

BOARD of SUPERVISORS



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## MEMORANDUM

HOMELESSNESS AND BEHAVIORAL HEALTH SELECT COMMITTEE

SAN FRANCISCO BOARD OF SUPERVISORS

TO: Supervisor Hillary Ronen, Chair  
Homelessness and Behavioral Health Select Committee

FROM: Stephanie Cabrera, Assistant Clerk

DATE: October 16, 2023

SUBJECT: **COMMITTEE REPORT, BOARD MEETING**  
Tuesday, October 13, 2023

The following file should be presented as a COMMITTEE REPORT at the regular Board meeting on Tuesday, October 17, 2023. This Resolution was acted upon at the Homelessness and Behavioral Health Select Committee meeting on Friday, October 13, 2023, at 10:00 a.m., by the votes indicated.

**Item No. 44**                      **File No. 230992**

**[Grant Agreement Amendment - Episcopal Community Services - Housing First Permanent Supportive Housing - Not to Exceed \$47,159,399]**

**Sponsor: Mayor**

Resolution approving the first amendment to the grant agreement between Episcopal Community Services and the Department of Homelessness and Supportive Housing ("HSH") for property management and supportive services at five permanent supportive housing buildings; extending the grant term by 16 months from February 29, 2024, for a total term of January 1, 2021, through June 30, 2025; increasing the agreement amount by \$20,829,789 for a total amount not to exceed \$47,159,399; and authorizing HSH to enter into any additions, amendments, or other modifications to the agreement that do not materially increase the obligations or liabilities, or materially decrease the benefits to the City. (Department of Homelessness and Supportive Housing)  
(Fiscal Impact)

RECOMMENDED AS A COMMITTEE REPORT

Vote: Supervisor Hillary Ronen - Aye  
Supervisor Rafael Mandelman - Aye  
Supervisor Shamann Walton - Excused

Cc: Board of Supervisors  
Angela Calvillo, Clerk of the Board  
Alisa Somera, Legislative Deputy  
Anne Pearson, Deputy City Attorney

File No. 230992

Committee Item No. 4

Board Item No. 44

# COMMITTEE/BOARD OF SUPERVISORS

## AGENDA PACKET CONTENTS LIST

Committee: Homelessness and Behavioral Health Select Date: October 13, 2023

Board of Supervisors Meeting: Date: October 17, 2023

### Cmte Board

- Motion
- Resolution
- Ordinance
- Legislative Digest
- Budget and Legislative Analyst Report
- Youth Commission Report
- Introduction Form
- Department/Agency Cover Letter and/or Report
- MOU - FY2022-2024 - Clean
- MOU - FY2022-2024 - Redline
- Grant Information Form
- Grant Budget
- Subcontract Budget
- Contract / DRAFT Mills Act Agreement
- Form 126 – Ethics Commission
- Award Letter
- Application
- Public Correspondence

### OTHER

- DRAFT First Amend
- HSH PPT 101323
- Committee Report Request 100523
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Prepared by: Stephanie Cabrera

Date: October 4, 2023

Prepared by: Stephanie Cabrera

Date: October 13, 2023

Prepared by: \_\_\_\_\_

Date: \_\_\_\_\_

|  |   |
|--|---|
| <b>Item 4</b><br><b>File 23-0992</b>   | <b>Department:</b><br>Homelessness & Supportive Housing |
| <b>EXECUTIVE SUMMARY</b>   |   |
| <p><b>Legislative Objectives</b></p> <ul style="list-style-type: none"> <li>• The proposed resolution would approve the first amendment to the grant agreement between Episcopal Community Services (ECS) and the Department of Homelessness &amp; Supportive Housing (HSH) for property management and supportive housing services at five master lease sites, extending the term by 16 months through June 2025 and increasing the amount by \$20,829,789 for a not to exceed amount of \$47,159,399.</li> </ul> <p><b>Key Points</b></p> <ul style="list-style-type: none"> <li>• In December 2020, the Board of Supervisors approved an original grant agreement between HSH and ECS for a three-year and two-month term expiring February 29, 2024 and a total not to exceed amount of \$26,329,310. Caritas Management Corporation, a sub-contractor, provides property management services under the agreement.</li> <li>• The proposed amendment would continue property management and supportive housing services at five supportive housing sites with a total of 464 units. Potential tenants would be referred to units by HSH’s Coordinated Entry process and are typically enrolled in the County Adult Assistance Program, which provides cash and other benefits to low-income residents. HSH staff report an average occupancy rate of 94.4 percent in FY 2022-23.</li> </ul> <p><b>Fiscal Impact</b></p> <ul style="list-style-type: none"> <li>• Annual expenditures are projected to be \$11.7 million in FY 2023-24 and FY 2024-25, or \$2,102 per unit per month, plus an additional \$277,410 in one-time capital expenditures in FY 2023-24 for smoke detectors, bathroom exhaust fans, vanity sinks, basement ventilation, and other improvements across the five sites. Annual expenditures include \$8.7 million (75 percent) for property management services and \$3.0 million (25 percent) for supportive services.</li> <li>• The agreement is funded by the HSH Fund (82 percent), the General Fund (10 percent), and Proposition C Gross Receipts Tax Revenues (8 percent).</li> </ul> <p><b>Recommendation</b></p> <ul style="list-style-type: none"> <li>• Approve the proposed resolution.</li> </ul> |   |

## 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

Episcopal Community Services (ECS) is a non-profit that provides services to individuals who have experienced homelessness in San Francisco. The City provides grant funding to ECS to provide supportive housing services at five master lease sites, shown below in Exhibit 1.

### Existing Agreement with ECS

In December 2020, the Board of Supervisors approved a grant agreement between the Department of Homelessness & Supportive Housing (HSH) and ECS for a three-year and two-month term expiring February 29, 2024 and a total not to exceed amount of \$26,329,310 (File 20-1291). Caritas Management Corporation, a sub-contractor, provides Property Management services under the agreement.

### Vendor Selection

ECS was selected for this agreement under Administrative Code Chapter 21B, which allows HSH to enter into service contracts without a competitive process to more quickly respond to the homelessness crisis. This code section sunsets in March 2024 or if the Point-in-Time Count falls below 5,250. According to the Department, ECS was selected because it has been providing supportive housing services at these five locations since 2014 and had extensive experience providing supportive housing and other homeless services. ECS was previously selected to provide these services under a competitive solicitation process in 2014.

## DETAILS OF PROPOSED LEGISLATION

The proposed resolution would approve the first amendment to the grant agreement between ECS and HSH for property management and supportive housing services at five master lease sites, extending the term by 16 months through June 2025 and increasing the amount by \$20,829,789 for a not to exceed amount of \$47,159,399.

### Services Provided

According to Appendix A of the proposed agreement, ECS will provide:

- **Property Management Services**, including applicant selection and intake, annual tenant income re-certification, lease enforcement, building maintenance, wellness checks, front desk coverage, and exit planning; and

- **Supportive Housing Services**, including outreach, intake and assessment for vacant units, case management, benefits advocacy and referrals to services, coordination with property management, wellness checks, support groups and other organized activities, and exit planning to prospective and existing tenants at the five supportive housing sites.

The five master lease supportive housing sites are shown in Exhibit 1 below.

### Exhibit 1: Master Lease Supportive Housing Sites in Proposed Agreement

| Name            | Address              | Units      |
|-----------------|----------------------|------------|
| Alder Hotel     | 175 6th Street       | 113        |
| Crosby Hotel    | 516 O'Farrell Street | 127        |
| Elm Hotel       | 364 Eddy Street      | 79         |
| Hillsdale Hotel | 51 6th Street        | 75         |
| Mentone Hotel   | 387 Ellis Street     | 70         |
| <b>Total</b>    |                      | <b>464</b> |

Source: Proposed Amendment

As shown above, the proposed amendment would continue property management and supportive housing services at five supportive housing sites with a total of 464 units. Potential tenants would be referred to units by HSH's Coordinated Entry process and are typically enrolled in the County Adult Assistance Program, which provides cash and other benefits to low-income residents.

### System of Care

According to HSH's Housing Inventory Dashboard, the Department has 11,194 units of permanent supportive housing.<sup>1</sup> Of these units, 9,137 units are site-based permanent supportive housing, which includes the 464 units in these five buildings. During the 2022 Point-in-Time count, San Francisco counted 4,397 residents who were unsheltered, a 15 percent decrease from 5,180 residents in 2019.

### Performance Monitoring

According to the FY 2020-21 and FY 2021-22 monitoring report for the existing agreement and supplemental data provided by HSH, ECS met six out of eight program objectives in FY 2021-22, including achieving housing stability for 90 percent of tenants, retaining at least 85 percent of tenants who do not pay rent or have other lease violations, at least 80 percent of tenants indicating satisfaction with program services, and other measures as shown in Exhibit 2 below.

However, ECS did not meet two objectives. The average occupancy rate was 85 percent over the 12-month period compared to an objective of 90 percent under the current agreement.<sup>2</sup> The proposed amendment increases the objective occupancy rate from 90 percent to 93 percent to

<sup>1</sup> HSH Housing Inventory Dashboard: <https://hsh.sfgov.org/services/the-homelessness-response-system/housing/>

<sup>2</sup> As with the Henry Hotel (File 23-0991), unit occupancy rate was not included in FY 2020-21 or FY 2021-22 program monitoring report, due to an administrative error, but was provided to HSH in monthly reporting.

align with the HSH vacancy target for the entire permanent supporting housing portfolio. HSH staff report an average occupancy rate of 94.4 percent in FY 2022-23.

In addition, ECS did not meet its objective of 85 percent of tenants indicating satisfaction with property management services, which are provided by sub-contractor Caritas Management Corporation. According to the FY 2021-22 tenant survey, 68 percent of respondents had favorable responses for property management, up from 45 percent in FY 2019-20. According to HSH staff, the City increased case management staffing and set wage floors for janitors, desk clerks, maintenance workers, and case managers during the FY 2021-22 budget process to address understaffing at supportive housing sites and improve services. In addition, HSH monitors tenant satisfaction surveys and resident concerns, as well as unit turnover, occupancy rate, and housing retention during monthly meetings with the HSH program manager, and ECS supportive services staff, and Caritas Property Management staff.

### Exhibit 2: Program Performance, FY 2021-22

| Description  | Objective | FY 2021-22 Actual  |
|--|-----------|--|
| Average number of days vacated units are cleaned and/or repaired, upon turnover  | 35 days   | 14 to 21 days for most units;<br>30+ days for some units with extensive damage |
| Occupancy Rate   | 90%       | 85% (12-month average)<br>Lowest rate: Elm 76%<br>Highest rate: Crosby 91%     |
| Percent of tenants that maintain their housing for a minimum of 12 months  | 90%       | 96%<br>Lowest rate: Crosby 90%<br>Highest rate: Mentone 100%                   |
| Percent of tenants who exit housing and move to other permanent housing, or are provided with more appropriate placements                          | 75%       | 75%<br>Lowest rate: Crosby 62%<br>Highest rate: Hillsdale 85%                  |
| Percent of tenant lease violations that are resolved without loss of housing to tenants  | 85%       | 91%<br>Lowest rate: Crosby 87%<br>Highest rate: Hillsdale, Alder 95%           |
| Percent of tenants completing an annual anonymous Tenant Satisfaction Survey   | 65%       | 75%<br>Lowest rate: Hillsdale 69%<br>Highest rate: Mentone 86%                 |
| Percent of tenants completing an annual Tenant Satisfaction Survey that report being satisfied or very satisfied with Property Management services | 85%       | 68%<br>Lowest rate: Crosby 56%<br>Highest rate: Mentone 89%                    |
| Percent of tenants completing an annual Tenant Satisfaction Survey that report being satisfied or very satisfied with Support Services             | 80%       | 81%<br>Lowest rate: Hillsdale 65%<br>Highest rate: Mentone 95%                 |

Source: HSH

Although ECS met most service and outcome objectives on average across the five hotels, the Crosby Hotel did not meet three out of seven objectives with disaggregated results by hotel in FY 2021-22, including at least 75 percent of tenants who exit move to other permanent housing or a more appropriate placement (62 percent for Crosby Hotel), at least 80 percent of tenants

indicating satisfaction with program services (71 percent for Crosby Hotel), and at least 85 percent of tenants indicating satisfaction with property management services (56 percent for Crosby Hotel). According to HSH staff, the Crosby Hotel was understaffed during the reporting timeframe, which resulted in lower performance. ECS has since hired new staff, and HSH anticipates improved performance in future years.

### **Fiscal and Compliance Monitoring**

HSH conducted the FY 2022-23 Citywide Nonprofit Fiscal and Compliance Monitoring for ECS in June 2023. The monitoring letter indicates that there were no findings identified during the fiscal and compliance monitoring.

### **HSH Future Procurement Plans**

HSH currently reports that it intends to re-procure their permanent supportive housing portfolio before this proposed extension ends in 2025. They anticipate a new agreement will be in place by FY 2025-26. We note that the competitive process for selecting new master lease providers is complicated by the fact the buildings are privately owned and leased (in this case to ECS), which is then funded by the City. If ECS is not selected to provide housing services in a new procurement cycle, the City would likely have to arrange for current residents to be moved to other City funded housing or for the lease to be transferred to a new provider.

## **FISCAL IMPACT**

The proposed not to exceed amount of \$47,159,399, includes \$43,987,627 in City funding for actual and projected expenditures and \$3,171,772 in contingency funds. The total cost of program services is \$50.2 million over the four- and one-half-year term, which is funded by \$6.2 million in operating revenues consisting of tenant rents and private fundraising by ECS and \$44.0 million in City funds. City funds are from the HSH Fund (82 percent), the General Fund (10 percent), and Proposition C Gross Receipts Tax Revenues (8 percent). Exhibit 3 below summarizes the revenues and expenditures under the proposed amended agreement.

**Exhibit 3: Revenues and Expenditures under Proposed Amendment**

|                           | FY 2020-21<br>(six months) | FY 2021-22          | FY 2022-23          | Extension Term      |                     | Total                |
|---------------------------|----------------------------|---------------------|---------------------|---------------------|---------------------|----------------------|
|                           |                            |                     |                     | FY 2023-24          | FY 2024-25          |                      |
| <b>Revenues</b>           |                            |                     |                     |                     |                     |                      |
| HSH Revenues              |                            |                     |                     |                     |                     |                      |
| HSH Fund                  | \$3,461,880                | \$7,665,557         | \$7,097,052         | \$8,882,705         | \$8,882,705         | \$35,989,899         |
| General Fund              | 472,712                    | 302,538             | 2,209,121           | 851,439             | 574,029             | 4,409,839            |
| Proposition C             | 85,965                     | 753,512             | 849,926             | 977,134             | 977,134             | 3,643,672            |
| <b>Subtotal, HSH</b>      | <b>\$4,020,553*</b>        | <b>\$8,665,829*</b> | <b>\$10,156,099</b> | <b>\$10,711,278</b> | <b>\$10,433,868</b> | <b>\$43,987,627*</b> |
| Other Revenues            |                            |                     |                     |                     |                     |                      |
| Rental Income             | 1,068,022                  | 1,215,000           | 1,325,854           | 1,265,854           | 1,265,854           | 6,140,584            |
| Private Match             | 2,597                      | 5,193               | 5,193               | 5,193               | 5,193               | 23,369               |
| Subtotal, Other           | 1,070,618                  | 1,220,193           | 1,331,047           | 1,271,047           | 1,271,047           | 6,163,952            |
| <b>Total Revenues</b>     | <b>\$5,091,171</b>         | <b>\$9,886,022</b>  | <b>\$11,487,146</b> | <b>\$11,982,325</b> | <b>\$11,704,915</b> | <b>\$50,151,579</b>  |
| <b>Expenditures</b>       |                            |                     |                     |                     |                     |                      |
| Salaries & Benefits       | 770,105                    | 1,635,184           | 1,782,611           | 2,468,261           | 2,468,261           | 9,124,422            |
| Operating Expenses        | 1,138,759                  | 2,428,317           | 3,123,043           | 2,664,253           | 2,664,253           | 12,018,625           |
| Indirect Cost (12%)       | 229,063                    | 487,619             | 588,678             | 615,901             | 615,901             | 2,537,164            |
| Other Expenses            | 2,953,244                  | 5,273,382           | 5,992,813           | 5,956,500           | 5,956,500           | 26,132,440           |
| Capital Expenditure       |                            | 61,520              |                     | 277,410             |                     | 338,930              |
| <b>Total Expenditures</b> | <b>\$5,091,172</b>         | <b>\$9,886,023</b>  | <b>\$11,487,146</b> | <b>\$11,982,325</b> | <b>\$11,704,915</b> | <b>\$50,151,580</b>  |

Source: Appendix B of Proposed Agreement and HSH

Notes: Private Revenue refers to ECS fundraising efforts

HSH Fund refers to the funding source formerly known as Care Not Cash (CNC)

Other Expenses refer to Operations line items that are not subject to the indirect percentage, such as the master lease payment.

\*HSH revenues do not add to subtotal due to adjustments of -\$4 in FY 2020-21 and -\$55,778 in FY 2021-22

City funding for FY 2022-23 increased from \$7.4 million assumed in the original agreement to \$10.2 million due to \$810,200 decrease in tenant revenues and \$1.9 million increase in non-personnel and other expenses, driven by higher than expected utility, maintenance costs, and staffing costs.

**Projected Annual Expenditures in the Extension Term**

Annual expenditures are projected to be \$11.7 million in FY 2023-24 and FY 2024-25, plus an additional \$277,410 in one-time capital expenditures in FY 2023-24 for smoke detectors, bathroom exhaust fans, vanity sinks, basement ventilation, and other improvements across the five sites. Annual expenditures include \$2.5 million (21 percent) in salaries and benefits to fund 19.9 full time equivalent positions for supportive services, \$2.7 million (23 percent) in operating expenses, \$615,901 in indirect costs (five percent), and \$6.0 million (51 percent) in other expenses, which includes master lease rental payments and most of the costs of the Caritas Property Management subcontract.



Annual expenditures include \$8.7 million (75 percent) for property management services and \$3.0 million (25 percent) for supportive services for a total of \$11.7 million, or \$2,102 per unit per month. Exhibit 4 shows property management and supportive services costs by hotel as well as one-time capital costs of \$277,410 in FY 2023-24.

#### Exhibit 4: Annual Program Expenditures by Hotel

| Hotel           | Units      | Property Management | Supportive Services | Total               | Total per Unit per month | FY 2023-24 Capital Costs |
|-----------------|------------|---------------------|---------------------|---------------------|--------------------------|--------------------------|
| Alder Hotel     | 113        | \$2,203,732         | \$658,245           | \$2,861,977         | \$2,111                  | \$63,400                 |
| Crosby Hotel    | 127        | 2,101,320           | 816,104             | 2,917,424           | 1,914                    | 87,000                   |
| Elm Hotel       | 79         | 1,544,962           | 535,784             | 2,080,747           | 2,195                    | 29,540                   |
| Hillsdale Hotel | 75         | 1,435,535           | 496,981             | 1,932,516           | 2,147                    | 56,750                   |
| Mentone Hotel   | 70         | 1,436,794           | 475,457             | 1,912,251           | 2,276                    | 40,720                   |
| <b>Total</b>    | <b>464</b> | <b>\$8,722,344</b>  | <b>\$2,982,571</b>  | <b>\$11,704,915</b> | <b>\$2,102</b>           | <b>\$277,410</b>         |

Source: Appendix B of Proposed Agreement

#### Actual Expenditures

Actual expenditures through FY 2022-23 totaled \$22.8 million, with \$3.5 million remaining of the existing agreement's not to exceed amount. Although the term of the existing contract expires at the end of February 2024, the \$3.5 million in remaining funds is only sufficient to fund expenditures through October 2023.

#### RECOMMENDATION

Approve the proposed resolution.

1 [Grant Agreement Amendment - Episcopal Community Services - Housing First Permanent  
2 Supportive Housing - Not to Exceed \$47,159,399]

3 **Resolution approving the first amendment to the grant agreement between Episcopal**  
4 **Community Services and the Department of Homelessness and Supportive Housing**  
5 **(“HSH”) for property management and supportive services at five permanent**  
6 **supportive housing buildings; extending the grant term by 16 months from February**  
7 **29, 2024, for a total term of January 1, 2021, through June 30, 2025; increasing the**  
8 **agreement amount by \$20,829,789 for a total amount not to exceed \$47,159,399; and**  
9 **authorizing HSH to enter into any additions, amendments, or other modifications to the**  
10 **agreement that do not materially increase the obligations or liabilities, or materially**  
11 **decrease the benefits to the City.**

12  
13 WHEREAS, The mission of the Department of Homelessness and Supportive Housing  
14 (“HSH” or “Department”) is to prevent homelessness when possible and make homelessness  
15 rare, brief, and one-time in the City and County of San Francisco (“the City”) through the  
16 provision of coordinated, compassionate, and high-quality services; and

17 WHEREAS, Permanent supportive housing (PSH) is the most effective evidence-based  
18 solution to chronic homelessness; and

19 WHEREAS, HSH oversees more than 9,000 units of site-based PSH for formerly  
20 unhoused people across the city, including 464 units at the five PSH sites included in the  
21 grant (“Sites”); and

22 WHEREAS, The nonprofit provider Episcopal Community Services (“ECS”) has  
23 extensive experience operating PSH and is the longtime service provider at the Sites; and

24 WHEREAS, When HSH was created in 2016, the Department inherited a grant  
25 agreement from the Human Services Agency with ECS for services at the Sites; and

1           WHEREAS, HSH entered into a grant agreement (“Agreement”) for the term January 1,  
2 2021, through February 29, 2024, in an amount not to exceed \$26,329,610 with ECS to  
3 continue to provide property management and supportive services to adult tenants in 464  
4 units at the Sites, a copy of which is on file with the Clerk of the Board of Supervisors in File  
5 No. 201291; and

6           WHEREAS, The Agreement was approved by the Board of Supervisors in December  
7 2020 through Resolution No. 558-20, a copy of which is on file with the Clerk of the Board of  
8 Supervisors in File No. 201291; and

9           WHEREAS, Between July 1, 2022, and June 30, 2023, ECS served 526 tenants at the  
10 Sites, including 75 new move-ins; and

11           WHEREAS, The proposed first amendment (“Amendment”) to the Agreement would  
12 extend the Agreement for ECS to continue to provide these services by sixteen months  
13 through June 30, 2025; and

14           WHEREAS, The Amendment would increase the not-to-exceed amount by  
15 \$20,829,789 for a total amount not to exceed \$47,159,399; and

16           WHEREAS, A copy of the Amendment is on file with the Clerk of the Board of  
17 Supervisors in File No. 230992, substantially in final form, with all material terms and  
18 conditions included, and only remains to be executed by the parties upon approval of this  
19 Resolution; and

20           WHEREAS, The Amendment requires Board of Supervisors approval under Section  
21 9.118 of the Charter; now, therefore, be it

22           RESOLVED, That the Board of Supervisors hereby authorizes the Executive Director  
23 of HSH (“Director”) or their designee to execute the Amendment to extend the current term of  
24 January 1, 2021, through February 29, 2024, to January 1, 2021, through June 30, 2025, and  
25

1 to increase the not-to-exceed amount by \$20,829,789 for a total amount not to exceed  
2 \$47,159,399; and, be it

3 FURTHER RESOLVED, That the Board of Supervisors authorizes the Director or their  
4 designee to enter into any amendments or modifications to the Amendment, prior to its final  
5 execution by all parties, that HSH determines, in consultation with the City Attorney, are in the  
6 best interest of the City, do not otherwise materially increase the obligations or liabilities of the  
7 City, are necessary or advisable to effectuate the purposes of the grant, and are in  
8 compliance with all applicable laws; and, be it

9 FURTHER RESOLVED, That within 30 days of the Amendment being executed by all  
10 parties, HSH shall submit to the Clerk of the Board of Supervisors a completely executed copy  
11 for inclusion in File No. 230992; this requirement and obligation resides with HSH, and is for  
12 the purposes of having a complete file only, and in no manner affects the validity of the  
13 approved agreement.

14

15

16 Recommended:

17

18 \_\_\_\_\_ /s/

19 Shireen McSpadden

20 Executive Director

21 Department of Homelessness and Supportive Housing

22

23

24

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## San Francisco Ethics Commission

25 Van Ness Avenue, Suite 220, San Francisco, CA 94102

Phone: 415.252.3100 . Fax: 415.252.3112

[ethics.commission@sfgov.org](mailto:ethics.commission@sfgov.org) . [www.sfethics.org](http://www.sfethics.org)

Received On:

File #: 230992

Bid/RFP #:

### Notification of Contract Approval

SFEC Form 126(f)4

(S.F. Campaign and Governmental Conduct Code § 1.126(f)4)

A Public Document

Each City elective officer who approves a contract that has a total anticipated or actual value of \$100,000 or more must file this form with the Ethics Commission within five business days of approval by: (a) the City elective officer, (b) any board on which the City elective officer serves, or (c) the board of any state agency on which an appointee of the City elective officer serves. For more information, see: <https://sfethics.org/compliance/city-officers/contract-approval-city-officers>

#### 1. FILING INFORMATION

|   |   |
|---|---|
| <b>TYPE OF FILING</b>                                       | <b>DATE OF ORIGINAL FILING (for amendment only)</b> |
| Original  |   |
| <b>AMENDMENT DESCRIPTION – Explain reason for amendment</b> |   |
|   |   |

#### 2. CITY ELECTIVE OFFICE OR BOARD

|                        |                                      |
|------------------------|--------------------------------------|
| <b>OFFICE OR BOARD</b> | <b>NAME OF CITY ELECTIVE OFFICER</b> |
| Board of Supervisors   | Members                              |

#### 3. FILER'S CONTACT

|                                  |                                |
|----------------------------------|--------------------------------|
| <b>NAME OF FILER'S CONTACT</b>   | <b>TELEPHONE NUMBER</b>        |
| Angela Calvillo                  | 415-554-5184                   |
| <b>FULL DEPARTMENT NAME</b>      | <b>EMAIL</b>                   |
| office of the clerk of the Board | Board.of.Supervisors@sfgov.org |

#### 4. CONTRACTING DEPARTMENT CONTACT

|   |  |
|---|--|
| <b>NAME OF DEPARTMENTAL CONTACT</b>     | <b>DEPARTMENT CONTACT TELEPHONE NUMBER</b> |
| Bryn Miller                             | 978-460-2875                               |
| <b>FULL DEPARTMENT NAME</b>             | <b>DEPARTMENT CONTACT EMAIL</b>            |
| HOM Homelessness and Supportive Housing | bryn.miller@sfgov.org                      |

| 5. CONTRACTOR  |   |
|--|---|
| <b>NAME OF CONTRACTOR</b><br>Episcopal Community Services  | <b>TELEPHONE NUMBER</b><br>415-487-3300 |
| <b>STREET ADDRESS (including City, State and Zip Code)</b><br>165 8th St., 3rd Floor San Francisco, CA 94103 | <b>EMAIL</b>                            |

| 6. CONTRACT   |                                |  |
|---|--------------------------------|--|
| <b>DATE CONTRACT WAS APPROVED BY THE CITY ELECTIVE OFFICER(S)</b>   | <b>ORIGINAL BID/RFP NUMBER</b> | <b>FILE NUMBER (If applicable)</b><br>230992 |
| <b>DESCRIPTION OF AMOUNT OF CONTRACT</b><br>\$47,159,399  |                                |  |
| <b>NATURE OF THE CONTRACT (Please describe)</b><br>First amendment to HSH's agreement with ECS for services at the Housing First hotels; increasing the not to exceed amount to \$47,159,399 and extending the term to June 30, 2025. |                                |  |

| 7. COMMENTS |
|-------------|
|             |

| 8. CONTRACT APPROVAL                |  |
|-------------------------------------|--|
| This contract was approved by:      |  |
| <input type="checkbox"/>            | THE CITY ELECTIVE OFFICER(S) IDENTIFIED ON THIS FORM   |
| <input checked="" type="checkbox"/> | A BOARD ON WHICH THE CITY ELECTIVE OFFICER(S) SERVES<br>Board of Supervisors                                   |
| <input type="checkbox"/>            | THE BOARD OF A STATE AGENCY ON WHICH AN APPOINTEE OF THE CITY ELECTIVE OFFICER(S) IDENTIFIED ON THIS FORM SITS |

**9. AFFILIATES AND SUBCONTRACTORS**

List the names of (A) members of the contractor's board of directors; (B) the contractor's principal officers, including chief executive officer, chief financial officer, chief operating officer, or other persons with similar titles; (C) any individual or entity who has an ownership interest of 10 percent or more in the contractor; and (D) any subcontractor listed in the bid or contract.

| #  | LAST NAME/ENTITY/SUBCONTRACTOR | FIRST NAME  | TYPE               |
|----|--------------------------------|-------------|--------------------|
| 1  | Geeslin                        | Keith       | Board of Directors |
| 2  | Tatsuno                        | Yvonne      | Board of Directors |
| 3  | Singer                         | Susanna     | Board of Directors |
| 4  | Stokes                         | Beth        | Board of Directors |
| 5  | Bond                           | Doug        | Board of Directors |
| 6  | Clayter                        | Todd        | Board of Directors |
| 7  | Ho                             | Heidi       | Board of Directors |
| 8  | Jones                          | Martin C.   | Board of Directors |
| 9  | Ketcham                        | Susan       | Board of Directors |
| 10 | Martinez                       | Alejandro   | Board of Directors |
| 11 | McTiernan                      | Megan       | Board of Directors |
| 12 | Metoyer                        | Eric        | Board of Directors |
| 13 | Rodriguez                      | Jon         | Board of Directors |
| 14 | Shah                           | Tajel       | Board of Directors |
| 15 | Silveira                       | Dara        | Board of Directors |
| 16 | Springwater                    | Richard     | Board of Directors |
| 17 | Solomon                        | Barbara     | Board of Directors |
| 18 | Zaidi                          | Hassan      | Board of Directors |
| 19 | Andrus                         | Bishop Marc | Board of Directors |

**9. AFFILIATES AND SUBCONTRACTORS**

List the names of (A) members of the contractor’s board of directors; (B) the contractor’s principal officers, including chief executive officer, chief financial officer, chief operating officer, or other persons with similar titles; (C) any individual or entity who has an ownership interest of 10 percent or more in the contractor; and (D) any subcontractor listed in the bid or contract.

| #  | LAST NAME/ENTITY/SUBCONTRACTOR | FIRST NAME | TYPE          |
|----|--------------------------------|------------|---------------|
| 20 | Larra                          | Eric       | CFO           |
| 21 | Cordova                        | Mauricio   | COO           |
| 22 | Caritas Management (CMC        |            | Subcontractor |
| 23 |                                |            |               |
| 24 |                                |            |               |
| 25 |                                |            |               |
| 26 |                                |            |               |
| 27 |                                |            |               |
| 28 |                                |            |               |
| 29 |                                |            |               |
| 30 |                                |            |               |
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| 34 |                                |            |               |
| 35 |                                |            |               |
| 36 |                                |            |               |
| 37 |                                |            |               |
| 38 |                                |            |               |



**9. AFFILIATES AND SUBCONTRACTORS**

List the names of (A) members of the contractor’s board of directors; (B) the contractor’s principal officers, including chief executive officer, chief financial officer, chief operating officer, or other persons with similar titles; (C) any individual or entity who has an ownership interest of 10 percent or more in the contractor; and (D) any subcontractor listed in the bid or contract.

| #  | LAST NAME/ENTITY/SUBCONTRACTOR | FIRST NAME | TYPE |
|----|--------------------------------|------------|------|
| 39 |                                |            |      |
| 40 |                                |            |      |
| 41 |                                |            |      |
| 42 |                                |            |      |
| 43 |                                |            |      |
| 44 |                                |            |      |
| 45 |                                |            |      |
| 46 |                                |            |      |
| 47 |                                |            |      |
| 48 |                                |            |      |
| 49 |                                |            |      |
| 50 |                                |            |      |

Check this box if you need to include additional names. Please submit a separate form with complete information. Select “Supplemental” for filing type.

**10. VERIFICATION**

I have used all reasonable diligence in preparing this statement. I have reviewed this statement and to the best of my knowledge the information I have provided here is true and complete.

**I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.**

|   |                           |
|---|---------------------------|
| <p><b>SIGNATURE OF CITY ELECTIVE OFFICER OR BOARD SECRETARY OR CLERK</b></p><br><br><p>BOS Clerk of the Board</p> | <p><b>DATE SIGNED</b></p> |
|---|---------------------------|

**CITY AND COUNTY OF SAN FRANCISCO  
DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING**

**FIRST AMENDMENT  
TO GRANT AGREEMENT  
between  
CITY AND COUNTY OF SAN FRANCISCO  
and  
EPISCOPAL COMMUNITY SERVICES**

THIS AMENDMENT of the **October 20, 2020** Grant Agreement (the "Agreement") is dated as of **November 1, 2023** and is made in the City and County of San Francisco, State of California, by and between **EPISCOPAL COMMUNITY SERVICES** ("Grantee") and the CITY AND COUNTY OF SAN FRANCISCO, a municipal corporation ("City") acting by and through The Department of Homelessness and Supportive Housing ("Department").

**RECITALS**

WHEREAS, Grantee was selected pursuant to Ordinance No. 61-19, which authorizes the Department to enter into contracts without adhering to the Administrative Code provisions regarding competitive bidding and other requirements for construction work, procurement, and personal services relating to the shelter crisis; and

WHEREAS, the City's Board of Supervisors approved this Agreement under San Francisco Charter Section 9.118 by Resolution 558-20 on December 15, 2020;

WHEREAS, the City's Board of Supervisors approved this First Amendment to the Agreement under San Francisco Charter Section 9.118 by Resolution **<insert Resolution number>** on **<Month Date, Year>** to extend the grant term by four months and increase the grant amount by **\$20,829,789**; and

WHEREAS, City and Grantee desire to execute this amendment to update the prior Agreement;

NOW, THEREFORE, City and Grantee agree to amend said Grant Agreement as follows:

- 1. Definitions.** Terms used and not defined in this Amendment shall have the meanings assigned to such terms in the Grant Agreement.
  - (a) Agreement. The term "Agreement" shall mean the Agreement dated **October 20, 2020** between Grantee and City.

- (b) “Eligible Expenses” shall have the meaning set forth in Appendix A-1, Services to be Provided, Appendix A-2, Services to be Provided, and Appendix B, Budget.
- (c) “Grant Plan” shall have the meaning set forth in Appendix A-1, Services to be Provided, Appendix A-2, Services to be Provided, and Appendix B, Budget.

**2. Modifications to the Agreement.** The Grant Agreement is hereby modified as follows:

**2.1 ARTICLE 3 TERM** of the Agreement currently reads as follows:

**3.1 Effective Date.** This Agreement shall become effective when the Controller has certified to the availability of funds as set forth in Section 2.2 and the Department has notified Grantee thereof in writing.

**3.2 Duration of Term.**

- (a) The term of this Agreement shall commence on **January 1, 2021** and expire on **February 29, 2025**, unless earlier terminated as otherwise provided herein. Grantee shall not begin performance of its obligations under this Agreement until it receives written notice from City to proceed.

Such section is hereby deleted and replaced in its entirety to read as follows:

**ARTICLE 3 TERM**

**3.1 Effective Date.** This Agreement shall become effective when the Controller has certified to the availability of funds as set forth in Section 2.2 and the Department has notified Grantee thereof in writing.

**3.2 Duration of Term.**

- (a) The term of this Agreement shall commence on **January 1, 2021** and expire on **June 30, 2025**, unless earlier terminated as otherwise provided herein. Grantee shall not begin performance of its obligations under this Agreement until it receives written notice from City to proceed.

**2.2 Section 4.2 Grantee’s Personnel** of the Agreement is hereby deleted and replaced in its entirety to read as follows:

## 4.2 Grantee's Personnel.

(a) **Qualified Personnel.** The Grant Plan shall be implemented only by competent personnel under the direction and supervision of Grantee.

(b) **Grantor Vaccination Policy.**

(1) Grantee acknowledges that it has read the requirements of the 38th Supplement to Mayoral Proclamation Declaring the Existence of a Local Emergency (“Emergency Declaration”), dated February 25, 2020, and the Contractor Vaccination Policy for City Contractors and Grantees issued by the City Administrator (“Contractor Vaccination Policy”), as those documents may be amended from time to time. A copy of the Contractor Vaccination Policy can be found at: <https://sf.gov/confirm-vaccine-status-your-employees-and-subcontractors>.

(2) A Contract or Grant subject to the Emergency Declaration is an agreement between the City and any other entity or individual and any subcontract under such agreement, where Covered Employees of the Contractor/Grantee or Subcontractor work in-person with City employees in connection with the work or services performed under the agreement at a City owned, leased, or controlled facility. Such agreements include, but are not limited to, professional services contracts, general services contracts, public works contracts, and grants. Contract or Grant includes such agreements currently in place or entered into during the term of the Emergency Declaration. Contract or Grant does not include an agreement with a state or federal governmental entity or agreements that do not involve the City paying or receiving funds.

(3) In accordance with the Contractor Vaccination Policy, Grantee agrees that:

A. Where applicable, Grantee shall ensure it complies with the requirements of the Contractor Vaccination Policy pertaining to Covered Employees, as they are defined under the Emergency Declaration and the Contractor Vaccination Policy, and insure such Covered Employees are either fully vaccinated for COVID-19 or obtain from Grantee an exemption based on medical or religious grounds; and

B. If Grantee grants Covered Employees an exemption based on medical or religious grounds, Grantee will promptly notify City by completing and submitting the Covered Employees Granted Exemptions Form (“Exemptions Form”), which can be found at

<https://sf.gov/confirm-vaccine-status-your-employees-and-subcontractors> (navigate to “Exemptions” to download the form).

**2.3 ARTICLE 5 USE AND DISBURSEMENT OF GRANT FUNDS** of the Agreement currently reads as follows:

**5.1 Maximum Amount of Grant Funds.**

- (a) In no event shall the amount of Grant Funds disbursed hereunder exceed **Twenty Six Million Three Hundred Twenty Nine Thousand Six Hundred Ten Dollars (\$26,329,610)**.
- (b) Grantee understands that, of the Maximum Amount Of Grant Funds listed under Article 5.1 (a) of this Agreement, **Two Million Eight Hundred Twenty One Thousand Three Hundred Sixty Four Dollars (\$2,821,364)** is included as a contingency amount and is neither to be used in Budget(s) attached to this Agreement or available to Grantee without a modification to the Appendix B, Budget, which has been approved by the Department of Homelessness and Supportive Housing. Grantee further understands that no payment for any portion of this contingency amount will be made unless and until a modification or revision has been fully approved and executed in accordance with applicable City and Department laws, regulations, policies/procedures and certification as to the availability of funds by Controller. Grantee agrees to fully comply with these laws, regulations, and policies/procedures.

**5.2 Use of Grant Funds.** Grantee shall use the Grant Funds only for Eligible Expenses as set forth in Appendix A, Services to be Provided, Appendix A-1, Services to be Provided, and Appendix B, Budget and for no other purpose. Grantee shall expend the Grant Funds in accordance with the Budget and shall obtain the prior approval of City before transferring expenditures from one line item to another within the Budget.

**5.3 Disbursement Procedures.** Grant Funds shall be disbursed to Grantee as follows:

- (a) Grantee shall submit to the Department for approval, in the manner specified for notices pursuant to Article 15, a document (a “Funding Request”) substantially in the form attached as Appendix C, Method of Payment. Any unapproved Funding Requests shall be returned by the Department to Grantee with a brief explanation why the Funding Request was rejected. If any such rejection relates only to a portion of Eligible Expenses itemized in a Funding Request, the Department shall have no obligation to disburse any Grant Funds for any other Eligible Expenses itemized in such Funding Request unless and until Grantee

submits a Funding Request that is in all respects acceptable to the Department.

- (b) The Department shall make all disbursements of Grant Funds pursuant to this Section through electronic payment or by check payable to Grantee sent via U.S. mail in accordance with Article 15, unless the Department otherwise agrees in writing, in its sole discretion. For electronic payment, City vendors receiving new contracts, contract renewals, or contract extensions must sign up to receive electronic payments through the City's Automated Clearing House (ACH) payments service/provider. Electronic payments are processed every business day and are safe and secure. To sign up for electronic payments, visit [www.sfgov.org/ach](http://www.sfgov.org/ach). The Department shall make disbursements of Grant Funds as set forth in Appendix C, Method of Payment.

#### **5.4 Reserved. (State or Federal Funds).**

Such section is hereby deleted and replaced in its entirety to read as follows:

#### **5.1 Maximum Amount of Grant Funds.**

- (a) In no event shall the amount of Grant Funds disbursed hereunder exceed **Forty Seven Million One Hundred Fifty Nine Thousand Three Hundred Ninety Nine Dollars (\$47,159,399)**.
- (b) Grantee understands that, of the Maximum Amount of Grant Funds listed under Article 5.1 (a) of this Agreement, **Three Million One Hundred Seventy One Thousand Seven Hundred Seventy Two Dollars (\$3,171,772)** is included as a contingency amount and is neither to be used in Budget(s) attached to this Agreement or available to Grantee without a modification to the Appendix B, Budget, which has been approved by the Department of Homelessness and Supportive Housing. Grantee further understands that no payment for any portion of this contingency amount will be made unless and until a modification or revision has been fully approved and executed in accordance with applicable City and Department laws, regulations, policies/procedures and certification as to the availability of funds by Controller. Grantee agrees to fully comply with these laws, regulations, and policies/procedures.

**5.2 Use of Grant Funds.** Grantee shall use the Grant Funds only for Eligible Expenses as set forth in Appendix A-1, Services to be Provided, Appendix A-2, Services to be Provided, and Appendix B, Budget and for no other purpose. Grantee shall expend the Grant Funds in accordance with the Budget and shall obtain the prior approval of City before transferring expenditures from one line item to another within the Budget.

**5.3 Disbursement Procedures.** Grant Funds shall be disbursed to Grantee as follows:

- (a) Grantee shall submit to the Department for approval, in the manner specified for notices pursuant to Article 15, a document (a “Funding Request”) substantially in the form attached as Appendix C, Method of Payment. Any unapproved Funding Requests shall be returned by the Department to Grantee with a brief explanation why the Funding Request was rejected. If any such rejection relates only to a portion of Eligible Expenses itemized in a Funding Request, the Department shall have no obligation to disburse any Grant Funds for any other Eligible Expenses itemized in such Funding Request unless and until Grantee submits a Funding Request that is in all respects acceptable to the Department.
- (b) The Department shall make all disbursements of Grant Funds pursuant to this Section through electronic payment or by check payable to Grantee sent via U.S. mail in accordance with Article 15, unless the Department otherwise agrees in writing, in its sole discretion. For electronic payment, City vendors receiving new contracts, contract renewals, or contract extensions must sign up to receive electronic payments through the City's Automated Clearing House (ACH) payments service/provider. Electronic payments are processed every business day and are safe and secure. To sign up for electronic payments, visit [www.sfgov.org/ach](http://www.sfgov.org/ach). The Department shall make disbursements of Grant Funds as set forth in Appendix C, Method of Payment.

**5.4 Reserved. (State or Federal Funds).**

**2.4 Section 6.7 Submitting False Claims** of the Agreement hereby deleted and replaced in its entirety with:

**6.7 Submitting False Claims.** Grantee shall at all times deal in good faith with the City, shall only submit a Funding Request to the City upon a good faith and honest determination that the funds sought are for Eligible Expenses under the Grant, and shall only use Grant Funds for payment of Eligible Expenses as set forth in Appendix A-1, Services to be Provided and Appendix A-2, Services to be Provided. Any Grantee who commits any of the following false acts shall be liable to the City for three times the amount of damages the City sustains because of Grantee's act. A Grantee will be deemed to have submitted a false claim to the City if Grantee: (a) knowingly presents or causes to be presented to an officer or employee of the City a false Funding Request; (b) knowingly disburses Grants Funds for expenses that are not Eligible Expenses; (c) knowingly makes, uses, or causes to be made or used a false record or statement to get a false Funding Request paid or approved by

the City; (d) conspires to defraud the City by getting a false Funding Request allowed or paid by the City; or (e) is a beneficiary of an inadvertent submission of a false claim to the City, subsequently discovers the falsity of the claim, and fails to disclose the false claim to the City within a reasonable time after discovery of the false claim.

**2.5 Section 13.3 Subcontracting** of the Agreement is hereby deleted and replaced in its entirety to read as follows:

**13.3 Subcontracting.** If Appendix B, Budget, lists any permitted subgrantees, then notwithstanding any other provision of this Agreement to the contrary, Grantee shall have the right to subcontract on the terms set forth in this Section. If Appendix B, Budget is blank or specifies that there are no permitted subgrantees, then Grantee shall have no rights under this Section.

(a) **Limitations.** In no event shall Grantee subcontract or delegate the whole of the Grant Plan. Grantee may subcontract with any of the permitted subgrantees set forth on Appendix B, Budget without the prior consent of City; provided, however, that Grantee shall not thereby be relieved from any liability or obligation under this Agreement and, as between City and Grantee, Grantee shall be responsible for the acts, defaults and omissions of any subgrantee or its agents or employees as fully as if they were the acts, defaults or omissions of Grantee. Grantee shall ensure that its subgrantees comply with all of the terms of this Agreement, insofar as they apply to the subcontracted portion of the Grant Plan. All references herein to duties and obligations of Grantee shall be deemed to pertain also to all subgrantees to the extent applicable. A default by any subgrantee shall be deemed to be an Event of Default hereunder. Nothing contained in this Agreement shall create any contractual relationship between any subgrantee and City.

(b) **Terms of Subcontract.** Each subcontract shall be in form and substance acceptable to City and shall expressly provide that it may be assigned to City without the prior consent of the subgrantee. In addition, each subcontract shall incorporate all of the terms of this Agreement, insofar as they apply to the subcontracted portion of the Grant Plan. Without limiting the scope of the foregoing, each subcontract shall provide City, with respect to the subgrantee, the audit and inspection rights set forth in Section 6.6. Upon the request of City, Grantee shall promptly furnish to City true and correct copies of each subcontract permitted hereunder.

**2.6 ARTICLE 15 NOTICES AND OTHER COMMUNICATIONS** of the Agreement is deleted and replaced by the following:

**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 may be sent by U.S. mail or email, and shall be addressed as follows:

If to the Department or City: Department of Homelessness and Supportive Housing  
Contracts Unit  
440 Turk Street  
San Francisco, CA 94102  
[hshcontracts@sfgov.org](mailto:hshcontracts@sfgov.org)

If to Grantee: Episcopal Community Services  
165 Eighth Street, 3<sup>rd</sup> Floor  
San Francisco, CA 94103  
Attn: Mary Elizabeth Stokes  
Email: [bstokes@ecs-sf.org](mailto:bstokes@ecs-sf.org)

Any notice of default must be sent by registered mail.

**15.2 Effective Date.** All communications sent in accordance with Section 15.1 shall become effective on the date of receipt.

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

2.7 **Section 16.24 Additional City Compliance Requirements** is hereby added to this Agreement.

**16.24 Additional City Compliance Requirements.** Grantee represents that it is in good standing with the California Attorney General's Registry of Charitable Trusts and will remain in good standing during the term of this Agreement. Grantee shall immediately notify City of any change in its eligibility to perform under the Agreement. Upon City request, Grantee shall provide documentation demonstrating its compliance with applicable legal requirements. If Grantee will use any subgrantees/subrecipients/subcontractors to perform the Agreement, Grantee is responsible for ensuring they are also in compliance with the California Attorney General's Registry of Charitable Trusts at the time of grant execution and for the duration of the agreement. Any failure by Grantee or any subgrantees/subrecipients/subcontractors to remain in good standing with applicable requirements shall be a material breach of this Agreement.

2.8 **Section 17.6 Entire Agreement** of the Agreement is hereby deleted and replaced with the following:

**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:

- Appendix A-1, Services to be Provided (dated November 1, 2023)
- Appendix A-2, Services to be Provided (dated November 1, 2023)
- Appendix B, Budget (dated November 1, 2023)
- Appendix C, Method of Payment (dated November 1, 2023)
- Appendix D, Interests in Other City Grants (dated November 1, 2023)

2.9 **Section 17.14 Services During a City-Declared Emergency** of the Agreement is hereby deleted and replaced with the following:

**17.14 Services During a City-Declared Emergency.** In case of an emergency as declared by the Mayor under Charter section 3.100, Grantee will make a good faith effort to continue to provide the services set forth in Appendix A-1, Services to be Provided and Appendix A-2, Services to be Provided. Any services provided beyond those listed in Appendix A-1, Services to be Provided and in Appendix A-2, Services to be Provided must be approved by the Department.

