

## Citywide Affordable Housing Loan Committee

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

*Prepared By:* Anne Romero  
*Loan Committee Date:* September 26, 2025  
*Sponsor Name:* Octavia RSU Associates, L.P.  
*Project Name:* 78 Haight Street  
*Project Address:* 78 Haight Street  
*Number of Units/Beds:* 64 Units  
*Amount of Funds Requested:*  
    LOSP Request                      Up to \$558,963 Year 1  
  Up to \$10,589,361 over 15 year 3 month term  
  
    NPLH COSR                         Up to \$126,391 Year 1  
  Up to \$4,780,000 over 20 Years  
  
    Deferred AHP Loan Repayment     \$945,000  
  
    Addition of Family Childcare Unit at 120% MOHCD AMI  
  
*Amount of Funds Recommended:*    LOSP: up to \$10,589,361 in General Funds over  
  LOSP 15-year contract term  
  NPLH COSR: up to \$4,780,000 in NPLH funds over  
  20-year contract term  
  Deferred AHP Loan Repayment of \$945,000

### 1. SUMMARY AND BACKGROUND

On behalf of Octavia RSU Associates, L.P., Tenderloin Neighborhood Development Corporation (TNDC) requests up to \$10,589,361 in General Funds over a 15-year contract from the Local Operating Subsidy Program (LOSP) to subsidize operations of 32 supportive housing units (out of 64 total units) for Transitional Age Youth (TAY) who have experienced or are at risk of homelessness. The request also includes a new No Place Like Home (NPLH) Capital Operating Subsidy Reserve (COSR) of up to \$4,780,000 to support the NPLH TAY units over 20 years, to be funded as a grant and paid annually, similar to LOSP. TNDC also requests a repayment deferral of the

awarded \$945,000 in Affordable Housing Program (AHP) funds from the Federal Home Loan Bank of San Francisco (FHLBSF) so that these funds can be used for capital costs during construction. This proposed use of AHP and repayment deferral is permitted in the 2024 Loan Amendment subject to MOHCD written approval based on the 2024 additional loan funds request reviewed by Loan Committee. Finally, this request updates Loan Committee on the new Designated Child Care Unit (DCCU) on the ground floor that has been added to the Project since the planned childcare center was determined to no longer be feasible after start of construction.

78 Haight is a 64-unit affordable housing development (Project) located at the corner of Haight Street and Octavia Boulevard, which received its temporary certificate of occupancy (TCO) on September 15, 2025. The Project site has long been identified for TAY housing under TAY housing plans given the small site which can only support a small project, ideal for TAY, and the dynamism and safety of the surrounding neighborhood.

TNDC was originally awarded funding under their response to the Octavia Boulevard Parcels RS&U Request for Proposals issued in June 2017. The Project was put on hold several times due to MOHCD budget constraints and multiple rounds of state financing applications. Construction loan closing occurred in April 2022 but construction was paused one month later due to unforeseen conditions of the adjacent Mount Trinity Baptist Church (MTBC) which was at risk of collapse if construction proceeded. TNDC worked tirelessly to reach an agreement with MTBC that involved funding structural repairs and pursued additional grant funds as well as contributed developer fee to cover increased costs. With additional gap funds in the amount of \$8.5M provided by MOHCD in May 2024, the Project resumed construction and will meet its extended placed-in-service deadline of December 31, 2025. This request encapsulates the final LOSP and NPLH COSR funding needed for transitioning the Project to operations, as well as documents the request for AHP funds to be used for the remaining capital gap.

The Project has 58 studios and 5 one-bedroom units plus 1 three-BR family daycare unit. There is no manager unit. There are 32 apartments programmed for youth experiencing or at risk of homelessness, including 15 No Place Like Home units and 5 one-bedrooms for TAY households with more than one person (including TAY couples). The remaining 31 units will be programmed for low-income households. Bolded AMIs are the most restrictive as of this writing.

