-	-		
Allocation of Commercial Expenses to LOSP/non-LOSP (fractional income)		-	-		-	-	-	-	-	-	-	-	-		
AVAILABLE CASH FLOW					(8)	23,121	25,581	-	24,045	24,045	-	24,510	24,510		
USES OF CASH FLOW BELOW (This row also shows DSCR)															
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL															
Below-the-line Asset Mgt Fee (per contract in new projects, see policy)		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Participating Management Fee (see policy for limits)		0.0%	0.0%		-	-	-	-	-	-	-	-	-		
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)		-	-		-	-	-	-	-	-	-	-	-		
Other Payments		-	-		-	-	-	-	-	-	-	-	-		
Non-amortizing Loan Pmt - Lender 1		-	-		-	-	-								

Mosaica Senior Apartments

INCOME	Totals	LOSP Units		non-LOSP Units		Year 19			Year 20		
		44	11	13	13	2015	2015	2015	2016	2016	2016
		% annual inc	% annual inc	% annual inc	Comments (related to annual inc assumptions)	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
Residential - Tenant Rents		1.0%	3.5%		SS/ISA income escalations have been very low historically. We consider tenant income escalations to follow annual increase.	66,837	186,142	252,979	65,994	170,822	236,816
Residential - Tenant Assistance Payments (Non-LOSP)		n/a	2.5%	n/a	VAERS is 714K (with 74K 10 yr history of PAH escalations at 2.5% (1 level to 1 year)	-	25,837	25,837	-	25,837	25,837
Residential - LOSP Tenant Assistance Payments		n/a	n/a	n/a		128,583	128,583	128,583	134,070	134,070	134,070
Commercial Space		n/a	0.0%	n/a		-	-	-	-	-	-
Residential Parking		0.0%	0.0%	0.0%		-	-	-	-	-	-
Miscellaneous Rent Income		2.5%	2.5%			502	590	1,092	513	604	1,116
Supportive Services Income		0.0%	0.0%			-	-	-	-	-	-
Interest Income - Project Operations		0.0%	0.0%			-	-	-	-	-	-
Laundry and Vendors		2.5%	2.5%			2,439	2,694	5,133	2,600	2,839	5,439
Tenant Charges		2.5%	2.5%			503	727	1,230	618	725	1,343
Miscellaneous Residential Income		0.0%	0.0%			-	-	-	-	-	-
Other Commercial Income		n/a	0.0%	n/a	LOSP from Reserve Section below, as applicable	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (Applied to operating accounts)		n/a	n/a	n/a		-	-	-	-	-	-
Gross Potential Income						198,470	314,838	513,309	205,296	311,712	517,010
Vacancy Loss - Residential - Tenant Rents		n/a	n/a	n/a	Enter formula manually per relevant MOH policy, avoid increasing vacancy risk	(3,317)	(8,327)	(11,644)	(3,350)	(8,246)	(11,596)
Vacancy Loss - Residential - Smart Assistance Payments		n/a	n/a	n/a		-	(1,762)	(1,762)	-	(1,820)	(1,820)
Vacancy Loss - Commercial		n/a	n/a	n/a	appropriate	-	-	-	-	-	-
EFFECTIVE GROSS INCOME						195,154	304,749	501,665	201,946	301,646	503,288
OPERATING EXPENSES											
Management											
Management Fee		3.5%	3.5%	schedule		21,227	13,010	34,237	21,073	13,455	34,528
Asset Management Fee		3.5%	3.5%	per MOHCD policy		17,275	10,548	27,823	17,679	10,858	28,538
Sub-total Management Expenses						38,502	23,558	62,060	38,752	24,313	63,066
Salaries/Benefits											
Office Salaries		3.5%	3.5%			1,767	1,693	2,881	1,840	1,733	2,982
Manager's Salary		3.5%	3.5%			8,279	3,842	10,112	6,489	3,677	10,166
Health Insurance and Other Benefits		7.0%	7.0%	Historically high inflation		15,245	13,341	28,586	16,713	9,845	26,558
Other Salaries/Benefits		3.5%	3.5%			8,133	8,590	14,734	8,450	8,795	15,245
Administrative Rent-Free Unit		3.5%	3.5%			-	-	-	-	-	-
Sub-total Salaries/Benefits						33,424	36,466	66,313	37,092	30,045	67,137
Administration											
Advertising and Marketing		3.5%	3.5%			-	-	-	-	-	-
Office Expenses		3.5%	3.5%			2,813	11,168	20,081	8,861	11,589	21,450
Office Rent		3.5%	3.5%			-	-	-	-	-	-
Legal Expense - Property		3.5%	3.5%			1,515	1,802	3,343	1,522	1,662	3,491
Audit Expense		3.5%	3.5%			11,001	12,812	23,813	11,788	13,856	24,644
Bookkeeping/Accounting Services		3.5%	3.5%			3,814	4,078	8,292	3,678	4,034	8,312
Bad Debts		1.0%	1.0%	Consistent with rental unit		852	852	1,704	854	879	1,812
Miscellaneous		3.5%	3.5%			26,812	31,474	58,286	27,729	32,652	60,381
Sub-total Administration Expenses						43,807	62,124	115,919	42,002	50,073	92,075
Utilities											
Electricity		3.5%	3.5%			5,096	5,171	8,514	5,101	5,540	8,740
Water		4.5%	4.5%	Historically high inflation		16,371	22,740	41,111	20,243	23,763	44,006
Gas		3.5%	3.5%			3,581	4,204	7,785	3,706	4,351	8,057
Sewer		3.5%	3.5%			26,944	30,481	58,426	27,660	31,764	59,424
Sub-total Utilities						48,992	63,596	115,836	56,710	65,158	121,827
Taxes and Licenses											
Real Estate Taxes		1.5%	1.5%			201	153	324	203	120	328
Payroll Taxes		3.5%	3.5%			3,016	1,840	4,856	3,122	1,813	5,035
Miscellaneous Taxes, Licenses and Permits		3.5%	3.5%			769	803	1,672	795	834	1,730
Sub-total Taxes and Licenses						3,986	2,796	6,852	4,120	2,767	7,093
Insurance											
Property and Liability Insurance		3.5%	3.5%			4,071	4,778	8,849	4,213	4,946	9,159