2.6 **Appendix A, Services to be Provided**, of the Agreement is hereby replaced in its entirety by the modified **Appendix A-1, Services to be Provided** (dated November 1, 2023) for the period of November 1, 2023 to June 30, 2025.

2.10 **Appendix A-1, Services to be Provided**, of the Agreement is hereby replaced in its entirety by the modified **Appendix A-2, Services to be Provided** (dated November 1, 2023) for the period of November 1, 2023 to June 30, 2025.

2.11 **Appendix B, Budget**, of the Agreement is hereby replaced in its entirety by the modified **Appendix B, Budget** (dated November 1, 2023) for the period of January 1, 2021 to June 30, 2025.

2.12 **Appendix C, Method of Payment**, of the Agreement is hereby replaced in its entirety by the modified **Appendix C, Method of Payment** (dated November 1, 2023).

2.13 **Appendix D, Interests in Other City Grants**, of the Agreement is hereby replaced in its entirety by the modified **Appendix D, Interests in Other City Grants** (dated November 1, 2023).

2.14 **Appendix E, Permitted Subcontractors**, of the Agreement is hereby deleted.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed as of the date first specified herein. The signatories to this Agreement warrant and represent that they have the authority to enter into this agreement on behalf of the respective parties and to bind them to the terms of this Agreement.

**CITY**

**GRANTEE**

**DEPARTMENT OF HOMELESSNESS  
AND SUPPORTIVE HOUSING**

**EPISCOPAL COMMUNITY SERVICES**

By: \_\_\_\_\_  
Shireen McSpadden  
Executive Director

By: \_\_\_\_\_  
Mary Elizabeth Stokes  
Executive Director  
City Supplier Number: 0000020568

Approved as to Form:  
David Chiu  
City Attorney

By: \_\_\_\_\_  
Adam Radtke  
Deputy City Attorney

**Appendix A-1, Services to be Provided  
by  
Episcopal Community Services  
Housing First Hotels - Property Management**

**I. Purpose of Grant**

The purpose of the grant is to provide Property Management and Master Lease Stewardship to the served population. The goals of these services are to support tenants in retaining their housing; or moving to other appropriate housing.

**II. Served Population**

Grantee shall serve formerly homeless and income-eligible adults aged 18 years or older without the custody of minors below 18 years of age.

**III. Referral and Prioritization**

All new tenants will be referred by the Department of Homelessness and Supportive Housing (HSH) via the Coordinated Entry System, which organizes the City's Homelessness Response System (HRS) with a common, population-specific assessment, centralized data system, and prioritization method.

Tenants must be County Adult Assistance Program (CAAP) recipients at the time of placement into an HSH Fund (formerly known as Care Not Cash) unit.

**IV. Description of Services**

Grantee shall provide Property Management to the total number of units listed in Appendix B, Budget ("Number Served" tab).

Property Management

1. Program Applicant Selection and Intake: Grantee shall align with Housing First principles and follow the processes agreed upon by Grantee, HSH, property owner, housing subsidy administrators, fair housing laws, and/or other entities involved with referrals.

Under Housing First, tenant screening and selection practices must promote accepting applicants regardless of their sobriety or use of substances, completion of treatment, or participation in services. Applicants must not be rejected on the basis of poor credit or financial history, poor or lack of rental history, criminal convictions unrelated to tenancy, or behaviors that indicate a lack of "housing readiness."

Grantee shall adhere to all published HSH policies, including, but not limited to those covering tenant intake, HSH housing documentation, reasonable accommodation, and transfers when accepting referrals and placing tenants into housing.

2. Tenant Lease Set-Up: Grantee shall draft, provide, and sign a rental agreement with each tenant at the time of move-in. The lease agreement shall include Community Rules, the Lease Addendum for City & County of San Francisco

PSH, HSH Resident Emergency Safety Check Policy Notice, and other pertinent Lease Addenda. Grantee shall review its Grievance policies and procedures and HSH policies and procedures with tenants at the time of lease signing.

3. Annual Tenant Re-certification: As required by rental subsidy type, Grantee shall re-certify tenant income annually. This is generally done on the anniversary of a tenant's move-in date.
4. Collection of Rents, Security Deposits, and Other Receipts: Grantee shall collect, and process rent and other housing-related payments (e.g., security deposit) made by tenants.
  - a. Grantee shall communicate and coordinate with local, state and/or federal agencies, as needed, to process rental subsidies.
  - b. Grantee shall assist with payment arrangements and comply with HSH and other applicable requirements governing the tenant portion of rent. All PSH tenants will pay no more than 30 percent of their monthly adjusted household income towards rent.
  - c. Tenants are encouraged to enroll in third party rent payment services. Grantee shall complete and submit referral paperwork to the agency providing the service and notify HSH of any problems with the arrangement.
5. Lease Enforcement, Written Notices and Eviction Prevention:
  - a. Grantee shall take a housing retention approach to lease enforcement, including, but not limited to, proactive engagement in collaboration with Support Services, conversations and meetings with tenants, and mediation strategies. Grantee shall utilize the HSH Nonpayment of Rent Guidance, and other PSH best practices, as an ongoing resource.
  - b. Grantee shall provide written notice to tenants regarding issues that may impact housing stability including, but not limited to, discontinuance from benefits, non-payment of rent, lease violations or warnings from Property Management, and conflicts with staff or other tenants.
  - c. Grantee shall offer tenants who become delinquent in rent the opportunity to enter into a rent payment plan or referral to third party rent payment services.
  - d. When necessary, Grantee shall provide notice to tenants of any actions related to the eviction process in accordance with all applicable laws.
  - e. Grantee shall copy Support Services staff on all communications to tenants.
6. Building Service Payments: Grantee shall set up and manage utility accounts and services related to the property, including but not limited to communications, alarms/security, fire alarm monitoring, garbage, water, and pest control. This may include elevator maintenance, as required.
7. Building Maintenance: Grantee shall maintain the facility in sanitary and operable condition, post protocol and forms for tenant requests for maintenance or repairs and respond to requests in a timely manner. Building maintenance shall include the following services:

- a. Janitorial services in common areas, offices, and shared-use restrooms, and shower facilities;
  - b. Regular removal of garbage/trash from designated trash areas and maintenance of these areas as clean and functional;
  - c. Pest control services, as needed;
  - d. Maintenance and repair of facility systems, plumbing, electrical;
  - e. Building security; and
  - f. Preparation of apartments for tenant move-in and move-out.
8. Coordination with Support Services: If a tenant is facing housing instability, Grantee shall coordinate with Support Services staff to find creative ways to engage with tenants to prevent housing loss. Grantee shall work with Support Services staff in communicating with and meeting with tenant regarding behaviors and issues that put the tenant at risk for housing instability.

Grantee shall participate in regular coordination meetings with Support Services to review tenants at risk for eviction and strategize on how to support tenants in maintaining their housing.

9. Wellness Checks and Emergency Safety Checks: Grantee shall conduct Wellness Checks and/or Emergency Safety Checks in accordance with HSH policy, internal agency policies and tenant laws to assess a tenant’s safety when there is a reason to believe the tenant is at immediate and substantial risk due to a medical and/or psychiatric emergency.
10. Front Desk Coverage: Grantee shall provide front desk coverage 24 hours per day, seven days per week.
11. Exit Planning: Grantee shall alert Support Services staff when tenants give notice to leave housing and shall keep a record of each tenant’s forwarding address, whenever possible. Grantee shall provide exit information to Support Services to complete the client program exit in the ONE System.

**V. Location and Time of Services**

Grantee shall provide services at the following locations:

| <b>Site Name</b>   | <b>Site Location</b>       |
|--------------------|----------------------------|
| 1. Alder Hotel     | 175 6 <sup>th</sup> Street |
| 2. Crosby Hotel    | 516 O'Farrell Street       |
| 3. Elm Hotel       | 364 Eddy Street            |
| 4. Hillsdale Hotel | 51 6 <sup>th</sup> Street  |
| 5. Mentone Hotel   | 387 Ellis Street           |

Grantee shall provide Property Management services 24 hours a day, seven days a week, either on-site or on-call. Grantee shall implement policies and procedures pertaining to emergency backup and will train staff accordingly.

## VI. Service Requirements

- A. Facilities: Grantee shall maintain clean, safe, and functional facilities in full compliance with requirements of the law and local standards.
  - 1. Grantee shall notify HSH immediately in the event it is given notice of violations by the Department of Building Inspection (DBI), Department of Public Health (DPH), or another City agency.
  
- B. Admission Policy: Grantee admission policies for services shall be in writing and available to the public. Except to the extent that the services are to be rendered to a specific population as described in the programs listed herein, such policies must include a provision that the served population is accepted for care without discrimination on the basis of race, color, creed, religion, sex, age, national origin, ancestry, sexual orientation, gender identification, disability, or HIV status.
  
- C. Housing First: Grantee services and operations shall align with the Core Components of Housing First. Housing First Principles means tenant screening and selection practices that promote accepting applicants regardless of their sobriety or use of substances, completion of treatment, or participation in services, and prohibit rejecting applicants on the basis of poor credit or financial history, poor or lack of rental history, criminal convictions unrelated to tenancy, or behaviors that indicate a lack of “housing readiness,” as further described in California Welfare and Institutions Code section 8255.
  
- D. Harm Reduction: Grantee shall integrate harm reduction principles into service delivery and agency structure as well as follow the [HSH Overdose Prevention Policy](#). Grantee staff who work directly with tenants will participate in annual trainings on harm reduction, overdose recognition and response.
  
- E. Language and Interpretation Services: Grantee shall ensure that translation and interpreter services are available, as needed. Grantee shall address the needs of and provide services to the served population who primarily speak language(s) other than English. Additional information on Language Access standards can be found on the HSH Providers Connect website: <https://sfgov1.sharepoint.com/sites/HOM-Ext-Providers>.
  
- F. Case Conferences: Grantee shall participate in individual case conferences and team coordination meetings with HSH-approved programs, as needed, to coordinate and collaborate regarding tenant’s housing stability.
  
- G. Grievance Procedure:
  - 1. Grantee shall establish and maintain a written Grievance Procedure for tenants, which shall include, at minimum, the following elements:

- a. The name or title of the person or persons authorized to make a determination regarding the grievance;
  - b. The opportunity for the aggrieved party to discuss the grievance with those who will be making the determination;
  - c. The amount of time required for each step, including when a tenant can expect a response; and
  - d. In accordance with published HSH policies/procedures, the HSH Grievances email address ([hshgrievances@sfgov.org](mailto:hshgrievances@sfgov.org)) and mailing address for the household to contact after the household has exhausted Grantee's internal Grievance Procedure.
2. Grantee shall, at program entry, review and provide a copy of this procedure, and any amendments, to each tenant and obtain a signed copy of the form from the tenant, which must be maintained in the tenant's file. Additionally, Grantee shall post the policy at all times in a location visible to tenants, and provide a copy of the procedure and any amendments to the assigned HSH Program Manager.
- H. Feedback, Complaint and Follow-up Policies:  
 Grantee shall provide means for the served population to provide input into the program, including the planning, design, and satisfaction. Feedback methods shall include:
1. A complaint process, including a written complaint policy informing the served population on how to report complaints; and
  2. A written annual survey to the served population to gather feedback, satisfaction, and assess the effectiveness of services and systems within the program. Grantee shall offer assistance to the served population regarding completion of the survey if the written format presents any problem.
- I. City Communications, Trainings and Meetings:  
 Grantee shall keep HSH informed of program operations and comply with HSH policies, training requirements, and participate in meetings, including, but not limited to:
1. Regular communication to HSH about the implementation of the program;
  2. Attendance at all meetings as required by HSH. This shall include quarterly HSH meetings; and
  3. Attendance at trainings (e.g., overdose prevention training), when required by HSH. Ensure all site-based or tenant-facing staff and subcontractors are onboarded and trained to perform the services in accordance with Housing First, Harm Reduction, and Trauma-Informed Principles.
- J. Coordination with Other Service Providers: Grantee shall establish written agreements with Support Services and other service providers that are part of the site team to formalize collaboration and roles and responsibilities.
- K. Critical Incidents: Grantee shall report critical incidents in accordance with HSH policies/procedures. Critical incidents shall be reported using the online [Critical Incident Report form](#) within 72 hours of the incident. In addition, critical incidents that involve life endangerment events or major service disruptions should be reported



immediately to the HSH program manager. Please refer to the CIR Policy and procedures on the HSH Providers Connect website.

- L. Disaster and Emergency Response Plan: Grantee shall develop and maintain an Agency Disaster and Emergency Response Plan containing Site Specific Emergency Response Plan(s) for each service site per HSH requirements. The Agency Disaster and Emergency Response Plan shall address disaster coordination between and among service sites. Grantee shall update the Agency/site(s) plan as needed and Grantee shall train all employees regarding the provisions of the plan for their Agency/site(s).
  
- M. Good Neighbor Policies: Grantee shall maintain a good relationship with the neighborhood, including:
  - 1. Collaboration with neighbors and relevant city agencies to ensure that neighborhood concerns about the facility are heard and addressed;
  - 2. That Grantee management staff is available to respond to neighbors within three business days, if reasonable; and
  - 3. Having a representative of the Grantee attend all appropriate neighborhood meetings.
  
- N. Record Keeping and Files: Grantee shall update applicant referral status information in the ONE System in accordance with HSH policy and instruction.
  - 1. Grantee shall maintain confidential tenant files on the served population, including signed lease agreement and addenda, notices or lease violations issued to the tenant, copies of payment plans or other agreements to support housing stability.
  - 2. Grantee shall track receipt and completion of maintenance work orders.
  - 3. Grantee shall maintain all eligibility and inspection documentation in the Online Navigation and Entry (ONE) System and maintain hard copy files with eligibility, including homelessness verification documents.
  
- O. Data Standards:
  - 1. Grantee shall ensure compliance with the Homeless Management Information System (HMIS) Participation Agreement, including but not limited to:
    - a. Entering all household data within three working days (unless specifically requested to do so sooner);
    - b. Ensuring accurate dates for household enrollment, household exit, and household move in (if appropriate); and
    - c. Running monthly data quality reports and correcting any errors.
  - 2. Records entered into the ONE system shall meet or exceed the ONE System Continuous Data Quality Improvement Process standard<sup>1</sup>
  - 3. Grantee shall maintain updated unit vacancy information on a weekly basis in the data system designated by HSH (Offline Vacancy Tracker and/or ONE System) as required. Changes to vacancy reporting shall be communicated to Grantees in writing from HSH.
  - 4. Grantee shall enter data into the ONE System, but may be required to report certain measures or conduct interim reporting in CARBON, via secure email, or

through uploads to a File Transfer Protocol (FTP) site. When required by HSH, Grantee shall submit the monthly, quarterly and/or annual metrics into the CARBON database. Changes to data collection or reporting requirements shall be communicated to Grantees via written notice at least one month prior to expected implementation.

5. Any information shared between Grantee, HSH, and other providers about the served population shall be communicated in a secure manner, with appropriate release of consent forms and in compliance with 24 C.F.R. Part 578, Continuum of Care; 45 C.F.R. Parts 160 and 164, the Health Insurance Portability and Accountability Act (HIPAA) and federal and state data privacy and security guidelines.
6. Failure to comply with data security, storage and access requirements may result in loss of access to the HMIS and other data systems.

## **VII. Service Objectives**

Grantee shall achieve the following Service Objectives:

- A. Grantee shall ensure that each unit, upon turnover, is clean and/or repaired within 21 days, on average.
- B. Grantee shall ensure that new tenant move-ins occur within 30 days of referral.
- C. Grantee shall collect at least 90 percent of tenant portions of monthly rent from occupied units.
- D. Grantee shall maintain an occupancy rate of at least 93 percent.

## **VIII. Outcome Objectives**

Grantee shall achieve the following Outcome Objectives:

- A. 90 percent of tenants will maintain their housing for a minimum of 12 months, move to other permanent housing, or be provided with more appropriate placements.
- B. 85 percent of tenant lease violations will be resolved without loss of housing to tenants.
- C. At least 65 percent of tenants shall complete an annual Tenant Satisfaction Survey and of those, 80 percent of tenants will be satisfied or very satisfied with Property Management services.

## **IX. Reporting Requirements**

Grantee shall input data into systems required by HSH, such as Online Navigation and Entry (ONE) system, and CARBON.

- A. Grantee shall report vacancies to HSH in a timely fashion according to established procedures and process all tenant referrals in the pre-established timeframe. When required by HSH, Grantee shall enter tenant data in the ONE System.
- B. On a monthly basis, Grantee shall enter the required metrics, including any required templates to be uploaded, into the CARBON database by the 15<sup>th</sup> of the month following the month of service.
  - 1. The occupancy rate; and
  - 2. The number of new placements.
- C. On a quarterly basis, Grantee shall enter the required metrics, including any required templates to be uploaded, into the CARBON database by the 15<sup>th</sup> of the month following the end of each quarter:
  - 1. Average number of days to turn over units; and
  - 2. The number of tenants receiving lease violations, and the number and percentage of tenant lease violations that were resolved without loss of housing to tenants.
- D. On an annual basis, Grantee shall enter the required metrics, including any required templates to be uploaded, into the CARBON database by the 15<sup>th</sup> of the month following the end of each year:
  - 1. The number and percentage of tenants who maintained their housing for a minimum of 12 months, moved to other permanent housing, or were provided with more appropriate placements;
  - 2. The number of program exits;
  - 3. The number and percentage of tenants who completed a written survey to provide feedback on the type and quality of program services;
  - 4. The tenant satisfaction survey results; and
  - 5. The number of households showing housing instability that remained housed.
- E. Grantee shall participate in annual Eviction Survey reporting, per the 2015 City and County of San Francisco Tenant Eviction Annual Reports Ordinance (<https://sfbos.org/ftp/uploadedfiles/bdsupvrs/ordinances15/o0011-15.pdf>). Grantee shall provide information on evictions and eviction notices issued to households residing in City-funded housing to Support Services to enter into the ONE System. Grantee shall verify the accuracy of eviction reporting data in the ONE System quarterly, and shall review the annual eviction report prior to submission to HSH. Grantee shall adhere to all deadlines for submission as required by HSH.
- F. Grantee shall submit Project Descriptor data elements as described in HUD's latest HMIS Data Standards Manual (<https://files.hudexchange.info/resources/documents/HMIS-Data-Standards-Manual.pdf>) to HSH at the following intervals: 1) at the point of project setup; 2) when project information changes; 3) at least annually or as requested by HSH. Data is used for reporting mandated by the U.S. Department of Housing and Urban Development and California's Interagency Council on Homelessness, and to ensure HSH's ongoing accurate representation of program and inventory information for various reporting needs, including monitoring of occupancy and vacancy rates.

- G. Grantee shall provide information for an annual report on client enrollment in public benefits per the Administrative Code Article VI, Section 20.54.4(c) - Permanent Supportive Housing – Enrollment in Social Services  
[https://codelibrary.amlegal.com/codes/san\\_francisco/latest/sf\\_admin/0-0-0-11877](https://codelibrary.amlegal.com/codes/san_francisco/latest/sf_admin/0-0-0-11877), as instructed by HSH.
- H. Grantee shall participate, as required by Department, with City, State and/or Federal government evaluative studies designed to show the effectiveness of Grantee’s services. Grantee agrees to meet the requirements of and participate in the evaluation program and management information systems of the City. The City agrees that any final reports generated through the evaluation program shall be made available to Grantee within thirty working days of receipt of any evaluation report and any Grantee response will become part of the official report.
- I. Grantee shall provide Ad Hoc reports as required by HSH and respond to requests by HSH in a timely manner.

For assistance with reporting requirements or submission of reports, contact the assigned Contract and Program Managers.

**X. Monitoring Activities**

- A. Program Monitoring: Grantee is subject to program monitoring and/or audits, including, but not limited to review of the following: tenant files, the Grantee’s administrative records, staff training documentation, postings, program policies and procedures, data submitted in program reports, Disaster and Emergency Response Plan and training, personnel and activity reports, proper accounting for funds and other operational and administrative activities, and back-up documentation for reporting progress towards meeting service and outcome objectives.

Monitoring of program participation in the ONE system may include, but is not limited to, data quality reports from the ONE system, records of timeliness of data entry, and attendance records at required trainings and agency lead meetings.

- B. Fiscal and Compliance Monitoring: Grantee is subject to fiscal and compliance monitoring, which may include review of the Grantee's organizational budget, the general ledger, quarterly balance sheet, cost allocation procedures and plan, State and Federal tax forms, audited financial statement, fiscal policy manual, supporting documentation for selected invoices, cash receipts and disbursement journals. The compliance monitoring may include review of Personnel Manual, Emergency Operations Plan, Compliance with the Americans with Disabilities Act (ADA), subcontracts and Memoranda of Understanding (MOUs), and the current board roster and selected board minutes for compliance with the Sunshine Ordinance.

**Appendix A-2, Services to be Provided  
by  
Episcopal Community Services  
Housing First Hotels Support Services**

**I. Purpose of Grant**

The purpose of the grant is to provide Support Services to the served population. The goals of these services are to support the served population in retaining their housing; or moving to other appropriate housing.

**II. Served Population**

Grantee shall serve Formerly homeless and income-eligible adults aged 18 years or older without the custody of minors below 18 years of age

**III. Referral and Prioritization**

All new tenants will be referred by the Department of Homelessness and Supportive Housing (HSH) via the Coordinated Entry System, which organizes the City's Homelessness Response System (HRS) with a common, population-specific assessment, centralized data system, and prioritization method.

Eligibility criteria for Permanent Supportive Housing (PSH) varies upon the subsidy funding source and may include meeting a definition of homelessness at the time of referral and placement, enrollment in specific benefits programs, income criteria and/or the ability to live independently within the structure of the housing program. Tenants who meet eligibility criteria for PSH are prioritized based on various criteria, such as levels of vulnerability, length and history of homelessness, and severity of housing barriers.

**IV. Description of Services**

Grantee shall provide Support Services to tenants of the number of units listed in Appendix B, Budget ("Number Served" tab). Support Services are voluntary and shall be available to all tenants in the service location(s). Support Services shall include, but are not limited to, the following:

- A. Outreach: Grantee shall engage with tenants to provide information about available Support Services and invite them to participate.

Grantee shall contact each tenant at least three times during the first 60 days following placement. Grantee shall document all outreach and attempts.

- B. Intake and Assessment: Grantee shall coordinate with Property Management during the initial intake for units and participate in orientation meetings with Property Management. If possible, Grantee shall establish rapport with tenants prior to move-in to support tenants during the application and move-in process. Grantee shall coordinate with tenant's current support service provider(s) to ensure a successful transition into housing.

Grantee intake of tenants shall include, but is not limited to, a review of the tenant's history in the Online Navigation and Entry (ONE) System, gathering updated information from the tenant, and establishing strengths, skills, needs, plans and goals

that are participant-centered and supportive of housing retention. The intake shall take place at the same time of the interview with Property Management, on a separate date or time coordinated with Support Services during the application period, or within no more than 30 days of move-in.

- C. Case Management: Grantee shall provide case management services to tenants with the primary goal of maintaining housing stability, including ongoing meetings and counseling to establish goals, develop services plans that are tenant-driven without predetermined goals, provide referrals and linkages to off-site support services, and track progress toward achieving those goals. Grantee shall document case management meetings, engagement, and progress.
1. Grantee shall connect each tenant with resources needed to be food secure as they live independently.
  2. Grantee shall refer tenants to and coordinate services within the community that support progress toward identified goals. This may include providing information about services, calling to make appointments, assisting with applications, providing appointment reminders, following up/checking in with households regarding the process, and, as necessary, re-referral. Grantee shall communicate and coordinate with outside service providers to support housing stability.
  3. Grantee shall provide benefits advocacy to assist tenants with obtaining and maintaining benefits, including, but not limited to, cash aid, food programs, medical clinics and/or in-home support.
- D. Housing Stability Support: Grantee shall outreach to and offer on-site services and/or referrals to all tenants who display indications of housing instability, within a reasonable timeframe. Such indications include, but are not limited to, discontinuance from benefits, non-payment of rent, lease violations or warnings from Property Management, and conflicts with staff or other tenants. Grantee shall work with tenants, in conjunction with Property Management, to resolve issues that put tenants at risk for eviction. Grantee shall assist with the de-escalation and resolution of conflicts, as needed. Grantee shall document Housing Stability outreach and assistance provided.
- E. Coordination with Property Management: Grantee shall assist tenants in communicating with, responding to, and meeting with Property Management. This may include helping a tenant to understand the communications from Property Management, helping to write requests, responses, or complaints to Property Management, and attending meetings between the tenant and Property Management to facilitate communication.

If a tenant is facing housing instability, Grantee shall coordinate with Property Management to find creative ways to engage with tenants to prevent housing loss. Grantee shall utilize the HSH Nonpayment of Rent Guidance, and other PSH best practices, as an ongoing resource.

Grantee shall ensure there is a process in place for receiving timely communication from Property Management and copies of correspondence (e.g., notices, warning letters, lease violations, etc.) issued. Grantee shall have a structured written process for engaging tenants who receive such notices.

- F. Wellness and Emergency Safety Checks: Grantee shall conduct Wellness and/or Emergency Safety Checks in accordance with HSH policy to assess a tenant’s safety when there is a reason to believe there is immediate and substantial risk due to a medical and/or psychiatric emergency.
  
- G. Support Groups, Social Events and Organized Activities:
  - 1. Grantee shall plan groups, events, and activities with input from tenants to build community engagement, develop peer support, share information, form social connections or to celebrate significant events. Grantee shall post and provide to tenants a monthly calendar of events.
  - 2. Grantee shall conduct monthly community meetings for tenants, in coordination with Property Management, during which tenants may discuss building concerns and program ideas with representatives from both Support Services and Property Management staff.
  - 3. Grantee shall periodically assess the needs of tenants with Property Management and other teams at the building to develop programming that will help tenants maintain stability and enjoy their housing.
  
- H. Exit Planning: If a tenant is moving out of the building, Grantee shall engage tenant in exit planning to support the tenant’s successful transition out of the program. The exit plan shall depend on the tenant’s needs and preferences, and may include establishing a link to services in the community.

**V. Location and Time of Services**

Grantee shall provide services at the following locations:

| <b>Site Name</b>   | <b>Site Location</b>       |
|--------------------|----------------------------|
| 1. Alder Hotel     | 175 6 <sup>th</sup> Street |
| 2. Crosby Hotel    | 516 O'Farrell Street       |
| 3. Elm Hotel       | 364 Eddy Street            |
| 4. Hillsdale Hotel | 51 6 <sup>th</sup> Street  |
| 5. Mentone Hotel   | 387 Ellis Street           |

Grantee shall provide services times when necessary to best serve tenants using the staffing outlined in the Appendix B, Budget.

Grantee shall implement policies and procedures pertaining to emergency backup and will train staff accordingly.

## VI. Service Requirements

- A. Case Management Ratio: Grantee shall maintain a maximum 25:1 ratio of units to case management staff.
- B. Supervision: Grantee shall provide Support Services staff with supervision and case conferencing, as needed, to ensure appropriate case management, counseling and referral services are provided to tenants.
- C. Housing First: Grantee services and operations shall align with the Core Components of Housing First as defined in California Welfare and Institutions Code, section 8255. This includes integrating policies and procedures to provide tenant-centered, low-barrier access to housing and services.
- D. Harm Reduction: Grantee shall integrate harm reduction principles into service delivery and agency structure as well as follow the [HSH Overdose Prevention Policy](#). Grantee staff who work directly with tenants will participate in annual trainings on harm reduction, overdose recognition and response.
- E. Language and Interpretation Services: Grantee shall ensure that translation and interpreter services are available, as needed. Grantee shall address the needs of and provide services to the served population who primarily speak language(s) other than English. Additional information on Language Access standards can be found on the HSH Providers Connect website: <https://sfgov1.sharepoint.com/sites/HOM-Ext-Providers>.
- F. Case Conferences: Grantee shall initiate and participate in individual case conferences and team coordination meetings with HSH-approved programs, as needed, to coordinate and collaborate regarding tenant's progress.
- G. Admission Policy: Grantee admission policies for services shall be in writing and available to the public. Except to the extent that the services are to be rendered to a specific population as described in the programs listed herein, such policies must include a provision that the served population is accepted for care without discrimination on the basis of race, color, creed, religion, sex, age, national origin, ancestry, sexual orientation, gender identification, disability, or HIV status.
- H. Grievance Procedure:
  1. Grantee shall establish and maintain a written Grievance Procedure for tenants, which shall include, at minimum, the following elements:
    - a. The name or title of the person or persons authorized to make a determination regarding the grievance;
    - b. The opportunity for the aggrieved party to discuss the grievance with those who will be making the determination;
    - c. The amount of time required for each step, including when a participant can expect a response; and



- d. In accordance with published HSH policies/procedures, the HSH Grievances email address ([hshgrievances@sfgov.org](mailto:hshgrievances@sfgov.org)) and mailing address for the household to contact after the household has exhausted Grantee's internal Grievance Procedure.
  2. Grantee shall, at program entry, review and provide a copy of this procedure, and any amendments, to each tenant and obtain a signed copy of the form from the tenant, which must be maintained in the tenant's file. Additionally, Grantee shall post the policy at all times in a location visible to tenants, and provide a copy of the procedure and any amendments to the assigned HSH Program Manager.
- I. Feedback, Complaint and Follow-up Policies:  
Grantee shall provide means for the served population to provide input into the program, including the planning, design, and satisfaction. Feedback methods shall include:
1. A complaint process, including a written complaint policy informing the served population on how to report complaints; and
  2. A written annual survey to the served population to gather feedback, satisfaction, and assess the effectiveness of services and systems within the program. Grantee shall offer assistance to the served population regarding completion of the survey if the written format presents any problem.
- J. City Communications, Trainings and Meetings:  
Grantee shall keep HSH informed of program operations and comply with HSH policies, training requirements, and participate in meetings, including, but not limited to:
1. Regular communication to HSH about the implementation of the program;
  2. Attendance at all meetings as required by HSH. This shall include quarterly HSH meetings; and
  3. Attendance at trainings (e.g., overdose prevention training), when required by HSH.
- K. Coordination with Other Service Providers: Grantee shall establish written agreements with Property Management and other service providers that are part of the site care team to formalize collaboration and roles and responsibilities.
- L. Critical Incidents: Grantee shall report critical incidents in accordance with HSH policies/procedures. Critical incidents shall be reported using the online [Critical Incident Report \(CIR\) form](#) within 72 hours of the incident. In addition, critical incidents that involve life endangerment events or major service disruptions should be reported immediately to the HSH Program Manager. Please refer to the CIR Policy and procedures on the HSH Providers Connect website.
- M. Disaster and Emergency Response Plan: Grantee shall develop and maintain an Agency Disaster and Emergency Response Plan containing Site Specific Emergency Response Plan(s) for each service site per HSH requirements. The Agency Disaster and Emergency Response Plan shall address disaster coordination between and

among service sites. Grantee shall update the Agency/site(s) plan as needed and Grantee shall train all employees regarding the provisions of the plan for their Agency/site(s).

N. Record Keeping and Files: Grantee shall maintain confidential tenant files that document the services and supportive work provided for the purpose of tracking and reporting objectives and outcomes.

1. Grantee shall maintain client program enrollment, annual status updates and program exit information in the ONE System and maintain hard copy files with eligibility, including homelessness verification documents.
2. Grantee shall maintain a program roster of all current tenants in the ONE System.
3. Grantee shall maintain services information in the ONE System, including information on households receiving eviction notices, as instructed by HSH.
4. Grantee shall maintain confidential files on the served population, including developed plans, notes, and progress as described in the Service Description and Service Requirements.

O. Data Standards:

1. Grantee shall ensure compliance with the Homeless Management Information System (HMIS) Participation Agreement and Continuous Data Quality Improvement (CDQI) Process<sup>1</sup>, including but not limited to:
  - a. Entering all household data within three working days (unless specifically requested to do so sooner);
  - b. Ensuring accurate dates for household enrollment, household exit, and household move in (if appropriate); and
  - c. Running monthly data quality reports and correcting any errors.
2. Records entered into the ONE system shall meet or exceed the ONE System Continuous Data Quality Improvement Process standard<sup>1</sup>
3. Grantee shall enter data into the ONE System, but may be required to report certain measures or conduct interim reporting in CARBON, via secure email, or through uploads to a File Transfer Protocol (FTP) site. When required by HSH, Grantee shall submit the monthly, quarterly and/or annual metrics into the CARBON database Changes to data collection or reporting requirements shall be communicated to Grantees via written notice at least one month prior to expected implementation.
4. Any information shared between Grantee, HSH, and other providers about the served population shall be communicated in a secure manner, with appropriate release of consent forms and in compliance with 24 C.F.R. Part 578, Continuum of Care; 45 C.F.R. Parts 160 and 164, the Health Insurance Portability and Accountability Act (HIPAA) and federal and state data privacy and security guidelines.
5. Failure to comply with data security, storage and access requirements may result in loss of access to the HMIS and other data systems.

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<sup>1</sup> HMIS Participation Agreement and Continuous Data Quality Improvement Process, available here: <https://hsh.sfgov.org/get-information/one-system/>

## **VII. Service Objectives**

Grantee shall achieve the Service Objectives listed below.

- A. Grantee shall actively outreach to 100 percent of households at least once every month.
- B. Grantee shall offer assessment to 100 percent of households for primary medical care, mental health and substance use treatment needs within 60 days of move-in.
- C. Grantee shall offer assessment to 100 percent of households for benefits within 60 days of move-in, and shall assist tenants to apply for benefits for which they are eligible.
- D. Grantee shall offer Support Services to 100 percent of all households who showed housing instability (e.g., non-payment of rent, lease violations) at least once per incident.
- E. Grantee shall outreach to 100 percent of households with planned exits from the program to engage in comprehensive discharge planning, which includes referrals for case management, housing, food, clothing, medical treatment, detox, and/or other services as necessary and appropriate.
- F. Grantee shall outreach to 100 percent of program participants participating in Support Services to create/engage in Service Plans, as needed, on an ongoing basis.
- G. Grantee shall review Service Plans at least once every six months and update as appropriate at this time.
- H. Grantee shall administer an annual written anonymous survey of households to obtain feedback on the type and quality of program services. Grantee shall offer all households the opportunity to take this survey.

## **VIII. Outcome Objectives**

Grantee shall achieve the Outcome Objectives listed below.

- A. 90 percent of households will maintain their housing for a minimum of 12 months, move to other permanent housing, or be provided with more appropriate placements.
- B. 80 percent of individualized service plans will be reviewed at least once every six months and updated as appropriate at this time.
- C. 80 percent of households completing an annual tenant satisfaction survey will be satisfied or very satisfied with program services (based on a four-point scale: 1 = very dissatisfied, 2 = dissatisfied, 3 = satisfied, 4 = very satisfied).

## IX. Reporting Requirements

- A. On a monthly basis, Grantee shall enter the required metrics, including any required templates to be uploaded, into the CARBON database by the 15<sup>th</sup> of the month following the month of service.
1. The total number of unduplicated households who resided at the site during the month and the number of unduplicated households actively outreached to at least once during the month; and
  2. The total number of new move-ins during the month.
- B. On a quarterly basis, Grantee shall enter the required metrics, including any required templates to be uploaded, into the CARBON database by the 15<sup>th</sup> of the month following the end of each quarter:
1. The number and percentage of households Grantee outreached to complete an assessment for primary medical care, mental health, and substance use treatment needs within 60 days of move-in;
  2. The number and percentage of households Grantee outreached to complete a benefits assessment within 60 days of move-in;
  3. The number of lease/program rule violations Property Management issued and shared with Support Services for the quarter and the number of outreach attempts related to lease/program rule violations conducted by Support Services; and
  4. The number and percentage of households with planned exits from the program who were outreached to engage in comprehensive discharge planning, that includes referrals for case management, housing, food, clothing, medical treatment, detox, and/or other services as necessary and appropriate.
- C. On an annual basis, Grantee shall enter the required metrics, including any required templates to be uploaded, into the CARBON database by the 15<sup>th</sup> of the month following the end of each year:
1. The number and percentage of households who maintained their housing for a minimum of 12 months, moved to other permanent housing, or were provided with more appropriate placements;
  2. The number and percentage of program participants participating in Support Services Grantee outreached to create Service Plans, as needed;
  3. The number of program participants who had a Service Plan during the program year; the number and percentage of Services Plans that were reviewed at least once every 6 months and updated as appropriate;
  4. The number and percentage of households who completed a written survey to provide feedback on the type and quality of program services. Please include survey results on what clients reported regarding the quality and satisfaction with services.
- D. Grantee shall submit Project Descriptor data elements as described in HUD's latest HMIS Data Standards Manual (<https://files.hudexchange.info/resources/documents/HMIS-Data-Standards-Manual.pdf>) to HSH at the following intervals: 1) at the point of project setup; 2) when project information changes; 3) at least annually or as requested by HSH. Data is used for reporting mandated by the U.S. Department of Housing and Urban

Development and California's Interagency Council on Homelessness, and to ensure HSH's ongoing accurate representation of program and inventory information for various reporting needs, including monitoring of occupancy and vacancy rates.

- E. Grantee shall provide information for an annual report on client enrollment in public benefits per the Administrative Code Article VI, Section 20.54.4(c) - Permanent Supportive Housing – Enrollment in Social Services [https://codelibrary.amlegal.com/codes/san\\_francisco/latest/sf\\_admin/0-0-0-11877](https://codelibrary.amlegal.com/codes/san_francisco/latest/sf_admin/0-0-0-11877), as instructed by HSH.
- F. Grantee shall participate, as required by Department, with City, State and/or Federal government evaluative studies designed to show the effectiveness of Grantee's services. Grantee agrees to meet the requirements of and participate in the evaluation program and management information systems of the City. The City agrees that any final reports generated through the evaluation program shall be made available to Grantee within thirty working days of receipt of any evaluation report and any Grantee response will become part of the official report.
- G. Grantee shall provide Ad Hoc reports as required by HSH and respond to requests by HSH in a timely manner.

For assistance with reporting requirements or submission of reports, contact the assigned Contract and Program Managers.

## **X. Monitoring Activities**

- A. Program Monitoring: Grantee is subject to program monitoring and/or audits, including, but not limited to review of the following: tenant files, Grantee's administrative records, staff training documentation, postings, program policies and procedures, data submitted in program reports, Disaster and Emergency Response Plan and training, personnel and activity reports, proper accounting for funds and other operational and administrative activities, and back-up documentation for reporting progress towards meeting service and outcome objectives.

Monitoring of program participation in the ONE system may include, but is not limited to, data quality reports from the ONE system, records of timeliness of data entry, and attendance records at required trainings and agency lead meetings.

- B. Fiscal Compliance and Contract Monitoring: Grantee is subject to fiscal and compliance monitoring, which may include review of the Grantee's organizational budget, the general ledger, quarterly balance sheet, cost allocation procedures and plan, State and Federal tax forms, audited financial statement, fiscal policy manual, supporting documentation for selected invoices, cash receipts and disbursement journals. The compliance monitoring may include review of Personnel Manual, Emergency Operations Plan, Compliance with the Americans with Disabilities Act (ADA), subcontracts and Memoranda of Understanding (MOUs), and the current board roster and selected board minutes for compliance with the Sunshine Ordinance.

|    | A  | B                        | C               | D                       |
|----|--|--------------------------|-----------------|-------------------------|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |                          |                 |                         |
| 2  | <b>APPENDIX B, BUDGET</b>                                |                          |                 |                         |
| 3  | <b>Document Date</b>                                     | 11/1/2023                |                 |                         |
| 4  | <b>Contract Term</b>                                     | <b>Begin Date</b>        | <b>End Date</b> | <b>Duration (Years)</b> |
| 5  | <b>Current Term</b>                                      | 1/1/2021                 | 2/29/2024       | 4                       |
| 6  | <b>Amended Term</b>                                      | 1/1/2021                 | 6/30/2025       | 5                       |
| 7  | <b>Program</b>   | Housing First Hotels CNC |                 |                         |
| 8  | <b>F\$P Contract ID#</b>                                 | 1000019778               |                 |                         |
| 9  |  |                          |                 |                         |
| 10 | <b>Approved Subcontractors</b>                           |                          |                 |                         |
| 11 | Caritas Management Corporation                           |                          |                 |                         |

|    | A  | B                        | C                       | D                       | E                           | F                           | G                           | H                           | I                           | J | K | L | M | N | O | P | Q | R | S | AI |
|----|--|--------------------------|-------------------------|-------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---|---|---|---|---|---|---|---|---|---|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |                          |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 2  | <b>APPENDIX B, BUDGET</b>                                |                          |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 3  | <b>Document Date</b>                                     | 11/1/2023                |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 4  | <b>Contract Term</b>                                     | <b>Begin Date</b>        | <b>End Date</b>         | <b>Duration (Years)</b> |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 5  | <b>Current Term</b>                                      | 1/1/2021                 | 2/29/2024               | 4                       |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 6  | <b>Amended Term</b>                                      | 1/1/2021                 | 6/30/2025               | 5                       |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 7  | <b>Program</b>   | Housing First Hotels CNC |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 8  | <b>F\$P Contract ID#</b>                                 | 1000019778               |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 9  |  |                          |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 10 | <b>NUMBER SERVED (NUMBER OF UNITS)</b>                   |                          |                         |                         | <b>Year 1</b>               | <b>Year 2</b>               | <b>Year 3</b>               | <b>Year 4</b>               | <b>Year 5</b>               |   |   |   |   |   |   |   |   |   |   |    |
| 11 | <b>Service Site</b>                                      |                          | <b>Service Location</b> |                         | <b>1/1/2021 - 6/30/2021</b> | <b>7/1/2021 - 6/30/2022</b> | <b>7/1/2022 - 6/30/2023</b> | <b>7/1/2023 - 6/30/2024</b> | <b>7/1/2024 - 6/30/2025</b> |   |   |   |   |   |   |   |   |   |   |    |
| 12 | Alder Hotel  |                          | 175 6th Street          |                         | 111                         | 119                         | 113                         | 113                         | 113                         |   |   |   |   |   |   |   |   |   |   |    |
| 13 | Crosby Hotel   |                          | 516 O'Farrell Street    |                         | 136                         | 141                         | 127                         | 127                         | 127                         |   |   |   |   |   |   |   |   |   |   |    |
| 14 | Elm Hotel  |                          | 364 Eddy Street         |                         | 76                          | 89                          | 79                          | 79                          | 79                          |   |   |   |   |   |   |   |   |   |   |    |
| 15 | Hillsdale Hotel  |                          | 51 6th Street           |                         | 68                          | 85                          | 75                          | 75                          | 75                          |   |   |   |   |   |   |   |   |   |   |    |
| 16 | Mentone Hotel  |                          | 387 Ellis Street        |                         | 78                          | 77                          | 70                          | 70                          | 70                          |   |   |   |   |   |   |   |   |   |   |    |
| 17 | <b>Total</b>   |                          |                         |                         | <b>469</b>                  | <b>511</b>                  | <b>464</b>                  | <b>464</b>                  | <b>464</b>                  |   |   |   |   |   |   |   |   |   |   |    |
| 18 |  |                          |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 19 |  |                          |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 20 |  |                          |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 21 |  |                          |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |
| 22 |  |                          |                         |                         |                             |                             |                             |                             |                             |   |   |   |   |   |   |   |   |   |   |    |

|    | A   | B  | C             | D                | E             | H             | K             | P | S | AK |
|----|---|--|---------------|------------------|---------------|---------------|---------------|---|---|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING   |  |               |                  |               |               |               |   |   |    |
| 2  | APPENDIX B, BUDGET  |  |               |                  |               |               |               |   |   |    |
| 3  | Document Date   | 11/1/2023  |               |                  |               |               |               |   |   |    |
| 4  | Contract Term   | Begin Date   | End Date      | Duration (Years) |               |               |               |   |   |    |
| 5  | Current Term  | 1/1/2021   | 2/29/2024     | 4                |               |               |               |   |   |    |
| 6  | Amended Term  | 1/1/2021   | 6/30/2025     | 5                |               |               |               |   |   |    |
| 7  | Provider Name   | Episcopal Community Services   |               |                  |               |               |               |   |   |    |
| 8  | Program   | Housing First Hotels CNC   |               |                  |               |               |               |   |   |    |
| 9  | FSP Contract ID#  | 1000019778   |               |                  |               |               |               |   |   |    |
| 10 | Action (select)   | Amendment  |               |                  |               |               |               |   |   |    |
| 11 | Effective Date  | 7/1/2023   |               |                  |               |               |               |   |   |    |
| 12 | Budget Names  | Alder - Property Management, Alder - Support Services, Crosby - Property Management, Crosby - Support Services, Elm - Property Management, Elm - Support Services, Hillsdale - Property Management, Hillsdale - Support Services |               |                  |               |               |               |   |   |    |
| 13 |   | Current  | New           |                  |               |               |               |   |   |    |
| 14 | Term Budget   | \$ 26,292,909  | 43,987,627    | 15%              |               |               |               |   |   |    |
| 15 | Contingency   | \$ 36,701  | \$ 3,171,772  |                  |               |               |               |   |   |    |
| 16 | Not-To-Exceed   | \$ 26,329,610  | \$ 47,159,399 |                  |               |               |               |   |   |    |
| 17 |   |  |               |                  |               |               |               |   |   |    |
| 18 |   |  |               |                  |               |               |               |   |   |    |
| 19 |   |  |               |                  |               |               |               |   |   |    |
| 20 |   |  |               |                  |               |               |               |   |   |    |
| 21 | Expenditures  |  |               |                  |               |               |               |   |   |    |
| 22 | Salaries & Benefits   | \$ 770,105   | \$ 1,635,184  | \$ 1,782,611     | \$ 2,468,261  | \$ 2,468,261  | \$ 9,124,422  |   |   |    |
| 23 | Operating Expenses  | \$ 1,138,759   | \$ 2,428,317  | \$ 3,123,043     | \$ 2,664,253  | \$ 2,664,253  | \$ 12,018,625 |   |   |    |
| 24 | Subtotal  | \$ 1,908,864   | \$ 4,063,501  | \$ 4,905,654     | \$ 5,132,514  | \$ 5,132,514  | \$ 21,143,047 |   |   |    |
| 26 | Indirect Cost   | \$ 229,063   | \$ 487,619    | \$ 588,678       | \$ 615,901    | \$ 615,901    | \$ 2,537,164  |   |   |    |
| 27 | Other Expenses (Not subject to indirect %)  | \$ 2,953,244   | \$ 5,273,382  | \$ 5,992,813     | \$ 5,956,500  | \$ 5,956,500  | \$ 26,132,440 |   |   |    |
| 28 | Capital Expenditure   | \$ -   | \$ 61,520     | \$ -             | \$ 277,410    | \$ -          | \$ 338,930    |   |   |    |
| 30 | Total Expenditures  | \$ 5,091,171   | \$ 9,886,022  | \$ 11,487,146    | \$ 11,982,325 | \$ 11,704,915 | \$ 50,151,579 |   |   |    |
| 31 |   |  |               |                  |               |               |               |   |   |    |
| 32 | HSH Revenues*   |  |               |                  |               |               |               |   |   |    |
| 33 | CNC Fund  | \$ 3,461,880   | \$ 7,646,475  | \$ 7,097,052     | \$ 8,479,909  | \$ 8,479,909  | \$ 35,165,225 |   |   |    |
| 34 | CNC Fund - CODB   | \$ -   | \$ -          | \$ -             | \$ 402,796    | \$ 402,796    | \$ 805,592    |   |   |    |
| 35 | General Fund - Ongoing - HSH Fund Supplement  | \$ -   | \$ -          | \$ 1,057,083     | \$ -          | \$ -          | \$ 1,057,083  |   |   |    |
| 36 | General Fund - Ongoing  | \$ 472,712   | \$ 302,538    | \$ 1,152,038     | \$ 547,998    | \$ 547,998    | \$ 3,023,284  |   |   |    |
| 37 | General Fund - CODB   | \$ -   | \$ -          | \$ -             | \$ 26,031     | \$ 26,031     | \$ 52,062     |   |   |    |
| 38 | General Fund - One-Time   | \$ -   | \$ -          | \$ -             | \$ 277,410    | \$ -          | \$ 277,410    |   |   |    |
| 39 | Prop C  | \$ 85,965  | \$ 933,030    | \$ 670,408       | \$ 948,674    | \$ 948,674    | \$ 3,586,752  |   |   |    |
| 40 | Prop C - COLA   | \$ -   | \$ -          | \$ -             | \$ 28,460     | \$ 28,460     | \$ 56,920     |   |   |    |
| 41 | Prop C - One-Time Carryforward  | \$ -   | \$ (179,518)  | \$ 179,518       | \$ -          | \$ -          | \$ -          |   |   |    |
| 43 | CNC Fund - One-Time Carryforward  | \$ -   | \$ 19,082     | \$ -             | \$ -          | \$ -          | \$ 19,082     |   |   |    |
| 44 | Adjustment to Actuals   | \$ (4)   | \$ (55,778)   | \$ -             | \$ -          | \$ -          | \$ (55,782)   |   |   |    |
| 46 | Total HSH Revenues  | \$ 4,020,553   | \$ 8,665,829  | \$ 10,156,099    | \$ 10,711,278 | \$ 10,433,868 | \$ 43,987,627 |   |   |    |
| 47 | Other Revenues  |  |               |                  |               |               |               |   |   |    |
| 48 | Rental Income   | \$ 1,068,022   | \$ 1,215,000  | \$ 1,325,854     | \$ 1,265,854  | \$ 1,265,854  | \$ 6,140,584  |   |   |    |
| 49 | Private Match   | \$ 2,597   | \$ 5,193      | \$ 5,193         | \$ 5,193      | \$ 5,193      | \$ 23,369     |   |   |    |
| 53 | Total Other Revenues  | \$ 1,070,618   | \$ 1,220,193  | \$ 1,331,047     | \$ 1,271,047  | \$ 1,271,047  | \$ 6,163,952  |   |   |    |
| 54 |   |  |               |                  |               |               |               |   |   |    |
| 55 | Total HSH + Other Revenues  | \$ 5,091,171   | \$ 9,886,022  | \$ 11,487,146    | \$ 11,982,325 | \$ 11,704,915 | \$ 50,151,579 |   |   |    |
| 58 | Total Adjusted Salary FTE (All Budgets)   | 15.59  | 15.89         | 13.83            | 19.87         | 19.69         |               |   |   |    |
| 59 |   |  |               |                  |               |               |               |   |   |    |
| 60 | Prepared by   | Tiffany Luong  |               |                  |               |               |               |   |   |    |
| 61 | Phone   | 415.487.3300 ext. 1219   |               |                  |               |               |               |   |   |    |
| 62 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a>   |               |                  |               |               |               |   |   |    |
| 63 |   |  |               |                  |               |               |               |   |   |    |
| 64 | * NOTE: HSH budgets typically project out revenue levels across multiple years, strictly for budget-planning purposes. All program budgets at any given year are subject to Mayoral / Board of Supervisors discretion and funding availability, and are not guaranteed. For further information, please see Article 2 of the G- |  |               |                  |               |               |               |   |   |    |
| 65 | 100 Grant Agreement document.   |  |               |                  |               |               |               |   |   |    |
| 66 |   |  |               |                  |               |               |               |   |   |    |