<u>NON-LOTTERY</u>	No. of Units	MOHCD	TCAC	AHP
Studio – LOSP	12	<b>30% MOHCD AMI</b>	25% TCAC AMI	25% HUD AMI
Studio - LOSP NPLH	15	30% TCAC AMI	<b>25% TCAC AMI</b>	25% HUD AMI
1 BR – LOSP	5	<b>30% MOHCD AMI</b>	25% TCAC AMI	25% HUD AMI
Sub-Total	32			
<u>LOTTERY</u>				

0 BR	27	65% MOHCD AMI	<b>50% TCAC AMI</b>	50% HUD AMI
0 BR	4	50% MOHCD AMI	<b>40% TCAC AMI</b>	40% HUD AMI
Sub-Total	31			
<b>FAMILY CHILDCARE</b>				
3-BR	1	<b>120% MOHCD AMI</b>	-	-
TOTAL	64			
AVERAGE Tenant Rent expressed as MOHCD AMI	36% AMI			
AVERAGE Tenant Rent expressed as MOHCD AMI - LOTTERY UNITS ONLY	61% AMI			

Capital funding sources include NPLH funds from the City’s Alternative County NPLH allocation for 15 TAY units, which requires that these units serve residents who were homeless or at risk of homelessness and have a serious mental illness. All TAY units will receive referrals through the Coordinated Entry system, including referrals for the NPLH units. The definition of TAY is being updated to reflect HSH’s current definition of youth population type to include a person aged 25-27 years old who used the homelessness response system services in San Francisco between the ages of 18 and 24 years old.

When it became apparent that the planned childcare center on the ground floor was no longer feasible due to a childcare provider space miscalculation, the Sponsor expeditiously added a 3-BR DCCU to the ground floor which will serve a childcare provider at up to 120% AMI restricted by MOHCD.

1.1. Site.

The site is located at the corner of Haight Street and Octavia Boulevard in San Francisco’s Hayes Valley neighborhood (Supervisorial District 6). The infill site is only 5,581 SF and is one of the last Central Freeway housing parcels to be developed.

1.2. Design.

The building is Type 1 with 7 residential stories over a full basement with 64 units and a roof deck and laundry plus community room on the 8<sup>th</sup> floor. Given the site slope, the grade change allows a basement that is at-grade on the north edge and accessible from the sidewalk on Rose Street. The design includes a separate 3-BR childcare unit fronting Octavia Street on the ground floor, which replaced a planned childcare center that had become infeasible.

UNIT TYPES	CTCAC-Required Minimum SF	Average Unit SF – This Project	This Project unit type % greater than TCAC min
Studio (58):	200	310	55%
1 BR (5):	450	470	4%
3 BR (1):	900	2,283	154%
Do all units meet CTCAC minimum SF?	YES		

**2. REQUEST FOR DEFERRED AHP LOAN REPAYMENT**

2.1. Overview of request

TNDC is requesting to use their bridge AHP bridge loan in the amount of \$945,000 for development costs (that was originally planned to repay City funds used during construction at permanent conversion) by deferring the repayment of the bridge loan until the end of the MOHCD Promissory Note term (55 years). The AHP funds are necessary to help cover multiple hard cost overruns incurred due to challenging site logistics, PG&E infrastructure changes, the addition of the family daycare unit (DCCU) on the ground floor as well as additional structural required repairs to the adjacent Mt. Trinity Baptist church.

2.2. Loan Conditions from 2024 Loan Amendment funds

Per the conditions of the loan amendment funds approved in 2024 to restart construction, TNDC pursued additional sources of capital and operating funding and successfully secured a \$700,000 grant from the Weinberg Foundation. TNDC will use the Weinberg Foundation grant as a capital source. With the addition of the Weinberg grant and AHP being used as a capital source, TNDC can now take their at-risk developer that had been contributed as a GP equity source, which will help ensure TNDC’s financial sustainability. This use of AHP was previewed in the loan conditions listed below that accompanied the loan amendment funds, and all of these conditions have been met through TNDC’s efforts:

- Borrower will provide monthly updates on the progress of re-planning ground floor use space, including additional residential units, service space and/or smaller commercial space, including impacts on the budget, and will request MOHCD approval prior to finalizing the revised ground floor plan.

**STATUS: Done.**

- Borrower will reapply for Continuum of Care (“CoC”) funding from HUD, and if awarded, Borrower will reduce the amount allocated to the COSR by the amount of awarded CoC funding and will use Excess Proceeds to repay Note A. Any awarded CoC funding will not be used to pay at-risk developer fee.