Policy Bond Insurance		0.0%	0.0%			-	-	-	-	-	-
Workers Compensation		3.5%	3.5%			2,122	1,301	3,423	2,107	1,348	3,453
Director's & Officers' Liability Insurance		0.0%	0.0%			-	-	-	-	-	-
Sub-total Insurance						6,193	6,079	12,272	6,320	6,294	12,612
Maintenance & Repair											
Payroll		3.5%	3.5%			14,218	16,691	30,909	14,718	17,275	31,993
Supplies		3.5%	3.5%			3,828	4,499	8,327	3,882	4,607	8,489
Controls		3.5%	3.5%			4,043	4,493	13,014	4,311	5,118	13,429
Garbage and Trash Removal		3.5%	3.5%			8,277	8,180	18,168	7,821	6,477	15,697
Security Payroll/Contract		3.5%	3.5%			-	-	-	-	-	-
MVAC Repairs and Maintenance		3.5%	3.5%			782	923	1,672	798	934	1,730
Vehicle and Maintenance Equipment Operation and Repairs		3.5%	3.5%			103	150	293	108	125	231
Miscellaneous Operating and Maintenance Expenses		3.5%	3.5%			3,253	4,179	11,442	3,408	4,335	11,843
Sub-total Maintenance & Repair Expenses						30,224	36,245	63,217	26,932	32,714	59,576
Supportive Services		3.5%	3.5%			897	1,125	2,103	907	1,170	2,176
Commercial Expenses						29,229	41,537	80,747	40,809	42,074	82,883
TOTAL OPERATING EXPENSES w/ RESERVE/OL BASE RENT/BOND FEES						174,000	167,023	331,023	180,164	165,047	345,210
RESERVES/GROUND LEASE BASE RENT/BOND FEES											
Ground Lease Base Rent		-	-	-		-	-	-	-	-	-
Bond Monitoring Fee		-	-	-		-	-	-	-	-	-
Replacement Reserve Deposit		-	-	-		12,023	7,880	21,000	12,023	7,880	21,000
Operating Reserve Deposit		-	-	-		-	-	-	-	-	-
Other Required Reserve 1 Deposit		-	-	-		-	-	-	-	-	-
Other Required Reserve 2 Deposit		-	-	-		-	-	-	-	-	-
Required Reserve Deposits, Commercial		-	-	-		-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees						12,023	7,880	21,000	12,023	7,880	21,000
TOTAL OPERATING EXPENSES w/ RESERVE/OL BASE RENT/BOND FEES						167,089	165,003	312,023	167,023	171,027	346,210
NET OPERATING INCOME (INCOME minus O/P EXPENSES)						8,564	39,846	37,900	8,064	30,319	38,378
DEBT SERVICE (hard debt/ amortized loans)											
Hard Debt - First Lender		-	-	-		-	-	-	-	-	-
Hard Debt - Second Lender (MOHCD Program 0 4% pmk of other 2nd Lender)		-	-	-		2,067	4,943	13,007	8,064	4,943	13,007
Hard Debt - Third Lender (Other MOHCD Program, or other 3rd Lender)		-	-	-		-	-	-	-	-	-
Hard Debt - Fourth Lender		-	-	-		-	-	-	-	-	-
Commercial Hard Debt Service		-	-	-		-	-	-	-	-	-
TOTAL HARD DEBT SERVICE						2,067	4,943	13,007	8,064	4,943	13,007
CASH FLOW (NOI minus DEBT SERVICE)						6,497	34,903	24,893	0	25,377	25,371
Commercial Dry Cash Flow											
Allocation of Commercial Surplus to LOSP/Non-LOSP (residual income)		-	-	-		-	-	-	-	-	-
AVAILABLE CASH FLOW						6,497	34,903	24,893	0	25,377	25,371
USES OF CASH FLOW BELOW (This row also shows DSCR)											
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL											
Share/Specimen Asset Mgt Fee (uncommon in new projects, see note)		0.0%	-	-		-	-	-	-	-	-
Partnership Management Fee (see policy for limits)		0.0%	-	-		-	-	-	-	-	-
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)		-	-	-		-	-	-	-	-	-
Other Payments		-	-	-		-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 1		-	-	-		-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 2		-	-	-		-	-	-	-	-	-
Deferred Developer Fee (Enter amt <= Max Fee from row 131)		-	-	-		-	-	-	-	-	-
TOTAL PAYMENTS PRECEDING MOHCD						-	-	-	-	-	-
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)						6,497	34,903	24,893	0	25,377	25,371
Does Project have a MOHCD Residual Receipt Obligation?											
Will Project Deficit Developer Fee?		Yes	2021	Year 3 is year it is related to row:		-	-	-	-	-	-
1st Residual Receipts Split - Lender/Deferred Developer Fee		50% / 50%	2022	2nd Residual Receipts Split Begin:		-	-	-	-	-	-
2nd Residual Receipts Split - Lender/Owner		67% / 33%	2022	3rd Residual Receipts Split Begin:		-	-	-	-	-	-
Max Deferred Developer Fee Amt (Use for cash entry above. Do not UNK).		Dist. Split	Max Deferred Developer Fee Earned			-	-	-	-	-	-
MOHCD RESIDUAL RECEIPTS DEBT SERVICE											
MOHCD Residual Receipts Amount Due		29,104	29,104	29,104	loan, and MOHCD residual receipts policy	4,841	4,841	4,841	4,841	4,841	4,841
Proposed MOHCD Residual Receipts Amount to Loan Repayment		-	-	-		-	-	-	-	-	-
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease		-	-	-		-	-	-	-	-	-
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE		70,800	70,800	70,800	Necessary to provide share of all out debt	11,794	11,794	11,794	11,794	11,794	11,794
Lender 4 Residual Receipts Due		0.00%	-	-		-	-	-	-	-	-
Lender 5 Residual Receipts Due		0.00%	-	-		-	-	-	-	-	-
Total Non-MOHCD Residual Receipts Debt Service						11,794	11,794	11,794	11,794	11,794	11,794
REMAINDER (Should be zero unless there are distributions below)											
Owner Distributions/Incentive Management Fee		-	-	-		-	-	-	-	-	-
Other Distributions/Interest		-	-	-		-	-	-			