|    | A   | B  | C                    | D                    | E                    | H                    | K                    | P | S | AK |
|----|---|--|----------------------|----------------------|----------------------|----------------------|----------------------|---|---|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |                      |                      |                      |                      |                      |   |   |    |
| 2  | APPENDIX B, BUDGET                                |  |                      |                      |                      |                      |                      |   |   |    |
| 3  | Document Date                                     | 11/1/2023  |                      |                      |                      |                      |                      |   |   |    |
| 4  | Contract Term                                     | Begin Date   | End Date             | Duration (Years)     |                      |                      |                      |   |   |    |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024            | 4                    |                      |                      |                      |   |   |    |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025            | 5                    |                      |                      |                      |   |   |    |
| 7  | Provider Name                                     | Episcopal Community Services                             |                      |                      |                      |                      |                      |   |   |    |
| 8  | Program   | Housing First Hotels CNC                                 |                      |                      |                      |                      |                      |   |   |    |
| 9  | FSP Contract ID#                                  | 1000019778   |                      |                      |                      |                      |                      |   |   |    |
| 10 | Action (select)                                   | Amendment  |                      |                      |                      |                      |                      |   |   |    |
| 11 | Effective Date                                    | 7/1/2023   |                      |                      |                      |                      |                      |   |   |    |
| 12 | Budget Name                                       | Alder - Property Management                              |                      |                      |                      |                      |                      |   |   |    |
| 13 |   | Current  | New                  |                      |                      |                      |                      |   |   |    |
| 14 | Term Budget                                       | \$ 4,834,444   | \$ 8,068,377         | 15%                  |                      |                      |                      |   |   |    |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772         |                      |                      |                      |                      |   |   |    |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399        |                      |                      |                      |                      |   |   |    |
| 17 | EXTENSION YEAR    EXTENSION YEAR                  |  |                      |                      |                      |                      |                      |   |   |    |
| 18 |   | Year 1   | Year 2               | Year 3               | Year 4               | Year 5               | All Years            |   |   |    |
| 19 |   | 1/1/2021 - 6/30/2021                                     | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |   |   |    |
| 20 |   | Actuals  | Actuals              | Actuals              | New                  | New                  | New                  |   |   |    |
| 21 | <b>Expenditures</b>                               |  |                      |                      |                      |                      |                      |   |   |    |
| 22 | Salaries & Benefits                               | \$ -   | \$ -                 | \$ 30,169            | \$ 28,647            | \$ 28,647            | \$ 87,463            |   |   |    |
| 23 | Operating Expenses                                | \$ 200,612   | \$ 467,997           | \$ 501,331           | \$ 485,090           | \$ 485,090           | \$ 2,140,120         |   |   |    |
| 24 | Subtotal  | \$ 200,612   | \$ 467,997           | \$ 531,500           | \$ 513,737           | \$ 513,737           | \$ 2,227,583         |   |   |    |
| 25 | Indirect Percentage                               | 12.00%   | 12.00%               | 12.00%               | 12.00%               | 12.00%               |                      |   |   |    |
| 26 | Indirect Cost (Line 24 X Line 25)                 | \$ 24,073  | \$ 56,160            | \$ 63,780            | \$ 61,648            | \$ 61,648            | \$ 267,309           |   |   |    |
| 27 | Other Expenses (Not subject to indirect %)        | \$ 741,820   | \$ 1,483,022         | \$ 1,513,493         | \$ 1,628,347         | \$ 1,628,347         | \$ 6,995,029         |   |   |    |
| 28 | Capital Expenditure                               | \$ -   | \$ -                 | \$ -                 | \$ 63,400            | \$ -                 | \$ 63,400            |   |   |    |
| 30 | <b>Total Expenditures</b>                         | <b>\$ 966,505</b>  | <b>\$ 2,007,178</b>  | <b>\$ 2,108,774</b>  | <b>\$ 2,267,132</b>  | <b>\$ 2,203,732</b>  | <b>\$ 9,553,322</b>  |   |   |    |
| 31 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 32 | <b>HSH Revenues (select)</b>                      |  |                      |                      |                      |                      |                      |   |   |    |
| 33 | CNC Fund  | \$ 625,595   | \$ 1,465,231         | \$ 1,462,837         | \$ 1,482,951         | \$ 1,482,951         | \$ 6,519,565         |   |   |    |
| 34 | CNC Fund - CODB                                   |  |                      | \$ -                 | \$ 70,440            | \$ 70,440            | \$ 140,880           |   |   |    |
| 36 | General Fund - Ongoing                            | \$ 91,366  | \$ 47,281            | \$ 152,146           | \$ 132,032           | \$ 132,032           | \$ 554,857           |   |   |    |
| 37 | General Fund - CODB                               |  | \$ -                 | \$ -                 | \$ 6,272             | \$ 6,272             | \$ 12,544            |   |   |    |
| 38 | General Fund - One-Time                           |  |                      | \$ -                 | \$ 63,400            | \$ -                 | \$ 63,400            |   |   |    |
| 39 | Prop C  |  | \$ 193,987           | \$ 200,910           | \$ 200,910           | \$ 200,910           | \$ 796,717           |   |   |    |
| 40 | Prop C - COLA                                     |  |                      | \$ -                 | \$ 6,027             | \$ 6,027             | \$ 12,054            |   |   |    |
| 42 | One-Time Transfer                                 |  |                      | \$ (27,219)          | \$ -                 | \$ -                 | \$ (27,219)          |   |   |    |
| 44 | Adjustment to Actuals                             |  | \$ (4,421)           | \$ -                 | \$ -                 | \$ -                 | \$ (4,421)           |   |   |    |
| 46 | <b>Total HSH Revenues</b>                         | <b>\$ 716,961</b>  | <b>\$ 1,702,078</b>  | <b>\$ 1,788,674</b>  | <b>\$ 1,962,032</b>  | <b>\$ 1,898,632</b>  | <b>\$ 8,068,377</b>  |   |   |    |
| 47 | <b>Other Revenues (select)</b>                    |  |                      |                      |                      |                      |                      |   |   |    |
| 48 | Rental Income                                     | \$ 249,544   | \$ 305,100           | \$ 320,100           | \$ 305,100           | \$ 305,100           | \$ 1,484,944         |   |   |    |
| 53 | <b>Total Other Revenues</b>                       | <b>\$ 249,544</b>  | <b>\$ 305,100</b>    | <b>\$ 320,100</b>    | <b>\$ 305,100</b>    | <b>\$ 305,100</b>    | <b>\$ 1,484,944</b>  |   |   |    |
| 54 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 55 | <b>Total HSH + Other Revenues</b>                 | <b>\$ 966,505</b>  | <b>\$ 2,007,178</b>  | <b>\$ 2,108,774</b>  | <b>\$ 2,267,132</b>  | <b>\$ 2,203,732</b>  | <b>\$ 9,553,321</b>  |   |   |    |
| 58 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 59 | Prepared by                                       | Tiffany Luong  |                      |                      |                      |                      |                      |   |   |    |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |                      |                      |                      |                      |                      |   |   |    |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |                      |                      |                      |                      |                      |   |   |    |

|    | A   | B                            | Q    | T         | U          | X    | AA        | AD         | AE   | AH        | AK        | BU        | BV        | BW |
|----|---|------------------------------|------|-----------|------------|------|-----------|------------|------|-----------|-----------|-----------|-----------|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 2  | SALARY & BENEFIT DETAIL                           |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 3  | Document Date                                     | 11/1/2023                    |      |           |            |      |           |            |      |           |           |           |           |    |
| 4  | Provider Name                                     | Episcopal Community Services |      |           |            |      |           |            |      |           |           |           |           |    |
| 5  | Program   | Housing First Hotels CNC     |      |           |            |      |           |            |      |           |           |           |           |    |
| 6  | FSP Contract ID#                                  | 1000019778                   |      |           |            |      |           |            |      |           |           |           |           |    |
| 7  | Budget Name                                       | Alder - Property Management  |      |           |            |      |           |            |      |           |           |           |           |    |
| 8  |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 9  |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 10 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 11 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 12 | POSITION TITLE                                    |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 13 | Sr. Director/Hsq Dev & Asset Mgmt.                | \$ 164,299                   | 0.01 | \$ 2,300  | \$ 164,299 | 0.01 | \$ 2,300  | \$ 164,299 | 0.01 | \$ 2,300  | \$ 3,084  | \$ 3,816  | \$ 6,901  |    |
| 14 | Asset Manager-Master Leased Operations            | \$ 118,393                   | 0.17 | \$ 19,736 | \$ 118,393 | 0.17 | \$ 19,736 | \$ 118,393 | 0.17 | \$ 19,736 | \$ 26,461 | \$ 32,747 | \$ 59,209 |    |
| 15 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 16 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 17 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 18 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 19 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 20 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 21 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 22 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 23 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 24 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 25 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 26 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 27 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 28 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 29 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 30 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 31 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 32 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 33 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 34 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 35 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 36 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 37 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |
| 38 |   |                              |      |           |            |      |           |            |      |           |           |           |           |    |

|    | A   | B                                  | C            | F            | I            | N            | Q            | AI |
|----|---|------------------------------------|--------------|--------------|--------------|--------------|--------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>            |                                    |              |              |              |              |              |    |
| 2  | <b>OPERATING DETAIL</b>   |                                    |              |              |              |              |              |    |
| 3  | <b>Document Date</b>  | 11/1/2023                          |              |              |              |              |              |    |
| 4  | <b>Provider Name</b>  | Episcopal Community Services       |              |              |              |              |              |    |
| 5  | <b>Program</b>  | Housing First Hotels CNC           |              |              |              |              |              |    |
| 6  | <b>FSP Contract ID#</b>   | 1000019778                         |              |              |              |              |              |    |
| 7  | <b>Budget Name</b>  | <b>Alder - Property Management</b> |              |              |              |              |              |    |
| 8  |   |                                    |              |              |              |              |              |    |
| 9  |   |                                    |              |              |              |              |              |    |
| 10 |   |                                    |              |              |              |              |              |    |
| 11 |   |                                    |              |              |              |              |              |    |
| 12 | <b>Operating Expenses</b>   |                                    |              |              |              |              |              |    |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 76,545                          | \$ 158,089   | \$ 228,943   | \$ 216,050   | \$ 216,050   | \$ 895,677   |    |
| 15 | Office Supplies, Postage  | \$ 7,980                           | \$ 18,573    | \$ 15,903    | \$ 11,044    | \$ 11,044    | \$ 64,544    |    |
| 16 | Building Maintenance Supplies and Repair                            | \$ 48,615                          | \$ 145,231   | \$ 107,905   | \$ 105,548   | \$ 105,548   | \$ 512,847   |    |
| 17 | Printing and Reproduction   | \$ -                               | \$ -         | \$ 500       | \$ 539       | \$ 539       | \$ 1,578     |    |
| 22 | Management/Booking Fees   | \$ 48,372                          | \$ 96,744    | \$ 100,920   | \$ 101,537   | \$ 101,537   | \$ 449,110   |    |
| 23 | Legal Fees  | \$ 6,600                           | \$ 24,360    | \$ 11,860    | \$ 16,771    | \$ 16,771    | \$ 76,362    |    |
| 24 | Cable TV  | \$ -                               | \$ -         | \$ 1,800     | \$ 1,710     | \$ 1,710     | \$ 5,220     |    |
| 25 | Wire /Website Support Processing Fee/Admin Misc.                    | \$ -                               | \$ -         | \$ 1,800     | \$ 1,260     | \$ 1,260     | \$ 4,320     |    |
| 26 | Payroll Processing Fee  | \$ -                               | \$ -         | \$ 4,800     | \$ 4,995     | \$ 4,995     | \$ 14,790    |    |
| 27 | Staff Training/Meeting Supplies                                     | \$ -                               | \$ -         | \$ 500       | \$ 33        | \$ 33        | \$ 566       |    |
| 28 | Renting Fee   | \$ -                               | \$ -         | \$ 1,400     | \$ 603       | \$ 603       | \$ 2,606     |    |
| 48 | <b>Subcontractors:</b>  |                                    |              |              |              |              |              |    |
| 49 | Office Salaries-Desk Clerks/Contract (first \$25k)                  | \$ 12,500                          | \$ 25,000    | \$ 25,000    | \$ 25,000    | \$ 25,000    | \$ 112,500   |    |
| 54 | <b>TOTAL OPERATING EXPENSES</b>                                     | \$ 200,612                         | \$ 467,997   | \$ 501,331   | \$ 485,090   | \$ 485,090   | \$ 2,140,120 |    |
| 55 |   |                                    |              |              |              |              |              |    |
| 56 | <b>Other Expenses (not subject to indirect cost %)</b>              |                                    |              |              |              |              |              |    |
| 57 | Rental Expenses   | \$ 466,673                         | \$ 939,386   | \$ 953,406   | \$ 962,062   | \$ 962,062   | \$ 4,283,589 |    |
| 58 | Office Salaries-Desk Clerks/Contract                                | \$ 89,099                          | \$ 217,445   | \$ 211,633   | \$ 229,431   | \$ 229,431   | \$ 977,039   |    |
| 59 | Manager Salaries-Hotel Director/Manager                             | \$ 36,172                          | \$ 82,343    | \$ 72,880    | \$ 74,513    | \$ 74,513    | \$ 340,421   |    |
| 60 | Janitor Contract-Regular/Extra Services                             | \$ 40,000                          | \$ 84,800    | \$ 109,840   | \$ 112,726   | \$ 112,726   | \$ 460,092   |    |
| 61 | Repairs Payroll   | \$ 27,040                          | \$ 64,080    | \$ 54,784    | \$ 55,679    | \$ 55,679    | \$ 257,262   |    |
| 62 | Benefits  | \$ 41,472                          | \$ 99,389    | \$ 110,950   | \$ 111,197   | \$ 111,197   | \$ 474,205   |    |
| 63 | CODB (to be allocated)  | \$ 41,366                          | \$ -         | \$ -         | \$ 76,712    | \$ 76,712    | \$ 194,790   |    |
| 64 | Prop C COLA   | \$ -                               | \$ -         | \$ -         | \$ 6,027     | \$ 6,027     | \$ 12,054    |    |
| 65 | Adjustment to Actuals   | \$ -                               | \$ (4,421)   | \$ -         | \$ -         | \$ -         | \$ (4,421)   |    |
| 70 | <b>TOTAL OTHER EXPENSES</b>   | \$ 741,820                         | \$ 1,483,022 | \$ 1,513,493 | \$ 1,628,347 | \$ 1,628,347 | \$ 6,995,029 |    |
| 71 |   |                                    |              |              |              |              |              |    |
| 72 | <b>Capital Expenses</b>   |                                    |              |              |              |              |              |    |
| 73 | Capital Needs - Bathroom Exhaust Fans                               | \$ -                               | \$ -         | \$ -         | \$ 32,000    | \$ -         | \$ 32,000    |    |
| 74 | Capital Needs - Exterior Doors                                      | \$ -                               | \$ -         | \$ -         | \$ 2,400     | \$ -         | \$ 2,400     |    |
| 75 | Capital Needs - Garage Door   | \$ -                               | \$ -         | \$ -         | \$ 3,000     | \$ -         | \$ 3,000     |    |
| 76 | Capital Needs - Plumbing System                                     | \$ -                               | \$ -         | \$ -         | \$ 5,000     | \$ -         | \$ 5,000     |    |
| 77 | Capital Needs - Pest Management                                     | \$ -                               | \$ -         | \$ -         | \$ 7,500     | \$ -         | \$ 7,500     |    |
| 78 | Capital Needs - Vanity Sinks  | \$ -                               | \$ -         | \$ -         | \$ 13,500    | \$ -         | \$ 13,500    |    |
| 80 |   |                                    |              |              |              |              |              |    |
| 81 | <b>TOTAL CAPITAL EXPENSES</b>                                       | \$ -                               | \$ -         | \$ -         | \$ 63,400    | \$ -         | \$ 63,400    |    |

|    | A   | B                  | C                | D   | E  |
|----|---|--------------------|------------------|---|--|
| 1  | <b>BUDGET NARRATIVE</b>   | <b>Fiscal Year</b> |                  |   |  |
| 2  | <b>Alder - Property Management</b>                                  | <b>FY23-24</b>     |                  |   |  |
|    |   | <u>Adjusted</u>    |                  |   |  |
|    |   | <u>Budgeted</u>    | <u>Budgeted</u>  |   |  |
| 3  | <b>Salaries &amp; Benefits</b>                                      | <u>FTE</u>         | <u>Salary</u>    | <u>Justification</u>  | <u>Calculation</u>   |
| 4  | Sr.Director/Hsg Dev & Asset Mgmt.                                   | 0.01               | \$ 2,300         | Develops strategic and practical relationships with community partners ; provides direction and support in crisis or other problematic situations; links individual sites to broader Housing program efforts. | \$164,299 x 0.01 FTE   |
| 5  | Asset Manager-Master Leased Operations                              | 0.17               | \$ 19,736        |   | Provides direction and support in crisis or other problematic situations; links individual sites to broader Housing program efforts. |
| 28 | TOTAL   | 0.17               | \$ 19,736        |   |  |
| 29 | Employee Fringe Benefits  | <u>0.30</u>        | <u>\$ 6,611</u>  | <u>Includes FICA, SSUI, Workers Compensation and Medical calculated at 30% of total salaries.</u>   |  |
| 30 | <b>TOTAL SALARIES &amp; BENEFITS</b>                                |                    | <b>\$ 26,347</b> |   |  |
| 31 |   |                    |                  |   |  |
|    |   | <u>Budgeted</u>    |                  |   |  |
| 32 | <b>Operating Expenses</b>   | <u>Expense</u>     |                  | <u>Justification</u>  | <u>Calculation</u>   |
| 35 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 216,050         |                  | Utilities (electricity, water, gas, telephone and scavenger service):   | \$18,004 x 12 months   |
| 36 | Office Supplies, Postage  | \$ 11,044          |                  | PM office supplies are including on site supplies   | \$920 x 12 months  |
| 37 | Building Maintenance Supplies and Repair                            | \$ 105,548         |                  | Estimated cost from property management provided information, including fire protection, plumbing, electrical and elevator repairs and furnishing, etc..  | \$8,796 x 12 months  |
| 38 | Printing and Reproduction   | \$ 539             |                  | Covers copier usage   | \$45 x 12 months   |
| 43 | Management/Booking Fees   | \$ 101,537         |                  | Property management (116 Units) @ \$ 63.00 PUPM, and bookkeeping fees \$ 9.50 PUPM  | \$8,461 x 12 months  |
| 44 | Legal Fees  | \$ 16,771          |                  | Covers legal fees   | \$1,398 x 12 months  |
| 45 | Cable TV  | \$ 1,710           |                  | Direct TV monthly fee   | \$142 x 12 months  |
| 46 | Wire /Website Support Processing Fee/Admin Misc.                    | \$ 1,260           |                  | Covers bank wire and website support fee  | \$105 x 12 months  |
| 47 | Payroll Processing Fee  | \$ 4,995           |                  | Covers monthly payroll fee  | \$416 x 12 months  |
| 48 | Staff Training/Meeting Supplies                                     | \$ 33              |                  | Covers staff training and meeting snack and supplies  | \$3 x 12 months  |
| 49 | Renting Fee   | \$ 603             |                  | Covers tenant background check  | \$50 x 12 months   |
| 69 | Subcontractors:   |                    |                  |   |  |
| 70 | Office Salaries-Desk Clerks/Contract (first \$25k)                  | \$ 25,000          |                  | First \$25k of Caritas Management Corporation's suncontracted services that'seligible for Indirect Cost Rate  | \$25,000   |
| 75 | <b>TOTAL OPERATING EXPENSES</b>                                     | <b>\$ 485,090</b>  |                  |   |  |
| 76 | <b>Indirect Cost</b>  | <b>12.0%</b>       | <b>\$ 61,372</b> |   |  |

|     | A  | B                   | C   | D                        | E |
|-----|--|---------------------|---|--------------------------|---|
| 1   | <b>BUDGET NARRATIVE</b>                                | <b>Fiscal Year</b>  |   |                          |   |
| 2   | <b>Alder - Property Management</b>                     | <b>FY23-24</b>      |   |                          |   |
| 77  |  |                     |   |                          |   |
| 78  | <b>Other Expenses (not subject to indirect cost %)</b> |                     |   |                          |   |
|     |  | <b>Amount</b>       | <b>Justification</b>  | <b>Calculation</b>       |   |
| 79  | Rental Expenses  | \$ 962,062          | The lease is written for 120 units  | \$80,172 x 12 months     |   |
| 80  | Office Salaries-Desk Clerks/Contract                   | \$ 229,431          | Coverage 24/7 for residents of the Alder; includes holidays/overtime coverage   | \$21,203 x 12 months     |   |
| 81  | Manager Salaries-Hotel Director/Manager                | \$ 74,513           | Oversees housing site, prorated half time. Responsible for rent up the property, with program director for insuring safety of participants and security of facility | \$6,209 x 12 months      |   |
| 82  | Janitor Contract-Regular/Extra Services                | \$ 112,726          | Responsible for building cleaning up, place trash bins  | \$9,394 x 12 months      |   |
| 83  | Repairs Payroll  | \$ 55,679           | Responsible for repair and maintenance of the building  | \$4,640 x 12 months      |   |
| 84  | Benefits   | \$ 111,197          | % based from personnel from above   | \$9,266 x 12 months      |   |
| 85  | CODB (to be allocated)                                 | \$ 76,712           | 4.75% Cost of doing business on GF and CNC funding for FY 24  | 4.75%                    |   |
| 86  | Prop C COLA  | \$ 6,027            | 3% Cost of Living Adjustment (COLA) on Prop C funding for FY24  | 3.00%                    |   |
| 92  |  |                     |   |                          |   |
| 93  | <b>TOTAL OTHER EXPENSES</b>                            | <b>\$ 1,628,347</b> |   |                          |   |
| 94  |  |                     |   |                          |   |
| 95  |  |                     |   |                          |   |
| 96  | <b>Capital Expenses</b>                                |                     |   |                          |   |
|     |  | <b>Amount</b>       | <b>Justification</b>  | <b>Calculation</b>       |   |
| 97  | Capital Needs - Bathroom Exhaust Fans                  | \$ 32,000           | Add bathroom exhaust fans total of 80 estimated at \$400 each, for better ventilation of units.   | \$32,000                 |   |
| 98  | Capital Needs - Exterior Doors                         | \$ 2,400            | Replacement of 2 hollow metal doors @ \$1200 per door .   | \$1,200 x 2 doors        |   |
| 99  | Capital Needs - Garage Door                            | \$ 3,000            | Replacement of 2 garage doors @ \$1500 each   | \$1,500 x 2 garage doors |   |
| 100 | Capital Needs - Plumbing System                        | \$ 5,000            | A full system inspection and analysis by a plumbing engineer recommending rough cost and life span of current plumbing within the building.                         | \$5,000                  |   |
| 101 | Capital Needs - Pest Management                        | \$ 7,500            | Engage a pest control management company to develop a plan for ongoing service for huge outbreak (mice, roaches, bed bugs etc.)                                     | \$7,500                  |   |
| 102 | Capital Needs - Vanity Sinks                           | \$ 13,500           | Replacement of 30 vanity sinks, vanity cabinets, p-trap, faucet, and angle stops in unit sinks.   | \$13,500                 |   |
| 104 |  |                     |   |                          |   |
| 105 | <b>TOTAL CAPITAL EXPENSES</b>                          | <b>\$ 63,400</b>    |   |                          |   |

|    | A   | B  | C             | D                | E            | H            | M            | P | S | AK |  |
|----|---|--|---------------|------------------|--------------|--------------|--------------|---|---|----|--|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |               |                  |              |              |              |   |   |    |  |
| 2  | APPENDIX B, BUDGET                                |  |               |                  |              |              |              |   |   |    |  |
| 3  | Document Date                                     | 11/1/2023  |               |                  |              |              |              |   |   |    |  |
| 4  | Contract Term                                     | Begin Date   | End Date      | Duration (Years) |              |              |              |   |   |    |  |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024     | 4                |              |              |              |   |   |    |  |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025     | 5                |              |              |              |   |   |    |  |
| 7  | Provider Name                                     | Episcopal Community Services                             |               |                  |              |              |              |   |   |    |  |
| 8  | Program   | Housing First Hotels CNC                                 |               |                  |              |              |              |   |   |    |  |
| 9  | FSP Contract ID#                                  | 1000019778   |               |                  |              |              |              |   |   |    |  |
| 10 | Action (select)                                   | Amendment  |               |                  |              |              |              |   |   |    |  |
| 11 | Effective Date                                    | 7/1/2023   |               |                  |              |              |              |   |   |    |  |
| 12 | Budget Name                                       | Crosby - Property Management                             |               |                  |              |              |              |   |   |    |  |
| 13 |   | Current  | New           |                  |              |              |              |   |   |    |  |
| 14 | Term Budget                                       | \$ 4,611,819   | \$ 7,547,226  | 15%              |              |              |              |   |   |    |  |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772  |                  |              |              |              |   |   |    |  |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399 |                  |              |              |              |   |   |    |  |
| 17 |   |  |               |                  |              |              |              |   |   |    |  |
| 18 |   |  |               |                  |              |              |              |   |   |    |  |
| 19 |   |  |               |                  |              |              |              |   |   |    |  |
| 20 |   |  |               |                  |              |              |              |   |   |    |  |
| 21 | Expenditures                                      |  |               |                  |              |              |              |   |   |    |  |
| 22 | Salaries & Benefits                               | \$ -   | \$ -          | \$ 31,512        | \$ 29,074    | \$ 29,074    | \$ 89,661    |   |   |    |  |
| 23 | Operating Expenses                                | \$ 272,785   | \$ 543,402    | \$ 725,462       | \$ 634,706   | \$ 634,706   | \$ 2,811,061 |   |   |    |  |
| 24 | Subtotal  | \$ 272,785   | \$ 543,402    | \$ 756,974       | \$ 663,780   | \$ 663,780   | \$ 2,900,722 |   |   |    |  |
| 25 | Indirect Percentage                               | 12.00%   | 12.00%        | 12.00%           | 12.00%       | 12.00%       |              |   |   |    |  |
| 26 | Indirect Cost (Line 24 X Line 25)                 | \$ 32,734  | \$ 65,208     | \$ 90,837        | \$ 79,654    | \$ 79,654    | \$ 348,087   |   |   |    |  |
| 27 | Other Expenses (Not subject to indirect %)        | \$ 647,750   | \$ 1,252,840  | \$ 1,402,035     | \$ 1,357,886 | \$ 1,357,886 | \$ 6,018,397 |   |   |    |  |
| 28 | Capital Expenditure                               | \$ -   | \$ -          | \$ -             | \$ 87,000    | \$ -         | \$ 87,000    |   |   |    |  |
| 30 | Total Expenditures                                | \$ 953,269   | \$ 1,861,450  | \$ 2,249,847     | \$ 2,188,321 | \$ 2,101,321 | \$ 9,354,209 |   |   |    |  |
| 31 |   |  |               |                  |              |              |              |   |   |    |  |
| 32 | HSH Revenues                                      |  |               |                  |              |              |              |   |   |    |  |
| 33 | CNC Fund  | \$ 569,273   | \$ 1,249,650  | \$ 1,209,891     | \$ 1,207,664 | \$ 1,207,664 | \$ 5,444,142 |   |   |    |  |
| 34 | CNC Fund - CODB                                   |  |               | \$ -             | \$ 57,364    | \$ 57,364    | \$ 114,728   |   |   |    |  |
| 35 | General Fund - Ongoing - HSH Fund Supplement      |  |               | \$ 278,266       | \$ -         | \$ -         | \$ 278,266   |   |   |    |  |
| 36 | General Fund - Ongoing                            | \$ 84,213  | \$ 38,782     | \$ 137,875       | \$ 140,102   | \$ 140,102   | \$ 541,074   |   |   |    |  |
| 37 | General Fund - CODB                               |  |               | \$ -             | \$ 6,655     | \$ 6,655     | \$ 13,310    |   |   |    |  |
| 38 | General Fund - One-Time                           |  |               | \$ -             | \$ 87,000    | \$ -         | \$ 87,000    |   |   |    |  |
| 39 | Prop C  |  | \$ 278,266    | \$ 7,400         | \$ 285,666   | \$ 285,666   | \$ 856,999   |   |   |    |  |
| 40 | Prop C - COLA                                     |  |               | \$ -             | \$ 8,570     | \$ 8,570     | \$ 17,140    |   |   |    |  |
| 41 | Prop C - One-Time Carryforward                    |  | \$ (26,548)   | \$ 26,548        | \$ -         | \$ -         | \$ -         |   |   |    |  |
| 42 | One-Time Transfer                                 |  |               | \$ 194,567       | \$ -         | \$ -         | \$ 194,567   |   |   |    |  |
| 45 |   |  |               | \$ -             | \$ -         | \$ -         | \$ -         |   |   |    |  |
| 46 | Total HSH Revenues                                | \$ 653,486   | \$ 1,540,150  | \$ 1,854,547     | \$ 1,793,021 | \$ 1,706,021 | \$ 7,547,226 |   |   |    |  |
| 47 | Other Revenues                                    |  |               |                  |              |              |              |   |   |    |  |
| 48 | Rental Income                                     | \$ 299,783   | \$ 321,300    | \$ 395,300       | \$ 395,300   | \$ 395,300   | \$ 1,806,983 |   |   |    |  |
| 53 | Total Other Revenues                              | \$ 299,783   | \$ 321,300    | \$ 395,300       | \$ 395,300   | \$ 395,300   | \$ 1,806,983 |   |   |    |  |
| 55 | Total HSH + Other Revenues                        | \$ 953,269   | \$ 1,861,450  | \$ 2,249,847     | \$ 2,188,321 | \$ 2,101,321 | \$ 9,354,209 |   |   |    |  |
| 58 |   |  |               |                  |              |              |              |   |   |    |  |
| 59 | Prepared by                                       | Tiffany Luong  |               |                  |              |              |              |   |   |    |  |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |               |                  |              |              |              |   |   |    |  |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |               |                  |              |              |              |   |   |    |  |

|    | A   | B                            | Q  | T                            | U                       | X  | AA                           | AD                      | AE   | AH                           | AK                      | BU                      | BV                      | BW                      |           |
|----|---|------------------------------|--|------------------------------|-------------------------|--|------------------------------|-------------------------|--|------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-----------|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |                              |  |                              |                         |  |                              |                         |  |                              |                         |                         |                         |                         |           |
| 2  | SALARY & BENEFIT DETAIL                           |                              |  |                              |                         |  |                              |                         |  |                              |                         |                         |                         |                         |           |
| 3  | Document Date                                     | 11/1/2023                    |  |                              |                         |  |                              |                         |  |                              |                         |                         |                         |                         |           |
| 4  | Provider Name                                     | Episcopal Community Services |  |                              |                         |  |                              |                         |  |                              |                         |                         |                         |                         |           |
| 5  | Program   | Housing First Hotels CNC     |  |                              |                         |  |                              |                         |  |                              |                         |                         |                         |                         |           |
| 6  | F\$P Contract ID#                                 | 1000019778                   |  |                              |                         |  |                              |                         |  |                              |                         |                         |                         |                         |           |
| 7  | Budget Name                                       | Crosby - Property Management |  |                              |                         |  |                              |                         |  |                              |                         |                         |                         |                         |           |
| 8  |   |                              | EXTENSION YEAR                               |                              |                         |  |                              | EXTENSION YEAR          |  |                              |                         |                         |                         |                         |           |
| 9  |   |                              | Year 3                                       |                              |                         | Year 4                                       |                              |                         | Year 5                                       |                              |                         | All Years               |                         |                         |           |
| 10 |   |                              | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2022 -<br>6/30/2023 | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2023 -<br>6/30/2024 | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2024 -<br>6/30/2025 | 1/1/2021 -<br>2/29/2024 | 1/1/2021 -<br>6/30/2025 | 1/1/2021 -<br>6/30/2025 |           |
| 11 |   |                              |  |                              | Current                 |  |                              | New                     |  |                              | New                     | Current                 | Amendment               | New                     |           |
| 12 |   |                              | Annual Full Time<br>Salary (for 1.00<br>FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted Salary         | Annual Full Time<br>Salary (for 1.00<br>FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted Salary         | Annual Full Time<br>Salary (for 1.00<br>FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted Salary         | Budgeted Salary         | Change                  | Budgeted Salary         |           |
| 13 |   |                              | Sr. Director/Housing Dev & Asset Mgmt.       | \$ 164,299                   | 0.02                    | \$ 2,629                                     | \$ 164,299                   | 0.02                    | \$ 2,629                                     | \$ 164,299                   | 0.02                    | \$ 2,629                | \$ 3,525                | \$ 4,362                | \$ 7,886  |
| 14 |   |                              | Asset Manager-Master Leased Operations       | \$ 118,393                   | 0.17                    | \$ 19,736                                    | \$ 118,393                   | 0.17                    | \$ 19,736                                    | \$ 118,393                   | 0.17                    | \$ 19,736               | \$ 26,594               | \$ 32,614               | \$ 59,209 |
| 34 |   |                              | <b>TOTAL SALARIES</b>                        | <b>\$ 22,365</b>             |                         | <b>TOTAL SALARIES</b>                        | <b>\$ 22,365</b>             |                         | <b>282,692</b>                               | <b>\$ 22,365</b>             |                         | <b>\$ 30,119</b>        | <b>\$ 36,976</b>        | <b>\$ 67,095</b>        |           |
| 35 |   |                              | <b>TOTAL FTE</b>                             | <b>0.18</b>                  |                         | <b>TOTAL FTE</b>                             | <b>0.18</b>                  |                         | <b>TOTAL FTE</b>                             | <b>0.18</b>                  |                         |                         |                         |                         |           |
| 36 |   |                              | <b>FRINGE BENEFIT RATE</b>                   |                              | 40.90%                  | <b>FRINGE BENEFIT RATE</b>                   |                              | 30.00%                  | <b>FRINGE BENEFIT RATE</b>                   |                              | 30.00%                  |                         |                         |                         |           |
| 37 |   |                              | <b>EMPLOYEE FRINGE BENEFITS</b>              | <b>\$ 9,147</b>              |                         | <b>EMPLOYEE FRINGE BENEFITS</b>              | <b>\$ 6,709</b>              |                         | <b>EMPLOYEE FRINGE BENEFITS</b>              | <b>\$ 6,709</b>              |                         | <b>\$ 12,319</b>        | <b>\$ 10,248</b>        | <b>\$ 22,566</b>        |           |
| 38 |   |                              | <b>TOTAL SALARIES &amp; BENEFITS</b>         | <b>\$ 31,512</b>             |                         | <b>TOTAL SALARIES &amp; BENEFITS</b>         | <b>\$ 29,074</b>             |                         | <b>TOTAL SALARIES &amp; BENEFITS</b>         | <b>\$ 29,074</b>             |                         | <b>\$ 42,438</b>        | <b>\$ 47,223</b>        | <b>\$ 89,661</b>        |           |

|    | A   | B                            | C                       | F                       | I                       | N                       | Q                       | AI |
|----|---|------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>            |                              |                         |                         |                         |                         |                         |    |
| 2  | <b>OPERATING DETAIL</b>   |                              |                         |                         |                         |                         |                         |    |
| 3  | <b>Document Date</b>  | 11/1/2023                    |                         |                         |                         |                         |                         |    |
| 4  | <b>Provider Name</b>  | Episcopal Community Services |                         |                         |                         |                         |                         |    |
| 5  | <b>Program</b>  | Housing First Hotels CNC     |                         |                         |                         |                         |                         |    |
| 6  | <b>F&amp;P Contract ID#</b>   | 1000019778                   |                         |                         |                         |                         |                         |    |
| 7  | <b>Budget Name</b>  | Crosby - Property Management |                         |                         |                         |                         |                         |    |
| 8  |   |                              |                         |                         |                         | <b>EXTENSION YEAR</b>   | <b>EXTENSION YEAR</b>   |    |
| 9  |   | <b>Year 1</b>                | <b>Year 2</b>           | <b>Year 3</b>           | <b>Year 4</b>           | <b>Year 5</b>           | <b>All Years</b>        |    |
| 10 |   | 1/1/2021 - 6/30/2021         | 7/1/2021 - 6/30/2022    | 7/1/2022 - 6/30/2023    | 7/1/2023 - 6/30/2024    | 7/1/2024 - 6/30/2025    | 1/1/2021 - 6/30/2025    |    |
| 11 |   | <b>Actuals</b>               | <b>Actuals</b>          | <b>Actuals</b>          | <b>New</b>              | <b>New</b>              | <b>New</b>              |    |
| 12 | <b>Operating Expenses</b>   | <b>Budgeted Expense</b>      | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> |    |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 106,841                   | \$ 203,683              | \$ 277,874              | \$ 223,874              | \$ 223,874              | \$ 1,036,146            |    |
| 15 | Office Supplies, Postage  | \$ 7,890                     | \$ 15,780               | \$ 14,280               | \$ 14,280               | \$ 14,280               | \$ 66,510               |    |
| 16 | Building Maintenance Supplies and Repair                            | \$ 76,502                    | \$ 143,659              | \$ 267,295              | \$ 215,539              | \$ 215,539              | \$ 918,534              |    |
| 17 | Printing and Reproduction   |                              |                         | \$ 1,000                | \$ 1,000                | \$ 1,000                | \$ 3,000                |    |
| 19 | Staff Training/Meeting Supplies                                     |                              |                         | \$ 500                  | \$ 1,000                | \$ 1,000                | \$ 2,500                |    |
| 22 | Management/Booking Fees   | \$ 52,452                    | \$ 104,904              | \$ 104,904              | \$ 104,904              | \$ 104,904              | \$ 472,068              |    |
| 23 | Legal Fees  | \$ 16,600                    | \$ 32,859               | \$ 26,109               | \$ 41,609               | \$ 41,609               | \$ 158,786              |    |
| 24 | Cable TV  |                              |                         | \$ 1,900                | \$ 1,200                | \$ 1,200                | \$ 4,300                |    |
| 25 | Security  |                              | \$ 17,517               | \$ -                    | \$ -                    | \$ -                    | \$ 17,517               |    |
| 26 | Wire /Website Support Processing Fee/Admin Misc.                    |                              |                         | \$ 800                  | \$ 1,000                | \$ 1,000                | \$ 2,800                |    |
| 27 | Payroll Processing Fee  |                              |                         | \$ 4,800                | \$ 4,800                | \$ 4,800                | \$ 14,400               |    |
| 28 | Renting Fee   |                              |                         | \$ 1,000                | \$ 500                  | \$ 500                  | \$ 2,000                |    |
| 33 | <b>Subcontractors</b>   |                              |                         |                         |                         |                         |                         |    |
| 34 | Office Salaries-Desk Clerks   | \$ 12,500                    | \$ 25,000               | \$ 25,000               | \$ 25,000               | \$ 25,000               | \$ 112,500              |    |
| 36 |   |                              |                         |                         |                         |                         |                         |    |
| 37 | <b>TOTAL OPERATING EXPENSES</b>                                     | \$ 272,785                   | \$ 543,402              | \$ 725,462              | \$ 634,706              | \$ 634,706              | \$ 2,811,061            |    |
| 38 |   |                              |                         |                         |                         |                         |                         |    |
| 39 | <b>Other Expenses (not subject to indirect cost %)</b>              |                              |                         |                         |                         |                         |                         |    |
| 40 | Rental of Property  | \$ 344,050                   | \$ 712,058              | \$ 722,686              | \$ 722,686              | \$ 722,686              | \$ 3,224,166            |    |
| 41 | Office Salaries-Desk Clerks   | \$ 81,222                    | \$ 217,445              | \$ 229,892              | \$ 186,702              | \$ 186,702              | \$ 901,963              |    |
| 42 | Manager Salaries-Hotel Director/Manager                             | \$ 39,109                    | \$ 89,000               | \$ 89,960               | \$ 76,960               | \$ 76,960               | \$ 371,989              |    |
| 43 | Janitor Payroll   | \$ 19,105                    | \$ 38,210               | \$ 47,840               | \$ 47,840               | \$ 47,840               | \$ 200,835              |    |
| 44 | Janitor Contract-Regular/Extra Services                             | \$ 48,713                    | \$ 50,000               | \$ 95,750               | \$ 71,750               | \$ 71,750               | \$ 337,963              |    |
| 45 | Repairs Payroll   | \$ 24,960                    | \$ 49,920               | \$ 60,320               | \$ 60,320               | \$ 60,320               | \$ 255,840              |    |
| 46 | Benefits  | \$ 56,378                    | \$ 122,755              | \$ 129,039              | \$ 119,039              | \$ 119,039              | \$ 546,250              |    |
| 47 | CODB (to be allocated)  | \$ 34,213                    |                         |                         | \$ 64,019               | \$ 64,019               | \$ 162,251              |    |
| 48 | Prop C COLA   |                              |                         |                         | \$ 8,570                | \$ 8,570                | \$ 8,570                |    |
| 49 | One-Time Carryforward   |                              | \$ (26,548)             | \$ 26,548               |                         |                         | \$ -                    |    |
| 50 |   |                              |                         |                         |                         |                         |                         |    |
| 51 | <b>TOTAL OTHER EXPENSES</b>   | \$ 647,750                   | \$ 1,252,840            | \$ 1,402,035            | \$ 1,357,886            | \$ 1,357,886            | \$ 6,009,827            |    |
| 52 |   |                              |                         |                         |                         |                         |                         |    |
| 53 | <b>Capital Expenses</b>   |                              |                         |                         |                         |                         |                         |    |
| 54 | Capital Needs - Plumbing Evaluation                                 |                              |                         |                         | \$ 5,000                | \$ -                    | \$ 5,000                |    |
| 55 | Capital Needs - Basement Ventilation                                |                              |                         |                         | \$ 20,000               | \$ -                    | \$ 20,000               |    |
| 56 | Capital Needs - Smoke Detectors                                     |                              |                         |                         | \$ 62,000               | \$ -                    | \$ 62,000               |    |
| 61 |   |                              |                         |                         |                         |                         |                         |    |
| 62 | <b>TOTAL CAPITAL EXPENSES</b>                                       | \$ -                         | \$ -                    | \$ -                    | \$ 87,000               | \$ -                    | \$ 87,000               |    |