**STATUS: TNDC applied for COC subsidies and no SF projects were funded.**

- Borrower will apply for additional capital funds and rental subsidies in addition to CoC funding that might allow Borrower to leverage permanent debt against the Project, as well as to increase Project funding sources. Borrower will seek an allocation

of Project Based Vouchers from SFHA with assistance from MOHCD, and/or Veterans Affairs Supportive Housing (“VASH”) vouchers on the non-Permanent Supportive Housing units to offset the City’s additional loan for the Project. If Borrower is awarded Project Based Vouchers and/or VASH vouchers, Borrower (i) will use the additional Project Income from such awards to service additional debt for the Project, and (ii) with the prior written approval of MOHCD in its sole discretion, may fund a portion of at-risk developer fee from Excess Proceeds.

**STATUS: Done. TNDC pursued Project Based Vouchers from SFHA and inquired about VASH vouchers on the non-Permanent Supportive Housing units. Neither source was available for this site.**

- Borrower will complete a feasibility analysis of including a family childcare unit on the ground floor of the Project for MOHCD’s review and approval. Such feasibility analysis will include the preliminary design, cost estimate, and permitting requirements for the family childcare unit, in consultation with the Planning Department and the Department of Building Inspection. The inclusion of a family childcare unit must not delay Project completion past its TCAC placed-in-service deadline of December 31, 2025.

**STATUS: Done.**

- Notification and Repayment of AHP Bridge Loan. If Borrower is awarded AHP funding, Borrower will deliver to the City a copy of the award notice of such AHP funding award no later than ten (10) days of receiving written notice, unless the City has received such written notice prior to the Agreement Date. Borrower will repay the AHP Bridge Loan to the City within one hundred twenty (120) days of the later of (i) the date the Deed of Trust is recorded in the Official Records, or (ii) the date the Borrower closes the loan for AHP funding and the AHP funds are disbursed to Borrower; provided, however, that if Borrower is not awarded AHP funding or receives AHP funding sufficient for only partial repayment of the AHP Bridge Loan, the unpaid principal balance of the AHP Bridge Loan and unpaid costs and fees incurred will be due and payable at the Maturity Date according to the terms set forth in full in the Notes. Notwithstanding the foregoing, if Borrower is awarded AHP funding, and if the Funding Amount combined with decreases to permanent loan sources and tax credit equity are insufficient to pay off the outstanding construction loan, the Borrower with City’s prior written approval may use the awarded AHP funding to repay the outstanding construction loan or pay other construction costs, and the unpaid principal balance of the AHP Bridge Loan and unpaid costs and fees incurred shall be due and payable on the Maturity Date according to the terms set forth in full in Note A.

**STATUS: This request.**

2.3. Comparison of Project Sources and Uses from 2024 Loan Amendment

<b>Project Sources</b>	<b>Loan Committee Jan 2024</b>	<b>Proposed September 2025</b>	<b>Variance</b>
LIHTC Equity	\$ 27,047,994	\$ 27,047,994	\$ -
MOHCD Original Gap (incl. AHP Bridge)	\$ 26,746,467	\$ 26,746,467	\$ -
MOHCD Additional Gap	\$ 8,559,766	\$ 8,559,766	\$ -
Awarded AHP		\$ 945,000	\$ 945,000
Weinberg Foundation	\$ -	\$ 700,000	\$ 700,000
GP Equity	\$ 1,100,000	\$ -	\$ (1,100,000)
Deferred Interest	\$ 1,546,700	\$ 1,753,226	\$ 206,526
<b>TOTAL:</b>	<b>\$ 65,000,927</b>	<b>\$ 65,752,453</b>	<b>\$ 751,526</b>

<b>Project Uses</b>	<b>Loan Committee Jan 2024</b>	<b>Proposed September 2025</b>	<b>Variance</b>
Acquisition	\$ 37,438	\$ 37,438	\$ -
Construction	\$ 42,615,277	\$ 43,260,275	\$ 644,998
Soft Costs			
A&E	\$ 3,573,493	\$ 3,569,962	\$ (3,531)
Engineering & Environmental Studies	\$ 418,905	\$ 418,905	\$ -
Financing Costs	\$ 4,034,034	\$ 4,192,560	\$ 158,526
Legal Costs	\$ 441,207	\$ 489,207	\$ 48,000
Other Development Costs	\$ 4,614,157	\$ 4,517,690	\$ (96,467)
Soft Cost Contingency	\$ 870,890	\$ 870,890	\$ -
Reserves	\$ 6,195,526	\$ 6,195,526	\$ -
Developer Fee	\$ 2,200,000	\$ 2,200,000	\$ -
<b>TOTAL:</b>	<b>\$ 65,000,927</b>	<b>\$ 65,752,453</b>	<b>\$ 751,526</b>