Attachment D: LOSP Funding Schedule A

MOHCD Proforma - Exhibit A

LOSP FUNDING SCHEDULE	
Project Address:	Mosaica Senior Apartments
Project Start Date:	1/1/2018

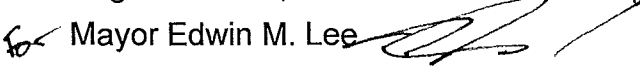
Exhibit A

Calendar Year	Full Year Funding Amount	# Months to Fund	Total Disbursement for Calendar Year	Estimated Disbursement Date
CY-1 2018	\$64,203	12	\$64,203	1/1/2018
CY-2 2019	\$67,071	12	\$67,071	1/1/2019
CY-3 2020	\$70,070	12	\$70,070	1/1/2020
CY-4 2021	\$73,204	12	\$73,204	1/1/2021
CY-5 2022	\$69,810	12	\$69,810	1/1/2022
CY-6 2023	\$73,234	12	\$73,234	1/1/2023
CY-7 2024	\$76,812	12	\$76,812	1/1/2024
CY-8 2025	\$80,552	12	\$80,552	1/1/2025
CY-9 2026	\$84,460	12	\$84,460	1/1/2026
CY-10 2027	\$88,545	12	\$88,545	1/1/2027
CY-11 2028	\$92,813	12	\$92,813	1/1/2028
CY-12 2029	\$97,274	12	\$97,274	1/1/2029
CY-13 2030	\$101,936	12	\$101,936	1/1/2030
CY-14 2031	\$106,808	12	\$106,808	1/1/2031
CY-15 2032	\$111,899	12	\$111,899	1/1/2032
Total Contract Amount:			\$1,258,693	