|    | A   | B                            | C                       | D   | E                    |
|----|---|------------------------------|-------------------------|---|----------------------|
| 1  | <b>BUDGET NARRATIVE</b>   | <b>Fiscal Year</b>           |                         |   |                      |
| 2  | <b>Crosby - Property Management</b>                                 | <b>FY23-24</b>               |                         |   |                      |
| 3  | <b>Salaries &amp; Benefits</b>                                      | <b>Adjusted Budgeted FTE</b> | <b>Budgeted Salary</b>  | <b>Justification</b>  | <b>Calculation</b>   |
| 4  | Sr. Director/Housing Dev & Asset Mgmt.                              | 0.02                         | \$ 2,629                | Develops strategic and practical relationships with community partners ; provides direction and support in crisis or other problematic situations; links individual sites to broader Housing program efforts. | \$164,299 X 0.02 FTE |
| 5  | Asset Manager-Master Leased Operations                              | 0.17                         | \$ 19,736               | Provides direction and support in crisis or other problematic situations; links individual sites to broader Housing program efforts.  | \$118,393 X 0.17 FTE |
| 22 | TOTAL   | 0.18                         | \$ 22,365               |   |                      |
| 23 | <b>Employee Fringe Benefits</b>                                     | <b>0.30</b>                  | <b>\$ 6,709</b>         | <b>Includes FICA, SSUI, Workers Compensation and Medical calculated at 30% of total salaries.</b>   |                      |
| 24 | <b>TOTAL SALARIES &amp; BENEFITS</b>                                |                              | <b>\$ 29,074</b>        |   |                      |
| 25 |   |                              |                         |   |                      |
| 26 | <b>Operating Expenses</b>   |                              | <b>Budgeted Expense</b> | <b>Justification</b>  | <b>Calculation</b>   |
| 27 | Rental of Property  |                              | \$ -                    |   |                      |
| 28 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) |                              | \$ 223,874              | Utilities (electricity, water, gas, telephone and scavenger service):   | \$18,656 x 12 months |
| 29 | Office Supplies, Postage  |                              | \$ 14,280               | PM office supplies are including on site supplies   | \$1,190 x 12 months  |
| 30 | Building Maintenance Supplies and Repair                            |                              | \$ 215,539              | Estimated cost from property management provided information, including fire protection, plumbing, electrical and elevator repairs and furnishing, etc..  | \$17,962 x 12 months |
| 31 | Printing and Reproduction   |                              | \$ 1,000                | Covers copier usage   | \$83 x 12 months     |
| 33 | Staff Training/Meeting Supplies                                     |                              | \$ 1,000                | Covers staff training and meeting snack and supplies  | \$83 x 12 months     |
| 36 | Management/Booking Fees   |                              | \$ 104,904              | Covers management for 124 units at \$63/unit /booking fees \$9.50/units   | \$8,742 x 12 months  |
| 37 | Legal Fees  |                              | \$ 41,609               | Covers legal fees   | \$2,176 x 12 months  |
| 38 | Cable TV  |                              | \$ 1,200                | Direct TV monthly fee   | \$100 x 12 months    |
| 40 | Wire /Website Support Processing Fee/Admin Misc.                    |                              | \$ 1,000                | Covers bank wire and website support fee  | \$83 x 12 months     |
| 41 | Payroll Processing Fee  |                              | \$ 4,800                | Covers monthly payroll fee  | \$400 x 12 months    |
| 42 | Renting Fee   |                              | \$ 500                  | Covers Tenant background check  | \$42 x 12 months     |
| 47 | <b>Subcontractors</b>   |                              |                         |   |                      |
| 48 | Office Salaries-Desk Clerks   |                              | \$ 25,000               | First \$25k of Caritas Management Corporation's suncontracted services that'seligible for   | \$25,000             |
| 50 |   |                              |                         |   |                      |
| 53 | <b>TOTAL OPERATING EXPENSES</b>                                     |                              | <b>\$ 634,706</b>       |   |                      |
| 54 | <b>Indirect Cost</b>  | <b>12.0%</b>                 | <b>\$ 79,654</b>        |   |                      |
| 55 |   |                              |                         |   |                      |
| 56 |   |                              |                         |   |                      |
| 57 | <b>Other Expenses (not subject to indirect cost %)</b>              |                              | <b>Amount</b>           | <b>Justification</b>  | <b>Calculation</b>   |
| 58 | Rental of Property  |                              | \$ 722,686              | The lease is written for 126 units including office   | \$60,224 x 12 months |
| 59 | Office Salaries-Desk Clerks   |                              | \$ 186,702              | Coverage 24/7 for residents of the Crosby; includes holidays/overtime coverage  | \$17,642 x 12 months |
| 60 | Manager Salaries-Hotel Director/Manager                             |                              | \$ 76,960               | Oversees housing site, prorated half time. Responsible for rent up the property, with program director for insuring safety of participants and security of facility   | \$6,413 x 12 months  |
| 61 | Janitor Payroll   |                              | \$ 47,840               | Responsible for building cleaning up, includes holidays/overtime coverage   | \$3,987 x 12 months  |
| 62 | Janitor Contract-Regular/Extra Services                             |                              | \$ 71,750               | Responsible for building cleaning up, place trash bins  | \$5979 x 12 months   |
| 63 | Repairs Payroll   |                              | \$ 60,320               | Responsible for repair and maintenance of the building  | \$5,027 x 12 months  |
| 64 | Benefits  |                              | \$ 119,039              | % based from personnel from above   | \$9,920 x 12 months  |
| 65 | CODB (to be allocated)  |                              | \$ 64,019               | 4.75% Cost of doing business on GF and CNC funding for FY 24  | 4.75%                |
| 66 | Prop C COLA   |                              | \$ 8,570                | 3% Cost of Living Adjustment (COLA) on Prop C funding for FY24  | 3.00%                |
| 70 |   |                              | \$ -                    |   |                      |
| 71 | <b>TOTAL OTHER EXPENSES</b>   |                              | <b>\$ 1,357,886</b>     |   |                      |
| 72 |   |                              |                         |   |                      |
| 73 |   |                              |                         |   |                      |
| 74 | <b>Capital Expenses</b>   |                              | <b>Amount</b>           | <b>Justification</b>  | <b>Calculation</b>   |
| 75 | Capital Needs - Plumbing Evaluation                                 |                              | \$ 5,000                | Full inspection and analysis of plumbing by a plumbing engineer, including recommendations and rough cost for improvement of constant leaks within the building.  | \$5,000              |
| 76 | Capital Needs - Basement Ventilation                                |                              | \$ 20,000               | Adding a HVAC system for basement, recommending boiler room at a minimum.   | \$20,000             |
| 77 | Capital Needs - Smoke Detectors                                     |                              | \$ 62,000               | Replace 124 smoke detectors with tamper proof types that carry a 10-year backup.  | \$62,000             |
| 82 |   |                              |                         |   |                      |
| 83 | <b>TOTAL CAPITAL EXPENSES</b>                                       |                              | <b>\$ 87,000</b>        |   |                      |

|    | A   | B  | C                    | D                    | E                    | H                    | K                    | P | S | AK |
|----|---|--|----------------------|----------------------|----------------------|----------------------|----------------------|---|---|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |                      |                      |                      |                      |                      |   |   |    |
| 2  | APPENDIX B, BUDGET                                |  |                      |                      |                      |                      |                      |   |   |    |
| 3  | Document Date                                     | 11/1/2023  |                      |                      |                      |                      |                      |   |   |    |
| 4  | Contract Term                                     | Begin Date   | End Date             | Duration (Years)     |                      |                      |                      |   |   |    |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024            | 4                    |                      |                      |                      |   |   |    |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025            | 5                    |                      |                      |                      |   |   |    |
| 7  | Provider Name                                     | Episcopal Community Services                             |                      |                      |                      |                      |                      |   |   |    |
| 8  | Program   | Housing First Hotels CNC                                 |                      |                      |                      |                      |                      |   |   |    |
| 9  | FSP Contract ID#                                  | 1000019778   |                      |                      |                      |                      |                      |   |   |    |
| 10 | Action (select)                                   | Amendment  |                      |                      |                      |                      |                      |   |   |    |
| 11 | Effective Date                                    | 7/1/2023   |                      |                      |                      |                      |                      |   |   |    |
| 12 | Budget Name                                       | Elm - Property Management                                |                      |                      |                      |                      |                      |   |   |    |
| 13 |   | Current  | New                  | 15%                  |                      |                      |                      |   |   |    |
| 14 | Term Budget                                       | \$ 3,721,024   | \$ 5,929,685         |                      |                      |                      |                      |   |   |    |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772         |                      |                      |                      |                      |   |   |    |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399        |                      |                      |                      |                      |   |   |    |
| 17 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 18 | EXTENSION YEAR    EXTENSION YEAR                  |  |                      |                      |                      |                      |                      |   |   |    |
| 19 |   | Year 1   | Year 2               | Year 3               | Year 4               | Year 5               | All Years            |   |   |    |
| 20 |   | 1/1/2021 - 6/30/2021                                     | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |   |   |    |
| 21 | Expenditures                                      | Actuals  | Actuals              | Actuals              | New                  | New                  | New                  |   |   |    |
| 22 | Salaries & Benefits                               | \$ -   | \$ -                 | \$ 30,193            | \$ 29,074            | \$ 29,074            | \$ 88,341            |   |   |    |
| 23 | Operating Expenses                                | \$ 212,285   | \$ 474,602           | \$ 565,898           | \$ 495,355           | \$ 495,355           | \$ 2,243,495         |   |   |    |
| 24 | Subtotal  | \$ 212,285   | \$ 474,602           | \$ 596,091           | \$ 524,429           | \$ 524,429           | \$ 2,331,836         |   |   |    |
| 25 | Indirect Percentage                               | 12.00%   | 12.00%               | 12.00%               | 12.00%               | 12.00%               |                      |   |   |    |
| 26 | Indirect Cost (Line 24 X Line 25)                 | \$ 25,474  | \$ 56,952            | \$ 71,531            | \$ 62,931            | \$ 62,931            | \$ 279,820           |   |   |    |
| 27 | Other Expenses (Not subject to indirect %)        | \$ 487,185   | \$ 889,869           | \$ 1,073,262         | \$ 957,602           | \$ 957,602           | \$ 4,365,520         |   |   |    |
| 28 | Capital Expenditure                               | \$ -   | \$ 33,702            | \$ -                 | \$ 29,540            | \$ -                 | \$ 63,242            |   |   |    |
| 30 | <b>Total Expenditures</b>                         | <b>\$ 724,945</b>  | <b>\$ 1,455,125</b>  | <b>\$ 1,740,884</b>  | <b>\$ 1,574,502</b>  | <b>\$ 1,544,962</b>  | <b>\$ 7,040,417</b>  |   |   |    |
| 31 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 32 | <b>HSH Revenues</b>                               |  |                      |                      |                      |                      |                      |   |   |    |
| 33 | CNC Fund  | \$ 472,527   | \$ 1,088,286         | \$ 992,184           | \$ 1,009,069         | \$ 1,009,069         | \$ 4,571,135         |   |   |    |
| 34 | CNC Fund - CODB                                   |  |                      |                      | \$ 47,931            | \$ 47,931            | \$ 95,862            |   |   |    |
| 36 | General Fund - Ongoing                            | \$ 78,057  | \$ 53,261            | \$ 114,503           | \$ 97,618            | \$ 97,618            | \$ 441,057           |   |   |    |
| 37 | General Fund - CODB                               |  |                      |                      | \$ 4,637             | \$ 4,637             | \$ 9,274             |   |   |    |
| 38 | General Fund - One-Time                           |  |                      |                      | \$ 29,540            | \$ -                 | \$ 29,540            |   |   |    |
| 39 | Prop C  |  | \$ 135,628           | \$ 140,402           | \$ 140,402           | \$ 140,402           | \$ 556,834           |   |   |    |
| 40 | Prop C - COLA                                     |  |                      |                      | \$ 4,212             | \$ 4,212             | \$ 8,424             |   |   |    |
| 41 | Prop C - One-Time Carryforward                    |  | \$ (40,893)          | \$ 40,893            | \$ -                 | \$ -                 | \$ -                 |   |   |    |
| 42 | One-Time Transfer                                 |  |                      | \$ 211,809           | \$ -                 | \$ -                 | \$ 211,809           |   |   |    |
| 43 | CNC Fund - One-Time Carryforward                  |  | \$ 19,082            |                      | \$ -                 | \$ -                 | \$ 19,082            |   |   |    |
| 44 | Adjustment to Actuals                             |  | \$ (13,332)          |                      | \$ -                 | \$ -                 | \$ (13,332)          |   |   |    |
| 46 | <b>Total HSH Revenues</b>                         | <b>\$ 550,584</b>  | <b>\$ 1,242,032</b>  | <b>\$ 1,499,791</b>  | <b>\$ 1,333,409</b>  | <b>\$ 1,303,869</b>  | <b>\$ 5,929,685</b>  |   |   |    |
| 47 | <b>Other Revenues</b>                             |  |                      |                      |                      |                      |                      |   |   |    |
| 48 | Rental Income                                     | \$ 171,764   | \$ 207,900           | \$ 235,900           | \$ 235,900           | \$ 235,900           | \$ 1,087,364         |   |   |    |
| 49 | Private Match                                     | \$ 2,597   | \$ 5,193             | \$ 5,193             | \$ 5,193             | \$ 5,193             | \$ 23,369            |   |   |    |
| 53 | <b>Total Other Revenues</b>                       | <b>\$ 174,361</b>  | <b>\$ 213,093</b>    | <b>\$ 241,093</b>    | <b>\$ 241,093</b>    | <b>\$ 241,093</b>    | <b>\$ 1,110,733</b>  |   |   |    |
| 54 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 55 | <b>Total HSH + Other Revenues</b>                 | <b>\$ 724,945</b>  | <b>\$ 1,455,125</b>  | <b>\$ 1,740,884</b>  | <b>\$ 1,574,502</b>  | <b>\$ 1,544,962</b>  | <b>\$ 7,040,417</b>  |   |   |    |
| 58 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 59 | Prepared by                                       | Tiffany Luong  |                      |                      |                      |                      |                      |   |   |    |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |                      |                      |                      |                      |                      |   |   |    |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |                      |                      |                      |                      |                      |   |   |    |

|    | A   | B                                    | Q                | T                                    | U                | X                                    | AA               | AD                                   | AE               | AH                                   | AK               | BU               | BV               | BW               |
|----|---|--------------------------------------|------------------|--------------------------------------|------------------|--------------------------------------|------------------|--------------------------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 2  | SALARY & BENEFIT DETAIL                           |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 3  | Document Date                                     | 11/1/2023                            |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 4  | Provider Name                                     | Episcopal Community Services         |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 5  | Program   | Housing First Hotels CNC             |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 6  | FSP Contract ID#                                  | 1000019778                           |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 7  | Budget Name                                       | Elm - Property Management            |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 8  |   |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 9  |   |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 10 |   |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 11 |   |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 12 | POSITION TITLE                                    |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                                      |                  |                  |                  |                  |
| 13 | Sr. Director/Housing Dev & Asset Mgmt             | \$ 164,299                           | 0.02             | \$ 2,629                             | \$ 164,299       | 0.02                                 | \$ 2,629         | \$ 164,299                           | 0.02             | \$ 2,629                             | \$ 3,525         | \$ 4,362         | \$ 7,886         |                  |
| 14 | Asset Manager-Master Leased Operations            | \$ 118,393                           | 0.17             | \$ 19,736                            | \$ 118,393       | 0.17                                 | \$ 19,736        | \$ 118,393                           | 0.17             | \$ 19,736                            | \$ 26,462        | \$ 32,747        | \$ 59,209        |                  |
| 34 |   | <b>TOTAL SALARIES</b>                | <b>\$ 22,365</b> | <b>TOTAL SALARIES</b>                | <b>\$ 22,365</b> | <b>TOTAL SALARIES</b>                | <b>\$ 22,365</b> | <b>TOTAL SALARIES</b>                | <b>\$ 22,365</b> | <b>TOTAL SALARIES</b>                | <b>\$ 29,986</b> | <b>\$ 37,109</b> | <b>\$ 67,095</b> |                  |
| 35 |   | <b>TOTAL FTE</b>                     | <b>0.18</b>      | <b>TOTAL FTE</b>                     | <b>0.18</b>      | <b>TOTAL FTE</b>                     | <b>0.00</b>      | <b>TOTAL FTE</b>                     | <b>0.00</b>      | <b>TOTAL FTE</b>                     | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>      |
| 36 |   | <b>FRINGE BENEFIT RATE</b>           | <b>35.00%</b>    | <b>FRINGE BENEFIT RATE</b>           | <b>30.00%</b>    | <b>FRINGE BENEFIT RATE</b>           | <b>30.00%</b>    | <b>FRINGE BENEFIT RATE</b>           | <b>30.00%</b>    | <b>FRINGE BENEFIT RATE</b>           | <b>30.00%</b>    | <b>30.00%</b>    | <b>30.00%</b>    | <b>30.00%</b>    |
| 37 |   | <b>EMPLOYEE FRINGE BENEFITS</b>      | <b>\$ 7,828</b>  | <b>EMPLOYEE FRINGE BENEFITS</b>      | <b>\$ 6,709</b>  | <b>EMPLOYEE FRINGE BENEFITS</b>      | <b>\$ 6,709</b>  | <b>EMPLOYEE FRINGE BENEFITS</b>      | <b>\$ 6,709</b>  | <b>EMPLOYEE FRINGE BENEFITS</b>      | <b>\$ 10,495</b> | <b>\$ 10,752</b> | <b>\$ 21,247</b> | <b>\$ 21,247</b> |
| 38 |   | <b>TOTAL SALARIES &amp; BENEFITS</b> | <b>\$ 30,193</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> | <b>\$ 29,074</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> | <b>\$ 29,074</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> | <b>\$ 29,074</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> | <b>\$ 40,482</b> | <b>\$ 47,860</b> | <b>\$ 88,341</b> | <b>\$ 88,341</b> |

|    | A   | B                            | C                    | F                    | I                    | N                     | Q                     | AI |
|----|---|------------------------------|----------------------|----------------------|----------------------|-----------------------|-----------------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>                      |                              |                      |                      |                      |                       |                       |    |
| 2  | <b>OPERATING DETAIL</b>   |                              |                      |                      |                      |                       |                       |    |
| 3  | <b>Document Date</b>  | 11/1/2023                    |                      |                      |                      |                       |                       |    |
| 4  | <b>Provider Name</b>  | Episcopal Community Services |                      |                      |                      |                       |                       |    |
| 5  | <b>Program</b>  | Housing First Hotels CNC     |                      |                      |                      |                       |                       |    |
| 6  | <b>FSP Contract ID#</b>   | 1000019778                   |                      |                      |                      |                       |                       |    |
| 7  | <b>Budget Name</b>  | Elm - Property Management    |                      |                      |                      |                       |                       |    |
| 8  |   |                              |                      |                      |                      | <b>EXTENSION YEAR</b> | <b>EXTENSION YEAR</b> |    |
| 9  |   | <b>Year 1</b>                | <b>Year 2</b>        | <b>Year 3</b>        | <b>Year 4</b>        | <b>Year 5</b>         | <b>All Years</b>      |    |
| 10 |   | 1/1/2021 - 6/30/2021         | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025  | 1/1/2021 - 6/30/2025  |    |
| 11 |   | Actuals                      | Actuals              | Actuals              | New                  | New                   | New                   |    |
| 12 | <b>Operating Expenses</b>   | Budgeted Expense             | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense      | Budgeted Expense      |    |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.)           | \$ 86,363                    | \$ 169,189           | \$ 227,169           | \$ 199,169           | \$ 199,169            | \$ 881,058            |    |
| 15 | Office Expenses/ Postage  | \$ 6,710                     | \$ 15,059            | \$ 10,643            | \$ 7,443             | \$ 7,443              | \$ 47,298             |    |
| 16 | Building Maintenance Supplies and Repair                                      | \$ 50,073                    | \$ 143,502           | \$ 184,930           | \$ 166,016           | \$ 166,016            | \$ 710,537            |    |
| 17 | Printing and Reproduction   |                              |                      | \$ 1,000             | \$ 1,000             | \$ 1,000              | \$ 3,000              |    |
| 19 | Staff Training/Meeting Supplies   |                              |                      | \$ 400               | \$ 1,000             | \$ 1,000              | \$ 2,400              |    |
| 22 | Wire /Website Support Processing Fee/Admin Misc.                              |                              |                      | \$ 1,500             | \$ 1,000             | \$ 1,000              | \$ 3,500              |    |
| 23 | Payroll Processing Fee  |                              |                      | \$ 5,800             | \$ 4,800             | \$ 4,800              | \$ 15,400             |    |
| 24 | Management/Booking Fees   | \$ 33,840                    | \$ 67,680            | \$ 67,680            | \$ 67,680            | \$ 67,680             | \$ 304,560            |    |
| 25 | Legal Fees  | \$ 22,800                    | \$ 54,171            | \$ 37,476            | \$ 20,547            | \$ 20,547             | \$ 155,541            |    |
| 26 | Cable TV  |                              |                      | \$ 1,800             | \$ 1,200             | \$ 1,200              | \$ 4,200              |    |
| 27 | Rental Fee  |                              |                      | \$ 2,500             | \$ 500               | \$ 500                | \$ 3,500              |    |
| 43 | <b>Subcontractors</b>   |                              |                      |                      |                      |                       |                       |    |
| 44 | Office Salaries-Desk Clerks/Contract (first \$25k)                            | \$ 12,500                    | \$ 25,000            | \$ 25,000            | \$ 25,000            | \$ 25,000             | \$ 112,500            |    |
| 58 | <b>TOTAL OPERATING EXPENSES</b>   | \$ 212,285                   | \$ 474,602           | \$ 565,898           | \$ 495,355           | \$ 495,355            | \$ 2,243,495          |    |
| 59 |   |                              |                      |                      |                      |                       |                       |    |
| 60 | <b>Other Expenses (not subject to indirect cost %)</b>                        |                              |                      |                      |                      |                       |                       |    |
| 61 | Rental of Property  | \$ 213,346                   | \$ 436,434           | \$ 444,422           | \$ 444,422           | \$ 444,422            | \$ 1,983,046          |    |
| 62 | Office Salaries-Desk Clerks/Contract  | \$ 91,223                    | \$ 242,845           | \$ 260,472           | \$ 205,225           | \$ 205,225            | \$ 1,004,990          |    |
| 63 | Manager Salaries-Hotel Director/Manager                                       | \$ 29,120                    | \$ 68,240            | \$ 74,820            | \$ 65,520            | \$ 65,520             | \$ 303,220            |    |
| 64 | Janitor Contract-Regular/Extra Services                                       | \$ 50,153                    | \$ 70,000            | \$ 97,840            | \$ 52,840            | \$ 52,840             | \$ 323,673            |    |
| 65 | Repairs Payroll   | \$ 23,920                    | \$ 47,840            | \$ 51,080            | \$ 54,080            | \$ 54,080             | \$ 231,000            |    |
| 66 | Benefits  | \$ 51,368                    | \$ 78,735            | \$ 103,735           | \$ 78,735            | \$ 78,735             | \$ 391,308            |    |
| 67 | CODB (to be allocated)  | \$ 28,057                    |                      |                      | \$ 52,568            | \$ 52,568             | \$ 133,193            |    |
| 68 | Prop C COLA   |                              |                      |                      | \$ 4,212             | \$ 4,212              | \$ 8,424              |    |
| 69 | One-Time Carryforward   |                              | \$ (40,893)          | \$ 40,893            |                      |                       | \$ -                  |    |
| 70 | Adjustment to Actuals   |                              | \$ (13,332)          |                      |                      |                       | \$ (13,332)           |    |
| 76 | <b>TOTAL OTHER EXPENSES</b>   | \$ 487,185                   | \$ 889,869           | \$ 1,073,262         | \$ 957,602           | \$ 957,602            | \$ 4,365,521          |    |
| 77 |   |                              |                      |                      |                      |                       |                       |    |
| 78 | <b>Capital Expenses</b>   |                              |                      |                      |                      |                       |                       |    |
| 79 | Elevator Repairs (One-time Carryforward of Unspent Funds from FSP 1000017622) |                              | \$ 19,082            |                      |                      |                       | \$ 19,082             |    |
| 80 | Elevator & Leak repairs   |                              | \$ 14,620            |                      |                      |                       | \$ 14,620             |    |
| 81 | Capital Needs - Flooring  |                              |                      |                      | \$ 8,540             |                       | \$ 8,540              |    |
| 82 | Capital Needs - Fire Escapes  |                              |                      |                      | \$ 5,000             |                       | \$ 5,000              |    |
| 83 | Capital Needs - Electrical System   |                              |                      |                      | \$ 6,000             |                       | \$ 6,000              |    |
| 84 | Capital Needs - Shared Bathrooms  |                              |                      |                      | \$ 10,000            |                       | \$ 10,000             |    |
| 86 |   |                              |                      |                      |                      |                       |                       |    |
| 87 | <b>TOTAL CAPITAL EXPENSES</b>   | \$ -                         | \$ 33,702            | \$ -                 | \$ 29,540            | \$ -                  | \$ 29,540             |    |

|     | A   | B                  | C                 | D  | E                    |
|-----|---|--------------------|-------------------|--|----------------------|
| 1   | <b>BUDGET NARRATIVE</b>   | <b>Fiscal Year</b> |                   |  |                      |
| 2   | <b>Elm - Property Management</b>                                    | <b>FY23-24</b>     |                   |  |                      |
|     |   | <u>Adjusted</u>    | <u>Budgeted</u>   |  |                      |
| 3   | <b>Salaries &amp; Benefits</b>                                      | <u>FTE</u>         | <u>Salary</u>     | <u>Justification</u>   | <u>Calculation</u>   |
|     | Sr. Director/Housing Dev & Asset Mgmt                               | 0.02               | \$ 2,629          | Provides overall leadership, administration and supervision to ECS's 18 supportive housing sites; develops proposals; negotiates and manages contracts; reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader housing program efforts. | \$164,299 X 0.02 FTE |
| 4   |   |                    |                   |  |                      |
| 5   | Asset Manager-Master Leased Operations                              | 0.17               | \$ 19,736         | Contracts, and reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners;   | \$118,393 X 0.17FTE  |
| 27  | TOTAL   | 0.18               | \$ 44,730         |  |                      |
| 28  | Employee Fringe Benefits  | 0.30               | \$ 6,709          | Includes FICA, SSUI, Workers Compensation and Medical calculated at <b>30%</b> of total salaries.  |                      |
| 29  | <b>TOTAL SALARIES &amp; BENEFITS</b>                                |                    | <b>\$ 51,439</b>  |  |                      |
| 30  |   |                    |                   |  |                      |
|     |   |                    | <u>Budgeted</u>   |  |                      |
| 31  | <b>Operating Expenses</b>   |                    | <u>Expense</u>    | <u>Justification</u>   | <u>Calculation</u>   |
|     | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) |                    | \$ 199,169        | Utilities (electricity, water, gas, telephone and scavenger service):  | \$16,597 X 12 months |
| 33  |   |                    |                   |  |                      |
| 34  | Office Expenses/ Postage  |                    | \$ 7,443          | PM office supplies are including on site supplies  | \$620 X 12 months    |
|     | Building Maintenance Supplies and Repair                            |                    | \$ 166,016        | Estimated cost from property management provided information, including fire protection, plumbing, electrical and elevator repairs and furnishing, etc..   | \$13,835 X 12 months |
| 35  |   |                    |                   |  |                      |
| 36  | Printing and Reproduction   |                    | \$ 1,000          | Covers copier usage  | \$83 X 12 months     |
| 38  | Staff Training/Meeting Supplies                                     |                    | \$ 1,000          | Covers staff training and meeting snack and supplies   | \$83 X 12 months     |
| 41  | Wire /Website Support Processing Fee/Admin Misc.                    |                    | \$ 1,000          | Covers bank wire and website support fee   | \$83 X 12 months     |
| 42  | Payroll Processing Fee  |                    | \$ 4,800          | Covers monthly payroll fee   | \$400 X 12 months    |
| 43  | Management/Booking Fees   |                    | \$ 67,680         | Property Management for 80 units @ \$ 63.00 PUPM, and bookkeeping fees \$ 9.50 PUPM  | \$5,640 X 12 months  |
| 44  | Legal Fees  |                    | \$ 20,547         | Property Management legal expenses and credit report   | \$1,712 X 12 months  |
| 45  | Cable TV  |                    | \$ 1,200          | Direct TV monthly fee  | \$100 X 12 months    |
| 46  | Rental Fee  |                    | \$ 500            | Covers Tenant background check   | \$42 X 12 months     |
| 62  | <u>Subcontractors</u>   |                    |                   |  |                      |
|     | Office Salaries-Desk Clerks/Contract (first \$25k)                  |                    | \$ 25,000         | First \$25k of Caritas Management Corporation's suncontracted services that'seligible for Indirect Cost Rate   | \$25,000             |
| 63  |   |                    |                   |  |                      |
| 72  | <b>TOTAL OPERATING EXPENSES</b>                                     |                    | <b>\$ 495,355</b> |  |                      |
| 73  | <b>Indirect Cost</b>  | <b>12.0%</b>       | <b>\$ 65,615</b>  |  |                      |
| 74  |   |                    |                   |  |                      |
| 75  |   |                    |                   |  |                      |
|     |   |                    | <u>Amount</u>     | <u>Justification</u>   | <u>Calculation</u>   |
| 76  | <b>Other Expenses (not subject to indirect cost %)</b>              |                    |                   |  |                      |
| 77  | Adjustment to Actuals   |                    |                   |  |                      |
| 78  | Rental of Property  |                    | \$ 444,422        | The lease is written for 86 units including at \$37,035 per month for 12 months  | \$37,035 X 12 months |
| 79  | Office Salaries-Desk Clerks/Contract                                |                    | \$ 205,225        | Coverage 24/7 for residents of the Elm; includes holidays/overtime coverage  | \$19,185 X 12 months |
|     | Manager Salaries-Hotel Director/Manager                             |                    | \$ 65,520         | Oversees housing site, prorated half time. Responsible for rent up the property, with program director for insuring safety of participants and security of facility  | \$5,460 X 12 months  |
| 80  |   |                    |                   |  |                      |
| 81  | Janitor Contract-Regular/Extra Services                             |                    | \$ 52,840         | Covers janitor contract  | \$4,403 X 12 months  |
| 82  | Repairs Payroll   |                    | \$ 54,080         | Responsible for building cleaning up, place trash bins   | \$4,507 X 12 months  |
| 83  | Benefits  |                    | \$ 78,735         | Responsible for repair and maintenance of the building   | \$6,561 X 12 months  |
| 84  | CODB (to be allocated)  |                    | \$ 52,568         | 4.75% Cost of doing business on GF and CNC funding for FY 24   | 4.75%                |
| 85  | Prop C COLA   |                    | \$ 4,212          | 3% Cost of Living Adjustment (COLA) on Prop C funding for FY24   | 3.00%                |
| 91  | <b>TOTAL OTHER EXPENSES</b>   |                    | <b>\$ 957,602</b> |  |                      |
| 92  |   |                    |                   |  |                      |
| 93  |   |                    |                   |  |                      |
|     |   |                    | <u>Amount</u>     | <u>Justification</u>   | <u>Calculation</u>   |
| 94  | <b>Capital Expenses</b>   |                    |                   |  |                      |
| 97  | Capital Needs - Flooring  |                    | \$ 8,540          | Replacement of vinyl flooring for 6 units per year.  | \$8,540              |
| 98  | Capital Needs - Fire Escapes  |                    | \$ 5,000          | Full evaluation of fire escape for safety, remove rust, make repairs, bolts, and welding   | \$5,000              |
| 99  | Capital Needs - Electrical System                                   |                    | \$ 6,000          | Evaluation of electrical systems.  | \$6,000              |
| 100 | Capital Needs - Shared Bathrooms                                    |                    | \$ 10,000         | Replacement of old hanging lavatory sinks in each shared bathroom, replacement of vinyl flooring, repair old galvanized plumbing and rotting of some piping.   | \$10,000             |
| 102 |   |                    |                   |  |                      |
| 103 | <b>TOTAL CAPITAL EXPENSES</b>                                       |                    | <b>\$ 29,540</b>  |  |                      |

|    | A   | B  | C             | D                | E            | H            | K            | P         | S         | AK |
|----|---|--|---------------|------------------|--------------|--------------|--------------|-----------|-----------|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |               |                  |              |              |              |           |           |    |
| 2  | APPENDIX B, BUDGET                                |  |               |                  |              |              |              |           |           |    |
| 3  | Document Date                                     | 11/1/2023  |               |                  |              |              |              |           |           |    |
| 4  | Contract Term                                     | Begin Date   | End Date      | Duration (Years) |              |              |              |           |           |    |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024     | 4                |              |              |              |           |           |    |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025     | 5                |              |              |              |           |           |    |
| 7  | Provider Name                                     | Episcopal Community Services                             |               |                  |              |              |              |           |           |    |
| 8  | Program   | Housing First Hotels CNC                                 |               |                  |              |              |              |           |           |    |
| 9  | FSP Contract ID#                                  | 1000019778   |               |                  |              |              |              |           |           |    |
| 10 | Action (select)                                   | Amendment  |               |                  |              |              |              |           |           |    |
| 11 | Effective Date                                    | 7/1/2023   |               |                  |              |              |              |           |           |    |
| 12 | Budget Name                                       | Hillsdale - Property Management                          |               |                  |              |              |              |           |           |    |
| 13 |   | Current  | New           |                  |              |              |              |           |           |    |
| 14 | Term Budget                                       | \$ 3,403,485   | \$ 5,517,593  | 15%              |              |              |              |           |           |    |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772  |                  |              |              |              |           |           |    |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399 |                  |              |              |              |           |           |    |
| 17 |   |  |               |                  |              |              |              |           |           |    |
| 18 |   |  |               |                  |              |              |              |           |           |    |
| 19 |   |  |               |                  |              |              |              |           |           |    |
| 20 |   |  |               |                  |              |              |              |           |           |    |
| 21 | Expenditures                                      |  |               |                  |              |              |              |           |           |    |
| 22 | Salaries & Benefits                               | \$ -   | \$ -          | \$ 29,074        | \$ 29,074    | \$ 29,074    | \$ 29,074    | \$ 29,074 | \$ 87,223 |    |
| 23 | Operating Expenses                                | \$ 172,964   | \$ 356,790    | \$ 494,072       | \$ 375,004   | \$ 375,004   | \$ 1,773,835 |           |           |    |
| 24 | Subtotal  | \$ 172,964   | \$ 356,790    | \$ 523,146       | \$ 404,078   | \$ 404,078   | \$ 1,861,058 |           |           |    |
| 25 | Indirect Percentage                               | 12.00%   | 12.00%        | 12.00%           | 12.00%       | 12.00%       |              |           |           |    |
| 26 | Indirect Cost (Line 24 X Line 25)                 | \$ 20,756  | \$ 42,815     | \$ 62,778        | \$ 48,489    | \$ 48,489    | \$ 223,327   |           |           |    |
| 27 | Other Expenses (Not subject to indirect %)        | \$ 484,879   | \$ 839,839    | \$ 1,037,389     | \$ 982,967   | \$ 982,967   | \$ 4,328,041 |           |           |    |
| 28 | Capital Expenditure                               | \$ -   | \$ 13,448     | \$ -             | \$ 56,750    | \$ -         | \$ 70,198    |           |           |    |
| 30 | Total Expenditures                                | \$ 678,599   | \$ 1,252,893  | \$ 1,623,314     | \$ 1,492,285 | \$ 1,435,535 | \$ 6,482,625 |           |           |    |
| 31 |   |  |               |                  |              |              |              |           |           |    |
| 32 | HSH Revenues                                      |  |               |                  |              |              |              |           |           |    |
| 33 | CNC Fund  | \$ 421,996   | \$ 888,820    | \$ 901,065       | \$ 914,446   | \$ 914,446   | \$ 4,040,773 |           |           |    |
| 34 | CNC Fund - CODB                                   |  |               |                  | \$ 43,436    | \$ 43,436    | \$ 86,872    |           |           |    |
| 36 | General Fund - Ongoing                            | \$ 75,480  | \$ 46,486     | \$ 113,335       | \$ 99,954    | \$ 99,954    | \$ 435,209   |           |           |    |
| 37 | General Fund - CODB                               |  |               |                  | \$ 4,748     | \$ 4,748     | \$ 9,496     |           |           |    |
| 38 | General Fund - One-Time                           |  |               | \$ -             | \$ 56,750    | \$ -         | \$ 56,750    |           |           |    |
| 39 | Prop C  |  | \$ 159,745    | \$ 164,221       | \$ 164,221   | \$ 164,221   | \$ 652,408   |           |           |    |
| 40 | Prop C - COLA                                     |  |               | \$ -             | \$ 4,927     | \$ 4,927     | \$ 9,854     |           |           |    |
| 41 | Prop C - One-Time Carryforward                    |  | \$ (44,659)   | \$ 44,659        | \$ -         | \$ -         | \$ -         |           |           |    |
| 42 | One-Time Transfer                                 |  |               | \$ 226,231       | \$ -         | \$ -         | \$ 226,231   |           |           |    |
| 46 | Total HSH Revenues                                | \$ 497,476   | \$ 1,050,393  | \$ 1,449,511     | \$ 1,288,482 | \$ 1,231,732 | \$ 5,517,593 |           |           |    |
| 47 | Other Revenues                                    |  |               |                  |              |              |              |           |           |    |
| 48 | Rental Income                                     | \$ 181,123   | \$ 202,500    | \$ 173,803       | \$ 203,803   | \$ 203,803   | \$ 965,032   |           |           |    |
| 53 | Total Other Revenues                              | \$ 181,123   | \$ 202,500    | \$ 173,803       | \$ 203,803   | \$ 203,803   | \$ 965,032   |           |           |    |
| 54 |   |  |               |                  |              |              |              |           |           |    |
| 55 | Total HSH + Other Revenues                        | \$ 678,599   | \$ 1,252,893  | \$ 1,623,314     | \$ 1,492,285 | \$ 1,435,535 | \$ 6,482,625 |           |           |    |
| 58 |   |  |               |                  |              |              |              |           |           |    |
| 59 | Prepared by                                       | Tiffany Luong  |               |                  |              |              |              |           |           |    |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |               |                  |              |              |              |           |           |    |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |               |                  |              |              |              |           |           |    |

|    | A   | B                               | Q | T | U | X | AA | AD | AE | AH | AK | BU | BV | BW |
|----|---|---------------------------------|---|---|---|---|----|----|----|----|----|----|----|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 2  | SALARY & BENEFIT DETAIL                           |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 3  | Document Date                                     | 11/1/2023                       |   |   |   |   |    |    |    |    |    |    |    |    |
| 4  | Provider Name                                     | Episcopal Community Services    |   |   |   |   |    |    |    |    |    |    |    |    |
| 5  | Program   | Housing First Hotels CNC        |   |   |   |   |    |    |    |    |    |    |    |    |
| 6  | FSP Contract ID#                                  | 1000019778                      |   |   |   |   |    |    |    |    |    |    |    |    |
| 7  | Budget Name                                       | Hillsdale - Property Management |   |   |   |   |    |    |    |    |    |    |    |    |
| 8  |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 9  |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 10 |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 11 |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 12 | POSITION TITLE                                    |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 13 | Sr. Director/Housing Dev & Asset Mgmt.            |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 14 | Asset Manager-Master Leased Operations            |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 34 |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 35 |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 36 |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 37 |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |
| 38 |   |                                 |   |   |   |   |    |    |    |    |    |    |    |    |

  

|  | Year 3                                 |                        |                              | Year 4                                 |                        |                          | Year 5                                 |                        |                          | All Years                    |                                |                          |
|--|--|------------------------|------------------------------|--|------------------------|--------------------------|--|------------------------|--------------------------|------------------------------|--------------------------------|--------------------------|
|  | Agency Totals                          | For HSH Funded Program | 7/1/2022 - 6/30/2023 Current | Agency Totals                          | For HSH Funded Program | 7/1/2023 - 6/30/2024 New | Agency Totals                          | For HSH Funded Program | 7/1/2024 - 6/30/2025 New | 1/1/2021 - 2/29/2024 Current | 1/1/2021 - 6/30/2025 Amendment | 1/1/2021 - 6/30/2025 New |
|  | Annual Full Time Salary (for 1.00 FTE) | Adjusted Budgeted FTE  | Budgeted Salary              | Annual Full Time Salary (for 1.00 FTE) | Adjusted Budgeted FTE  | Budgeted Salary          | Annual Full Time Salary (for 1.00 FTE) | Adjusted Budgeted FTE  | Budgeted Salary          | Budgeted Salary              | Change                         | Budgeted Salary          |
|  | \$ 164,299                             | 0.02                   | \$ 2,629                     | \$ 164,299                             | 0.02                   | \$ 2,629                 | \$ 164,299                             | 0.02                   | \$ 2,629                 | \$ 3,525                     | \$ 4,362                       | \$ 7,886                 |
|  | \$ 118,393                             | 0.17                   | \$ 19,736                    | \$ 118,393                             | 0.17                   | \$ 19,736                | \$ 118,393                             | 0.17                   | \$ 19,736                | \$ 26,462                    | \$ 32,747                      | \$ 59,209                |
|  | <b>TOTAL SALARIES</b>                  |                        | <b>\$ 22,365</b>             | <b>TOTAL SALARIES</b>                  |                        | <b>\$ 22,365</b>         | <b>TOTAL SALARIES</b>                  |                        | <b>\$ 22,365</b>         | <b>\$ 29,986</b>             | <b>\$ 37,109</b>               | <b>\$ 67,095</b>         |
|  | <b>TOTAL FTE</b>                       | <b>0.18</b>            |                              | <b>TOTAL FTE</b>                       | <b>0.18</b>            |                          | <b>TOTAL FTE</b>                       | <b>0.18</b>            |                          |                              |                                |                          |
|  | <b>FRINGE BENEFIT RATE</b>             |                        | <b>30.00%</b>                | <b>FRINGE BENEFIT RATE</b>             |                        | <b>30.00%</b>            | <b>FRINGE BENEFIT RATE</b>             |                        | <b>30.00%</b>            |                              |                                |                          |
|  | <b>EMPLOYEE FRINGE BENEFITS</b>        |                        | <b>\$ 6,709</b>              | <b>EMPLOYEE FRINGE BENEFITS</b>        |                        | <b>\$ 6,709</b>          | <b>EMPLOYEE FRINGE BENEFITS</b>        |                        | <b>\$ 6,709</b>          | <b>\$ 9,803</b>              | <b>\$ 10,325</b>               | <b>\$ 20,128</b>         |
|  | <b>TOTAL SALARIES &amp; BENEFITS</b>   |                        | <b>\$ 29,074</b>             | <b>TOTAL SALARIES &amp; BENEFITS</b>   |                        | <b>\$ 29,074</b>         | <b>TOTAL SALARIES &amp; BENEFITS</b>   |                        | <b>\$ 29,074</b>         | <b>\$ 39,790</b>             | <b>\$ 47,434</b>               | <b>\$ 87,223</b>         |

|    | A   | B                               | C                    | F                    | I                    | N                    | Q                    | AI                   |  |
|----|---|---------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>            |                                 |                      |                      |                      |                      |                      |                      |  |
| 2  | <b>OPERATING DETAIL</b>   |                                 |                      |                      |                      |                      |                      |                      |  |
| 3  | <b>Document Date</b>  | 11/1/2023                       |                      |                      |                      |                      |                      |                      |  |
| 4  | <b>Provider Name</b>  | Episcopal Community Services    |                      |                      |                      |                      |                      |                      |  |
| 5  | <b>Program</b>  | Housing First Hotels CNC        |                      |                      |                      |                      |                      |                      |  |
| 6  | <b>FSP Contract ID#</b>   | 1000019778                      |                      |                      |                      |                      |                      |                      |  |
| 7  | <b>Budget Name</b>  | Hillsdale - Property Management |                      |                      |                      |                      |                      |                      |  |
| 8  |   |                                 |                      |                      |                      | EXTENSION YEAR       | EXTENSION YEAR       |                      |  |
| 9  |   |                                 | <b>Year 1</b>        | <b>Year 2</b>        | <b>Year 3</b>        | <b>Year 4</b>        | <b>Year 5</b>        | <b>All Years</b>     |  |
| 10 |   |                                 | 1/1/2021 - 6/30/2021 | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |  |
| 11 |   |                                 | Actuals              | Actuals              | Actuals              | New                  | New                  | New                  |  |
| 12 | <b>Operating Expenses</b>   |                                 | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     |  |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$                              | 53,230               | \$ 106,460           | \$ 161,574           | \$ 106,460           | \$ 106,460           | \$ 534,184           |  |
| 15 | Office Expenses/ Postage  | \$                              | 6,610                | \$ 16,064            | \$ 9,064             | \$ 6,564             | \$ 6,564             | \$ 44,866            |  |
| 16 | Building Maintenance Supplies and Repair                            | \$                              | 54,099               | \$ 124,931           | \$ 187,031           | \$ 152,430           | \$ 152,430           | \$ 670,921           |  |
| 17 | Printing and Reproduction   |                                 |                      | \$ 500               | \$ 1,000             | \$ 1,000             | \$ 1,000             | \$ 2,500             |  |
| 19 | Staff Training/Meeting Supplies                                     |                                 |                      | \$ 500               | \$ 1,000             | \$ 1,000             | \$ 1,000             | \$ 2,500             |  |
| 22 | Cable TV  |                                 |                      | \$ 1,600             | \$ 1,200             | \$ 1,200             | \$ 1,200             | \$ 4,000             |  |
| 23 | Payroll Processing Fee  |                                 |                      | \$ 4,800             | \$ 4,800             | \$ 4,800             | \$ 4,800             | \$ 14,400            |  |
| 24 | Legal Fees  | \$                              | 14,800               | \$ 20,886            | \$ 37,753            | \$ 11,600            | \$ 11,600            | \$ 96,639            |  |
| 25 | Wire /Website Support Processing Fee/Admin Misc.                    |                                 |                      | \$ 1,500             | \$ 1,000             | \$ 1,000             | \$ 1,000             | \$ 3,500             |  |
| 26 | Management/Booking Fees   | \$                              | 31,725               | \$ 63,450            | \$ 63,450            | \$ 63,450            | \$ 63,450            | \$ 285,525           |  |
| 27 | Renting Fee   |                                 |                      | \$ 1,300             | \$ 500               | \$ 500               | \$ 500               | \$ 2,300             |  |
| 40 | <b>Subcontractors</b>   |                                 |                      |                      |                      |                      |                      |                      |  |
| 41 | Office Salaries-Desk Clerks /Contract (First \$25k)                 | \$                              | 12,500               | \$ 25,000            | \$ 25,000            | \$ 25,000            | \$ 25,000            | \$ 112,500           |  |
| 51 |   |                                 |                      |                      |                      |                      |                      |                      |  |
| 52 | <b>TOTAL OPERATING EXPENSES</b>                                     | \$                              | 172,964              | \$ 356,790           | \$ 494,072           | 375,004              | \$ 375,004           | \$ 1,773,835         |  |
| 53 |   |                                 |                      |                      |                      |                      |                      |                      |  |
| 54 | <b>Other Expenses (not subject to indirect cost %)</b>              |                                 |                      |                      |                      |                      |                      |                      |  |
| 56 | Rental of Property  | \$                              | 194,910              | \$ 389,820           | \$ 402,533           | \$ 402,532           | \$ 402,532           | \$ 1,792,327         |  |
| 57 | Office Salaries-Desk Clerks /contract                               | \$                              | 117,190              | \$ 169,238           | \$ 239,612           | \$ 203,972           | \$ 203,972           | \$ 933,984           |  |
| 58 | Manager Salaries-Hotel Director/manager                             | \$                              | 29,120               | \$ 58,240            | \$ 65,520            | \$ 65,520            | \$ 65,520            | \$ 283,920           |  |
| 59 | Janitor payroll   | \$                              | 18,367               | \$ 55,500            | \$ 47,840            | \$ 47,840            | \$ 47,840            | \$ 217,387           |  |
| 60 | Janitor Contract-Regular/Extra Services                             | \$                              | 16,214               | \$ 35,000            | \$ 50,500            | \$ 23,500            | \$23,500             | \$ 148,714           |  |
| 61 | Repairs Payroll   | \$                              | 23,920               | \$ 51,300            | \$ 54,080            | \$ 54,080            | \$ 54,080            | \$ 237,460           |  |
| 62 | Benefits  | \$                              | 59,679               | \$ 125,400           | \$ 132,645           | \$ 132,412           | \$ 132,412           | \$ 582,548           |  |
| 63 | CODB (to be allocated)  | \$                              | 25,480               |                      | \$ -                 | \$ 48,184            | \$ 48,184            | \$ 121,848           |  |
| 64 | Prop C COLA   |                                 |                      |                      | \$ 4,927             | \$ 4,927             | \$ 4,927             | \$ 9,854             |  |
| 65 | One-Time Carryforward   |                                 |                      | \$ (44,659)          | \$ 44,659            | \$ -                 | \$ -                 | \$ -                 |  |
| 66 | Adjustment to Actuals   |                                 |                      |                      |                      | \$ -                 | \$ -                 | \$ -                 |  |
| 67 |   |                                 |                      |                      |                      |                      |                      |                      |  |
| 68 | <b>TOTAL OTHER EXPENSES</b>   | \$                              | 484,879              | \$ 839,839           | \$ 1,037,389         | \$ 982,967           | \$ 982,967           | \$ 4,328,041         |  |
| 69 |   |                                 |                      |                      |                      |                      |                      |                      |  |
| 70 | <b>Capital Expenses</b>   |                                 |                      |                      |                      |                      |                      |                      |  |
| 71 | Elevator Repair   |                                 |                      | \$ 13,448            |                      |                      |                      | \$ 13,448            |  |
| 72 | Capital Needs - Fire Escapes  |                                 |                      |                      |                      | \$ 5,000             |                      | \$ 5,000             |  |
| 73 | Capital Needs - Painting  |                                 |                      |                      |                      | \$ 18,000            |                      | \$ 18,000            |  |
| 74 | Capital Needs - Vanity Sinks  |                                 |                      |                      |                      | \$ 33,750            |                      | \$ 33,750            |  |
| 77 |   |                                 |                      |                      |                      |                      |                      | \$ -                 |  |
| 78 |   |                                 |                      |                      |                      |                      |                      |                      |  |
| 79 | <b>TOTAL CAPITAL EXPENSES</b>                                       | \$                              | -                    | \$ 13,448            | \$ -                 | \$ 56,750            | \$ -                 | \$ 70,198            |  |



|    | A   | B                        | C                 | D  | E                    |
|----|---|--------------------------|-------------------|--|----------------------|
| 1  | <b>BUDGET NARRATIVE</b>   | <b>Fiscal Year</b>       |                   |  |                      |
| 2  | <b>Hillsdale - Property Management</b>                              | <b>FY23-24</b>           |                   |  |                      |
|    |   | <b>Adjusted Budgeted</b> | <b>Budgeted</b>   |  |                      |
| 3  | <b>Salaries &amp; Benefits</b>                                      | <b>FTE</b>               | <b>Salary</b>     | <b>Justification</b>   | <b>Calculation</b>   |
| 4  | Sr. Director/Housing Dev & Asset Mgmt.                              | 0.02                     | \$ 2,629          | Develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader Housing program efforts. | \$164,299 x 0.02 FTE |
| 5  | Asset Manager-Master Leased Operations                              | 0.17                     | \$ 19,736         | Provides direction and support in crisis or other problematic situations; links individual sites to broader Housing program efforts.   | \$118,399 x 0.17 FTE |
| 28 | TOTAL   | 0.18                     | \$ 22,365         |  |                      |
| 29 | <u>Employee Fringe Benefits</u>                                     | 0.30                     | \$ 6,709          | Includes FICA, SSUI, Workers Compensation and Medical calculated at 30% of total salaries.   |                      |
| 30 | <b>TOTAL SALARIES &amp; BENEFITS</b>                                |                          | <b>\$ 29,074</b>  |  |                      |
| 31 |   |                          |                   |  |                      |
|    |   | <b>Budgeted</b>          |                   |  |                      |
| 32 | <b>Operating Expenses</b>   | <b>Expense</b>           |                   | <b>Justification</b>   | <b>Calculation</b>   |
| 34 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 106,460               |                   | Utilities (electricity, water, gas, telephone and scavenger service):  | \$8,872 x 12 months  |
| 35 | Office Expenses/ Postage  | \$ 6,564                 |                   | PM office supplies are including on site supplies  | \$547 x 12 months    |
| 36 | Building Maintenance Supplies and Repair                            | \$ 152,430               |                   | Estimated cost from property management provided information, including fire protection, plumbing, electrical and elevator repairs and furnishing, etc..   | \$12,703 x 12 months |
| 37 | Printing and Reproduction   | \$ 1,000                 |                   | Covers copier usage  | \$83 x 12 months     |
| 39 | Staff Training/Meeting Supplies                                     | \$ 1,000                 |                   | Covers staff training and meeting snack and supplies   | \$83 x 12 months     |
| 42 | Cable TV  | \$ 1,200                 |                   | Direct TV monthly fee  | \$100 x 12 months    |
| 43 | Payroll Processing Fee  | \$ 4,800                 |                   | Covers monthly payroll fee   | \$400 x 12 months    |
| 44 | Legal Fees  | \$ 11,600                |                   | Covers legal fees  | \$967 x 12 months    |
| 45 | Wire /Website Support Processing Fee/Admin Misc.                    | \$ 1,000                 |                   | Covers bank wire and website support fee   | \$83 x 12 months     |
| 46 | Management/Booking Fees   | \$ 63,450                |                   | Covers management for 75 units @ \$63/units, booking fees @\$9.50/units  | \$5,288 x 12 months  |
| 47 | Renting Fee   | \$ 500                   |                   | Covers Tenant background check   | \$42 x 12 months     |
| 61 | Office Salaries-Desk Clerks /Contract (First \$25k)                 | \$ 25,000                |                   | First \$25k of Caritas Management Corporation's suncontracted services that'seligible for Indirect Cost Rate   | \$25,000             |
| 68 | <b>TOTAL OPERATING EXPENSES</b>                                     |                          | <b>\$ 375,004</b> |  |                      |
| 69 | <b>Indirect Cost</b>  | 12.0%                    | <b>\$ 48,489</b>  |  |                      |
| 70 |   |                          |                   |  |                      |
| 71 |   |                          |                   |  |                      |
| 72 | <b>Other Expenses (not subject to indirect cost %)</b>              | <b>Amount</b>            |                   | <b>Justification</b>   | <b>Calculation</b>   |
| 73 |   |                          |                   |  |                      |
| 74 | Rental of Property  | \$ 402,532               |                   | The lease is written for 84 units  | \$33,544 x 12 months |
| 75 | Office Salaries-Desk Clerks /contract                               | \$ 203,972               |                   | Coverage 24/7 for residents of the Hillsdale; includes holidays/overtime coverage  | \$19,081 x 12 months |
| 76 | Manager Salaries-Hotel Director/manager                             | \$ 65,520                |                   | Oversees housing site, prorated half time. Responsible for rent up the property, with program director for insuring safety of participants and security of facility  | \$5,460 x 12 months  |
| 77 | Janitor payroll   | \$ 47,840                |                   | Responsible for building cleaning up, includes holidays/overtime coverage  | \$3,987 x 12 months  |
| 78 | Janitor Contract-Regular/Extra Services                             | \$ 23,500                |                   | Responsible for building cleaning up, place trash bins   | \$1,958 x 12 months  |
| 79 | Repairs Payroll   | \$ 54,080                |                   | Responsible for repair and maintenance of the building   | \$4,507 x 12 months  |
| 80 | Benefits  | \$ 132,412               |                   | % based from personnel from above  | \$11,034 x 12 months |
| 81 | CODB (to be allocated)  | \$ 48,184                |                   | 4.75% Cost of doing business on GF and CNC funding for FY 24   | 4.75%                |
| 82 | Prop C COLA   | \$ 4,927                 |                   | 3% Cost of Living Adjustment (COLA) on Prop C funding for FY24   | 3.00%                |
| 83 | One-Time Carryforward   | \$ -                     |                   |  |                      |
| 84 | Adjustment to Actuals   | \$ -                     |                   |  |                      |
| 85 |   |                          |                   |  |                      |
| 86 | <b>TOTAL OTHER EXPENSES</b>   |                          | <b>\$ 982,967</b> |  |                      |
| 87 |   |                          |                   |  |                      |
| 88 |   |                          |                   |  |                      |
| 89 | <b>Capital Expenses</b>   | <b>Amount</b>            |                   | <b>Justification</b>   | <b>Calculation</b>   |
| 91 | Capital Needs - Fire Escapes  | \$ 5,000                 |                   | Fire escape full safety inspection, rust removing, and repairs replacing nuts, bolts, and welding.   | \$5,000              |
| 92 | Capital Needs - Painting  | \$ 18,000                |                   | Repaint all units within building  | \$18,000             |
| 93 | Capital Needs - Vanity Sinks  | \$ 33,750                |                   | Replace vanity cabinets, sinks, ptrap, faucet, flange for unit sinks.  | \$33,750             |
| 98 | <b>TOTAL CAPITAL EXPENSES</b>                                       |                          | <b>\$ 56,750</b>  |  |                      |

|    | A   | B  | C             | D                | E | H | K | P | S | AK |
|----|---|--|---------------|------------------|---|---|---|---|---|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |               |                  |   |   |   |   |   |    |
| 2  | APPENDIX B, BUDGET                                |  |               |                  |   |   |   |   |   |    |
| 3  | Document Date                                     | 11/1/2023  |               |                  |   |   |   |   |   |    |
| 4  | Contract Term                                     | Begin Date   | End Date      | Duration (Years) |   |   |   |   |   |    |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024     | 4                |   |   |   |   |   |    |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025     | 5                |   |   |   |   |   |    |
| 7  | Provider Name                                     | Episcopal Community Services                             |               |                  |   |   |   |   |   |    |
| 8  | Program   | Housing First Hotels CNC                                 |               |                  |   |   |   |   |   |    |
| 9  | FSP Contract ID#                                  | 1000019778   |               |                  |   |   |   |   |   |    |
| 10 | Action (select)                                   | Amendment  |               |                  |   |   |   |   |   |    |
| 11 | Effective Date                                    | 7/1/2023   |               |                  |   |   |   |   |   |    |
| 12 | Budget Name                                       | Mentone - Property Management                            |               |                  |   |   |   |   |   |    |
| 13 |   | Current  | New           |                  |   |   |   |   |   |    |
| 14 | Term Budget                                       | \$ 3,504,791   | \$ 5,735,215  | 15%              |   |   |   |   |   |    |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772  |                  |   |   |   |   |   |    |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399 |                  |   |   |   |   |   |    |
| 17 |   |  |               |                  |   |   |   |   |   |    |
| 18 |   |  |               |                  |   |   |   |   |   |    |
| 19 |   |  |               |                  |   |   |   |   |   |    |
| 20 |   |  |               |                  |   |   |   |   |   |    |
| 21 |   |  |               |                  |   |   |   |   |   |    |
| 22 |   |  |               |                  |   |   |   |   |   |    |
| 23 |   |  |               |                  |   |   |   |   |   |    |
| 24 |   |  |               |                  |   |   |   |   |   |    |
| 25 |   |  |               |                  |   |   |   |   |   |    |
| 26 |   |  |               |                  |   |   |   |   |   |    |
| 27 |   |  |               |                  |   |   |   |   |   |    |
| 28 |   |  |               |                  |   |   |   |   |   |    |
| 29 |   |  |               |                  |   |   |   |   |   |    |
| 30 |   |  |               |                  |   |   |   |   |   |    |
| 31 |   |  |               |                  |   |   |   |   |   |    |
| 32 |   |  |               |                  |   |   |   |   |   |    |
| 33 |   |  |               |                  |   |   |   |   |   |    |
| 34 |   |  |               |                  |   |   |   |   |   |    |
| 35 |   |  |               |                  |   |   |   |   |   |    |
| 36 |   |  |               |                  |   |   |   |   |   |    |
| 37 |   |  |               |                  |   |   |   |   |   |    |
| 38 |   |  |               |                  |   |   |   |   |   |    |
| 39 |   |  |               |                  |   |   |   |   |   |    |
| 40 |   |  |               |                  |   |   |   |   |   |    |
| 41 |   |  |               |                  |   |   |   |   |   |    |
| 42 |   |  |               |                  |   |   |   |   |   |    |
| 43 |   |  |               |                  |   |   |   |   |   |    |
| 44 |   |  |               |                  |   |   |   |   |   |    |
| 45 |   |  |               |                  |   |   |   |   |   |    |
| 46 |   |  |               |                  |   |   |   |   |   |    |
| 47 |   |  |               |                  |   |   |   |   |   |    |
| 48 |   |  |               |                  |   |   |   |   |   |    |
| 49 |   |  |               |                  |   |   |   |   |   |    |
| 50 |   |  |               |                  |   |   |   |   |   |    |
| 51 |   |  |               |                  |   |   |   |   |   |    |
| 52 |   |  |               |                  |   |   |   |   |   |    |
| 53 |   |  |               |                  |   |   |   |   |   |    |
| 54 |   |  |               |                  |   |   |   |   |   |    |
| 55 |   |  |               |                  |   |   |   |   |   |    |
| 56 |   |  |               |                  |   |   |   |   |   |    |
| 57 |   |  |               |                  |   |   |   |   |   |    |
| 58 |   |  |               |                  |   |   |   |   |   |    |
| 59 | Prepared by                                       | Tiffany Luong  |               |                  |   |   |   |   |   |    |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |               |                  |   |   |   |   |   |    |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |               |                  |   |   |   |   |   |    |

|    | A   | B                             | Q    | T         | U         | X    | AA        | AD         | AE   | AH        | AK        | BU        | BV        | BW |
|----|---|-------------------------------|------|-----------|-----------|------|-----------|------------|------|-----------|-----------|-----------|-----------|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 2  | SALARY & BENEFIT DETAIL                           |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 3  | Document Date                                     | 11/1/2023                     |      |           |           |      |           |            |      |           |           |           |           |    |
| 4  | Provider Name                                     | Episcopal Community Services  |      |           |           |      |           |            |      |           |           |           |           |    |
| 5  | Program   | Housing First Hotels CNC      |      |           |           |      |           |            |      |           |           |           |           |    |
| 6  | FSP Contract ID#                                  | 1000019778                    |      |           |           |      |           |            |      |           |           |           |           |    |
| 7  | Budget Name                                       | Mentone - Property Management |      |           |           |      |           |            |      |           |           |           |           |    |
| 8  |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 9  |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 10 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 11 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 12 | POSITION TITLE                                    |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 13 | Sr. Director/Housing Dev & Asset Mgmt.            | \$ 162,791                    | 0.02 | \$ 2,605  | \$164,299 | 0.02 | \$ 2,629  | \$ 164,299 | 0.02 | \$ 2,629  | \$ 3,492  | \$ 4,370  | \$ 7,862  |    |
| 14 | Asset Manager-Master Leased Operations            | \$ 118,393                    | 0.17 | \$ 19,736 | \$118,393 | 0.17 | \$ 19,736 | \$ 118,393 | 0.17 | \$ 19,736 | \$ 26,595 | \$ 32,614 | \$ 59,208 |    |
| 15 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 16 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 17 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 18 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 19 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 20 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 21 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 22 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 23 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 24 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 25 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 26 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 27 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 28 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 29 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 30 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 31 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 32 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 33 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 34 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 35 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 36 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 37 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |
| 38 |   |                               |      |           |           |      |           |            |      |           |           |           |           |    |

|    | A   | B                             | C                    | F                    | I                    | N                     | Q                     | AI                   |
|----|---|-------------------------------|----------------------|----------------------|----------------------|-----------------------|-----------------------|----------------------|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>            |                               |                      |                      |                      |                       |                       |                      |
| 2  | <b>OPERATING DETAIL</b>   |                               |                      |                      |                      |                       |                       |                      |
| 3  | <b>Document Date</b>  | 11/1/2023                     |                      |                      |                      |                       |                       |                      |
| 4  | <b>Provider Name</b>  | Episcopal Community Services  |                      |                      |                      |                       |                       |                      |
| 5  | <b>Program</b>  | Housing First Hotels CNC      |                      |                      |                      |                       |                       |                      |
| 6  | <b>F&amp;P Contract ID#</b>   | 1000019778                    |                      |                      |                      |                       |                       |                      |
| 7  | <b>Budget Name</b>  | Mentone - Property Management |                      |                      |                      |                       |                       |                      |
| 8  |   |                               |                      |                      |                      | <b>EXTENSION YEAR</b> | <b>EXTENSION YEAR</b> |                      |
| 9  |   |                               | <b>Year 1</b>        | <b>Year 2</b>        | <b>Year 3</b>        | <b>Year 4</b>         | <b>Year 5</b>         | <b>All Years</b>     |
| 10 |   |                               | 1/1/2021 - 6/30/2021 | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024  | 7/1/2024 - 6/30/2025  | 1/1/2021 - 6/30/2025 |
| 11 |   |                               | Actuals              | Actuals              | Actuals              | New                   | New                   | New                  |
| 12 | <b>Operating Expenses</b>   |                               | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense      | Budgeted Expense      | Budgeted Expense     |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) |                               | \$ 95,230            | \$ 189,870           | \$ 239,538           | \$ 192,585            | \$ 192,585            | \$ 909,808           |
| 15 | Office Expenses/ Postage  |                               | \$ 6,720             | \$ 14,308            | \$ 11,008            | \$ 4,808              | \$ 4,808              | \$ 41,652            |
| 16 | Building Maintenance Supplies and Repair                            |                               | \$ 42,037            | \$ 77,440            | \$ 238,097           | \$ 152,440            | \$ 152,440            | \$ 662,454           |
| 17 | Printing and Reproduction   |                               |                      |                      | \$ 500               | \$ 1,000              | \$ 1,000              | \$ 2,500             |
| 19 | Staff Training/Meeting Supplies                                     |                               |                      |                      | \$ 400               | \$ 1,000              | \$ 1,000              | \$ 2,400             |
| 22 | Management/Booking Fees   |                               | \$ 28,764            | \$ 57,528            | \$ 57,528            | \$ 57,529             | \$ 57,529             | \$ 258,878           |
| 23 | Legal Fee   |                               | \$ 14,800            | \$ 22,229            | \$ 19,106            | \$ 13,300             | \$ 13,300             | \$ 82,735            |
| 24 | Cable TV  |                               |                      |                      | \$ 1,800             | \$ 1,200              | \$ 1,200              | \$ 4,200             |
| 25 | Wire /Website support processing fee/adm misc.                      |                               |                      |                      | \$ 1,500             | \$ 1,000              | \$ 1,000              | \$ 3,500             |
| 26 | Payroll Processing Fee  |                               |                      |                      | \$ 4,800             | \$ 4,800              | \$ 4,800              | \$ 14,400            |
| 27 | Renting Fee   |                               |                      |                      | \$ 700               | \$ 500                | \$ 500                | \$ 1,700             |
| 37 | Subcontractors  |                               |                      |                      |                      |                       |                       |                      |
| 38 | Office Salaries-Desk Clerks/contract (first \$25k)                  |                               | \$ 12,500            | \$ 25,000            | \$ 25,000            | \$ 25,000             | \$ 25,000             | \$ 112,500           |
| 39 |   |                               |                      |                      |                      |                       |                       | \$ -                 |
| 43 | <b>TOTAL OPERATING EXPENSES</b>                                     |                               | \$ 200,051           | \$ 386,374           | \$ 599,977           | \$ 455,162            | \$ 455,162            | \$ 2,096,726         |
| 44 |   |                               |                      |                      |                      |                       |                       |                      |
| 45 | Other Expenses (not subject to indirect cost %)                     |                               |                      |                      |                      |                       |                       |                      |
| 47 | Rental of Property  |                               | \$ 192,529           | \$ 391,010           | \$ 398,830           | \$ 398,830            | \$ 398,830            | \$ 1,780,029         |
| 48 | Office Salaries-Desk Clerks/contract                                |                               | \$ 81,223            | \$ 222,445           | \$ 257,900           | \$ 173,514            | \$ 173,514            | \$ 908,596           |
| 49 | Manager Salaries-Hotel Director/manager                             |                               | \$ 29,120            | \$ 68,240            | \$ 38,252            | \$ 61,152             | \$ 61,152             | \$ 257,916           |
| 50 | Janitor Contract-Regular/Extra Services                             |                               | \$ 43,714            | \$ 80,000            | \$ 83,940            | \$ 57,840             | \$ 57,840             | \$ 323,334           |
| 51 | Repairs Payroll   |                               | \$ 23,920            | \$ 47,840            | \$ 42,000            | \$ 52,000             | \$ 52,000             | \$ 217,760           |
| 52 | Benefits  |                               | \$ 41,547            | \$ 91,734            | \$ 78,294            | \$ 94,294             | \$ 94,294             | \$ 400,163           |
| 53 | One-Time Carryforward   |                               |                      | \$ (67,418)          | \$ 67,418            |                       |                       | \$ -                 |
| 54 | CODB (to be allocated)  |                               | \$ 28,007            |                      |                      | \$ 52,096             | \$ 52,096             | \$ 132,199           |
| 55 | Prop C COLA   |                               |                      |                      |                      | \$ 4,724              | \$ 4,724              | \$ 9,448             |
| 56 | <b>TOTAL OTHER EXPENSES</b>   |                               | \$ 440,060           | \$ 833,851           | \$ 966,634           | \$ 894,450            | \$ 894,450            | \$ 4,029,445         |
| 57 |   |                               |                      |                      |                      |                       |                       |                      |
| 58 | <b>Capital Expenses</b>   |                               |                      |                      |                      |                       |                       |                      |
| 59 | Leak Repairs  |                               |                      | \$ 14,370            |                      |                       |                       | \$ 14,370            |
| 60 | Capital Needs - Microwaves  |                               |                      |                      |                      | \$ 1,020              |                       | \$ 1,020             |
| 61 | Capital Needs - Plumbing Evaluation                                 |                               |                      |                      |                      | \$ 5,000              |                       | \$ 5,000             |
| 62 | Capital Needs - Pest Management                                     |                               |                      |                      |                      | \$ 7,500              |                       | \$ 7,500             |
| 63 | Capital Needs - Bathroom Exhaust Fans                               |                               |                      |                      |                      | \$ 27,200             |                       | \$ 27,200            |
| 65 |   |                               |                      |                      |                      |                       |                       |                      |
| 66 | <b>TOTAL CAPITAL EXPENSES</b>                                       |                               | \$ -                 | \$ 14,370            | \$ -                 | \$ 40,720             | \$ -                  | \$ 55,090            |

|    | A   | B                   | C                 | D  | E                    |
|----|---|---------------------|-------------------|--|----------------------|
| 1  | <b>BUDGET NARRATIVE</b>   | <b>Fiscal Year</b>  |                   |  |                      |
| 2  | <b>Mentone - Property Management</b>                                | <b>FY23-24</b>      |                   |  |                      |
|    |   | <u>Adjusted</u>     | <u>Budgeted</u>   |  |                      |
| 3  | <b>Salaries &amp; Benefits</b>                                      | <u>Budgeted FTE</u> | <u>Salary</u>     | <u>Justification</u>   | <u>Calculation</u>   |
|    | Sr. Director/Housing Dev & Asset Mgmt.                              | 0.02                | \$ 2,629          | Develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader Housing program efforts. | \$162,791 x 0.02 FTE |
| 4  | Asset Manager-Master Leased Operations                              | 0.17                | \$ 19,736         | Provides direction and support in crisis or other problematic situations; links individual sites to broader Housing program efforts.   | \$118,393 x 0.17 FTE |
| 5  | TOTAL   | 0.18                | \$ 22,365         |  |                      |
| 27 | <u>Employee Fringe Benefits</u>                                     | 0.30                | \$ 6,709          | Includes FICA, SSUI, Workers Compensation and Medical calculated at 30% of total salaries.   |                      |
| 28 | <b>TOTAL SALARIES &amp; BENEFITS</b>                                |                     | <b>\$ 29,074</b>  |  |                      |
| 30 |   |                     |                   |  |                      |
|    |   | <u>Budgeted</u>     |                   |  |                      |
| 31 | <b>Operating Expenses</b>   | <u>Expense</u>      |                   | <u>Justification</u>   | <u>Calculation</u>   |
|    | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 192,585          |                   | Utilities (electricity, water, gas, telephone and scavenger service):  | \$16,049 x 12 months |
| 33 | Office Expenses/ Postage  | \$ 4,808            |                   | PM office supplies are including on site supplies  | \$401 x 12 months    |
| 34 | Building Maintenance Supplies and Repair                            | \$ 152,440          |                   | Estimated cost from property management provided information, including fire protection, plumbing, electrical and elevator repairs and furnishing, etc..   | \$12,703 x 12 months |
| 35 | Printing and Reproduction   | \$ 1,000            |                   | Covers copier usage  | \$83 x 12 months     |
| 36 | Staff Training/Meeting Supplies                                     | \$ 1,000            |                   | Covers staff training and meeting snack and supplies   | \$83 x 12 months     |
| 38 | Management/Booking Fees   | \$ 57,529           |                   | Property management for 68 units @ \$63.00 PUPM, and bookkeeping fees \$ 9.50 PUPM   | \$4,794 x 12 months  |
| 41 | Legal Fee   | \$ 13,300           |                   | Property Management legal expenses and credit report   | \$1,108 x 12 months  |
| 42 | Cable TV  | \$ 1,200            |                   | Direct TV monthly fee  | \$100 x 12 months    |
| 43 | Wire /Website support processing fee/adm misc.                      | \$ 1,000            |                   | Covers bank wire and website support fee   | \$83 x 12 months     |
| 44 | Payroll Processing Fee  | \$ 4,800            |                   | Covers monthly payroll fee   | \$400 x 12 months    |
| 45 | Renting Fee   | \$ 500              |                   | Covers Tenant background check   | \$42 x 12 months     |
| 46 | <u>Subcontractors</u>   |                     |                   |  |                      |
| 56 | Office Salaries-Desk Clerks/contract (first \$25k)                  | \$ 25,000           |                   | First \$25k of Caritas Management Corporation's suncontracted services that'seligible for Indirect Cost Rate   | \$25,000             |
| 57 | <b>TOTAL OPERATING EXPENSES</b>                                     |                     | <b>\$ 455,162</b> |  |                      |
| 62 | <b>Indirect Cost</b>  | 12.0%               | <b>\$ 58,108</b>  |  |                      |
| 63 |   |                     |                   |  |                      |
| 64 |   |                     |                   |  |                      |
| 65 |   |                     |                   |  |                      |
|    |   | <u>Amount</u>       |                   | <u>Justification</u>   | <u>Calculation</u>   |
| 66 | <b>Other Expenses (not subject to indirect cost %)</b>              |                     |                   |  |                      |
| 68 | Rental of Property  | \$ 398,830          |                   | The lease is written for 71 units @32,088 per month for 12 months  | \$33,236 x 12 months |
| 69 | Office Salaries-Desk Clerks/contract                                | \$ 173,514          |                   | Coverage 24/7 for residents of the Hillsdale; includes holidays/overtime coverage  | \$16,543 x 12 months |
| 70 | Manager Salaries-Hotel Director/manager                             | \$ 61,152           |                   | Oversees housing site, prorated half time. Responsible for rent up the property, with program director for insuring safety of participants and security of facility  | \$5,096 x 12 months  |
| 71 | Janitor Contract-Regular/Extra Services                             | \$ 57,840           |                   | Regular Services, place trash bins   | \$4,820 x 12 months  |
| 72 | Repairs Payroll   | \$ 52,000           |                   | Responsible for repair and maintenance of the building   | \$4,333 x 12 months  |
| 73 | Benefits  | \$ 94,294           |                   | % based on personnel payroll above   | \$7,858 x 12 months  |
| 75 | CODB (to be allocated)  | \$ 52,096           |                   | 4.75% Cost of doing business on GF and CNC funding for FY 24   | 4.75%                |
| 76 | Prop C COLA   | \$ 4,724            |                   | 3% Cost of Living Adjustment (COLA) on Prop C funding for FY24   | 3.00%                |
| 77 | <b>TOTAL OTHER EXPENSES</b>   |                     | <b>\$ 894,450</b> |  |                      |
| 78 |   |                     |                   |  |                      |
| 79 |   |                     |                   |  |                      |
|    |   | <u>Amount</u>       |                   | <u>Justification</u>   | <u>Calculation</u>   |
| 80 | <b>Capital Expenses</b>   |                     |                   |  |                      |
| 82 | Capital Needs - Microwaves  | \$ 1,020            |                   | To purchase microaves for community usage for all tenants within the building.   | \$1,020              |
| 83 | Capital Needs - Plumbing Evaluation                                 | \$ 5,000            |                   | Inspection and analysis by a plumbing engineer.  | \$5,000              |
|    | Capital Needs - Pest Management                                     | \$ 7,500            |                   | Engage in pest control management company to develop a plan for ongoing service for huge outbreaks (mice, roaches, bed bugs etc.)  | \$7,500              |
| 84 | Capital Needs - Bathroom Exhaust Fans                               | \$ 27,200           |                   | Replacement of bathroom exhaust fans total of 68 units @ \$400 each. Supporting better ventilation inside units when utilizing bathroom.   | \$400 x 68 units     |
| 85 |   |                     |                   |  |                      |
| 88 |   |                     |                   |  |                      |
| 89 | <b>TOTAL CAPITAL EXPENSES</b>                                       |                     | <b>\$ 40,720</b>  |  |                      |

|    | A   | B  | C                    | D                    | E                    | H                    | K                    | P              | S | AK |  |
|----|---|--|----------------------|----------------------|----------------------|----------------------|----------------------|----------------|---|----|--|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |                      |                      |                      |                      |                      |                |   |    |  |
| 2  | APPENDIX B, BUDGET                                |  |                      |                      |                      |                      |                      |                |   |    |  |
| 3  | Document Date                                     | 11/1/2023  |                      | Duration (Years)     |                      |                      |                      |                |   |    |  |
| 4  | Contract Term                                     | Begin Date   | End Date             | Duration (Years)     |                      |                      |                      |                |   |    |  |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024            | 4                    |                      |                      |                      |                |   |    |  |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025            | 5                    |                      |                      |                      |                |   |    |  |
| 7  | Provider Name                                     | Episcopal Community Services                             |                      |                      |                      |                      |                      |                |   |    |  |
| 8  | Program   | Housing First Hotels CNC                                 |                      |                      |                      |                      |                      |                |   |    |  |
| 9  | FSP Contract ID#                                  | 1000019778   |                      |                      |                      |                      |                      |                |   |    |  |
| 10 | Action (select)                                   | Amendment  |                      |                      |                      |                      |                      |                |   |    |  |
| 11 | Effective Date                                    | 7/1/2023   |                      |                      |                      |                      |                      |                |   |    |  |
| 12 | Budget Name                                       | Alder - Support Services                                 |                      |                      |                      |                      |                      |                |   |    |  |
| 13 |   | Current  | New                  |                      |                      |                      |                      |                |   |    |  |
| 14 | Term Budget                                       | \$ 1,340,843   | \$ 2,438,325         | 15%                  |                      |                      |                      |                |   |    |  |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772         |                      |                      |                      |                      |                |   |    |  |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399        |                      |                      |                      |                      |                |   |    |  |
| 17 |   |  |                      |                      |                      |                      |                      |                |   |    |  |
| 18 |   |  |                      |                      |                      |                      | EXTENSION YEAR       | EXTENSION YEAR |   |    |  |
| 19 |   | Year 1   | Year 2               | Year 3               | Year 4               | Year 5               | All Years            |                |   |    |  |
| 20 |   | 1/1/2021 - 6/30/2021                                     | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |                |   |    |  |
| 21 | Expenditures                                      | Actuals  | Actuals              | Actuals              | New                  | New                  | New                  |                |   |    |  |
| 22 | Salaries & Benefits                               | \$ 157,907   | \$ 372,980           | \$ 344,709           | \$ 512,262           | \$ 512,262           | \$ 1,900,120         |                |   |    |  |
| 23 | Operating Expenses                                | \$ 18,559  | \$ 41,402            | \$ 56,714            | \$ 48,806            | \$ 48,806            | \$ 214,287           |                |   |    |  |
| 24 | Subtotal  | \$ 176,466   | \$ 414,382           | \$ 401,423           | \$ 561,068           | \$ 561,068           | \$ 2,114,407         |                |   |    |  |
| 25 | Indirect Percentage                               | 12.00%   | 12.00%               | 12.00%               | 12.00%               | 12.00%               |                      |                |   |    |  |
| 26 | Indirect Cost (Line 24 X Line 25)                 | \$ 21,176  | \$ 49,732            | \$ 48,171            | \$ 67,328            | \$ 67,328            | \$ 253,735           |                |   |    |  |
| 27 | Other Expenses (Not subject to indirect %)        | \$ 36,523  | \$ (26,039)          | \$ -                 | \$ 29,849            | \$ 29,849            | \$ 70,182            |                |   |    |  |
| 30 | Total Expenditures                                | \$ 234,165   | \$ 438,076           | \$ 449,594           | \$ 658,245           | \$ 658,245           | \$ 2,438,325         |                |   |    |  |
| 31 |   |  |                      |                      |                      |                      |                      |                |   |    |  |
| 32 | SHS Revenues                                      |  |                      |                      |                      |                      |                      |                |   |    |  |
| 33 | CNC Fund  | \$ 197,642   | \$ 449,606           | \$ 304,202           | \$ 628,396           | \$ 628,396           | \$ 2,208,242         |                |   |    |  |
| 34 | CNC Fund - CODB                                   |  |                      |                      | \$ 29,849            | \$ 29,849            | \$ 59,698            |                |   |    |  |
| 35 | General Fund - Ongoing - HSH Fund Supplement      |  |                      | \$ 193,911           | \$ -                 | \$ -                 | \$ 193,911           |                |   |    |  |
| 36 | General Fund - Ongoing                            | \$ 14,086  | \$ 14,508            | \$ 130,283           | \$ -                 | \$ -                 | \$ 158,877           |                |   |    |  |
| 39 | Prop C  | \$ 22,440  |                      |                      | \$ -                 | \$ -                 | \$ 22,440            |                |   |    |  |
| 42 | One-Time Transfer                                 |  |                      | \$ (178,802)         | \$ -                 | \$ -                 | \$ (178,802)         |                |   |    |  |
| 44 | Adjustment to Actuals                             | \$ (3)   | \$ (26,038)          | \$ -                 | \$ -                 | \$ -                 | \$ (26,041)          |                |   |    |  |
| 46 | Total SHS Revenues                                | \$ 234,165   | \$ 438,076           | \$ 449,594           | \$ 658,245           | \$ 658,245           | \$ 2,438,325         |                |   |    |  |
| 55 | Total SHS + Other Revenues                        | \$ 234,165   | \$ 438,076           | \$ 449,594           | \$ 658,245           | \$ 658,245           | \$ 2,438,325         |                |   |    |  |
| 58 |   |  |                      |                      |                      |                      |                      |                |   |    |  |
| 59 | Prepared by                                       | Tiffany Luong  |                      |                      |                      |                      |                      |                |   |    |  |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |                      |                      |                      |                      |                      |                |   |    |  |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |                      |                      |                      |                      |                      |                |   |    |  |

|    | A  | B                                    | C           | F                 | G                                    | J           | M                 | N                                    | Q           | T                 | U |
|----|--|--------------------------------------|-------------|-------------------|--------------------------------------|-------------|-------------------|--------------------------------------|-------------|-------------------|---|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |                                      |             |                   |                                      |             |                   |                                      |             |                   |   |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                       |                                      |             |                   |                                      |             |                   |                                      |             |                   |   |
| 3  | <b>Document Date</b>                                     | 11/1/2023                            |             |                   |                                      |             |                   |                                      |             |                   |   |
| 4  | <b>Provider Name</b>                                     | Episcopal Community Services         |             |                   |                                      |             |                   |                                      |             |                   |   |
| 5  | <b>Program</b>   | Housing First Hotels CNC             |             |                   |                                      |             |                   |                                      |             |                   |   |
| 6  | <b>FSP Contract ID#</b>                                  | 1000019778                           |             |                   |                                      |             |                   |                                      |             |                   |   |
| 7  | <b>Budget Name</b>                                       | Alder - Support Services             |             |                   |                                      |             |                   |                                      |             |                   |   |
| 8  |  |                                      |             |                   |                                      |             |                   |                                      |             |                   |   |
| 9  |  |                                      |             |                   |                                      |             |                   |                                      |             |                   |   |
| 10 |  |                                      |             |                   |                                      |             |                   |                                      |             |                   |   |
| 11 |  |                                      |             |                   |                                      |             |                   |                                      |             |                   |   |
| 12 | <b>POSITION TITLE</b>                                    |                                      |             |                   |                                      |             |                   |                                      |             |                   |   |
| 13 | Support Services Manager - H10                           | \$ 78,361                            | 0.91        | \$ 25,654         | \$ 80,617                            | 0.91        | \$ 73,361         | \$ 94,740                            | 0.87        | \$ 82,740         |   |
| 14 | Case Manager III - H40                                   | \$ 52,311                            | 0.91        | \$ 23,802         | \$ 54,164                            | 0.91        | \$ 49,289         | \$ 60,175                            | 0.22        | \$ 13,175         |   |
| 15 | Case Manager III - H91                                   | \$ 51,123                            | 0.90        | \$ 12,972         | \$ 51,629                            | 0.91        | \$ 36,982         | \$ 52,369                            | 0.69        | \$ 36,369         |   |
| 16 | Case Manager III Bilingual - H112                        | \$ 59,081                            | 0.90        | \$ 31,531         | \$ 61,156                            | 0.91        | \$ 55,652         | \$ 71,691                            | 0.93        | \$ 66,691         |   |
| 17 | Database Specialist & Compliance Monitor - H51           | \$ 63,016                            | 0.06        | \$ 2,025          | \$ 63,016                            | 0.06        | \$ 4,049          | \$ 75,014                            | 0.05        | \$ 3,751          |   |
| 18 | Database Specialist & Compliance Monitor - H107          | \$ 50,425                            | 0.06        | \$ 1,620          | \$ 62,264                            | 0.06        | \$ 4,001          | \$ 71,259                            | 0.05        | \$ 3,563          |   |
| 19 | Clinical Services Mgr - H6                               | \$ 78,900                            | 0.03        | \$ 1,268          | \$ 78,900                            | 0.03        | \$ 2,535          | \$ 93,394                            | 0.03        | \$ 2,335          |   |
| 20 | Director of Impact & Analytics - A83                     | \$ 116,640                           | 0.02        | \$ 1,207          | \$ 127,433                           | 0.02        | \$ 2,638          | \$ 147,958                           | 0.02        | \$ 2,249          |   |
| 21 | Director of Healthy Aging - SN34                         | \$ 120,235                           | 0.01        | \$ 812            | \$ 120,235                           | 0.01        | \$ 1,623          | \$ 152,077                           | 0.01        | \$ 1,901          |   |
| 22 | Case Manager I - H201                                    |                                      | 0.00        |                   |                                      | 0.00        |                   | \$ 58,464                            | 0.20        | \$ 11,985         |   |
| 23 | Housing Services Sr. Director - H5                       | \$ 135,792                           | 0.06        | \$ 4,403          | \$ 145,975                           | 0.07        | \$ 10,423         | \$ 171,627                           | 0.05        | \$ 8,581          |   |
| 24 | Direct Support for Housing Services Director - HA2       | \$ 94,383                            | 0.13        | \$ 6,069          | \$ 94,383                            | 0.17        | \$ 15,734         | \$ 118,120                           | 0.17        | \$ 19,691         |   |
| 25 | Compliance Specialist - H106                             | \$ 64,999                            | 0.06        | \$ 2,088          | \$ 64,999                            | 0.06        | \$ 4,177          | \$ 78,883                            | 0.11        | \$ 8,362          |   |
| 26 | Housing Services Director                                |                                      | 0.00        |                   |                                      | 0.00        |                   | \$ 140,602                           | 0.03        | \$ 3,937          |   |
| 27 | Asset Manager-Master Leased Operations                   | \$ 84,296                            | 0.15        | \$ 6,335          | \$ 105,076                           | 0.17        | \$ 17,516         | \$ -                                 | 0.00        | \$ -              |   |
| 28 | Sr. Director/Housing Dev & Asset Mgmt.                   | \$ 144,196                           | 0.01        | \$ 1,038          | \$ 140,538                           | 0.02        | \$ 2,249          | \$ -                                 | 0.00        | \$ -              |   |
| 34 |  | <b>TOTAL SALARIES</b>                |             | <b>\$ 120,825</b> | <b>TOTAL SALARIES</b>                |             | <b>\$ 280,230</b> | <b>TOTAL SALARIES</b>                |             | <b>\$ 265,330</b> |   |
| 35 |  | <b>TOTAL FTE</b>                     | <b>4.24</b> |                   | <b>TOTAL FTE</b>                     | <b>4.32</b> |                   | <b>TOTAL FTE</b>                     | <b>3.43</b> |                   |   |
| 36 |  | <b>FRINGE BENEFIT RATE</b>           |             | <b>30.69%</b>     | <b>FRINGE BENEFIT RATE</b>           |             | <b>33.10%</b>     | <b>FRINGE BENEFIT RATE</b>           |             | <b>29.92%</b>     |   |
| 37 |  | <b>EMPLOYEE FRINGE BENEFITS</b>      |             | <b>\$ 37,082</b>  | <b>EMPLOYEE FRINGE BENEFITS</b>      |             | <b>\$ 92,751</b>  | <b>EMPLOYEE FRINGE BENEFITS</b>      |             | <b>\$ 79,379</b>  |   |
| 38 |  | <b>TOTAL SALARIES &amp; BENEFITS</b> |             | <b>\$ 157,907</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> |             | <b>\$ 372,980</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> |             | <b>\$ 344,709</b> |   |

|    | A  | B                                    | X           | AA                | AD                                   | AE          | AH                | AK                  | BU                | BV                  | BW |
|----|--|--------------------------------------|-------------|-------------------|--------------------------------------|-------------|-------------------|---------------------|-------------------|---------------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |                                      |             |                   |                                      |             |                   |                     |                   |                     |    |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                       |                                      |             |                   |                                      |             |                   |                     |                   |                     |    |
| 3  | <b>Document Date</b>                                     | 11/1/2023                            |             |                   |                                      |             |                   |                     |                   |                     |    |
| 4  | <b>Provider Name</b>                                     | Episcopal Community Services         |             |                   |                                      |             |                   |                     |                   |                     |    |
| 5  | <b>Program</b>   | Housing First Hotels CNC             |             |                   |                                      |             |                   |                     |                   |                     |    |
| 6  | <b>FSP Contract ID#</b>                                  | 1000019778                           |             |                   |                                      |             |                   |                     |                   |                     |    |
| 7  | <b>Budget Name</b>                                       | Alder - Support Services             |             |                   |                                      |             |                   |                     |                   |                     |    |
| 8  |  |                                      |             |                   |                                      |             |                   |                     |                   |                     |    |
| 9  |  |                                      |             |                   |                                      |             |                   |                     |                   |                     |    |
| 10 |  |                                      |             |                   |                                      |             |                   |                     |                   |                     |    |
| 11 |  |                                      |             |                   |                                      |             |                   |                     |                   |                     |    |
| 12 | <b>POSITION TITLE</b>                                    |                                      |             |                   |                                      |             |                   |                     |                   |                     |    |
| 13 | Support Services Manager - H10                           | \$ 94,490                            | 1.00        | \$ 94,490         | \$ 94,490                            | 1.00        | \$ 94,490         | \$ 214,040          | \$ 156,696        | \$ 370,736          |    |
| 14 | Case Manager III - H40                                   | \$ 64,206                            | 1.00        | \$ 64,206         | \$ 64,206                            | 1.00        | \$ 64,206         | \$ 106,772          | \$ 107,906        | \$ 214,678          |    |
| 15 | Case Manager III - H91                                   | \$ 59,926                            | 1.00        | \$ 59,926         | \$ 59,926                            | 1.00        | \$ 59,926         | \$ 104,169          | \$ 102,006        | \$ 206,176          |    |
| 16 | Case Manager III Bilingual - H112                        | \$ 69,621                            | 1.00        | \$ 69,621         | \$ 69,621                            | 1.00        | \$ 69,621         | \$ 178,305          | \$ 114,812        | \$ 293,117          |    |
| 17 | Database Specialist & Compliance Monitor - H51           | \$ 74,779                            | 0.05        | \$ 3,739          | \$ 74,779                            | 0.05        | \$ 3,739          | \$ 11,103           | \$ 6,200          | \$ 17,303           |    |
| 18 | Database Specialist & Compliance Monitor - H107          | \$ 71,847                            | 0.05        | \$ 3,592          | \$ 71,847                            | 0.05        | \$ 3,592          | \$ 10,398           | \$ 5,971          | \$ 16,369           |    |
| 19 | Clinical Services Mgr - H6                               | \$ -                                 | 0.00        | \$ -              | \$ -                                 | 0.00        | \$ -              | \$ 6,933            | \$ (796)          | \$ 6,137            |    |
| 20 | Director of Impact & Analytics - A83                     | \$ 150,884                           | 0.02        | \$ 2,293          | \$ 150,884                           | 0.02        | \$ 2,293          | \$ 6,860            | \$ 3,821          | \$ 10,681           |    |
| 21 | Director of Healthy Aging - SN34                         | \$ 151,580                           | 0.01        | \$ 1,895          | \$ 151,580                           | 0.01        | \$ 1,895          | \$ 4,984            | \$ 3,142          | \$ 8,125            |    |
| 22 | Case Manager I - H201                                    | \$ 59,926                            | 0.75        | \$ 44,945         | \$ 59,926                            | 0.75        | \$ 44,945         | \$ 26,927           | \$ 74,947         | \$ 101,874          |    |
| 23 | Housing Services Sr. Director - H5                       | \$ 171,082                           | 0.05        | \$ 8,554          | \$ 171,082                           | 0.05        | \$ 8,554          | \$ 26,332           | \$ 14,184         | \$ 40,516           |    |
| 24 | Direct Support for Housing Services Director - HA2       | \$ 117,738                           | 0.17        | \$ 19,627         | \$ 117,738                           | 0.17        | \$ 19,627         | \$ 48,203           | \$ 32,544         | \$ 80,747           |    |
| 25 | Compliance Specialist - H106                             | \$ 78,631                            | 0.11        | \$ 8,335          | \$ 78,631                            | 0.11        | \$ 8,335          | \$ 17,476           | \$ 13,820         | \$ 31,297           |    |
| 26 | Housing Services Director                                | \$ 140,602                           | 0.03        | \$ 3,937          | \$ 140,602                           | 0.03        | \$ 3,937          | \$ 5,278            | \$ 6,532          | \$ 11,811           |    |
| 27 | Asset Manager-Master Leased Operations                   | \$ -                                 | 0.00        | \$ -              | \$ -                                 | 0.00        | \$ -              | \$ 23,851           | \$ -              | \$ 23,851           |    |
| 28 | Sr. Director/Housing Dev & Asset Mgmt.                   | \$ -                                 | 0.00        | \$ -              | \$ -                                 | 0.00        | \$ -              | \$ 3,287            | \$ -              | \$ 3,287            |    |
| 34 |  | <b>TOTAL SALARIES</b>                |             | <b>\$ 385,160</b> | <b>TOTAL SALARIES</b>                |             | <b>\$ 385,160</b> | <b>\$ 794,919</b>   | <b>\$ 641,785</b> | <b>\$ 1,436,704</b> |    |
| 35 |  | <b>TOTAL FTE</b>                     | <b>5.23</b> |                   | <b>TOTAL FTE</b>                     | <b>5.23</b> |                   |                     |                   |                     |    |
| 36 |  | <b>FRINGE BENEFIT RATE</b>           |             | <b>33.00%</b>     | <b>FRINGE BENEFIT RATE</b>           |             | <b>33.00%</b>     |                     |                   |                     |    |
| 37 |  | <b>EMPLOYEE FRINGE BENEFITS</b>      |             | <b>\$ 127,103</b> | <b>EMPLOYEE FRINGE BENEFITS</b>      |             | <b>\$ 127,103</b> | <b>\$ 259,306</b>   | <b>\$ 204,111</b> | <b>\$ 463,417</b>   |    |
| 38 |  | <b>TOTAL SALARIES &amp; BENEFITS</b> |             | <b>\$ 512,262</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> |             | <b>\$ 512,262</b> | <b>\$ 1,054,225</b> | <b>\$ 845,896</b> | <b>\$ 1,900,120</b> |    |



|    | A   | B                            | C                       | F                       | I                       | N                       | Q                       | AI |
|----|---|------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>            |                              |                         |                         |                         |                         |                         |    |
| 2  | <b>OPERATING DETAIL</b>   |                              |                         |                         |                         |                         |                         |    |
| 3  | <b>Document Date</b>  | 11/1/2023                    |                         |                         |                         |                         |                         |    |
| 4  | <b>Provider Name</b>  | Episcopal Community Services |                         |                         |                         |                         |                         |    |
| 5  | <b>Program</b>  | Housing First Hotels CNC     |                         |                         |                         |                         |                         |    |
| 6  | <b>F&amp;P Contract ID#</b>   | 1000019778                   |                         |                         |                         |                         |                         |    |
| 7  | <b>Budget Name</b>  | Alder - Support Services     |                         |                         |                         |                         |                         |    |
| 8  |   |                              |                         |                         |                         | <b>EXTENSION YEAR</b>   | <b>EXTENSION YEAR</b>   |    |
| 9  |   | <b>Year 1</b>                | <b>Year 2</b>           | <b>Year 3</b>           | <b>Year 4</b>           | <b>Year 5</b>           | <b>All Years</b>        |    |
| 10 |   | 1/1/2021 - 6/30/2021         | 7/1/2021 - 6/30/2022    | 7/1/2022 - 6/30/2023    | 7/1/2023 - 6/30/2024    | 7/1/2024 - 6/30/2025    | 1/1/2021 - 6/30/2025    |    |
| 11 |   | Actuals                      | Actuals                 | Actuals                 | New                     | New                     | New                     |    |
| 12 | <b>Operating Expenses</b>   | <b>Budgeted Expense</b>      | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> |    |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 2,760                     | \$ 8,844                | \$ 10,262               | \$ 11,762               | \$ 11,762               | \$ 45,390               |    |
| 15 | Office Supplies/Furniture/Equipment                                 | \$ 1,450                     | \$ 2,900                | \$ 3,234                | \$ 3,234                | \$ 3,234                | \$ 14,052               |    |
| 17 | Printing and Reproduction   | \$ 1,530                     | \$ 4,020                | \$ 6,520                | \$ 7,173                | \$ 7,173                | \$ 26,416               |    |
| 18 | Insurance   | \$ 4,297                     | \$ 8,593                | \$ 12,793               | \$ 12,392               | \$ 12,392               | \$ 50,467               |    |
| 19 | Staff Training  | \$ 1,172                     | \$ 2,343                | \$ 2,843                | \$ 2,343                | \$ 2,343                | \$ 11,044               |    |
| 22 | Recruitment Fee   |                              |                         | \$ 9,360                | \$ -                    | \$ -                    | \$ 9,360                |    |
| 24 | Licenses and Fees   | \$ 290                       | \$ 580                  | \$ 580                  | \$ 580                  | \$ 580                  | \$ 2,610                |    |
| 25 | Food and Food supplies  | \$ 3,535                     | \$ 7,070                | \$ 7,070                | \$ 7,270                | \$ 7,270                | \$ 32,215               |    |
| 26 | Program Supplies  | \$ 3,526                     | \$ 7,052                | \$ 4,052                | \$ 4,052                | \$ 4,052                | \$ 22,734               |    |
| 50 | <b>TOTAL OPERATING EXPENSES</b>                                     | \$ 18,559                    | \$ 41,402               | \$ 56,714               | \$ 48,806               | \$ 48,806               | \$ 214,287              |    |
| 51 |   |                              |                         |                         |                         |                         |                         |    |
| 52 | Other Expenses (not subject to indirect cost %)                     |                              |                         |                         |                         |                         |                         |    |
| 53 | COBD (to be allocated)  | \$ 14,086                    |                         |                         | \$ 29,849               | \$ 29,849               | \$ 73,784               |    |
| 54 | One-Time Prop C Bonus Pay   | \$ 22,440                    |                         |                         | \$ -                    | \$ -                    | \$ 22,440               |    |
| 55 | Adjustment to Actuals   | \$ (3)                       | \$ (26,039)             | \$ -                    | \$ -                    | \$ -                    | \$ (26,042)             |    |
| 65 |   |                              |                         |                         |                         |                         |                         |    |
| 66 | <b>TOTAL OTHER EXPENSES</b>   | \$ 36,523                    | \$ (26,039)             | \$ -                    | \$ 29,849               | \$ 29,849               | \$ 70,182               |    |
| 76 |   |                              |                         |                         |                         |                         |                         |    |