OFFICE OF THE MAYOR
SAN FRANCISCO



EDWIN M. LEE

TO: Angela Calvillo, Clerk of the Board of Supervisors
FROM:  Mayor Edwin M. Lee
RE: Local Operating Subsidy Program Contract – Mosaica Senior Apartments,
655 Alabama Street – Not to Exceed \$1,258,693
DATE: May 9, 2017

Attached for introduction to the Board of Supervisors is a resolution authorizing the Director of the Mayor's Office of Housing and Community Development to execute a Local Operating Subsidy Program Grant Agreement with Alabama Street Housing Associates, L.P., a California limited partnership, to provide operating subsidies for formerly homeless adults at Mosaica Senior Apartments, 655 Alabama Street, for a fifteen year period, in an amount not to exceed \$1,258,693.

I respectfully request this item be heard in Budget & Finance Committee on May 25, 2017.

Should you have any questions, please contact Mawuli Tugbenyoh (415) 554-5168.

RECEIVED
BOARD OF SUPERVISORS
SAN FRANCISCO
2017 MAY -9 PM 2:36
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FORM SFEC-126:
NOTIFICATION OF CONTRACT APPROVAL
(S.F. Campaign and Governmental Conduct Code § 1.126)

City Elective Officer Information <i>(Please print clearly.)</i>	
Name of City elective officer(s): Members, Board of Supervisors	City elective office(s) held: Members, Board of Supervisors

Contractor Information <i>(Please print clearly.)</i>	
Name of contractor: Alabama Street Housing Associates, L.P., a California limited partnership	
<i>Please list the names of (1) members of the contractor's board of directors; (2) the contractor's chief executive officer, chief financial officer and chief operating officer; (3) any person who has an ownership of 20 percent or more in the contractor; (4) any subcontractor listed in the bid or contract; and (5) any political committee sponsored or controlled by the contractor. Use additional pages as necessary.</i>	
The borrowing entity for the Mosaica Senior Apartments is Alabama Street Housing Associates, L.P., a California limited partnership. Alabama Street Housing Associates, L.P. has no employees and decisions are made by its general partner Turk Street Inc., which is an affiliate of the Tenderloin Neighborhood Development Corporation (TNDC)	
(1) Turk Street Inc., General Partner. Margaret Schrand President; Lisa Blakely Vice President; Samia Rashed' Treasurer; Chris Gouig Secretary; Dave Kroot Chief Legal Officer; Kristy Wang Member at Large; Peter Wilson Vice President, Real Estate. Amory Sharpe, Board Member; Amy Tharpe, Board Member; Ascanio Piomelli, Board Member; Candy Smallwood, Board Member; Curtis , Bradford, Board Member; Dianne Spaulding, Board Member; Dick McNeil , Board Member; Dr. Erica Mohan, Board Member; Dr. Saul Feldman, Board Member; Freddie Martin, Board Member; Geeta Rao, Board Member; Jan, Peters, Board Member; Josh Mukhopadhyay, Board Member; Kathy Wolfe, Board Member; Kathy Wolfe, Board Member; Loren Sanborn, Board Member; Nicole Rivera, Board Member; Patrick Murcia, Board Member; Sanjay , Madan, Board Member; Tracey Edwards, Board Member.	
(2) Donald S. Falk, CEO; Paul Sussman, CFO; Liz Orlin, COO	
(3) NA	
(4) NA	
(5) NA	
Contractor address: Alabama Street Housing Associates, L.P., c/o TNDC, 201 Eddy Street, San Francisco, CA 94102	
Date that contract was approved:	Amount of contract: \$1,258,693
Describe the nature of the contract that was approved: Local Operating Subsidy Program (LOSP) Grant Agreement for 15 years in a total amount of up to \$ 1,258,693 to subsidize the cost of operations of 11 units for homeless seniors at the 24-unit affordable housing development.	
Comments:	

This contract was approved by (check applicable):

the City elective officer(s) identified on this form (Mayor Edwin M. Lee)

a board on which the City elective officer(s) serves: San Francisco Board of Supervisors

Print Name of Board

the board of a state agency (Health Authority, Housing Authority Commission, Industrial Development Authority Board, Parking Authority, Redevelopment Agency Commission, Relocation Appeals Board, Treasure Island Development Authority) on which an appointee of the City elective officer(s) identified on this form sits

Print Name of Board

Filer Information *(Please print clearly.)*

Name of filer: Angela Calvillo, Clerk of the Board	Contact telephone number: (415) 554-5184
Address: City Hall, Room 244, 1 Dr. Carlton B. Goodlett Pl., San Francisco, CA 94102	E-mail: Board.of.Supervisors@sfgov.org

Signature of City Elective Officer (if submitted by City elective officer)

Date Signed

Signature of Board Secretary or Clerk (if submitted by Board Secretary or Clerk)

Date Signed