|    | A  | B                  | C                 | D  | E                    |
|----|--|--------------------|-------------------|--|----------------------|
| 1  | <b>BUDGET NARRATIVE</b>                            | <b>Fiscal Year</b> |                   |  |                      |
| 2  | <b>Alder - Support Services</b>                    | <b>FY23-24</b>     |                   |  |                      |
|    |  | <u>Adjusted</u>    |                   |  |                      |
|    |  | <u>Budgeted</u>    | <u>Budgeted</u>   |  |                      |
| 3  | <b>Salaries &amp; Benefits</b>                     | <u>FTE</u>         | <u>Salary</u>     | <u>Justification</u>   | <u>Calculation</u>   |
|    | Support Services Manager - H10                     | 1.00               | \$ 94,490         | Provides team leadership, management and supervision to ensure program quality, as well as resident safety, housing retention, and individual development; supervises staff; coordinates and leads partner efforts.  | \$94,490 x 1 FTE     |
| 4  |  |                    |                   |  |                      |
|    | Case Manager III - H40                             | 1.00               | \$ 64,206         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$64,206 x 1 FTE     |
| 5  |  |                    |                   |  |                      |
|    | Case Manager III - H91                             | 1.00               | \$ 59,926         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$59,926 x 1 FTE     |
| 6  |  |                    |                   |  |                      |
|    | Case Manager III Bilingual - H112                  | 1.00               | \$ 69,621         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$69,621 x 1 FTE     |
| 7  |  |                    |                   |  |                      |
| 8  | Database Specialist & Compliance Monitor - H51     | 0.05               | \$ 3,739          | Evaluates HSH contract compliance; conducts resident chart reviews;  | \$74,779 x 0.05 FTE  |
| 9  | Database Specialist & Compliance Monitor - H107    | 0.05               | \$ 3,592          | Provides staff training on department protocols and procedures;  | \$71,847 x 0.05 FTE  |
|    | Director of Impact & Analytics - A83               | 0.02               | \$ 2,293          | Designs and implements continuous quality improvement program to ensure that ECS's programs and services meet its standards. Works with program manager to develop quality assurance policies, collecting data for analysis by program, dept and organization-wide.  | \$150,884 x 0.02 FTE |
| 11 |  |                    |                   |  |                      |
|    | Director of Healthy Aging - SN34                   | 0.01               | \$ 1,895          | Overall program direction and operations of CKSC as well as leadership for seniors aging in place throughout all of our programs, with a focus on senior engagement, safety, health and independence   | \$151,580 x 0.01 FTE |
| 12 |  |                    |                   |  |                      |
|    | Case Manager I - H201                              | 0.75               | \$ 44,945         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$59,926 x 0.75 FTE  |
| 13 |  |                    |                   |  |                      |
|    | Housing Services Sr. Director - H5                 | 0.05               | \$ 8,554          | Provides overall leadership, administration and supervision to ECS's ten supportive housing sites; develops proposals, negotiates and manages  | \$171,082 x 0.05 FTE |
| 14 |  |                    |                   |  |                      |
|    | Direct Support for Housing Services Director - HA2 | 0.17               | \$ 19,627         | Contracts, and reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners;   | \$117,738 x 0.17 FTE |
| 15 |  |                    |                   |  |                      |
|    | Compliance Specialist - H106                       | 0.11               | \$ 8,335          | Provides staff training on department protocols and procedures;  | \$78,631 x 0.11 FTE  |
| 16 |  |                    |                   |  |                      |
|    | Housing Services Director                          | 0.03               | \$ 3,937          | To assist Sr. Director of Hsg Svs with the administration and supervision to ECS's 20 supportive housing sites; develops proposals; negotiates and manages contracts; reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader housing program efforts. | \$140,602 x 0.03 FTE |
| 17 |  |                    |                   |  |                      |
| 28 | TOTAL  | 5.23               | \$ 385,160        |  |                      |
| 29 | Employee Fringe Benefits                           | 33.00%             | \$ 127,103        | Includes FICA, SSUI, Workers Compensation and Medical calculated at 33% of total salaries.   |                      |
| 30 | <b>TOTAL SALARIES &amp; BENEFITS</b>               |                    | <b>\$ 512,262</b> |  |                      |

|    | A   | B                              | C  | D                         | E |
|----|---|--------------------------------|--|---------------------------|---|
| 1  | <b>BUDGET NARRATIVE</b>   |                                | <b>Fiscal Year</b>   |                           |   |
| 2  | <b>Alder - Support Services</b>                                     | <b>FY23-24</b>                 |  |                           |   |
| 31 |   |                                |  |                           |   |
| 32 | <b><u>Operating Expenses</u></b>                                    | <b><u>Budgeted Expense</u></b> | <b><u>Justification</u></b>  | <b><u>Calculation</u></b> |   |
| 33 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 11,762                      | Telecommunication, including Sonic and TPX   | \$980 x 12 months         |   |
| 34 | Office Supplies/Furniture/Equipment                                 | \$ 3,234                       | Support Service office supplies for program staff including materials used with participants and computers | \$270 x 12 months         |   |
| 36 | Printing and Reproduction   | \$ 7,173                       | Leased copier  | \$598 x 12 months         |   |
| 37 | Insurance   | \$ 12,392                      | Liability and umbrella agency insurance prorated   | \$1,033 x 12 months       |   |
| 38 | Staff Training  | \$ 2,343                       | Training including meeting supplies and conference   | \$195 x 12 months         |   |
| 43 | Licenses and Fees   | \$ 580                         | Support Services license fees  | \$48 x 12 months          |   |
| 44 | Food and Food supplies  | \$ 7,270                       | Using the SF Food Bank, the food items will supplement residents' own arrangements                         | \$606 x 12 months         |   |
| 45 | Program Supplies  | \$ 4,052                       | Includes bus passes, program materials, and snacks for resident activities.                                | \$338 x 12 months         |   |
| 69 | <b>TOTAL OPERATING EXPENSES</b>                                     | <b>\$ 48,806</b>               |  |                           |   |
| 70 | <b>Indirect Cost</b>  | <b>12.0%</b>                   | <b>\$ 67,328</b>   |                           |   |
| 71 |   |                                |  |                           |   |
| 72 |   |                                |  |                           |   |
| 73 | <b><u>Other Expenses (not subject to indirect cost %)</u></b>       | <b><u>Amount</u></b>           | <b><u>Justification</u></b>  | <b><u>Calculation</u></b> |   |
| 74 | CODB (to be allocated)  | \$ 29,849                      | 4.75% Cost of doing business for FY 24   | 4.75%                     |   |
| 86 |   |                                |  |                           |   |
| 87 | <b>TOTAL OTHER EXPENSES</b>   | <b>\$ 29,849</b>               |  |                           |   |

|    | A   | B  | C                    | D                    | E                    | H                    | K                    | P | S | AK |
|----|---|--|----------------------|----------------------|----------------------|----------------------|----------------------|---|---|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |                      |                      |                      |                      |                      |   |   |    |
| 2  | APPENDIX B, BUDGET                                |  |                      |                      |                      |                      |                      |   |   |    |
| 3  | Document Date                                     | 11/1/2023  |                      |                      |                      |                      |                      |   |   |    |
| 4  | Contract Term                                     | Begin Date   | End Date             | Duration (Years)     |                      |                      |                      |   |   |    |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024            | 4                    |                      |                      |                      |   |   |    |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025            | 5                    |                      |                      |                      |   |   |    |
| 7  | Provider Name                                     | Episcopal Community Services                           |                      |                      |                      |                      |                      |   |   |    |
| 8  | Program   | Housing First Hotels CNC                               |                      |                      |                      |                      |                      |   |   |    |
| 9  | F\$P Contract ID#                                 | 1000019778   |                      |                      |                      |                      |                      |   |   |    |
| 10 | Action (select)                                   | Amendment  |                      |                      |                      |                      |                      |   |   |    |
| 11 | Effective Date                                    | 7/1/2023   |                      |                      |                      |                      |                      |   |   |    |
| 12 | Budget Name                                       | Crosby - Support Services                              |                      |                      |                      |                      |                      |   |   |    |
| 13 |   | Current  | New                  |                      |                      |                      |                      |   |   |    |
| 14 | Term Budget                                       | \$ 1,675,692   | \$ 3,036,197         | 15%                  |                      |                      |                      |   |   |    |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772         |                      |                      |                      |                      |   |   |    |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399        |                      |                      |                      |                      |   |   |    |
| 17 | EXTENSION YEAR EXTENSION YEAR                     |  |                      |                      |                      |                      |                      |   |   |    |
| 18 |   | Year 1   | Year 2               | Year 3               | Year 4               | Year 5               | All Years            |   |   |    |
| 19 |   | 1/1/2021 - 6/30/2021                                   | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |   |   |    |
| 20 |   | Actuals  | Actuals              | Actuals              | New                  | New                  | New                  |   |   |    |
| 21 | Expenditures                                      |  |                      |                      |                      |                      |                      |   |   |    |
| 22 | Salaries & Benefits                               | \$ 218,676   | \$ 442,085           | \$ 434,306           | \$ 633,220           | \$ 633,220           | \$ 2,361,507         |   |   |    |
| 23 | Operating Expenses                                | \$ 19,906  | \$ 44,838            | \$ 52,589            | \$ 62,402            | \$ 62,402            | \$ 242,137           |   |   |    |
| 24 | Subtotal  | \$ 238,581   | \$ 486,923           | \$ 486,895           | \$ 695,622           | \$ 695,622           | \$ 2,603,644         |   |   |    |
| 25 | Indirect Percentage                               | 12.00%   | 12.00%               | 12.00%               | 12.00%               | 12.00%               |                      |   |   |    |
| 26 | Indirect Cost (Line 24 X Line 25)                 | \$ 28,630  | \$ 58,428            | \$ 58,427            | \$ 83,475            | \$ 83,475            | \$ 312,434           |   |   |    |
| 27 | Other Expenses (Not subject to indirect %)        | \$ 46,105  | \$ -                 | \$ -                 | \$ 37,007            | \$ 37,007            | \$ 120,119           |   |   |    |
| 30 | Total Expenditures                                | \$ 313,317   | \$ 545,350           | \$ 545,322           | \$ 816,104           | \$ 816,104           | \$ 3,036,197         |   |   |    |
| 31 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 32 | HSH Revenues                                      |  |                      |                      |                      |                      |                      |   |   |    |
| 33 | CNC Fund  | \$ 267,212   | \$ 526,845           | \$ 452,881           | \$ 779,097           | \$ 779,097           | \$ 2,805,132         |   |   |    |
| 34 | CNC Fund - CODB                                   |  |                      |                      | \$ 37,007            | \$ 37,007            | \$ 74,014            |   |   |    |
| 35 | General Fund - Ongoing - HSH Fund Supplement      |  |                      | \$ 182,470           | \$ -                 | \$ -                 | \$ 182,470           |   |   |    |
| 36 | General Fund - Ongoing                            | \$ 17,966  | \$ 18,505            | \$ 143,746           | \$ -                 | \$ -                 | \$ 180,217           |   |   |    |
| 39 | Prop C  | \$ 28,139  |                      |                      | \$ -                 | \$ -                 | \$ 28,139            |   |   |    |
| 42 | One-Time Transfer                                 |  |                      | \$ (233,775)         | \$ -                 | \$ -                 | \$ (233,775)         |   |   |    |
| 46 | Total HSH Revenues                                | \$ 313,317   | \$ 545,350           | \$ 545,322           | \$ 816,104           | \$ 816,104           | \$ 3,036,197         |   |   |    |
| 47 | Other Revenues                                    |  |                      |                      |                      |                      |                      |   |   |    |
| 53 | Total Other Revenues                              | \$ -   | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -                 |   |   |    |
| 54 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 55 | Total HSH + Other Revenues                        | \$ 313,317   | \$ 545,350           | \$ 545,322           | \$ 816,104           | \$ 816,104           | \$ 3,036,197         |   |   |    |
| 58 |   |  |                      |                      |                      |                      |                      |   |   |    |
| 59 | Prepared by                                       | Tiffany Luong  |                      |                      |                      |                      |                      |   |   |    |
| 60 | Phone   | 415.487.3300 ext. 1219                                 |                      |                      |                      |                      |                      |   |   |    |
| 61 | Email   | <a href="mailto:luong@ecs-sf.org">luong@ecs-sf.org</a> |                      |                      |                      |                      |                      |   |   |    |

|    | A  | B  | C                            | F                                  | G  | J                            | M                                  | N  | Q                            | T                                  | U |
|----|--|--|------------------------------|------------------------------------|--|------------------------------|------------------------------------|--|------------------------------|------------------------------------|---|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |  |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                       |  |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 3  | <b>Document Date</b>                                     | 11/1/2023                                    |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 4  | <b>Provider Name</b>                                     | Episcopal Community Services                 |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 5  | <b>Program</b>   | Housing First Hotels CNC                     |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 6  | <b>F\$P Contract ID#</b>                                 | 1000019778                                   |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 7  | <b>Budget Name</b>                                       | Crosby - Support Services                    |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 8  |  |  |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 9  |  |  |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 10 |  | <b>Year 1</b>                                |                              |                                    | <b>Year 2</b>                                |                              |                                    | <b>Year 3</b>                                |                              |                                    |   |
| 11 |  | Agency Totals                                | For HSH<br>Funded<br>Program | 1/1/2021 -<br>6/30/2021<br>Current | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2021 -<br>6/30/2022<br>Current | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2022 -<br>6/30/2023<br>Current |   |
| 12 |  | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary                 | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary                 | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary                 |   |
| 13 | <b>POSITION TITLE</b>                                    |  |                              |                                    |  |                              |                                    |  |                              |                                    |   |
| 14 | Support Services Manager (SS) - H70                      | \$ 78,797                                    | 0.91                         | \$ 35,853                          | \$ 83,347                                    | 0.91                         | \$ 75,846                          | \$ 94,792                                    | 0.74                         | \$ 69,792                          |   |
| 15 | Case Manager III (SS) - H95                              | \$ 71,092                                    | 0.90                         | \$ 38,191                          | \$ 73,599                                    | 0.91                         | \$ 66,975                          | \$ 84,050                                    | 0.98                         | \$ 82,050                          |   |
| 16 | Case Manager III (SS) - H42                              | \$ 54,709                                    | 0.90                         | \$ 10,599                          | \$ 54,709                                    | 0.91                         | \$ 49,785                          | \$ 58,969                                    | 0.78                         | \$ 45,969                          |   |
| 17 | Case Manager III (SS) - H63                              | \$ 56,131                                    | 0.91                         | \$ 20,540                          | \$ 56,131                                    | 0.91                         | \$ 51,079                          | \$ 56,131                                    | 0.79                         | \$ 44,131                          |   |
| 18 | Case Manager III (SS) - OPEN H43                         | \$ 69,140                                    | 0.90                         | \$ 36,713                          | \$ 69,140                                    | 0.91                         | \$ 32,917                          | \$ 69,140                                    | 0.28                         | \$ 19,140                          |   |
| 19 | Database Specialist & Compliance Monitor - H51           | \$ 63,016                                    | 0.06                         | \$ 2,025                           | \$ 63,016                                    | 0.06                         | \$ 4,049                           | \$ 75,014                                    | 0.06                         | \$ 4,820                           |   |
| 20 | Database Specialist & Compliance Monitor - H107          | \$ 50,425                                    | 0.06                         | \$ 1,620                           | \$ 50,425                                    | 0.06                         | \$ 3,240                           | \$ 71,259                                    | 0.06                         | \$ 4,579                           |   |
| 21 | Clinical Services Manager - H6                           | \$ 78,900                                    | 0.03                         | \$ 1,268                           | \$ 78,900                                    | 0.03                         | \$ 2,535                           | \$ 85,682                                    | 0.03                         | \$ 2,753                           |   |
| 22 | Director of Impact & Analytics - A83                     | \$ 116,640                                   | 0.02                         | \$ 1,207                           | \$ 127,433                                   | 0.02                         | \$ 2,638                           | \$ 147,958                                   | 0.02                         | \$ 3,063                           |   |
| 23 | Director of Healthy Aging - SN34                         | \$ 120,235                                   | 0.01                         | \$ 812                             | \$ 120,235                                   | 0.01                         | \$ 1,623                           | \$ 152,077                                   | 0.01                         | \$ 2,053                           |   |
| 24 | Case Manager   |  | 0.00                         |                                    |  | 0.00                         |                                    | \$ 58,464                                    | 0.26                         | \$ 15,078                          |   |
| 25 | Housing Services Sr. Director - H5                       | \$ 135,792                                   | 0.06                         | \$ 4,403                           | \$ 145,975                                   | 0.07                         | \$ 10,423                          | \$ 171,627                                   | 0.07                         | \$ 12,254                          |   |
| 26 | Direct Support for Housing Srvc Director - H117          | \$ 94,332                                    | 0.13                         | \$ 6,066                           | \$ 94,383                                    | 0.17                         | \$ 15,734                          | \$ 118,120                                   | 0.17                         | \$ 19,691                          |   |
| 27 | Compliance Specialist - H106                             | \$ 64,999                                    | 0.06                         | \$ 2,088                           | \$ 64,999                                    | 0.06                         | \$ 4,177                           | \$ 78,883                                    | 0.11                         | \$ 8,362                           |   |
| 28 | Housing Services Director                                |  | 0.00                         |                                    |  | 0.00                         |                                    | \$ 140,602                                   | 0.03                         | \$ 3,937                           |   |
| 29 | Project Manager  | \$ 84,296                                    | 0.15                         | \$ 6,335                           | \$ 105,076                                   | 0.17                         | \$ 17,516                          | \$ 118,393                                   | 0.00                         | \$ -                               |   |
| 30 | Sr. Director/Housing Dev & Asset Mgmt.                   | \$ 144,196                                   | 0.01                         | \$ 1,038                           | \$ 140,538                                   | 0.02                         | \$ 2,249                           | \$ 164,299                                   | 0.00                         | \$ -                               |   |
| 35 |  | <b>TOTAL SALARIES</b>                        |                              | <b>\$ 168,757</b>                  | <b>TOTAL SALARIES</b>                        |                              | <b>\$ 340,786</b>                  | <b>TOTAL SALARIES</b>                        |                              | <b>\$ 337,672</b>                  |   |
| 36 |  | <b>TOTAL FTE</b>                             | <b>5.14</b>                  |                                    | <b>TOTAL FTE</b>                             | <b>5.23</b>                  |                                    | <b>TOTAL FTE</b>                             | <b>4.38</b>                  |                                    |   |
| 37 |  | <b>FRINGE BENEFIT RATE</b>                   |                              | 29.58%                             | <b>FRINGE BENEFIT RATE</b>                   |                              | 29.73%                             | <b>FRINGE BENEFIT RATE</b>                   |                              | 28.62%                             |   |
| 38 |  | <b>EMPLOYEE FRINGE BENEFITS</b>              | <b>\$ 49,918</b>             |                                    | <b>EMPLOYEE FRINGE BENEFITS</b>              | <b>\$ 101,299</b>            |                                    | <b>EMPLOYEE FRINGE BENEFITS</b>              | <b>\$ 96,635</b>             |                                    |   |
| 39 |  | <b>TOTAL SALARIES &amp; BENEFITS</b>         | <b>\$ 218,676</b>            |                                    | <b>TOTAL SALARIES &amp; BENEFITS</b>         | <b>\$ 442,085</b>            |                                    | <b>TOTAL SALARIES &amp; BENEFITS</b>         | <b>\$ 434,306</b>            |                                    |   |

|    | A  | B  | X                            | AA                             | AD   | AE                           | AH                             | AK                                 | BU                                   | BV                             | BW |
|----|--|--|------------------------------|--------------------------------|--|------------------------------|--------------------------------|------------------------------------|--------------------------------------|--------------------------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |  |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                       |  |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 3  | Document Date  | 11/1/2023                                    |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 4  | Provider Name  | Episcopal Community Services                 |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 5  | Program  | Housing First Hotels CNC                     |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 6  | FSP Contract ID#   | 1000019778                                   |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 7  | Budget Name  | Crosby - Support Services                    |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 8  |  |  |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 9  |  |  |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 10 |  |  |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 11 |  |  |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 12 |  |  |                              |                                |  |                              |                                |                                    |                                      |                                |    |
| 13 | <b>POSITION TITLE</b>                                    | <b>EXTENSION YEAR</b>                        |                              |                                | <b>EXTENSION YEAR</b>                        |                              |                                | <b>All Years</b>                   |                                      |                                |    |
|    |  | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2023 -<br>6/30/2024<br>New | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2024 -<br>6/30/2025<br>New | 1/1/2021 -<br>2/29/2024<br>Current | 1/1/2021 -<br>6/30/2025<br>Amendment | 1/1/2021 -<br>6/30/2025<br>New |    |
|    |  | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary             | Annual Full Time<br>Salary (for 1.00<br>FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary             | Budgeted<br>Salary                 | <b>Change</b>                        | Budgeted<br>Salary             |    |
| 14 | Support Services Manager (SS) - H70                      | \$ 96,940                                    | 1.00                         | \$ 96,940                      | \$ 96,940                                    | 1.00                         | \$ 96,940                      | \$ 213,792                         | \$ 161,578                           | \$ 375,370                     |    |
| 15 | Case Manager III (SS) - H95                              | \$ 84,198                                    | 1.00                         | \$ 84,198                      | \$ 84,198                                    | 1.00                         | \$ 84,198                      | \$ 215,857                         | \$ 139,755                           | \$ 355,612                     |    |
| 16 | Case Manager III (SS) - H42                              | \$ 64,519                                    | 1.00                         | \$ 64,519                      | \$ 64,519                                    | 1.00                         | \$ 64,519                      | \$ 126,448                         | \$ 108,943                           | \$ 235,391                     |    |
| 17 | Case Manager III (SS) - H63                              | \$ 64,519                                    | 1.00                         | \$ 64,519                      | \$ 64,519                                    | 1.00                         | \$ 64,519                      | \$ 134,878                         | \$ 109,910                           | \$ 244,788                     |    |
| 18 | Case Manager III (SS) - OPEN H43                         | \$ 64,519                                    | 1.00                         | \$ 64,519                      | \$ 64,519                                    | 1.00                         | \$ 64,519                      | \$ 112,331                         | \$ 105,477                           | \$ 217,808                     |    |
| 19 | Database Specialist & Compliance Monitor - H51           | \$ 75,143                                    | 0.06                         | \$ 4,829                       | \$ 75,143                                    | 0.06                         | \$ 4,829                       | \$ 12,538                          | \$ 8,014                             | \$ 20,552                      |    |
| 20 | Database Specialist & Compliance Monitor - H107          | \$ 72,197                                    | 0.06                         | \$ 4,639                       | \$ 72,197                                    | 0.06                         | \$ 4,639                       | \$ 11,000                          | \$ 7,719                             | \$ 18,718                      |    |
| 21 | Clinical Services Manager - H6                           | \$ 85,682                                    | 0.03                         | \$ 2,753                       | \$ 85,682                                    | 0.03                         | \$ 2,753                       | \$ 7,494                           | \$ 4,568                             | \$ 12,061                      |    |
| 22 | Director of Impact & Analytics - A83                     | \$ 151,620                                   | 0.02                         | \$ 3,139                       | \$ 151,620                                   | 0.02                         | \$ 3,139                       | \$ 7,952                           | \$ 5,233                             | \$ 13,185                      |    |
| 23 | Director of Healthy Aging - SN34                         | \$ 152,319                                   | 0.01                         | \$ 2,056                       | \$ 152,319                                   | 0.01                         | \$ 2,056                       | \$ 5,188                           | \$ 3,413                             | \$ 8,600                       |    |
| 24 | Case Manager   | \$ 60,218                                    | 0.60                         | \$ 36,131                      | \$ 60,218                                    | 0.60                         | \$ 36,131                      | \$ 27,032                          | \$ 60,308                            | \$ 87,340                      |    |
| 25 | Housing Services Sr. Director - H5                       | \$ 171,917                                   | 0.07                         | \$ 12,275                      | \$ 171,917                                   | 0.07                         | \$ 12,275                      | \$ 31,256                          | \$ 20,374                            | \$ 51,630                      |    |
| 26 | Direct Support for Housing Srvc Director - H117          | \$ 118,312                                   | 0.17                         | \$ 19,723                      | \$ 118,312                                   | 0.17                         | \$ 19,723                      | \$ 48,200                          | \$ 32,735                            | \$ 80,936                      |    |
| 27 | Compliance Specialist - H106                             | \$ 79,015                                    | 0.11                         | \$ 8,376                       | \$ 79,015                                    | 0.11                         | \$ 8,376                       | \$ 17,476                          | \$ 13,902                            | \$ 31,378                      |    |
| 28 | Housing Services Director                                | \$ 140,602                                   | 0.03                         | \$ 3,937                       | \$ 140,602                                   | 0.03                         | \$ 3,937                       | \$ 5,279                           | \$ 6,532                             | \$ 11,811                      |    |
| 29 | Project Manager  | \$ 118,393                                   | 0.00                         | \$ -                           | \$ 118,393                                   | 0.00                         | \$ -                           | \$ 23,851                          | \$ -                                 | \$ 23,851                      |    |
| 30 | Sr. Director/Housing Dev & Asset Mgmt.                   | \$ 164,299                                   | 0.00                         | \$ -                           | \$ 164,299                                   | 0.00                         | \$ -                           | \$ 3,287                           | \$ -                                 | \$ 3,287                       |    |
| 35 |  | <b>TOTAL SALARIES</b>                        |                              | <b>\$ 472,552</b>              | <b>TOTAL SALARIES</b>                        |                              | <b>\$ 472,552</b>              | <b>\$ 1,003,859</b>                | <b>\$ 788,460</b>                    | <b>\$ 1,792,319</b>            |    |
| 36 |  | <b>TOTAL FTE</b>                             | <b>6.17</b>                  |                                | <b>TOTAL FTE</b>                             | <b>6.17</b>                  |                                |                                    |                                      |                                |    |
| 37 |  | <b>FRINGE BENEFIT RATE</b>                   |                              | <b>34.00%</b>                  | <b>FRINGE BENEFIT RATE</b>                   |                              | <b>34.00%</b>                  |                                    |                                      |                                |    |
| 38 |  | <b>EMPLOYEE FRINGE BENEFITS</b>              |                              | <b>\$ 160,668</b>              | <b>EMPLOYEE FRINGE BENEFITS</b>              |                              | <b>\$ 160,668</b>              | <b>\$ 311,919</b>                  | <b>\$ 257,269</b>                    | <b>\$ 569,188</b>              |    |
| 39 |  | <b>TOTAL SALARIES &amp; BENEFITS</b>         |                              | <b>\$ 633,220</b>              | <b>TOTAL SALARIES &amp; BENEFITS</b>         |                              | <b>\$ 633,220</b>              | <b>\$ 1,315,777</b>                | <b>\$ 1,045,729</b>                  | <b>\$ 2,361,507</b>            |    |

|    | A   | B                            | C                       | F                       | I                       | N                       | Q                       | AI                      |
|----|---|------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>            |                              |                         |                         |                         |                         |                         |                         |
| 2  | <b>OPERATING DETAIL</b>   |                              |                         |                         |                         |                         |                         |                         |
| 3  | <b>Document Date</b>  | 11/1/2023                    |                         |                         |                         |                         |                         |                         |
| 4  | <b>Provider Name</b>  | Episcopal Community Services |                         |                         |                         |                         |                         |                         |
| 5  | <b>Program</b>  | Housing First Hotels CNC     |                         |                         |                         |                         |                         |                         |
| 6  | <b>F&amp;P Contract ID#</b>   | 1000019778                   |                         |                         |                         |                         |                         |                         |
| 7  | <b>Budget Name</b>  | Crosby - Support Services    |                         |                         |                         |                         |                         |                         |
| 8  | <b>EXTENSION YEAR    EXTENSION YEAR</b>                             |                              |                         |                         |                         |                         |                         |                         |
| 9  |   | <b>Year 1</b>                | <b>Year 2</b>           | <b>Year 3</b>           | <b>Year 4</b>           | <b>Year 5</b>           | <b>All Years</b>        |                         |
| 10 |   | 1/1/2021 - 6/30/2021         | 7/1/2021 - 6/30/2022    | 7/1/2022 - 6/30/2023    | 7/1/2023 - 6/30/2024    | 7/1/2024 - 6/30/2025    | 1/1/2021 - 6/30/2025    |                         |
| 11 |   | Current                      | Current                 | Actuals                 | New                     | New                     | New                     |                         |
| 12 | <b>Operating Expenses</b>   | <b>Budgeted Expense</b>      | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> | <b>Budgeted Expense</b> |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 2,760                     | \$ 8,840                | \$ 9,840                | \$ 13,192               | \$ 13,192               | \$ 47,824               |                         |
| 15 | Office Supplies/ Furniture/ Equipment                               | \$ 1,683                     | \$ 3,366                | \$ 5,366                | \$ 6,498                | \$ 6,498                | \$ 23,411               |                         |
| 17 | Printing and Reproduction   | \$ 1,792                     | \$ 5,290                | \$ 6,426                | \$ 7,451                | \$ 7,451                | \$ 28,410               |                         |
| 18 | Insurance   | \$ 4,599                     | \$ 9,198                | \$ 13,327               | \$ 15,524               | \$ 15,524               | \$ 58,172               |                         |
| 19 | Staff Training  | \$ 1,406                     | \$ 2,812                | \$ 2,812                | \$ 3,051                | \$ 3,051                | \$ 13,132               |                         |
| 22 | Program Supplies  | \$ 3,711                     | \$ 7,422                | \$ 3,922                | \$ 4,251                | \$ 4,251                | \$ 23,557               |                         |
| 23 | Food and Food Supplies  | \$ 3,605                     | \$ 7,210                | \$ 10,310               | \$ 12,157               | \$ 12,157               | \$ 45,439               |                         |
| 24 | Licenses and Fees   | \$ 350                       | \$ 700                  | \$ 586                  | \$ 278                  | \$ 278                  | \$ 2,192                |                         |
| 54 |   |                              |                         |                         |                         |                         |                         |                         |
| 55 | <b>TOTAL OPERATING EXPENSES</b>                                     | \$ 19,906                    | \$ 44,838               | \$ 52,589               | \$ 62,402               | \$ 62,402               | \$ 242,137              |                         |
| 56 |   |                              |                         |                         |                         |                         |                         |                         |
| 57 | Other Expenses (not subject to indirect cost %)                     |                              |                         |                         |                         |                         |                         |                         |
| 58 | CODB (to be allocated)  | \$ 17,966                    |                         |                         | \$ 37,007               | \$ 37,007               | \$ 91,980               |                         |
| 59 | One-Time Prop C Bonus Pay   | \$ 28,139                    |                         |                         | \$ -                    | \$ -                    | \$ 28,139               |                         |
| 70 |   |                              |                         |                         |                         |                         |                         |                         |
| 71 | <b>TOTAL OTHER EXPENSES</b>   | \$ 46,105                    | \$ -                    | \$ -                    | \$ 37,007               | \$ 37,007               | \$ 120,119              |                         |

|    | A   | B                  | C                 | D   | E                    |
|----|---|--------------------|-------------------|---|----------------------|
| 1  | <b>BUDGET NARRATIVE</b>                         | <b>Fiscal Year</b> |                   |   |                      |
| 2  | <b>Crosby - Support Services</b>                | <b>FY23-24</b>     |                   |   |                      |
|    |   | <u>Adjusted</u>    |                   | <u>Justification</u>  |                      |
| 3  | <b>Salaries &amp; Benefits</b>                  | <u>Budgeted</u>    | <u>Budgeted</u>   |   | <u>Calculation</u>   |
|    |   | <u>FTE</u>         | <u>Salary</u>     |   |                      |
| 4  | Support Services Manager (SS) - H70             | 1.00               | 96,940.00         | Provides team leadership, management and supervision to ensure program quality, as well as resident safety, housing retention, and individual development; supervises staff; coordinates and leads partner efforts.   | \$96,940 x 1 FTE     |
| 5  | Case Manager III (SS) - H95                     | 1.00               | 84,198.00         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                              | \$84,198 x 1 FTE     |
| 6  | Case Manager III (SS) - H42                     | 1.00               | 64,519.00         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                              | \$64,519 x 1 FTE     |
| 7  | Case Manager III (SS) - H63                     | 1.00               | 64,519.00         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                              | \$64,519 x 1 FTE     |
| 8  | Case Manager III (SS) - OPEN H43                | 1.00               | 64,519.00         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                              | \$64,519 x 1 FTE     |
| 9  | Database Specialist & Compliance Monitor - H51  | 0.06               | 4,828.69          | Evaluates HSH contract compliance; conducts resident chart reviews;   | \$75,143 x 0.06 FTE  |
| 10 | Database Specialist & Compliance Monitor - H107 | 0.06               | 4,639.38          | Provides staff training on department protocols and procedures;   | \$72,197 x 0.06 FTE  |
| 11 | Clinical Services Manager - H6                  | 0.03               | 2,752.96          | Provides case consultation and clinical direction to on-site staff to ensure highest functioning of residents; partners with staff for resolution of difficult client issues; provides crisis intervention and resolution; leads staff clinical education and training programs.  | \$85,682 x 0.03 FTE  |
| 12 | Director of Impact & Analytics - A83            | 0.02               | 3,138.53          | Designs and implements continuous quality improvement program to ensure that ECS's programs and services meet its standards. Works with program manager to develop quality assurance policies, collecting data for analysis by program, dept and organization-wide.   | \$151,620 x 0.02 FTE |
| 13 | Director of Healthy Aging - SN34                | 0.01               | 2,056.31          | Overall program direction and operations of CKSC as well as leadership for seniors aging in place throughout all of our programs, with a focus on senior engagement, safety, health and independence  | \$152,319 x 0.01 FTE |
| 14 | Case Manager                                    | 0.60               | 36,130.80         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                              | \$60,218 x 0.6 FTE   |
| 15 | Housing Services Sr. Director - H5              | 0.07               | 12,274.87         | Provides overall leadership, administration and supervision to ECS's ten supportive housing sites; develops proposals, negotiates and manages   | \$171,917 x 0.07 FTE |
| 16 | Direct Support for Housing Srvc Director - H117 | 0.17               | 19,722.61         | Contracts, and reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners;  | \$118,312 x 0.17 FTE |
| 17 | Compliance Specialist - H106                    | 0.11               | 8,375.59          | Provides staff training on department protocols and procedures;   | \$79,015 x 0.11 FTE  |
| 18 | Housing Services Director                       | 0.03               | 3,936.86          | To assist Sr. Director of Hsg Svcs with the administration and supervision to ECS's 20 supportive housing sites; develops proposals; negotiates and manages contracts; reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader housing program efforts. | \$140,602 x 0.03 FTE |
| 27 |   |                    |                   |   |                      |
| 28 | TOTAL   | 6.17               | \$ 472,552        |   |                      |
| 29 | Employee Fringe Benefits                        | 34.00%             | \$ 160,668        | Includes FICA, SSUI, Workers Compensation and Medical calculated at 34% of total salaries.  |                      |
| 30 | <b>TOTAL SALARIES &amp; BENEFITS</b>            |                    | <b>\$ 633,220</b> |   |                      |



|    | A   | B              | C                      | D  | E                         |
|----|---|----------------|------------------------|--|---------------------------|
| 1  | <b>BUDGET NARRATIVE</b>   |                | <b>Fiscal Year</b>     |  |                           |
| 2  | <b>Crosby - Support Services</b>                                    | <b>FY23-24</b> |                        |  |                           |
| 31 |   |                |                        |  |                           |
|    |   |                | <b><u>Budgeted</u></b> | <b><u>Justification</u></b>  |                           |
| 32 | <b><u>Operating Expenses</u></b>                                    |                | <b><u>Expense</u></b>  |  | <b><u>Calculation</u></b> |
| 34 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$             | 13,192                 | Telecommunication, including Sonic and TPX   | \$1,099 x 12 months       |
| 35 | Office Supplies/ Furniture/ Equipment                               | \$             | 6,498                  | Support Service office supplies for program staff including materials used with participants and computers | \$542 x 12 months         |
| 37 | Printing and Reproduction   | \$             | 7,451                  | Leased copier  | \$621 x 12 months         |
| 38 | Insurance   | \$             | 15,524                 | Liability and umbrella agency insurance prorated   | \$1,294 x 12 months       |
| 39 | Staff Training  | \$             | 3,051                  | Training expenses, including meeting supplies and conference   | \$234 x 12 months         |
| 42 | Program Supplies  | \$             | 4,251                  | Includes bus passes, program materials and snacks for resident activities,                                 | \$354 x 12 months         |
| 43 | Food and Food Supplies  | \$             | 12,157                 | Using the SF Food Bank, the food items will supplement residents' own arrangements                         | \$1,013 x 12 months       |
| 44 | Licenses and Fees   | \$             | 278                    | Support Services license fees  | \$23 x 12 months          |
| 75 | <b>TOTAL OPERATING EXPENSES</b>                                     | <b>\$</b>      | <b>62,402</b>          |  |                           |
| 76 | <b>Indirect Cost</b>  | 12.0%          | \$ 83,475              |  |                           |
| 77 |   |                |                        |  |                           |
| 78 |   |                |                        |  |                           |
|    |   |                |                        | <b><u>Justification</u></b>  |                           |
| 79 | <b><u>Other Expenses (not subject to indirect cost %)</u></b>       |                | <b><u>Amount</u></b>   |  | <b><u>Calculation</u></b> |
| 80 | CODB (to be allocated)  | \$             | 37,007                 | 4.75% Cost of doing business for FY 24   | 4.75%                     |
| 92 |   |                |                        |  |                           |
| 93 | <b>TOTAL OTHER EXPENSES</b>   | <b>\$</b>      | <b>37,007</b>          |  |                           |

|    | A   | B  | C             | D        | E | H | K | P | S | AK |
|----|---|--|---------------|----------|---|---|---|---|---|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |               |          |   |   |   |   |   |    |
| 2  | APPENDIX B, BUDGET                                |  |               |          |   |   |   |   |   |    |
| 3  | Document Date                                     | 11/1/2023  |               | Duration |   |   |   |   |   |    |
| 4  | Contract Term                                     | Begin Date   | End Date      | (Years)  |   |   |   |   |   |    |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024     | 4        |   |   |   |   |   |    |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025     | 5        |   |   |   |   |   |    |
| 7  | Provider Name                                     | Episcopal Community Services                             |               |          |   |   |   |   |   |    |
| 8  | Program   | Housing First Hotels CNC                                 |               |          |   |   |   |   |   |    |
| 9  | FSP Contract ID#                                  | 1000019778   |               |          |   |   |   |   |   |    |
| 10 | Action (select)                                   | Amendment  |               |          |   |   |   |   |   |    |
| 11 | Effective Date                                    | 7/1/2023   |               |          |   |   |   |   |   |    |
| 12 | Budget Name                                       | Elm - Support Services                                   |               |          |   |   |   |   |   |    |
| 13 |   | Current  | New           | 15%      |   |   |   |   |   |    |
| 14 | Term Budget                                       | \$ 1,094,232   | \$ 1,987,393  |          |   |   |   |   |   |    |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772  |          |   |   |   |   |   |    |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399 |          |   |   |   |   |   |    |
| 17 |   |  |               |          |   |   |   |   |   |    |
| 18 |   |  |               |          |   |   |   |   |   |    |
| 19 |   |  |               |          |   |   |   |   |   |    |
| 20 |   |  |               |          |   |   |   |   |   |    |
| 21 |   |  |               |          |   |   |   |   |   |    |
| 22 |   |  |               |          |   |   |   |   |   |    |
| 23 |   |  |               |          |   |   |   |   |   |    |
| 24 |   |  |               |          |   |   |   |   |   |    |
| 25 |   |  |               |          |   |   |   |   |   |    |
| 26 |   |  |               |          |   |   |   |   |   |    |
| 27 |   |  |               |          |   |   |   |   |   |    |
| 28 |   |  |               |          |   |   |   |   |   |    |
| 29 |   |  |               |          |   |   |   |   |   |    |
| 30 |   |  |               |          |   |   |   |   |   |    |
| 31 |   |  |               |          |   |   |   |   |   |    |
| 32 |   |  |               |          |   |   |   |   |   |    |
| 33 |   |  |               |          |   |   |   |   |   |    |
| 34 |   |  |               |          |   |   |   |   |   |    |
| 35 |   |  |               |          |   |   |   |   |   |    |
| 36 |   |  |               |          |   |   |   |   |   |    |
| 37 |   |  |               |          |   |   |   |   |   |    |
| 38 |   |  |               |          |   |   |   |   |   |    |
| 39 |   |  |               |          |   |   |   |   |   |    |
| 40 |   |  |               |          |   |   |   |   |   |    |
| 41 |   |  |               |          |   |   |   |   |   |    |
| 42 |   |  |               |          |   |   |   |   |   |    |
| 43 |   |  |               |          |   |   |   |   |   |    |
| 44 |   |  |               |          |   |   |   |   |   |    |
| 45 |   |  |               |          |   |   |   |   |   |    |
| 46 |   |  |               |          |   |   |   |   |   |    |
| 47 |   |  |               |          |   |   |   |   |   |    |
| 48 |   |  |               |          |   |   |   |   |   |    |
| 49 |   |  |               |          |   |   |   |   |   |    |
| 50 |   |  |               |          |   |   |   |   |   |    |
| 51 |   |  |               |          |   |   |   |   |   |    |
| 52 |   |  |               |          |   |   |   |   |   |    |
| 53 |   |  |               |          |   |   |   |   |   |    |
| 54 |   |  |               |          |   |   |   |   |   |    |
| 55 |   |  |               |          |   |   |   |   |   |    |
| 56 |   |  |               |          |   |   |   |   |   |    |
| 57 |   |  |               |          |   |   |   |   |   |    |
| 58 |   |  |               |          |   |   |   |   |   |    |
| 59 | Prepared by                                       | Tiffany Luong  |               |          |   |   |   |   |   |    |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |               |          |   |   |   |   |   |    |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |               |          |   |   |   |   |   |    |

EXTENSION YEAR      EXTENSION YEAR

| Year 1               | Year 2               | Year 3               | Year 4               | Year 5               | All Years            |
|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| 1/1/2021 - 6/30/2021 | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |
| Actuals              | Actuals              | Actuals              | New                  | New                  | New                  |
| \$ 133,279           | \$ 300,687           | \$ 272,674           | \$ 422,071           | \$ 422,071           | \$ 1,550,783         |
| \$ 13,800            | \$ 34,186            | \$ 40,065            | \$ 34,615            | \$ 34,615            | \$ 157,281           |
| \$ 147,079           | \$ 334,873           | \$ 312,739           | \$ 456,686           | \$ 456,686           | \$ 1,708,063         |
| 12.00%               | 12.00%               | 12.00%               | 12.00%               | 12.00%               |                      |
| \$ 17,649            | \$ 40,187            | \$ 37,529            | \$ 54,802            | \$ 54,802            | \$ 204,970           |
| \$ 25,769            | \$ -                 | \$ -                 | \$ 24,296            | \$ 24,296            | \$ 74,361            |
| \$ 190,498           | \$ 375,060           | \$ 350,267           | \$ 535,784           | \$ 535,784           | \$ 1,987,393         |
| \$ 164,729           | \$ 362,825           | \$ 280,408           | \$ 511,488           | \$ 511,488           | \$ 1,830,938         |
|                      |                      |                      | \$ 24,296            | \$ 24,296            | \$ 48,592            |
|                      |                      | \$ 139,652           | \$ -                 | \$ -                 | \$ 139,652           |
| \$ 11,878            | \$ 12,235            | \$ 91,428            | \$ -                 | \$ -                 | \$ 115,541           |
| \$ 13,891            |                      |                      | \$ -                 | \$ -                 | \$ 13,891            |
|                      |                      | \$ (161,221)         | \$ -                 | \$ -                 | \$ (161,221)         |
| \$ 190,498           | \$ 375,060           | \$ 350,267           | \$ 535,784           | \$ 535,784           | \$ 1,987,393         |
| \$ 190,498           | \$ 375,060           | \$ 350,267           | \$ 535,784           | \$ 535,784           | \$ 1,987,393         |

|    | A   | B  | C                            | F                                  | G  | J                                    | M                                  | N   | Q                            | T                                    | U |                   |
|----|---|--|------------------------------|------------------------------------|--|--------------------------------------|------------------------------------|---|------------------------------|--------------------------------------|---|-------------------|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>      |  |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                            |  |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 3  | <b>Document Date</b>  | 11/1/2023                                    |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 4  | <b>Provider Name</b>  | Episcopal Community Services                 |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 5  | <b>Program</b>  | Housing First Hotels CNC                     |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 6  | <b>FSP Contract ID#</b>                                       | 1000019778                                   |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 7  | <b>Budget Name</b>  | Elm - Support Services                       |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 8  |   |  |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 9  |   | <b>Year 1</b>                                |                              |                                    | <b>Year 2</b>                                |                                      |                                    | <b>Year 3</b>                                   |                              |                                      |   |                   |
| 10 |   | Agency Totals                                | For HSH<br>Funded<br>Program | 1/1/2021 -<br>6/30/2021<br>Current | Agency<br>Totals                             | For HSH<br>Funded<br>Program         | 7/1/2021 -<br>6/30/2022<br>Current | Agency<br>Totals                                | For HSH<br>Funded<br>Program | 7/1/2022 -<br>6/30/2023<br>Current   |   |                   |
| 11 |   | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted FTE     | Budgeted Salary                    | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted<br>FTE          | Budgeted Salary                    | Annual Full<br>Time Salary<br>(for 1.00<br>FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary                   |   |                   |
| 12 | <b>POSITION TITLE</b>   |  |                              |                                    |  |                                      |                                    |   |                              |                                      |   |                   |
| 13 | Support Services Manager - H28                                | \$ 83,482                                    | 0.46                         | \$ 12,092                          | \$ 83,482                                    | 0.46                                 | \$ 37,984                          | \$ 96,818                                       | 0.21                         | \$ 20,786                            |   |                   |
| 14 | Asst. Support Service Manager - H29                           | \$ 69,436                                    | 0.91                         | \$ 30,079                          | \$ 69,436                                    | 0.91                                 | \$ 63,187                          | \$ 80,499                                       | 0.91                         | \$ 73,499                            |   |                   |
| 15 | Case Manager III, Bilingual - H30                             | \$ 58,529                                    | 0.90                         | \$ 26,338                          | \$ 58,529                                    | 0.90                                 | \$ 52,676                          | \$ 65,772                                       | 0.46                         | \$ 30,186                            |   |                   |
| 16 | Case Manager III - H65  | \$ 53,776                                    | 0.45                         | \$ 12,116                          | \$ 53,776                                    | 0.45                                 | \$ 10,231                          | \$ 57,285                                       | 0.38                         | \$ 21,512                            |   |                   |
| 17 | Database Specialist & Compliance Monitor - H51                | \$ 63,016                                    | 0.06                         | \$ 2,025                           | \$ 63,016                                    | 0.06                                 | \$ 4,049                           | \$ 75,014                                       | 0.06                         | \$ 4,820                             |   |                   |
| 18 | Database Specialist & Compliance Monitor - H107               | \$ 50,425                                    | 0.06                         | \$ 1,620                           | \$ 50,425                                    | 0.06                                 | \$ 3,240                           | \$ 71,259                                       | 0.06                         | \$ 4,579                             |   |                   |
| 19 | Clinical Services Manager - H6                                | \$ 78,900                                    | 0.03                         | \$ 1,268                           | \$ 78,900                                    | 0.03                                 | \$ 2,535                           | \$ 85,692                                       | 0.03                         | \$ 2,753                             |   |                   |
| 20 | Director of Impact & Analytics - A88                          | \$ 116,640                                   | 0.02                         | \$ 1,207                           | \$ 127,433                                   | 0.02                                 | \$ 2,638                           | \$ 147,958                                      | 0.02                         | \$ 3,063                             |   |                   |
| 21 | Director of Healthy Aging - SN34                              | \$ 120,235                                   | 0.01                         | \$ 812                             | \$ 120,235                                   | 0.01                                 | \$ 1,623                           | \$ 152,077                                      | 0.01                         | \$ 2,053                             |   |                   |
| 22 | Housing Services Sr. Director - H5                            | \$ 135,792                                   | 0.06                         | \$ 4,403                           | \$ 145,975                                   | 0.07                                 | \$ 10,423                          | \$ 171,627                                      | 0.07                         | \$ 12,254                            |   |                   |
| 23 | Associate. Direct Support for Housing Services Director - HA2 | \$ 94,383                                    | 0.13                         | \$ 6,069                           | \$ 94,383                                    | 0.17                                 | \$ 15,734                          | \$ 118,120                                      | 0.17                         | \$ 19,691                            |   |                   |
| 24 | Compliance Specialist - H106                                  | \$ 64,999                                    | 0.06                         | \$ 2,088                           | \$ 64,999                                    | 0.06                                 | \$ 4,177                           | \$ 78,883                                       | 0.10                         | \$ 7,888                             |   |                   |
| 25 | Housing Services Director                                     |  | 0.00                         |                                    |  | 0.00                                 |                                    | \$ 140,606                                      | 0.06                         | \$ 7,874                             |   |                   |
| 26 | Project Manager   | \$ 84,296                                    | 0.15                         | \$ 6,335                           | \$ 105,076                                   | 0.17                                 | \$ 17,516                          | \$ 118,393                                      | 0.00                         | \$ -                                 |   |                   |
| 27 | Director/Housing Dev & Asset Mgmt.                            | \$ 144,196                                   | 0.01                         | \$ 1,038                           | \$ 140,538                                   | 0.02                                 | \$ 2,249                           | \$ -  | 0.00                         | \$ -                                 |   |                   |
| 34 |   | <b>TOTAL SALARIES</b>                        |                              |                                    | <b>\$ 107,491</b>                            | <b>TOTAL SALARIES</b>                |                                    |   | <b>\$ 228,262</b>            | <b>TOTAL SALARIES</b>                |   | <b>\$ 210,959</b> |
| 35 |   | <b>TOTAL FTE</b>                             |                              |                                    | <b>3.33</b>                                  | <b>TOTAL FTE</b>                     |                                    |   | <b>3.40</b>                  | <b>TOTAL FTE</b>                     |   | <b>2.55</b>       |
| 36 |   | <b>FRINGE BENEFIT RATE</b>                   |                              |                                    | 23.99%                                       | <b>FRINGE BENEFIT RATE</b>           |                                    |   | 31.73%                       | <b>FRINGE BENEFIT RATE</b>           |   | 29.25%            |
| 37 |   | <b>EMPLOYEE FRINGE BENEFITS</b>              |                              |                                    | <b>\$ 25,789</b>                             | <b>EMPLOYEE FRINGE BENEFITS</b>      |                                    |   | <b>\$ 72,425</b>             | <b>EMPLOYEE FRINGE BENEFITS</b>      |   | <b>\$ 61,715</b>  |
| 38 |   | <b>TOTAL SALARIES &amp; BENEFITS</b>         |                              |                                    | <b>\$ 133,279</b>                            | <b>TOTAL SALARIES &amp; BENEFITS</b> |                                    |   | <b>\$ 300,687</b>            | <b>TOTAL SALARIES &amp; BENEFITS</b> |   | <b>\$ 272,674</b> |

|    | A   | B                                    | X           | AA                | AD                                   | AE          | AH                | AK                | BU                | BV                  | BW |
|----|---|--------------------------------------|-------------|-------------------|--------------------------------------|-------------|-------------------|-------------------|-------------------|---------------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>      |                                      |             |                   |                                      |             |                   |                   |                   |                     |    |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                            |                                      |             |                   |                                      |             |                   |                   |                   |                     |    |
| 3  | <b>Document Date</b>  | 11/1/2023                            |             |                   |                                      |             |                   |                   |                   |                     |    |
| 4  | <b>Provider Name</b>  | Episcopal Community Services         |             |                   |                                      |             |                   |                   |                   |                     |    |
| 5  | <b>Program</b>  | Housing First Hotels CNC             |             |                   |                                      |             |                   |                   |                   |                     |    |
| 6  | <b>FSP Contract ID#</b>                                       | 1000019778                           |             |                   |                                      |             |                   |                   |                   |                     |    |
| 7  | <b>Budget Name</b>  | Elm - Support Services               |             |                   |                                      |             |                   |                   |                   |                     |    |
| 8  |   |                                      |             |                   |                                      |             |                   |                   |                   |                     |    |
| 9  |   |                                      |             |                   |                                      |             |                   |                   |                   |                     |    |
| 10 |   |                                      |             |                   |                                      |             |                   |                   |                   |                     |    |
| 11 |   |                                      |             |                   |                                      |             |                   |                   |                   |                     |    |
| 12 | <b>POSITION TITLE</b>   |                                      |             |                   |                                      |             |                   |                   |                   |                     |    |
| 13 | Support Services Manager - H28                                | \$ 96,982                            | 0.50        | \$ 48,491         | \$ 96,982                            | 0.50        | \$ 48,491         | \$ 85,874         | \$ 81,971         | \$ 167,844          |    |
| 14 | Asst. Support Service Manager - H29                           | \$ 82,827                            | 1.00        | \$ 82,827         | \$ 82,827                            | 1.00        | \$ 82,827         | \$ 194,197        | \$ 138,223        | \$ 332,419          |    |
| 15 | Case Manager III, Bilingual - H30                             | \$ 64,519                            | 0.94        | \$ 60,648         | \$ 64,519                            | 0.94        | \$ 60,648         | \$ 131,613        | \$ 98,883         | \$ 230,496          |    |
| 16 | Case Manager III - H65  | \$ 64,519                            | 0.94        | \$ 60,648         | \$ 64,519                            | 0.94        | \$ 60,648         | \$ 63,379         | \$ 101,775        | \$ 165,154          |    |
| 17 | Database Specialist & Compliance Monitor - H51                | \$ 75,143                            | 0.06        | \$ 4,829          | \$ 75,143                            | 0.06        | \$ 4,829          | \$ 12,537         | \$ 8,015          | \$ 20,552           |    |
| 18 | Database Specialist & Compliance Monitor - H107               | \$ 72,197                            | 0.06        | \$ 4,639          | \$ 72,197                            | 0.06        | \$ 4,639          | \$ 11,000         | \$ 7,718          | \$ 18,718           |    |
| 19 | Clinical Services Manager - H6                                | \$ 85,682                            | 0.03        | \$ 2,753          | \$ 85,682                            | 0.03        | \$ 2,753          | \$ 7,494          | \$ 4,568          | \$ 12,062           |    |
| 20 | Director of Impact & Analytics - A88                          | \$ 151,620                           | 0.02        | \$ 3,139          | \$ 151,620                           | 0.02        | \$ 3,139          | \$ 7,951          | \$ 5,233          | \$ 13,185           |    |
| 21 | Director of Healthy Aging - SN34                              | \$ 152,319                           | 0.01        | \$ 2,056          | \$ 152,319                           | 0.01        | \$ 2,056          | \$ 5,187          | \$ 3,413          | \$ 8,600            |    |
| 22 | Housing Services Sr. Director - H5                            | \$ 171,917                           | 0.07        | \$ 12,275         | \$ 171,917                           | 0.07        | \$ 12,275         | \$ 31,256         | \$ 20,374         | \$ 51,630           |    |
| 23 | Associate. Direct Support for Housing Services Director - HA2 | \$ 118,312                           | 0.17        | \$ 19,723         | \$ 118,312                           | 0.17        | \$ 19,723         | \$ 48,203         | \$ 32,735         | \$ 80,939           |    |
| 24 | Compliance Specialist - H106                                  | \$ 79,015                            | 0.06        | \$ 5,078          | \$ 79,015                            | 0.06        | \$ 5,078          | \$ 17,379         | \$ 6,929          | \$ 24,309           |    |
| 25 | Housing Services Director                                     | \$ 140,602                           | 0.06        | \$ 7,874          | \$ 140,602                           | 0.06        | \$ 7,874          | \$ 11,899         | \$ 11,723         | \$ 23,621           |    |
| 26 | Project Manager   | \$ 118,393                           | 0.00        | \$ -              | \$ 118,393                           | 0.00        | \$ -              | \$ 23,851         | \$ -              | \$ 23,851           |    |
| 27 | Director/Housing Dev & Asset Mgmt.                            | \$ -                                 | 0.00        | \$ -              | \$ -                                 | 0.00        | \$ -              | \$ 3,287          | \$ -              | \$ 3,287            |    |
| 34 |   | <b>TOTAL SALARIES</b>                |             | <b>\$ 314,978</b> | <b>TOTAL SALARIES</b>                |             | <b>\$ 314,978</b> | <b>\$ 655,109</b> | <b>\$ 521,559</b> | <b>\$ 1,176,668</b> |    |
| 35 |   | <b>TOTAL FTE</b>                     | <b>3.93</b> |                   | <b>TOTAL FTE</b>                     | <b>3.93</b> |                   |                   |                   |                     |    |
| 36 |   | <b>FRINGE BENEFIT RATE</b>           |             | <b>34.00%</b>     | <b>FRINGE BENEFIT RATE</b>           |             | <b>34.00%</b>     |                   |                   |                     |    |
| 37 |   | <b>EMPLOYEE FRINGE BENEFITS</b>      |             | <b>\$ 107,093</b> | <b>EMPLOYEE FRINGE BENEFITS</b>      |             | <b>\$ 107,093</b> | <b>\$ 197,869</b> | <b>\$ 176,246</b> | <b>\$ 374,115</b>   |    |
| 38 |   | <b>TOTAL SALARIES &amp; BENEFITS</b> |             | <b>\$ 422,071</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> |             | <b>\$ 422,071</b> | <b>\$ 852,979</b> | <b>\$ 697,805</b> | <b>\$ 1,550,783</b> |    |

|    | A   | B                            | C         | F         | I         | N         | Q          | AI |
|----|---|------------------------------|-----------|-----------|-----------|-----------|------------|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING                   |                              |           |           |           |           |            |    |
| 2  | OPERATING DETAIL  |                              |           |           |           |           |            |    |
| 3  | Document Date   | 11/1/2023                    |           |           |           |           |            |    |
| 4  | Provider Name   | Episcopal Community Services |           |           |           |           |            |    |
| 5  | Program   | Housing First Hotels CNC     |           |           |           |           |            |    |
| 6  | FSP Contract ID#  | 1000019778                   |           |           |           |           |            |    |
| 7  | Budget Name   | Elm - Support Services       |           |           |           |           |            |    |
| 8  |   |                              |           |           |           |           |            |    |
|    |   |                              |           |           |           |           |            |    |
| 9  |   |                              |           |           |           |           |            |    |
| 10 |   |                              |           |           |           |           |            |    |
| 11 |   |                              |           |           |           |           |            |    |
| 12 | Operating Expenses  |                              |           |           |           |           |            |    |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 2,760                     | \$ 8,840  | \$ 9,840  | \$ 8,000  | \$ 8,000  | \$ 37,440  |    |
| 15 | Office Supplies/ Furniture/ Equipment                               | \$ 950                       | \$ 3,640  | \$ 5,919  | \$ 5,000  | \$ 5,000  | \$ 20,509  |    |
| 17 | Printing and Reproduction   | \$ 1,247                     | \$ 4,020  | \$ 3,020  | \$ 2,500  | \$ 2,500  | \$ 13,287  |    |
| 18 | Insurance   | \$ 3,200                     | \$ 6,400  | \$ 9,000  | \$ 8,865  | \$ 8,865  | \$ 36,330  |    |
| 19 | Staff Training  | \$ 738                       | \$ 1,476  | \$ 3,476  | \$ 3,000  | \$ 3,000  | \$ 11,690  |    |
| 22 | Program Supplies  | \$ 1,550                     | \$ 3,100  | \$ 3,100  | \$ 3,000  | \$ 3,000  | \$ 13,750  |    |
| 23 | Licenses and Fees   | \$ 230                       | \$ 460    | \$ 460    | \$ 250    | \$ 250    | \$ 1,650   |    |
| 24 | Food and Food Supplies  | \$ 3,125                     | \$ 6,250  | \$ 5,250  | \$ 4,000  | \$ 4,000  | \$ 22,625  |    |
| 43 | TOTAL OPERATING EXPENSES  | \$ 13,800                    | \$ 34,186 | \$ 40,065 | \$ 34,615 | \$ 34,615 | \$ 157,281 |    |
| 44 |   |                              |           |           |           |           |            |    |
| 45 | Other Expenses (not subject to indirect cost %)                     |                              |           |           |           |           |            |    |
| 46 | COB (to be allocated)   | \$ 11,878                    |           |           | \$ 24,296 | \$ 24,296 | \$ 60,470  |    |
| 47 | One-Time Prop C Bonus Pay   | \$ 13,891                    |           |           | \$ -      | \$ -      | \$ 13,891  |    |
| 48 |   |                              |           |           |           |           | \$ -       |    |
| 58 | TOTAL OTHER EXPENSES  | \$ 25,769                    | \$ -      | \$ -      | \$ 24,296 | \$ 24,296 | \$ 74,361  |    |

|    | A  | B                  | C               | D  | E                    |
|----|--|--------------------|-----------------|--|----------------------|
| 1  | <b>BUDGET NARRATIVE</b>                                      | <b>Fiscal Year</b> |                 |  |                      |
| 2  | <b>Elm - Support Services</b>                                | <b>FY23-24</b>     |                 |  |                      |
|    |  | <u>Adjusted</u>    |                 |  |                      |
|    |  | <u>Budgeted</u>    | <u>Budgeted</u> |  |                      |
| 3  | <b>Salaries &amp; Benefits</b>                               | <u>FTE</u>         | <u>Salary</u>   | <u>Justification</u>   | <u>Calculation</u>   |
|    | Support Services Manager - H28                               | 0.50               | 48,491          | Provides team leadership, management and supervision to ensure program quality, as well as resident safety, housing retention, and individual development; supervises staff; coordinates and leads partner efforts.  | \$96,982 x 0.5 FTE   |
| 4  |  |                    |                 |  |                      |
|    | Asst. Support Service Manager - H29                          | 1.00               | 82,827          | Provides team leadership, management and supervision to ensure program quality, as well as resident safety, housing retention, and individual development; supervises staff; coordinates and leads partner efforts.  | \$82,827 x 1 FTE     |
| 5  |  |                    |                 |  |                      |
|    | Case Manager III, Bilingual - H30                            | 0.94               | 60,648          | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$64,519 x 0.94 FTE  |
| 6  |  |                    |                 |  |                      |
|    | Case Manager III - H65                                       | 0.94               | 60,648          | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$64,519 x 0.94 FTE  |
| 7  |  |                    |                 |  |                      |
| 8  | Database Specialist & Compliance Monitor - H51               | 0.06               | 4,829           | Evaluates HSH contract compliance; conducts resident chart reviews;  | \$75,143 x 0.06 FTE  |
| 9  | Database Specialist & Compliance Monitor - H107              | 0.06               | 4,639           | Provides staff training on department protocols and procedures;  | \$72,197 x 0.06 FTE  |
|    | Clinical Services Manager - H6                               | 0.03               | 2,753           |  | \$85,682 x 0.03 FTE  |
| 10 |  |                    |                 | Provides case consultation and clinical direction to on-site staff to ensure highest functioning of residents; partners with staff for resolution of difficult client issues; provides crisis intervention and resolution; leads staff clinical education and training programs.   |                      |
|    | Director of Impact & Analytics - A88                         | 0.02               | 3,139           | Designs and implements continuous quality improvement program to ensure that ECS's programs and services meet its standards. Works with program manager to develop quality assurance policies, collecting data for analysis by program, dept and organization-wide.  | \$151,620 x 0.02 FTE |
| 11 |  |                    |                 |  |                      |
|    | Director of Healthy Aging - SN34                             | 0.01               | 2,056           | Overall program direction and operations of CKSC as well as leadership for seniors aging in place throughout all of our programs, with a focus on senior engagement, safety, health and independence   | \$152,319 x 0.01 FTE |
| 12 |  |                    |                 |  |                      |
|    | Housing Services Sr. Director - H5                           | 0.07               | 12,275          | Provides overall leadership, administration and supervision to ECS's ten supportive housing sites; develops proposals, negotiates and manages  | \$171,917 x 0.07 FTE |
| 13 |  |                    |                 |  |                      |
|    | Associate. Direct Support for Housing Services Director - H/ | 0.17               | 19,723          | Contracts, and reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners;   | \$118,312 x 0.17 FTE |
| 14 |  |                    |                 |  |                      |
|    | Compliance Specialist - H106                                 | 0.06               | 5,078           | Provides staff training on department protocols and procedures;  | \$79,015 x 0.06 FTE  |
| 15 |  |                    |                 |  |                      |
|    | Housing Services Director                                    | 0.06               | 7,874           | To assist Sr. Director of Hsg Svs with the administration and supervision to ECS's 20 supportive housing sites; develops proposals; negotiates and manages contracts; reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader housing program efforts. | \$140,602 x 0.06 FTE |
| 16 |  |                    |                 |  |                      |
| 23 | TOTAL  | 3.93               | \$ 314,978      |  |                      |
| 24 | Employee Fringe Benefits                                     | 34.00%             | \$ 107,093      | Includes FICA, SSUI, Workers Compensation and Medical calculated at 34% of total salaries.   |                      |
| 25 | TOTAL SALARIES & BENEFITS                                    |                    | \$ 422,071      |  |                      |

|    | A   | B                      | C         | D  | E                         |
|----|---|------------------------|-----------|--|---------------------------|
| 1  | <b>BUDGET NARRATIVE</b>   | <b>Fiscal Year</b>     |           |  |                           |
| 2  | <b>Elm - Support Services</b>                                       | <b>FY23-24</b>         |           |  |                           |
| 26 |   |                        |           |  |                           |
| 27 | <b><u>Operating Expenses</u></b>                                    | <b><u>Budgeted</u></b> |           | <b><u>Justification</u></b>  | <b><u>Calculation</u></b> |
| 29 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 8,000               |           | Telecommunication, including Sonic and TPX   | \$667 x 12 months         |
| 30 | Office Supplies/ Furniture/ Equipment                               | \$ 5,000               |           | Support Service office supplies for program staff including materials used with participants and computers | \$417 x 12 months         |
| 32 | Printing and Reproduction   | \$ 2,500               |           | Includes bus passes, program materials and snacks for resident activities,                                 | \$208 x 12 months         |
| 33 | Insurance   | \$ 8,865               |           | Liability and umbrella agency insurance prorated   | \$739 x 12 months         |
| 34 | Staff Training  | \$ 3,000               |           | Training expenses, including meeting supplies and conference   | \$250 x 12 months         |
| 37 | Program Supplies  | \$ 3,000               |           | Includes bus passes, program materials and snacks for resident activities,                                 | \$250 x 12 months         |
| 38 | Licenses and Fees   | \$ 250                 |           | Support Services licenses fee  | \$21 x 12 months          |
| 39 | Food and Food Supplies  | \$ 4,000               |           | Using the SF Food Bank, the food items will supplement residents' own arrangements                         | \$333 x 12 months         |
| 58 | <b>TOTAL OPERATING EXPENSES</b>                                     | <b>\$ 34,615</b>       |           |  |                           |
| 59 | <b>Indirect Cost</b>  | 12.0%                  | \$ 54,802 |  |                           |
| 60 |   |                        |           |  |                           |
| 61 |   |                        |           |  |                           |
| 62 | <b><u>Other Expenses (not subject to indirect cost %)</u></b>       | <b><u>Amount</u></b>   |           | <b><u>Justification</u></b>  | <b><u>Calculation</u></b> |
| 63 | CODB (to be allocated)  | \$ 24,296              |           | 4.75% Cost of doing business for FY 24   | 4.75%                     |
| 75 |   |                        |           |  |                           |
| 76 | <b>TOTAL OTHER EXPENSES</b>   | <b>\$ 24,296</b>       |           |  |                           |

|    | A   | B  | C             | D        | E | H | K | P | S | AK |
|----|---|--|---------------|----------|---|---|---|---|---|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |               |          |   |   |   |   |   |    |
| 2  | APPENDIX B, BUDGET                                |  |               |          |   |   |   |   |   |    |
| 3  | Document Date                                     | 11/1/2023  |               | Duration |   |   |   |   |   |    |
| 4  | Contract Term                                     | Begin Date   | End Date      | (Years)  |   |   |   |   |   |    |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024     | 4        |   |   |   |   |   |    |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025     | 5        |   |   |   |   |   |    |
| 7  | Provider Name                                     | Episcopal Community Services                             |               |          |   |   |   |   |   |    |
| 8  | Program   | Housing First Hotels CNC                                 |               |          |   |   |   |   |   |    |
| 9  | FSP Contract ID#                                  | 1000019778   |               |          |   |   |   |   |   |    |
| 10 | Action (select)                                   | Amendment  |               |          |   |   |   |   |   |    |
| 11 | Effective Date                                    | 7/1/2023   |               |          |   |   |   |   |   |    |
| 12 | Budget Name                                       | Hillsdale - Support Services                             |               |          |   |   |   |   |   |    |
| 13 |   | Current  | New           | 15%      |   |   |   |   |   |    |
| 14 | Term Budget                                       | \$ 1,056,850   | \$ 1,885,334  |          |   |   |   |   |   |    |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772  |          |   |   |   |   |   |    |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399 |          |   |   |   |   |   |    |
| 17 |   |  |               |          |   |   |   |   |   |    |
| 18 |   |  |               |          |   |   |   |   |   |    |
| 19 |   |  |               |          |   |   |   |   |   |    |
| 20 |   |  |               |          |   |   |   |   |   |    |
| 21 |   |  |               |          |   |   |   |   |   |    |
| 22 |   |  |               |          |   |   |   |   |   |    |
| 23 |   |  |               |          |   |   |   |   |   |    |
| 24 |   |  |               |          |   |   |   |   |   |    |
| 25 |   |  |               |          |   |   |   |   |   |    |
| 26 |   |  |               |          |   |   |   |   |   |    |
| 27 |   |  |               |          |   |   |   |   |   |    |
| 28 |   |  |               |          |   |   |   |   |   |    |
| 29 |   |  |               |          |   |   |   |   |   |    |
| 30 |   |  |               |          |   |   |   |   |   |    |
| 31 |   |  |               |          |   |   |   |   |   |    |
| 32 |   |  |               |          |   |   |   |   |   |    |
| 33 |   |  |               |          |   |   |   |   |   |    |
| 34 |   |  |               |          |   |   |   |   |   |    |
| 35 |   |  |               |          |   |   |   |   |   |    |
| 36 |   |  |               |          |   |   |   |   |   |    |
| 39 |   |  |               |          |   |   |   |   |   |    |
| 42 |   |  |               |          |   |   |   |   |   |    |
| 45 |   |  |               |          |   |   |   |   |   |    |
| 46 |   |  |               |          |   |   |   |   |   |    |
| 54 |   |  |               |          |   |   |   |   |   |    |
| 55 |   |  |               |          |   |   |   |   |   |    |
| 58 |   |  |               |          |   |   |   |   |   |    |
| 59 | Prepared by                                       | Tiffany Luong  |               |          |   |   |   |   |   |    |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |               |          |   |   |   |   |   |    |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |               |          |   |   |   |   |   |    |



|    | A  | B                                      | C                      | F                            | G                                      | J                      | M                            | N                                      | Q                      | T                            | U |                   |
|----|--|--|------------------------|------------------------------|--|------------------------|------------------------------|--|------------------------|------------------------------|---|-------------------|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |  |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                       |  |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 3  | <b>Document Date</b>                                     | 11/1/2023                              |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 4  | <b>Provider Name</b>                                     | Episcopal Community Services           |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 5  | <b>Program</b>   | Housing First Hotels CNC               |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 6  | <b>F\$P Contract ID#</b>                                 | 1000019778                             |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 7  | <b>Budget Name</b>                                       | Hillsdale - Support Services           |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 8  |  |  |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 9  |  |  |                        |                              |  |                        |                              |  |                        |                              |   |                   |
| 10 |  | <b>Year 1</b>                          |                        |                              | <b>Year 2</b>                          |                        |                              | <b>Year 3</b>                          |                        |                              |   |                   |
| 11 |  | Agency Totals                          | For HSH Funded Program | 1/1/2021 - 6/30/2021 Current | Agency Totals                          | For HSH Funded Program | 7/1/2021 - 6/30/2022 Current | Agency Totals                          | For HSH Funded Program | 7/1/2022 - 6/30/2023 Current |   |                   |
| 12 | <b>POSITION TITLE</b>                                    | Annual Full Time Salary (for 1.00 FTE) | Adjusted Budgeted FTE  | Budgeted Salary              | Annual Full Time Salary (for 1.00 FTE) | Adjusted Budgeted FTE  | Budgeted Salary              | Annual Full Time Salary (for 1.00 FTE) | Adjusted Budgeted FTE  | Budgeted Salary              |   |                   |
| 13 | Support Services Manager - H34                           | \$ 85,344                              | 0.46                   | \$ 19,416                    | \$ 85,344                              | 0.46                   | \$ 38,832                    | \$ 95,756                              | 0.46                   | \$ 43,569                    |   |                   |
| 14 | Case Manager III (Masters) - H37                         | \$ 64,620                              | 0.91                   | \$ 19,402                    | \$ 64,620                              | 0.91                   | \$ 58,804                    | \$ 81,728                              | 0.90                   | \$ 73,728                    |   |                   |
| 15 | Case Manager III - H35                                   | \$ 63,537                              | 0.90                   | \$ 28,620                    | \$ 63,537                              | 0.90                   | \$ 41,539                    | \$ 62,640                              | 0.81                   | \$ 50,843                    |   |                   |
| 16 | Database Specialist & Compliance Monitor - H51           | \$ 63,016                              | 0.06                   | \$ 2,025                     | \$ 63,016                              | 0.06                   | \$ 4,049                     | \$ 75,014                              | 0.06                   | \$ 4,820                     |   |                   |
| 17 | Database Specialist & Compliance Monitor - H107          | \$ 50,425                              | 0.06                   | \$ 1,620                     | \$ 50,425                              | 0.06                   | \$ 3,240                     | \$ 71,259                              | 0.06                   | \$ 4,579                     |   |                   |
| 18 | Clinical Services Manager - H6                           | \$ 78,900                              | 0.03                   | \$ 1,268                     | \$ 78,900                              | 0.03                   | \$ 2,535                     | \$ 85,692                              | 0.03                   | \$ 2,753                     |   |                   |
| 19 | Director of Impact & Analytics - A88                     | \$ 116,640                             | 0.02                   | \$ 1,207                     | \$ 127,433                             | 0.02                   | \$ 2,638                     | \$ 147,958                             | 0.02                   | \$ 3,063                     |   |                   |
| 20 | Director of Healthy Aging - SN34                         | \$ 120,235                             | 0.01                   | \$ 812                       | \$ 120,235                             | 0.01                   | \$ 1,623                     | \$ 152,077                             | 0.01                   | \$ 2,053                     |   |                   |
| 21 | Housing Services Sr. Director - H5                       | \$ 135,792                             | 0.06                   | \$ 4,403                     | \$ 145,975                             | 0.07                   | \$ 10,423                    | \$ 171,627                             | 0.05                   | \$ 8,336                     |   |                   |
| 22 | Direct Support for Housing Services Director - H88       | \$ 94,332                              | 0.13                   | \$ 6,066                     | \$ 94,383                              | 0.17                   | \$ 15,734                    | \$ 118,120                             | 0.17                   | \$ 19,691                    |   |                   |
| 23 | Compliance Specialist - H106                             | \$ 64,999                              | 0.06                   | \$ 2,088                     | \$ 64,999                              | 0.06                   | \$ 4,177                     | \$ 78,883                              | 0.11                   | \$ 8,362                     |   |                   |
| 24 | Housing Services Director                                |  | 0.00                   |                              |  | 0.00                   |                              | \$ 140,602                             | 0.06                   | \$ 7,874                     |   |                   |
| 25 | Case Manager II - H200                                   |  | 0.00                   |                              |  | 0.00                   |                              | \$ 58,464                              | 0.00                   | \$ -                         |   |                   |
| 26 | Project Manager  | \$ 84,296                              | 0.15                   | \$ 6,335                     | \$ 105,076                             | 0.17                   | \$ 17,516                    | \$ -                                   | 0.00                   | \$ -                         |   |                   |
| 27 | Sr. Director/Housing Dev & Asset Mgmt.                   | \$ 144,196                             | 0.01                   | \$ 1,038                     | \$ 140,538                             | 0.02                   | \$ 2,249                     | \$ -                                   | 0.00                   | \$ -                         |   |                   |
| 31 |  | <b>TOTAL SALARIES</b>                  |                        |                              | <b>\$ 94,300</b>                       | <b>TOTAL SALARIES</b>  |                              |  | <b>\$ 203,359</b>      | <b>TOTAL SALARIES</b>        |   | <b>\$ 229,671</b> |
| 32 |  | <b>TOTAL FTE</b>                       |                        | <b>2.88</b>                  | <b>TOTAL FTE</b>                       |                        | <b>2.95</b>                  | <b>TOTAL FTE</b>                       |                        | <b>2.74</b>                  |   |                   |
| 33 |  | <b>FRINGE BENEFIT RATE</b>             |                        | <b>34.29%</b>                | <b>FRINGE BENEFIT RATE</b>             |                        | <b>29.07%</b>                | <b>FRINGE BENEFIT RATE</b>             |                        | <b>25.31%</b>                |   |                   |
| 34 |  | <b>EMPLOYEE FRINGE BENEFITS</b>        |                        | <b>\$ 32,333</b>             | <b>EMPLOYEE FRINGE BENEFITS</b>        |                        | <b>\$ 59,106</b>             | <b>EMPLOYEE FRINGE BENEFITS</b>        |                        | <b>\$ 58,122</b>             |   |                   |
| 35 |  | <b>TOTAL SALARIES &amp; BENEFITS</b>   |                        | <b>\$ 126,633</b>            | <b>TOTAL SALARIES &amp; BENEFITS</b>   |                        | <b>\$ 262,465</b>            | <b>TOTAL SALARIES &amp; BENEFITS</b>   |                        | <b>\$ 287,793</b>            |   |                   |

|    | A  | B                                    | X    | AA                | AD                                   | AE   | AH                | AK                | BU                | BV                  | BW |
|----|--|--------------------------------------|------|-------------------|--------------------------------------|------|-------------------|-------------------|-------------------|---------------------|----|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING  |                                      |      |                   |                                      |      |                   |                   |                   |                     |    |
| 2  | SALARY & BENEFIT DETAIL                            |                                      |      |                   |                                      |      |                   |                   |                   |                     |    |
| 3  | Document Date                                      | 11/1/2023                            |      |                   |                                      |      |                   |                   |                   |                     |    |
| 4  | Provider Name                                      | Episcopal Community Services         |      |                   |                                      |      |                   |                   |                   |                     |    |
| 5  | Program  | Housing First Hotels CNC             |      |                   |                                      |      |                   |                   |                   |                     |    |
| 6  | F&P Contract ID#                                   | 1000019778                           |      |                   |                                      |      |                   |                   |                   |                     |    |
| 7  | Budget Name  | Hillsdale - Support Services         |      |                   |                                      |      |                   |                   |                   |                     |    |
| 8  |  |                                      |      |                   |                                      |      |                   |                   |                   |                     |    |
| 9  |  |                                      |      |                   |                                      |      |                   |                   |                   |                     |    |
| 10 |  |                                      |      |                   |                                      |      |                   |                   |                   |                     |    |
| 11 |  |                                      |      |                   |                                      |      |                   |                   |                   |                     |    |
|    |  |                                      |      |                   |                                      |      |                   |                   |                   |                     |    |
| 12 | POSITION TITLE                                     |                                      |      |                   |                                      |      |                   |                   |                   |                     |    |
| 13 | Support Services Manager - H34                     | \$ 95,919                            | 0.50 | \$ 47,960         | \$ 95,919                            | 0.50 | \$ 47,960         | \$ 116,663        | \$ 81,072         | \$ 197,735          |    |
| 14 | Case Manager III (Masters) - H37                   | \$ 81,853                            | 0.98 | \$ 80,216         | \$ 81,853                            | 0.98 | \$ 80,216         | \$ 179,785        | \$ 132,582        | \$ 312,366          |    |
| 15 | Case Manager III - H35                             | \$ 60,218                            | 0.98 | \$ 59,014         | \$ 60,218                            | 0.98 | \$ 59,014         | \$ 142,348        | \$ 96,682         | \$ 239,029          |    |
| 16 | Database Specialist & Compliance Monitor - H51     | \$ 75,143                            | 0.06 | \$ 4,829          | \$ 75,143                            | 0.06 | \$ 4,829          | \$ 12,537         | \$ 8,015          | \$ 20,552           |    |
| 17 | Database Specialist & Compliance Monitor - H107    | \$ 72,197                            | 0.06 | \$ 4,639          | \$ 72,197                            | 0.06 | \$ 4,639          | \$ 11,000         | \$ 7,718          | \$ 18,718           |    |
| 18 | Clinical Services Manager - H6                     | \$ 85,682                            | 0.03 | \$ 2,753          | \$ 85,682                            | 0.03 | \$ 2,753          | \$ 7,494          | \$ 4,568          | \$ 12,062           |    |
| 19 | Director of Impact & Analytics - A88               | \$ 151,620                           | 0.02 | \$ 3,139          | \$ 151,620                           | 0.02 | \$ 3,139          | \$ 7,951          | \$ 5,233          | \$ 13,185           |    |
| 20 | Director of Healthy Aging - SN34                   | \$ 152,319                           | 0.01 | \$ 2,056          | \$ 152,319                           | 0.01 | \$ 2,056          | \$ 5,187          | \$ 3,413          | \$ 8,600            |    |
| 21 | Housing Services Sr. Director - H5                 | \$ 171,917                           | 0.07 | \$ 12,275         | \$ 171,917                           | 0.07 | \$ 12,275         | \$ 27,338         | \$ 20,374         | \$ 47,712           |    |
| 22 | Direct Support for Housing Services Director - H88 | \$ 118,312                           | 0.17 | \$ 19,723         | \$ 118,312                           | 0.17 | \$ 19,723         | \$ 48,200         | \$ 32,735         | \$ 80,936           |    |
| 23 | Compliance Specialist - H106                       | \$ 79,015                            | 0.11 | \$ 8,376          | \$ 79,015                            | 0.11 | \$ 8,376          | \$ 17,476         | \$ 13,902         | \$ 31,378           |    |
| 24 | Housing Services Director                          | \$ 140,602                           | 0.06 | \$ 7,874          | \$ 140,602                           | 0.06 | \$ 7,874          | \$ 10,557         | \$ 13,064         | \$ 23,621           |    |
| 25 | Case Manager II - H200                             | \$ 60,218                            | 0.76 | \$ 45,766         | \$ 60,218                            | 0.76 | \$ 45,766         | \$ 15,141         | \$ 76,390         | \$ 91,531           |    |
| 26 | Project Manager                                    | \$ -                                 | 0.00 | \$ -              | \$ -                                 | 0.00 | \$ -              | \$ 23,851         | \$ -              | \$ 23,851           |    |
| 27 | Sr. Director/Housing Dev & Asset Mgmt.             | \$ -                                 | 0.00 | \$ -              | \$ -                                 | 0.00 | \$ -              | \$ 3,287          | \$ -              | \$ 3,287            |    |
| 31 |  | <b>TOTAL SALARIES</b>                |      | <b>\$ 298,617</b> | <b>TOTAL SALARIES</b>                |      | <b>\$ 298,617</b> | <b>\$ 628,816</b> | <b>\$ 495,748</b> | <b>\$ 1,124,564</b> |    |
| 32 |  | <b>TOTAL FTE</b>                     |      | <b>3.81</b>       | <b>TOTAL FTE</b>                     |      | <b>3.81</b>       |                   |                   |                     |    |
| 33 |  | <b>FRINGE BENEFIT RATE</b>           |      | 30.00%            | <b>FRINGE BENEFIT RATE</b>           |      | 30.00%            |                   |                   |                     |    |
| 34 |  | <b>EMPLOYEE FRINGE BENEFITS</b>      |      | <b>\$ 89,585</b>  | <b>EMPLOYEE FRINGE BENEFITS</b>      |      | <b>\$ 89,585</b>  | <b>\$ 182,037</b> | <b>\$ 146,695</b> | <b>\$ 328,732</b>   |    |
| 35 |  | <b>TOTAL SALARIES &amp; BENEFITS</b> |      | <b>\$ 388,203</b> | <b>TOTAL SALARIES &amp; BENEFITS</b> |      | <b>\$ 388,203</b> | <b>\$ 810,854</b> | <b>\$ 642,443</b> | <b>\$ 1,453,296</b> |    |

|    | A   | B                            | C                    | F                    | I                    | N                    | Q                    | AI                   |
|----|---|------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING                   |                              |                      |                      |                      |                      |                      |                      |
| 2  | OPERATING DETAIL  |                              |                      |                      |                      |                      |                      |                      |
| 3  | Document Date   | 11/1/2023                    |                      |                      |                      |                      |                      |                      |
| 4  | Provider Name   | Episcopal Community Services |                      |                      |                      |                      |                      |                      |
| 5  | Program   | Housing First Hotels CNC     |                      |                      |                      |                      |                      |                      |
| 6  | FSP Contract ID#  | 1000019778                   |                      |                      |                      |                      |                      |                      |
| 7  | Budget Name   | Hillsdale - Support Services |                      |                      |                      |                      |                      |                      |
| 8  |   |                              |                      |                      |                      | EXTENSION YEAR       | EXTENSION YEAR       |                      |
| 9  |   |                              | Year 1               | Year 2               | Year 3               | Year 4               | Year 5               | All Years            |
| 10 |   |                              | 1/1/2021 - 6/30/2021 | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |
| 11 |   |                              | Actuals              | Actuals              | Actuals              | New                  | New                  | New                  |
| 12 | Operating Expenses  |                              | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$                           | 2,760                | \$ 8,800             | \$ 10,300            | \$ 8,500             | \$ 8,500             | \$ 38,860            |
| 15 | Office Supplies/ Furniture/ Equipment                               | \$                           | 1,320                | \$ 3,144             | \$ 4,144             | \$ 3,000             | \$ 3,000             | \$ 14,608            |
| 17 | Printing and Reproduction   | \$                           | 1,789                | \$ 4,020             | \$ 6,450             | \$ 5,440             | \$ 5,440             | \$ 23,139            |
| 18 | Insurance   | \$                           | 2,273                | \$ 7,668             | \$ 9,172             | \$ 9,172             | \$ 9,172             | \$ 37,457            |
| 19 | Staff Training  | \$                           | 974                  | \$ 1,947             | \$ 2,447             | \$ 1,947             | \$ 1,947             | \$ 9,262             |
| 22 | Program Supplies  | \$                           | 355                  | \$ 4,309             | \$ 4,213             | \$ 3,300             | \$ 3,300             | \$ 15,476            |
| 23 | Licenses and Fees   | \$                           | 170                  | \$ 1,340             | \$ 340               | \$ 250               | \$ 250               | \$ 2,350             |
| 24 | Food and Food Supplies  | \$                           | 100                  | \$ 8,000             | \$ 5,000             | \$ 3,800             | \$ 3,800             | \$ 20,700            |
| 53 | TOTAL OPERATING EXPENSES  | \$                           | 9,740                | \$ 39,228            | \$ 42,066            | \$ 35,409            | \$ 35,409            | \$ 161,851           |
| 54 |   |                              |                      |                      |                      |                      |                      |                      |
| 55 | Other Expenses (not subject to indirect cost %)                     |                              |                      |                      |                      |                      |                      |                      |
| 56 | CODB (to be allocated)  | \$                           | 10,997               |                      |                      | \$ 22,536            | \$ 22,536            | \$ 56,069            |
| 57 | One -Time Prop C Bonus Pay  | \$                           | 20,303               |                      |                      | \$ -                 | \$ -                 | \$ 20,303            |
| 68 |   |                              |                      |                      |                      |                      |                      |                      |
| 69 | TOTAL OTHER EXPENSES  | \$                           | 31,300               | \$ -                 | \$ -                 | \$ 22,536            | \$ 22,536            | \$ 76,372            |

|    | A  | B                  | C                 | D  | E                    |
|----|--|--------------------|-------------------|--|----------------------|
| 1  | <b>BUDGET NARRATIVE</b>                            | <b>Fiscal Year</b> |                   |  |                      |
| 2  | <b>Hillsdale - Support Services</b>                | <b>FY23-24</b>     |                   |  |                      |
|    |  | <u>Adjusted</u>    |                   |  |                      |
|    |  | <u>Budgeted</u>    | <u>Budgeted</u>   |  |                      |
| 3  | <b>Salaries &amp; Benefits</b>                     | <u>FTE</u>         | <u>Salary</u>     | <u>Justification</u>   | <u>Calculation</u>   |
|    | Support Services Manager - H34                     | 0.50               | \$ 47,960         | Provides team leadership, management and supervision to ensure program quality, as well as resident safety, housing retention, and individual development; supervises staff; coordinates and leads partner efforts.  | \$95,756 x 0.50 FTE  |
| 4  |  |                    |                   |  |                      |
|    | Case Manager III (Masters) - H37                   | 0.98               | \$ 80,216         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$81,728 x 0.98 FTE  |
| 5  |  |                    |                   |  |                      |
|    | Case Manager III - H35                             | 0.98               | \$ 59,014         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$60,218 x 0.98 FTE  |
| 6  |  |                    |                   |  |                      |
| 7  | Database Specialist & Compliance Monitor - H51     | 0.06               | \$ 4,829          | Evaluates HSH contract compliance; conducts resident chart reviews;  | \$75,143 x 0.06 FTE  |
| 8  | Database Specialist & Compliance Monitor - H107    | 0.06               | \$ 4,639          | Provides staff training on department protocols and procedures;  | \$72,197 x 0.06 FTE  |
|    | Clinical Services Manager - H6                     | 0.03               | \$ 2,753          |  | \$85,682 x 0.03 FTE  |
| 9  |  |                    |                   | Provides case consultation and clinical direction to on-site staff to ensure highest functioning of residents; partners with staff for resolution of difficult client issues; provides crisis intervention and resolution; leads staff clinical education and training programs.   |                      |
|    | Director of Impact & Analytics - A88               | 0.02               | \$ 3,139          | Designs and implements continuous quality improvement program to ensure that ECS's programs and services meet its standards. Works with program manager to develop quality assurance policies, collecting data for analysis by program, dept and organization-wide.  | \$151,620 x 0.02 FTE |
| 10 |  |                    |                   |  |                      |
|    | Director of Healthy Aging - SN34                   | 0.01               | \$ 2,056          | Overall program direction and operations of CKSC as well as leadership for seniors aging in place throughout all of our programs, with a focus on senior engagement, safety, health and independence   | \$152,319 x 0.01 FTE |
| 11 |  |                    |                   |  |                      |
|    | Case Manager II - H200                             | 0.76               | \$ 45,766         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$60,218 x 0.76 FTE  |
| 12 |  |                    |                   |  |                      |
|    | Housing Services Sr. Director - H5                 | 0.07               | \$ 12,275         | Provides overall leadership, administration and supervision to ECS's ten supportive housing sites; develops proposals, negotiates and manages  | \$171,917 x 0.07 FTE |
| 13 |  |                    |                   |  |                      |
|    | Direct Support for Housing Services Director - H88 | 0.17               | \$ 19,723         | Contracts, and reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners;   | \$118,312 x 0.17 FTE |
| 14 |  |                    |                   |  |                      |
|    | Compliance Specialist - H106                       | 0.11               | \$ 8,376          | Provides staff training on department protocols and procedures;  | \$79,015 x 0.11 FTE  |
| 15 |  |                    |                   |  |                      |
|    | Housing Services Director                          | 0.06               | \$ 7,874          | To assist Sr. Director of Hsg Svs with the administration and supervision to ECS's 20 supportive housing sites; develops proposals; negotiates and manages contracts; reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader housing program efforts. | \$140,602 x 0.06 FTE |
| 16 |  |                    |                   |  |                      |
| 22 | TOTAL  | 3.81               | \$ 298,617        |  |                      |
| 23 | Employee Fringe Benefits                           | 30.00%             | \$ 89,585         | Includes FICA, SSUI, Workers Compensation and Medical calculated at 30% of total salaries.   |                      |
| 24 | <b>TOTAL SALARIES &amp; BENEFITS</b>               |                    | <b>\$ 388,203</b> |  |                      |

|    | A   | B                              | C  | D                         | E |
|----|---|--------------------------------|--|---------------------------|---|
| 1  | <b>BUDGET NARRATIVE</b>   |                                | <b>Fiscal Year</b>   |                           |   |
| 2  | <b>Hillsdale - Support Services</b>                                 | <b>FY23-24</b>                 |  |                           |   |
| 25 |   |                                |  |                           |   |
| 26 | <b><u>Operating Expenses</u></b>                                    | <b><u>Budgeted Expense</u></b> | <b><u>Justification</u></b>  | <b><u>Calculation</u></b> |   |
| 28 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 8,500                       | Telecommunication, including Sonic and TPX   | \$708 x 12 months         |   |
| 29 | Office Supplies/ Furniture/ Equipment                               | \$ 3,000                       | Support Service office supplies for program staff including materials used with participants and computers | \$250 x 12 months         |   |
| 31 | Printing and Reproduction   | \$ 5,440                       | Leased copier  | \$453 x 12 months         |   |
| 32 | Insurance   | \$ 9,172                       | Liability and umbrella agency insurance prorated   | \$764 x 12 months         |   |
| 33 | Staff Training  | \$ 1,947                       | Training expenses, including meeting supplies and conference   | \$162 x 12 months         |   |
| 36 | Program Supplies  | \$ 3,300                       | Includes bus passes, program materials and snacks for resident activities,                                 | \$275 x 12 months         |   |
| 37 | Licenses and Fees   | \$ 250                         | Support Services licenses fee  | \$21 x 12 months          |   |
| 38 | Food and Food Supplies  | \$ 3,800                       | Using the SF Food Bank, the food items will supplement residents' own arrangements                         | \$317 x 12 months         |   |
| 61 |   |                                |  |                           |   |
| 62 | <b>TOTAL OPERATING EXPENSES</b>                                     | <b>\$ 35,409</b>               |  |                           |   |
| 63 | <b>Indirect Cost</b>  | 12.0%                          | \$ 50,833  |                           |   |
| 64 |   |                                |  |                           |   |
| 65 |   |                                |  |                           |   |
| 66 | <b><u>Other Expenses (not subject to indirect cost %)</u></b>       | <b><u>Amount</u></b>           | <b><u>Justification</u></b>  | <b><u>Calculation</u></b> |   |
| 67 | CODB (to be allocated)  | \$ 22,536                      | 4.75% Cost of doing business for FY 24   | 4.75%                     |   |
| 79 |   |                                |  |                           |   |
| 80 | <b>TOTAL OTHER EXPENSES</b>   | <b>\$ 22,536</b>               |  |                           |   |

|    | A   | B  | C              | D        | E                    | H                    | K                    | P                    | S                    | AK                   |                |    |                  |
|----|---|--|----------------|----------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------|----|------------------|
| 1  | DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING |  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 2  | APPENDIX B, BUDGET                                |  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 3  | Document Date                                     | 11/1/2023  |                | Duration |                      |                      |                      |                      |                      |                      |                |    |                  |
| 4  | Contract Term                                     | Begin Date   | End Date       | (Years)  |                      |                      |                      |                      |                      |                      |                |    |                  |
| 5  | Current Term                                      | 1/1/2021   | 2/29/2024      | 4        |                      |                      |                      |                      |                      |                      |                |    |                  |
| 6  | Amended Term                                      | 1/1/2021   | 6/30/2025      | 5        |                      |                      |                      |                      |                      |                      |                |    |                  |
| 7  | Provider Name                                     | Episcopal Community Services                             |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 8  | Program   | Housing First Hotels CNC                                 |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 9  | FSP Contract ID#                                  | 1000019778   |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 10 | Action (select)                                   | Amendment  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 11 | Effective Date                                    | 7/1/2023   |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 12 | Budget Name                                       | Mentone - Support Services                               |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 13 |   | Current  | New            | 15%      |                      |                      |                      |                      |                      |                      |                |    |                  |
| 14 | Term Budget                                       | \$ 1,049,728   | \$ 1,842,282   |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 15 | Contingency                                       | \$ 36,701  | \$ 3,171,772   |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 16 | Not-To-Exceed                                     | \$ 26,329,610  | \$ 47,159,399  |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 17 |   |  |                |          | EXTENSION YEAR       |                      | EXTENSION YEAR       |                      |                      |                      |                |    |                  |
| 18 |   |  |                |          | Year 1               | Year 2               | Year 3               | Year 4               | Year 5               | All Years            |                |    |                  |
| 19 |   |  |                |          | 1/1/2021 - 6/30/2021 | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |                |    |                  |
| 20 |   |  |                |          | Actuals              | Actuals              | Actuals              | New                  | New                  | New                  |                |    |                  |
| 21 | <b>Expenditures</b>                               |  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 22 | Salaries & Benefits                               | \$   | 133,610        | \$       | 256,967              | \$                   | 292,283              | \$                   | 367,561              | \$                   | 367,561        | \$ | 1,417,982        |
| 23 | Operating Expenses                                | \$   | 18,059         | \$       | 39,498               | \$                   | 44,869               | \$                   | 37,704               | \$                   | 37,704         | \$ | 177,834          |
| 24 | Subtotal  | \$   | 151,669        | \$       | 296,465              | \$                   | 337,152              | \$                   | 405,265              | \$                   | 405,265        | \$ | 1,595,816        |
| 25 | Indirect Percentage                               |  | 12.00%         |          | 12.00%               |                      | 12.00%               |                      | 12.00%               |                      | 12.00%         |    |                  |
| 26 | Indirect Cost (Line 24 X Line 25)                 | \$   | 18,200         | \$       | 35,572               | \$                   | 40,458               | \$                   | 48,632               | \$                   | 48,632         | \$ | 191,494          |
| 27 | Other Expenses (Not subject to indirect %)        | \$   | 11,853         | \$       | -                    | \$                   | -                    | \$                   | 21,560               | \$                   | 21,560         | \$ | 54,973           |
| 30 | <b>Total Expenditures</b>                         | \$   | <b>181,721</b> | \$       | <b>332,037</b>       | \$                   | <b>377,610</b>       | \$                   | <b>475,457</b>       | \$                   | <b>475,457</b> | \$ | <b>1,842,282</b> |
| 31 |   |  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 32 | <b>HSH Revenues</b>                               |  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 33 | CNC Fund  | \$   | 169,868        | \$       | 321,055              | \$                   | 241,812              | \$                   | 453,897              | \$                   | 453,897        | \$ | 1,640,529        |
| 34 | CNC Fund - CODB                                   |  |                |          |                      |                      |                      | \$                   | 21,560               | \$                   | 21,560         | \$ | 43,120           |
| 35 | General Fund - Ongoing - HSH Fund Supplement      |  |                |          |                      | \$                   | 135,225              | \$                   | -                    | \$                   | -              | \$ | 135,225          |
| 36 | General Fund - Ongoing                            | \$   | 10,662         | \$       | 10,982               | \$                   | 76,860               | \$                   | -                    | \$                   | -              | \$ | 98,504           |
| 39 | Prop C  | \$   | 1,192          | \$       | 11,987               |                      |                      | \$                   | -                    | \$                   | -              | \$ | 13,179           |
| 42 | One-Time Transfer                                 |  |                |          |                      | \$                   | (76,287)             | \$                   | -                    | \$                   | -              | \$ | (76,287)         |
| 44 | Adjustment to Actuals                             | \$   | (1)            | \$       | (11,987)             |                      |                      | \$                   | -                    | \$                   | -              | \$ | (11,988)         |
| 45 |   |  |                |          |                      |                      |                      | \$                   | -                    | \$                   | -              | \$ | -                |
| 46 | <b>Total HSH Revenues</b>                         | \$   | <b>181,721</b> | \$       | <b>332,037</b>       | \$                   | <b>377,610</b>       | \$                   | <b>475,457</b>       | \$                   | <b>475,457</b> | \$ | <b>1,842,282</b> |
| 54 |   |  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 55 | <b>Total HSH + Other Revenues</b>                 | \$   | <b>181,721</b> | \$       | <b>332,037</b>       | \$                   | <b>377,610</b>       | \$                   | <b>475,457</b>       | \$                   | <b>475,457</b> | \$ | <b>1,842,282</b> |
| 58 |   |  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 59 | Prepared by                                       | Tiffany Luong  |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 60 | Phone   | 415.487.3300 ext. 1219                                   |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |
| 61 | Email   | <a href="mailto:tluong@ecs-sf.org">tluong@ecs-sf.org</a> |                |          |                      |                      |                      |                      |                      |                      |                |    |                  |

|    | A  | B                            | C  | F                            | G                                    | J  | M                            | N                                    | Q  | T                            | U                                  |    |         |                   |    |        |
|----|--|------------------------------|--|------------------------------|--------------------------------------|--|------------------------------|--------------------------------------|--|------------------------------|------------------------------------|----|---------|-------------------|----|--------|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |                              |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                       |                              |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 3  | <b>Document Date</b>                                     | 11/1/2023                    |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 4  | <b>Provider Name</b>                                     | Episcopal Community Services |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 5  | <b>Program</b>   | Housing First Hotels CNC     |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 6  | <b>FSP Contract ID#</b>                                  | 1000019778                   |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 7  | <b>Budget Name</b>                                       | Mentone - Support Services   |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 8  |  |                              |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 9  |  |                              |  | <b>Year 1</b>                |                                      |  | <b>Year 2</b>                |                                      |  | <b>Year 3</b>                |                                    |    |         |                   |    |        |
| 10 |  |                              | Agency Totals                                | For HSH<br>Funded<br>Program | 1/1/2021 -<br>6/30/2021<br>Current   | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2021 -<br>6/30/2022<br>Current   | Agency<br>Totals                             | For HSH<br>Funded<br>Program | 7/1/2022 -<br>6/30/2023<br>Current |    |         |                   |    |        |
| 11 |  |                              | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary                   | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary                   | Annual Full<br>Time Salary<br>(for 1.00 FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary                 |    |         |                   |    |        |
| 12 | <b>POSITION TITLE</b>                                    |                              |  |                              |                                      |  |                              |                                      |  |                              |                                    |    |         |                   |    |        |
| 13 | Support Services Manager                                 | \$                           | 83,482                                       | 0.46                         | \$                                   | 18,993                                       | \$                           | 83,482                               | 0.46   | \$                           | 37,985                             | \$ | 95,929  | 0.30              | \$ | 28,649 |
| 14 | Case Manager III   | \$                           | 66,317                                       | 0.91                         | \$                                   | 30,175                                       | \$                           | 66,317                               | 0.91   | \$                           | 60,349                             | \$ | 80,964  | 1.00              | \$ | 80,964 |
| 15 | Case Manager III   | \$                           | 54,242                                       | 0.90                         | \$                                   | 24,409                                       | \$                           | 54,242                               | 0.90   | \$                           | 38,819                             | \$ | 62,640  | 1.13              | \$ | 70,998 |
| 16 | Database Specialist & Compliance Monitor                 | \$                           | 63,016                                       | 0.06                         | \$                                   | 2,025  | \$                           | 63,016                               | 0.06   | \$                           | 4,049                              | \$ | 74,326  | 0.05              | \$ | 3,576  |
| 17 | Database Specialist & Compliance Monitor                 | \$                           | 50,425                                       | 0.06                         | \$                                   | 1,621  | \$                           | 50,425                               | 0.06   | \$                           | 3,240                              | \$ | 70,605  | 0.06              | \$ | 4,537  |
| 18 | Clinical Services Manager                                | \$                           | 78,900                                       | 0.03                         | \$                                   | 1,268  | \$                           | 78,900                               | 0.03   | \$                           | 2,535                              | \$ | 85,692  | 0.02              | \$ | 1,753  |
| 19 | Director of Impact & Analytics                           | \$                           | 116,640                                      | 0.02                         | \$                                   | 1,208  | \$                           | 127,433                              | 0.02   | \$                           | 2,638                              | \$ | 146,600 | 0.02              | \$ | 3,035  |
| 20 | Director of Healthy Aging                                | \$                           | 120,235                                      | 0.01                         | \$                                   | 812  | \$                           | 120,235                              | 0.01   | \$                           | 1,623                              | \$ | 150,682 | 0.01              | \$ | 2,034  |
| 21 | Housing Services Sr. Director                            | \$                           | 135,792                                      | 0.06                         | \$                                   | 4,404  | \$                           | 145,975                              | 0.07   | \$                           | 10,423                             | \$ | 170,053 | 0.05              | \$ | 8,336  |
| 22 | Compliance Specialist                                    | \$                           | 64,999                                       | 0.06                         | \$                                   | 2,089  | \$                           | 64,999                               | 0.06   | \$                           | 4,177                              | \$ | 78,160  | 0.10              | \$ | 7,816  |
| 23 | Housing Services Director                                |                              |  | 0.00                         |                                      |  |                              |                                      | 0.00   |                              |                                    | \$ | 140,606 | 0.00              | \$ | -      |
| 24 | Support for Housing Services Director                    | \$                           | 94,383                                       | 0.13                         | \$                                   | 6,070  | \$                           | 94,383                               | 0.17   | \$                           | 15,734                             | \$ | 117,037 | 0.16              | \$ | 18,696 |
| 25 | Sr. Director/Housing Dev & Asset Mgmt.                   | \$                           | 144,196                                      | 0.01                         | \$                                   | 1,050  | \$                           | 140,538                              | 0.02   | \$                           | 2,249                              | \$ | -       | 0.00              | \$ | -      |
| 26 | Project Manager  | \$                           | 84,296                                       | 0.15                         | \$                                   | 6,335  | \$                           | 105,076                              | 0.17   | \$                           | 17,516                             | \$ | -       | 0.00              | \$ | -      |
| 41 |  |                              | <b>TOTAL SALARIES</b>                        |                              | <b>\$ 100,459</b>                    | <b>TOTAL SALARIES</b>                        |                              |                                      | <b>\$ 201,337</b>                            | <b>TOTAL SALARIES</b>        |                                    |    |         | <b>\$ 230,394</b> |    |        |
| 42 |  |                              | <b>TOTAL FTE</b>                             | <b>2.88</b>                  | <b>TOTAL FTE</b>                     |  | <b>2.94</b>                  | <b>TOTAL FTE</b>                     |  |                              | <b>2.91</b>                        |    |         |                   |    |        |
| 43 |  |                              | <b>FRINGE BENEFIT RATE</b>                   |                              | 33.00%                               | <b>FRINGE BENEFIT RATE</b>                   |                              |                                      | 27.63%                                       | <b>FRINGE BENEFIT RATE</b>   |                                    |    |         | 26.86%            |    |        |
| 44 |  |                              | <b>EMPLOYEE FRINGE BENEFITS</b>              | <b>\$ 33,151</b>             | <b>EMPLOYEE FRINGE BENEFITS</b>      |  | <b>\$ 55,630</b>             | <b>EMPLOYEE FRINGE BENEFITS</b>      |  |                              | <b>\$ 61,889</b>                   |    |         |                   |    |        |
| 45 |  |                              | <b>TOTAL SALARIES &amp; BENEFITS</b>         | <b>\$ 133,610</b>            | <b>TOTAL SALARIES &amp; BENEFITS</b> |  | <b>\$ 256,967</b>            | <b>TOTAL SALARIES &amp; BENEFITS</b> |  |                              | <b>\$ 292,283</b>                  |    |         |                   |    |        |

|    | A  | B  | X                            | AA                      | AD   | AE                           | AH                      | AK                      | BU                      | BV                      | BW |
|----|--|--|------------------------------|-------------------------|--|------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b> |  |                              |                         |  |                              |                         |                         |                         |                         |    |
| 2  | <b>SALARY &amp; BENEFIT DETAIL</b>                       |  |                              |                         |  |                              |                         |                         |                         |                         |    |
| 3  | <b>Document Date</b>                                     | 11/1/2023                                    |                              |                         |  |                              |                         |                         |                         |                         |    |
| 4  | <b>Provider Name</b>                                     | Episcopal Community Services                 |                              |                         |  |                              |                         |                         |                         |                         |    |
| 5  | <b>Program</b>   | Housing First Hotels CNC                     |                              |                         |  |                              |                         |                         |                         |                         |    |
| 6  | <b>FSP Contract ID#</b>                                  | 1000019778                                   |                              |                         |  |                              |                         |                         |                         |                         |    |
| 7  | <b>Budget Name</b>                                       | Mentone - Support Services                   |                              |                         |  |                              |                         |                         |                         |                         |    |
| 8  |  | <b>EXTENSION YEAR</b>                        |                              |                         |  |                              | <b>EXTENSION YEAR</b>   |                         |                         |                         |    |
| 9  |  | <b>Year 4</b>                                |                              |                         | <b>Year 5</b>                                |                              |                         | <b>All Years</b>        |                         |                         |    |
| 10 |  | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2023 -<br>6/30/2024 | Agency Totals                                | For HSH<br>Funded<br>Program | 7/1/2024 -<br>6/30/2025 | 1/1/2021 -<br>2/29/2024 | 1/1/2021 -<br>6/30/2025 | 1/1/2021 -<br>6/30/2025 |    |
| 11 |  |  |                              | New                     |  |                              | New                     | Current                 | Amendment               | New                     |    |
| 12 | <b>POSITION TITLE</b>                                    | Annual Full Time<br>Salary (for 1.00<br>FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary      | Annual Full Time<br>Salary (for 1.00<br>FTE) | Adjusted<br>Budgeted<br>FTE  | Budgeted<br>Salary      | Budgeted<br>Salary      | Change                  | Budgeted<br>Salary      |    |
| 13 | Support Services Manager                                 | \$ 96,994                                    | 0.50                         | \$ 48,497               | \$ 96,994                                    | 0.50                         | \$ 48,497               | \$ 100,501              | \$ 82,120               | \$ 182,621              |    |
| 14 | Case Manager III   | \$ 78,541                                    | 0.93                         | \$ 73,043               | \$ 78,541                                    | 0.93                         | \$ 73,043               | \$ 197,714              | \$ 119,860              | \$ 317,574              |    |
| 15 | Case Manager III   | \$ 64,519                                    | 1.40                         | \$ 90,004               | \$ 64,519                                    | 1.40                         | \$ 90,004               | \$ 166,244              | \$ 147,990              | \$ 314,234              |    |
| 16 | Database Specialist & Compliance Monitor                 | \$ 75,143                                    | 0.06                         | \$ 4,829                | \$ 75,143                                    | 0.06                         | \$ 4,829                | \$ 11,278               | \$ 8,030                | \$ 19,308               |    |
| 17 | Database Specialist & Compliance Monitor                 | \$ 72,197                                    | 0.06                         | \$ 4,639                | \$ 72,197                                    | 0.06                         | \$ 4,639                | \$ 10,944               | \$ 7,733                | \$ 18,677               |    |
| 18 | Clinical Services Manager                                | \$ 85,682                                    | 0.03                         | \$ 2,753                | \$ 85,682                                    | 0.03                         | \$ 2,753                | \$ 6,495                | \$ 4,568                | \$ 11,062               |    |
| 19 | Director of Impact & Analytics                           | \$ 151,620                                   | 0.02                         | \$ 3,139                | \$ 151,620                                   | 0.02                         | \$ 3,139                | \$ 7,914                | \$ 5,243                | \$ 13,157               |    |
| 20 | Director of Healthy Aging                                | \$ 152,319                                   | 0.01                         | \$ 2,056                | \$ 152,319                                   | 0.01                         | \$ 2,056                | \$ 5,163                | \$ 3,419                | \$ 8,582                |    |
| 21 | Housing Services Sr. Director                            | \$ 171,917                                   | 0.07                         | \$ 12,275               | \$ 171,917                                   | 0.07                         | \$ 12,275               | \$ 27,300               | \$ 20,412               | \$ 47,712               |    |
| 22 | Compliance Specialist                                    | \$ 79,015                                    | 0.06                         | \$ 5,078                | \$ 79,015                                    | 0.06                         | \$ 5,078                | \$ 15,793               | \$ 8,443                | \$ 24,237               |    |
| 23 | Housing Services Director                                | \$ 140,602                                   | 0.06                         | \$ 7,874                | \$ 140,602                                   | 0.06                         | \$ 7,874                | \$ 2,683                | \$ 13,064               | \$ 15,747               |    |
| 24 | Support for Housing Services Director                    | \$ 118,312                                   | 0.17                         | \$ 20,113               | \$ 118,312                                   | 0.17                         | \$ 20,113               | \$ 40,500               | \$ 40,226               | \$ 80,726               |    |
| 25 | Sr. Director/Housing Dev & Asset Mgmt.                   | \$ -   | 0.00                         | \$ -                    | \$ -   | 0.00                         | \$ -                    | \$ 3,299                | \$ -                    | \$ 3,299                |    |
| 26 | Project Manager  | \$ -   | 0.00                         | \$ -                    | \$ -   | 0.00                         | \$ -                    | \$ 23,851               | \$ -                    | \$ 23,851               |    |
| 41 |  | <b>TOTAL SALARIES</b>                        |                              | <b>\$ 274,299</b>       | <b>TOTAL SALARIES</b>                        |                              | <b>\$ 274,299</b>       | <b>\$ 619,679</b>       | <b>\$ 461,108</b>       | <b>\$ 1,080,787</b>     |    |
| 42 |  | <b>TOTAL FTE</b>                             |                              | <b>3.38</b>             | <b>TOTAL FTE</b>                             |                              | <b>3.38</b>             |                         |                         |                         |    |
| 43 |  | <b>FRINGE BENEFIT RATE</b>                   |                              | 34.00%                  | <b>FRINGE BENEFIT RATE</b>                   |                              | 34.00%                  |                         |                         |                         |    |
| 44 |  | <b>EMPLOYEE FRINGE BENEFITS</b>              |                              | <b>\$ 93,262</b>        | <b>EMPLOYEE FRINGE BENEFITS</b>              |                              | <b>\$ 93,262</b>        | <b>\$ 181,292</b>       | <b>\$ 155,902</b>       | <b>\$ 337,194</b>       |    |
| 45 |  | <b>TOTAL SALARIES &amp; BENEFITS</b>         |                              | <b>\$ 367,561</b>       | <b>TOTAL SALARIES &amp; BENEFITS</b>         |                              | <b>\$ 367,561</b>       | <b>\$ 800,972</b>       | <b>\$ 617,010</b>       | <b>\$ 1,417,982</b>     |    |



|    | A   | B                            | C                    | F                    | I                    | N                    | Q                    | AI |
|----|---|------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----|
| 1  | <b>DEPARTMENT OF HOMELESSNESS AND SUPPORTIVE HOUSING</b>            |                              |                      |                      |                      |                      |                      |    |
| 2  | <b>OPERATING DETAIL</b>   |                              |                      |                      |                      |                      |                      |    |
| 3  | <b>Document Date</b>  | 11/1/2023                    |                      |                      |                      |                      |                      |    |
| 4  | <b>Provider Name</b>  | Episcopal Community Services |                      |                      |                      |                      |                      |    |
| 5  | <b>Program</b>  | Housing First Hotels CNC     |                      |                      |                      |                      |                      |    |
| 6  | <b>FSP Contract ID#</b>   | 1000019778                   |                      |                      |                      |                      |                      |    |
| 7  | <b>Budget Name</b>  | Mentone - Support Services   |                      |                      |                      |                      |                      |    |
| 8  | <b>EXTENSION YEAR    EXTENSION YEAR</b>                             |                              |                      |                      |                      |                      |                      |    |
| 9  |   | <b>Year 1</b>                | <b>Year 2</b>        | <b>Year 3</b>        | <b>Year 4</b>        | <b>Year 5</b>        | <b>All Years</b>     |    |
| 10 |   | 1/1/2021 - 6/30/2021         | 7/1/2021 - 6/30/2022 | 7/1/2022 - 6/30/2023 | 7/1/2023 - 6/30/2024 | 7/1/2024 - 6/30/2025 | 1/1/2021 - 6/30/2025 |    |
| 11 |   | Actuals                      | Actuals              | Actuals              | New                  | New                  | New                  |    |
| 12 | <b>Operating Expenses</b>   | Budgeted Expense             | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     | Budgeted Expense     |    |
| 14 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 2,760                     | \$ 8,860             | \$ 10,500            | \$ 9,000             | \$ 9,000             | \$ 40,120            |    |
| 15 | Office Supplies/ Furniture/ Equipment                               | \$ 2,906                     | \$ 5,395             | \$ 4,025             | \$ 4,000             | \$ 4,000             | \$ 20,326            |    |
| 17 | Printing and Reproduction   | \$ 1,781                     | \$ 4,020             | \$ 7,321             | \$ 6,600             | \$ 6,600             | \$ 26,322            |    |
| 18 | Insurance   | \$ 2,802                     | \$ 5,604             | \$ 8,404             | \$ 7,500             | \$ 7,500             | \$ 31,810            |    |
| 19 | Staff Training/Recruitments   | \$ 1,077                     | \$ 2,154             | \$ 3,654             | \$ 2,600             | \$ 2,600             | \$ 12,085            |    |
| 22 | Licenses and Fees   | \$ 170                       | \$ 340               | \$ 340               | \$ 250               | \$ 250               | \$ 1,350             |    |
| 23 | Food and Food Supplies  | \$ 3,863                     | \$ 7,725             | \$ 6,725             | \$ 4,500             | \$ 4,500             | \$ 27,313            |    |
| 24 | Program Supplies  | \$ 2,700                     | \$ 5,400             | \$ 3,900             | \$ 3,254             | \$ 3,254             | \$ 18,508            |    |
| 43 | <b>TOTAL OPERATING EXPENSES</b>                                     | \$ 18,059                    | \$ 39,498            | \$ 44,869            | \$ 37,704            | \$ 37,704            | \$ 177,834           |    |
| 44 |   |                              |                      |                      |                      |                      |                      |    |
| 45 | Other Expenses (not subject to indirect cost %)                     |                              |                      |                      |                      |                      |                      |    |
| 46 | COBD (to be allocated)  | \$ 10,662                    |                      |                      | \$ 21,560            | \$ 21,560            | \$ 53,782            |    |
| 47 | One-Time Prop C Bonus Pay   | \$ 1,192                     | \$ 11,987            |                      | \$ -                 | \$ -                 | \$ 13,179            |    |
| 48 | Adjustment to Actuals   | \$ (1)                       | \$ (11,987)          |                      | \$ -                 | \$ -                 | \$ (11,988)          |    |
| 59 | <b>TOTAL OTHER EXPENSES</b>   | \$ 11,853                    | \$ -                 | \$ -                 | \$ 21,560            | \$ 21,560            | \$ 54,973            |    |

|    | A  | B                  | C                 | D  | E                    |
|----|--|--------------------|-------------------|--|----------------------|
| 1  | <b>BUDGET NARRATIVE</b>                  | <b>Fiscal Year</b> |                   |  |                      |
| 2  | <b>Mentone - Support Services</b>        | <b>FY23-24</b>     |                   |  |                      |
|    |  | <u>Adjusted</u>    |                   |  |                      |
|    |  | <u>Budgeted</u>    | <u>Budgeted</u>   |  |                      |
| 3  | <b>Salaries &amp; Benefits</b>           | <u>FTE</u>         | <u>Salary</u>     | <u>Justification</u>   | <u>Calculation</u>   |
|    | Support Services Manager                 | 0.50               | \$ 48,497         | Provides team leadership, management and supervision to ensure program quality, as well as resident safety, housing retention, and individual development; supervises staff; coordinates and leads partner efforts.  | \$96,994 x 0.50 FTE  |
| 4  | Case Manager III                         | 0.93               | \$ 73,043         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$78,541 x 0.93 FTE  |
| 5  | Case Manager III                         | 1.40               | \$ 90,004         | Carries resident caseload, supporting clients in their efforts to retain housing and to achieve short-and long-term personal goals; links residents to clinical, vocational and other needed resources to help them achieve improved personal health and life quality; develops and leads community-building client activities to set and maintain a safe, pleasant and secure more environment for residents.                             | \$64,519 x 1.40 FTE  |
| 6  |  |                    |                   |  |                      |
| 7  | Database Specialist & Compliance Monitor | 0.06               | \$ 4,829          | Evaluates HSH contract compliance; conducts resident chart reviews;  | \$75,143 x 0.06 FTE  |
| 8  | Database Specialist & Compliance Monitor | 0.06               | \$ 4,639          | Provides staff training on department protocols and procedures;  | \$72,197 x 0.06 FTE  |
|    | Clinical Services Manager                | 0.03               | \$ 2,753          | Provides case consultation and clinical direction to on-site staff to ensure highest functioning of residents; partners with staff for resolution of difficult client issues; provides crisis intervention and resolution; leads staff clinical education and training programs.   | \$85,682 x 0.03 FTE  |
| 9  | Director of Impact & Analytics           | 0.02               | \$ 3,139          | Designs and implements continuous quality improvement program to ensure that ECS's programs and services meet its standards. Works with program manager to develop quality assurance policies, collecting data for analysis by program, dept and organization-wide.  | \$151,620 x 0.02 FTE |
| 10 | Director of Healthy Aging                | 0.01               | \$ 2,056          | Overall program direction and operations of CKSC as well as leadership for seniors aging in place throughout all of our programs, with a focus on senior engagement, safety, health and independence.  | \$152,319 x 0.01 FTE |
| 11 | Housing Services Sr. Director            | 0.07               | \$ 12,275         | Provides overall leadership, administration and supervision to ECS's ten supportive housing sites; develops proposals, negotiates and manages  | \$171,917 x 0.07 FTE |
| 12 | Compliance Specialist                    | 0.06               | \$ 5,078          | Provides staff training on department protocols and procedures;  | \$79,015 x 0.06 FTE  |
| 13 | Housing Services Director                | 0.06               | \$ 7,874          | To assist Sr. Director of Hsg Svs with the administration and supervision to ECS's 20 supportive housing sites; develops proposals; negotiates and manages contracts; reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader housing program efforts. | \$140,602 x 0.06 FTE |
| 14 | Support for Housing Services Director    | 0.17               | \$ 20,113         | To assist Sr. Director of Hsg Svs with the administration and supervision to ECS's 20 supportive housing sites; develops proposals; negotiates and manages contracts; reports contractual outcomes and activities to funders; develops strategic and practical relationships with community partners; provides direction and support in crisis or other problematic situations; links individual sites to broader housing program efforts. | \$118,312 x 0.17 FTE |
| 15 |  |                    |                   |  |                      |
| 23 | TOTAL                                    | 3.38               | \$ 274,299        |  |                      |
| 24 | <u>Employee Fringe Benefits</u>          | <u>34.00%</u>      | <u>\$ 93,262</u>  | <u>Includes FICA, SSUI, Workers Compensation and Medical calculated at 34% of total salaries.</u>  |                      |
| 25 | <b>TOTAL SALARIES &amp; BENEFITS</b>     |                    | <b>\$ 367,561</b> |  |                      |

|    | A   | B                | C                  | D  | E                  |
|----|---|------------------|--------------------|--|--------------------|
| 1  | <b>BUDGET NARRATIVE</b>   |                  | <b>Fiscal Year</b> |  |                    |
| 2  | <b>Mentone - Support Services</b>                                   | <b>FY23-24</b>   |                    |  |                    |
| 26 |   |                  |                    |  |                    |
| 27 | <b>Operating Expenses</b>   | <b>Budgeted</b>  |                    | <b>Justification</b>   | <b>Calculation</b> |
|    |   | <b>Expense</b>   |                    |  |                    |
| 28 | Utilities (Electricity, Water, Gas, Phone, Garbage and Waste Mgmt.) | \$ 9,000         |                    | Telecommunication, including Sonic and TPX   | \$750 x 12 months  |
| 29 | Office Supplies/ Furniture/ Equipment                               | \$ 4,000         |                    | Support Service office supplies for program staff including materials used with participants and computers | \$333 x 12 months  |
| 31 | Printing and Reproduction   | \$ 6,600         |                    | Leased copier  | \$550 x 12 months  |
| 32 | Insurance   | \$ 7,500         |                    | Liability and umbrella agency insurance prorated   | \$625 x 12 months  |
| 33 | Staff Training/Recruitments   | \$ 2,600         |                    | Training expenses, including meeting supplies and conference   | \$217 x 12 months  |
| 36 | Licenses and Fees   | \$ 250           |                    | Support Services licenses fee  | \$21 x 12 months   |
| 37 | Food and Food Supplies  | \$ 4,500         |                    | Using the SF Food Bank, the food items will supplement residents' own arrangements                         | \$375 x 12 months  |
| 38 | Program Supplies  | \$ 3,254         |                    | Includes bus passes, program materials and snacks for resident activities,                                 | \$271 x 12 months  |
| 57 | <b>TOTAL OPERATING EXPENSES</b>                                     | <b>\$ 37,704</b> |                    |  |                    |
| 58 | <b>Indirect Cost</b>  | 12.0%            | <b>\$ 15,716</b>   |  |                    |
| 59 |   |                  |                    |  |                    |
| 60 |   |                  |                    |  |                    |
| 61 | <b>Other Expenses (not subject to indirect cost %)</b>              | <b>Amount</b>    |                    | <b>Justification</b>   | <b>Calculation</b> |
| 62 | CODB (to be allocated)  | \$ 21,560        |                    | 4.75% Cost of doing business for FY 24   | 4.75%              |
| 74 |   |                  |                    |  |                    |
| 75 | <b>TOTAL OTHER EXPENSES</b>   | <b>\$ 21,560</b> |                    |  |                    |

## Appendix C, Method of Payment

- I. **Actual Costs:** In accordance with Article 5 Use and Disbursement of Grant Funds of the Grant Agreement, payments shall be made for actual costs incurred and reported for each month within the budget term (e.g., Fiscal Year or Project Term). Under no circumstances shall payment exceed the amount set forth in Appendix B, Budget(s) of the Agreement.
  
- II. **General Instructions for Invoice Submittal:** Grantee invoices shall include actual expenditures for eligible activities incurred during the month.
  - A. **Timelines:** Grantee shall submit all invoices and any related required documentation in the format specified below, after costs have been incurred, and within 15 days after the month the service has occurred. All final invoices must be submitted 15 days after the close of the fiscal year or project period. Expenditures must be paid by the Grantee prior to invoicing HSH for those expenditures.

| Billing Month/Date | Service Begin Date | Service End Date |
|--------------------|--------------------|------------------|
| August 15          | July 1             | July 31          |
| September 15       | August 1           | August 31        |
| October 15         | September 1        | September 30     |
| November 15        | October 1          | October 31       |
| December 15        | November 1         | November 30      |
| January 15         | December 1         | December 31      |
| February 15        | January 1          | January 31       |
| March 15           | February 1         | February 28/29   |
| April 15           | March 1            | March 31         |
| May 15             | April 1            | April 30         |
| June 15            | May 1              | May 31           |
| July 15            | June 1             | June 30          |

- B. **Invoicing System:**
  1. Grantee shall submit invoices, and all required supporting documentation demonstrating evidence of the expenditure through the Department of Homelessness and Supportive Housing (HSH)'s web-based Contracts Administration, Reporting, and Billing Online (CARBON) System at: <https://contracts.sfhsa.org>.
  
  2. Grantee's Executive Director or Chief Financial Officer shall submit a letter of authorization designating specific users, including their names, emails and phone numbers, who will have access to CARBON to electronically submit and sign for invoices, submit program reports, and view other information that is in CARBON.

3. Grantee acknowledges that submittal of the invoice by Grantee's designated authorized personnel with proper login credentials constitutes Grantee's electronic signature and certification of the invoice.
  4. Grantee's authorized personnel with CARBON login credentials shall not share or internally reassign logins.
  5. Grantee's Executive Director or Chief Financial Officer shall immediately notify the assigned HSH Contract Manager, as listed in CARBON, via email or letter regarding any need for the restriction or termination of previously authorized CARBON users and include the name(s), email(s) and phone number(s) of those previously authorized CARBON users.
  6. Grantee may invoice and submit related documentation in the format specified by HSH via paper or email only upon special, written approval from the HSH Contracts Manager.
- C. Line Item Variance There shall be no variance from the line item budget submitted, which adversely affects Grantee's ability to provide services specified in the Appendix A(s), Services to be Provided of the Agreement; however, Grantee may invoice up to 110 percent of an ongoing General Fund or Prop C line item, provided that total expenditures do not exceed the total budget amount, per the HSH Budget Revision Policy and Procedure: <http://hsh.sfgov.org/overview/provider-updates/>.
- D. Spend Down
1. Grantee shall direct questions regarding spend down and funding source prioritization to the assigned HSH Contract and Program Managers, as listed in CARBON.
  2. Generally, Grantee is expected to spend down ongoing funding proportionally to the fiscal year or project period. Grantee shall report unexpected delays and challenges to spending funds, as well as any lower than expected spending to the assigned Contract and Program Managers, as listed in CARBON prior to, or in conjunction with the invoicing period.
  3. Failure to spend significant amounts of funding, especially non-General Fund dollars, may result in reductions to future allocations. HSH may set specific spend down targets and communicate those to Grantees.
- E. Documentation and Record Keeping:
1. In accordance with Article 5 Use and Disbursement of Grant Funds; Article 6 Reporting Requirements; Audits; Penalties for False Claims; and the Appendix A(s), Services to be Provided of the Agreement, Grantee shall keep electronic or hard copy records and documentation of all HSH invoiced costs, including, but not limited to, payroll records; paid invoices; receipts; and payments made for a period not fewer

than five years after final payment under this Agreement, and shall provide to the City upon request.

- a. HSH reserves the right to modify the terms of this Appendix in cases where Grantee has demonstrated issues with spend down, accuracy, and timeliness of invoices.
  - b. In addition to the instructions below, HSH will request and review supporting documentation on the following occasions without modification to this Appendix:
    - 1) Program Monitoring;
    - 2) Fiscal and Compliance Monitoring;
    - 3) Year End Invoice Review;
    - 4) Monthly Invoice Review;
    - 5) As needed per HSH request; and/or
    - 6) As needed to fulfill audit and other monitoring requirements.
2. All documentation requested by and submitted to HSH must:
- a. Be easily searchable (e.g., PDF) or summarized;
  - b. Clearly match the Appendix B, Budget(s) line items and eligible activities;
  - c. Not include identifiable served population information (e.g., tenant, client, Protected Health Information (PHI), Personally Identifiable Information (PII)); and
  - d. Include only subcontracted costs that are reflected in the Appendix B, Budget(s). HSH will not pay for subcontractor costs that are not reflected in the Appendix B, Budget(s). All subcontractors must also be listed as Approved Subcontractors.
3. Grantee shall follow HSH instructions per funding source and ensure that all documentation clearly matches the approved Appendix B, Budget(s) line items and eligible activities.

| General Fund/ Care Not Cash (CNC) / Prop C |   |
|--|---|
| Type                                       | Instructions and Examples of Documentation  |
| Salaries & Benefits                        | <p>Grantee shall maintain and provide documentation for all approved payroll expenses paid to any personnel included in the Appendix B, Budget(s) covered by the Agreement and invoice period each time an invoice is submitted.</p> <p>Documentation shall include, but is not limited to, historical and current payroll information from a payroll service or a payroll ledger from Grantee’s accounting system and must include employee name, title, rate, and hours worked for each pay period.</p> |
| Operating                                  | <p>Grantee shall maintain documentation for all approved Operating costs included in the Appendix B, Budget(s). Each time an invoice is submitted, Grantee shall upload documentation for all Subcontractor and Consultant costs, and documentation for any Operating line items that exceed \$10,000.</p>  |

| General Fund/ Care Not Cash (CNC) / Prop C |  |
|--|--|
| Type                                       | Instructions and Examples of Documentation   |
|  | Documentation may include, but is not limited to, receipts of purchases or paid invoices of recurring expenditures, such as lease payments; copies of current leases; subcontractor payments; equipment lease invoices; and utility payments.  |
| Operating - Direct Assistance              | Grantee shall maintain and provide documentation for all approved Direct Assistance costs included in the Appendix B, Budget(s) each time an invoice is submitted.<br><br>Documentation shall include a General Ledger or receipts of purchases, showing proof of Direct Assistance expenditures, and any other information specifically requested by HSH to confirm appropriate use of Direct Assistance funds. |
| Capital and/or One-Time Funding            | Grantee shall maintain and provide documentation for all approved Capital and/or One-Time Funding costs included in the Appendix B, Budget(s) each time an invoice is submitted.<br><br>Documentation may include receipts of purchases or paid invoices of non-recurring expenditures, such as repairs or one-time purchases.   |
| Revenue                                    | Grantee shall maintain and provide documentation for all revenues that offset the costs in the Appendix B, Budget(s) covered by the Agreement each time an invoice is submitted.   |

4. HSH will conduct regular monitoring of provider operating expenses under \$10,000 including, but not limited to requesting supporting documentation showing invoices were paid. Grantees shall provide requested information within specified timelines. HSH reserves the right to require full documentation of invoice submission regardless of amount to ensure the Grantee's compliance with HSH's invoicing requirements.

**III. Advances or Prepayments:** Advances or prepayments are allowable on certified annual ongoing General Fund or Prop C amounts (i.e., authorized by executed Agreements) in order to meet non-profit Grantee cash flow needs in certain circumstances. Requests for advance payment will be granted by HSH on a case-by-case basis. Advances are not intended to be a regular automatic procedure.

A. Advance Requirements:

Once the Agreement is certified, Grantee, prior to distribution of any advanced payment, must fulfill the following conditions:

1. All Agreement compliance requirements must be currently met (e.g., reports submitted and approved; corrective actions resolved; business tax and insurance certificates in place; prompt and properly documented invoicing; appropriate spend down);

2. The final invoice from the preceding fiscal year must be received prior to advance distribution; and
3. Advances from the preceding fiscal year must be repaid, in full, prior to any additional advance distribution.

B. Advance Request Process:

1. Grantee shall submit a written request via email with a narrative justification that fully describes the unique circumstances to the assigned HSH Contract Manager, as listed in CARBON, for review and approval.
2. HSH, at its sole discretion, may make available to Grantee up to two months of the total ongoing annualized General Fund or Prop C budget amount, per the Appendix B, Budget(s) of this Agreement. Requests for greater than two months of the ongoing annualized budget amount may be considered on a case-by-case basis.

C. Advance Repayment Process:

1. If approved by HSH, the advanced sum will be deducted from the Grantee's monthly invoices at an equal rate each month that will enable repayment before the close of the fiscal year. For example, for a twelve-month grant the rate of repayment of the advance will be 1/10<sup>th</sup> per month from July to April. An alternative period of repayment may be calculated in order to ensure cash flow and repayment.
2. All advance repayments must be recovered within the fiscal year for which it was made.
3. In the case where advance repayments cannot be fully recovered by deducting from the Grantee's monthly invoices, Grantee shall repay the outstanding balance via check in the amount verified by the assigned HSH Contract Manager, as listed in CARBON. Grantee shall make the repayment after the final invoice of the fiscal year has been approved to the address provided by the assigned HSH Contract Manager, as listed in CARBON.

IV. **Timely Submission of Reports and Compliance:** If a Grantee has outstanding items due to the City (e.g., Corrective Action Plans/report/document/data input), as specified in any written form from HSH (e.g., Letter of Correction, Corrective Action Plan, and/or Appendix A(s), Services to be Provided of the Agreement), Grantee shall submit and comply with such requirements prior to or in conjunction with invoices. Failure to submit required information or comply by specified deadlines may result in HSH withholding of payments.



## Appendix D - Interests in Other City Grants

\*\*Subgrantees must also list their interests in other City Grants

| City Department or Commission                     | Program Name   | Dates of Grant Term                  | Not-To-Exceed Amount |
|---|--|--------------------------------------|----------------------|
| Adult Probation Department                        | Rental Subsidies and Flexible Spending Funds for Step Up to Freedom. | May 1, 2020 - June 30, 2024          | \$2,335,382          |
| Department of Homelessness and Supportive Housing | 1064-68 Mission Street Housing                                       | May 1, 2022 - June 30, 2025          | \$6,300,824          |
| Department of Homelessness and Supportive Housing | 1180 4th Street Housing  | July 1, 2014 - June 3, 2024          | \$4,934,700          |
| Department of Homelessness and Supportive Housing | 455 Fell Street Housing  | May 15, 2019 - June 30, 2026         | \$2,929,622          |
| Department of Homelessness and Supportive Housing | Adult Access Points  | July 1, 2021 - June 30, 2024         | \$9,816,708          |
| Department of Homelessness and Supportive Housing | Adult Rapid Rehousing & Mainstream Voucher                           | July 1, 2020 - June 30, 2024         | \$8,586,482          |
| Department of Homelessness and Supportive Housing | Adult Rapid Rehousing (Prop C)                                       | February 15, 2021 - June 30, 2024    | \$9,749,200          |
| Department of Homelessness and Supportive Housing | Auburn Hotel   | July 1, 2021 - June 30, 2026         | \$7,555,534          |
| Department of Homelessness and Supportive Housing | Bishop Swing   | July 1, 2020 - March 31, 2024        | \$4,384,783          |
| Department of Homelessness and Supportive Housing | Bryant Homeless Storage  | December 1, 2020 - February 29, 2024 | \$2,663,002          |
| Department of Homelessness and Supportive Housing | Canon Barcus RA & SS   | July 1, 2020 - June 30, 2024         | \$5,792,831          |
| Department of Homelessness and Supportive Housing | Canon Kip Community House  | December 1, 2021 - January 30, 2024  | \$7,085,148          |
| Department of Homelessness and Supportive Housing | Cova Non-Congregate Shelter  | December 18, 2021 - October 31, 2023 | \$9,940,476          |
| Department of Homelessness and Supportive Housing | Flexible Housing Subsidy Pool  | February 15, 2021 - June 30, 2024    | \$9,900,000          |
| Department of Homelessness and Supportive Housing | Granada Hotel  | November 1, 2020 - June 30, 2025     | \$7,489,776          |
| Department of Homelessness and Supportive Housing | Henry Hotel  | July 1, 2019 - October 31, 2023      | \$9,738,512          |
| Department of Homelessness and Supportive Housing | Henry Hotel Rental Assistance  | August 1, 2021 - July 31, 2024       | \$3,649,750          |

|   |   |                                   |              |
|---|---|-----------------------------------|--------------|
| Department of Homelessness and Supportive Housing               | Hotel Diva                                    | August 1, 2021 - June 30, 2024    | \$3,063,465  |
| Department of Homelessness and Supportive Housing               | Housing Navigation                            | July 1, 2021 - June 30, 2024      | \$9,956,824  |
| Department of Homelessness and Supportive Housing               | Interfaith Winter Shelter                     | July 1, 2021 - June 30, 2024      | \$2,333,326  |
| Department of Homelessness and Supportive Housing               | Minna Lee                                     | May 1, 2018 - June 30, 2026       | \$3,418,795  |
| Department of Homelessness and Supportive Housing               | Post Hotel                                    | September 1, 2020 - June 30, 2024 | \$9,996,278  |
| Department of Homelessness and Supportive Housing               | Rose Hotel & Canon Kip                        | July 1, 2020 - December 31, 2023  | \$2,405,468  |
| Department of Homelessness and Supportive Housing               | Sanctuary Shelter                             | July 1, 2021 - June 30, 2026      | \$25,755,271 |
| Department of Homelessness and Supportive Housing               | Tahanan Housing                               | August 1, 2021 - June 30, 2024    | \$3,074,403  |
| Department of Public Health                                     | Adult MH OP - SF Start                        | July 3, 2018 - June 30, 2025      | \$9,351,483  |
| Human Services Agency   | Congregate Meals for Adults with Disabilities | July 1, 2021 - June 30, 2025      | \$471,940    |
| Human Services Agency   | Congregate Meals for Older Adults (with NCQA) | July 1, 2021 - June 30, 2025      | \$2,420,484  |
| Human Services Agency   | HES FY24-27                                   | July 1, 2023 - June 30, 2027      | \$2,134,557  |
| Human Care Agency - Department of Disability and Aging Services | Senior Services - Community Services          | January 1, 2021 - June 30, 2027   | \$1,388,891  |
| Human Care Agency - Department of Disability and Aging Services | Case Management                               | July 1, 2023 - June 30, 2027      | \$1,593,557  |
| Office of Economic and Workforce Development                    | Pilot Occupational Skills Training            | July 1, 2021 - August 31, 2023    | \$1,250,000  |



DEPARTMENT OF  
HOMELESSNESS AND  
SUPPORTIVE HOUSING

# Episcopal Community Services: Permanent Supportive Housing Grant Agreement First Amendment

**Homelessness and Behavioral Health Select Committee | October 13, 2023**



# Proposed Amendment Details

- **Resolution:** Approve the **first amendment** to the grant agreement between HSH and **Episcopal Community Services (ECS)** for **property management** and **supportive services** at **5 supportive housing properties**.
- **Term:**
  - Current Term: January 1, 2021 – February 29, 2024
  - Amended Term: **January 1, 2021 – June 30, 2025**
- **Amount:** Increases not-to-exceed amount by **\$20,829,789** for a total not-to-exceed amount of **\$47,159,399**.

# Grant Agreement Overview

- Agreement for these sites originally procured by HSA in 2014 under **NOFA #592** and transferred to HSH.
- Population served: **adults who have exited homelessness.**
- ECS provides **supportive services** and subcontracts with **Caritas Management** to provide property management services at the site. Services include:
  - Housing stability support
  - Wellness and emergency safety checks
  - Support groups and social events
  - Tenant selection and lease management
  - Building management
  - Case management

# Program Context

- **464** site-based units at **5 sites**.
- **4%** of HSH's portfolio of 9,137 site-based PSH units.
- Average **occupancy rate of 94%** in FY2022-23 across 5 sites.
  - 97.6% (Alder)
  - 96% (Crosby)
  - 94.8% (Hillsdale)
  - 93.2% (Mentone)
  - 90.6% (Elm)

## FY 2022-23 Tenant Information

526 clients served

75 move-ins

33% Black

15% Latinx



DEPARTMENT OF  
HOMELESSNESS AND  
SUPPORTIVE HOUSING

# Questions?

Thank you!

Member, Board of Supervisors  
District 9



City and County of San Francisco

HILLARY RONEN

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DATE: October 5, 2023

TO: Angela Calvillo  
Clerk of the Board of Supervisors

FROM: Supervisor Hillary Ronen, Chair, Homelessness and Behavioral Health Select Committee

RE: Homelessness and Behavioral Health Select Committee  
COMMITTEE REPORT

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A handwritten signature in black ink that reads "Hillary Ronen".

Pursuant to Board Rule 4.20, as Chair of the Homelessness and Behavioral Health Select Committee, I have deemed the following matters of an urgent nature and request they be considered by the full Board on Tuesday, October 17, 2023, as Committee Reports:

1. 230990 - Grant Agreement Amendment - Episcopal Community Services - Cova Non-Congregate Shelter - Not to Exceed \$15,091,353
2. 230991 - Grant Agreement Amendment - Episcopal Community Services - Henry Hotel - Not to Exceed \$14,591,945
3. 230992 - Grant Agreement Amendment - Episcopal Community Services - Housing First Permanent Supportive Housing - Not to Exceed \$47,159,399
4. 231010 - Temporary Shelter and Homeless Services - Behested Payment Waiver

These matters will be heard in the Homelessness and Behavioral Health Select Committee at a regular meeting on Friday, October 13, 2023, at 10:00 a.m.