Since restarting construction in March 2024, the 78 Haight Project has encountered several unforeseen challenges, leading to an increase in construction costs in amount of \$645,000, and overall cost increase of \$751,526. Some savings have been realized from other soft costs that have offset some of the cost increases detailed above.

- PG&E Related Changes: The final PG&E design approved in May 2024 required receiving power from Gough Street, a major artery one full block away from the site, rather than from the originally planned Octavia/Haight intersection.

- Site Logistics Costs: SFMTA approved the project’s site logistics plan in June 2024, requiring several full-time traffic control personnel.

- Structural Repairs to 68 Haight St (Mt. Trinity Baptist Church): Additional structural repairs were required to ensure the structural integrity of the church and resulted in \$380,000 in added costs beyond the originally

budgeted \$1.79 million.

- Ground Floor Redesign to include a DCCU: Initially planned as a commercial daycare center, the ground floor space was redesigned as a DCCU following feasibility concerns and a request from the Budget and Finance Committee. This resulted in a net cost increase of \$683,000 and was approved by MOHCD in September 2024.

- Financing costs increased due to higher projected construction loan interest and the escrow fee at conversion.

- Legal costs increased due to the extended construction timeline, additional construction lender inspection costs and projected tax counsel costs for permanent conversion.

As required in the loan conditions from the 2024 MOHCD loan amendment, TNDC has made substantial efforts to bring other sources to the deal and complete the project by the tax credit deadline. Given adequate development sources with the Weinberg Grant and the AHP being used for capital costs, the restoration of TNDC's contributed at-risk developer fee is warranted.

### **3. DESIGNATED CHILD CARE UNIT**

Given the loss of the planned childcare center on the ground floor, TNDC considered several design options to incorporate a Designated Child Care Unit or DCCU to serve the Project and surrounding neighborhood. With MOHCD approval, TNDC ultimately incorporated a 3-BR DCCU with a covered patio that will serve as outdoor space for the licensed family childcare provider. The unit is 2,283 SF and will include an in-home washer/dryer and dishwasher. The unit has frontage on Octavia Street, which allows for pick-up/drop-off of children. DCCUs are regulated by Planning Code Sec 414A.6 and family childcare providers need to secure a license from the state. Support is being provided by the City's Department of Early Childhood (DEC) and depending on the license type, the provider may serve up to 14 kids. The unit is approved under a separate marketing plan outside of the DAHLIA process on a first come first serve basis, and applicants must already have a San Francisco DCCU license.

Given its late addition to the Project (necessitating Planning approval for entitlements and DBI approval of permit revisions), this 3-BR unit is not part of the tax credit project and is only being restricted by and fully funded by MOHCD. The proposed MOHCD restriction is 120% AMI to widen the field of eligible family daycare providers, and rent will be charged at 100% MOHCD AMI. To date, TNDC has received five applications from licensed providers. MOHCD will amend the Declaration of Restrictions at conversion to permanent financing to add this unit to the MOHCD restrictions.

**4. OPERATING BUDGET SUMMARY and LOSP REQUEST**

First year projected operating expenses are \$1,411,944, or \$22,062 PUPA before reserves and fees. The operating budget is based on TNDC’s internal operating budget template and comparable sites with a lean staffing pattern given the small building size and resulting lack of economies of scale. TNDC applied for Continuum of Care (CoC) operating subsidy in 2024 but was not awarded (similar to all SF CoC applications last year). The operating budget had a previously approved COSR (capitalized as a permanent source) to help the non-LOSP units cashflow for 20 years, and the proposed addition of a 20-year NPLH COSR (funded annually through MOHCD) will help reduce the burden on LOSP funding for the 15 NPLH units.

**4.1. Staffing.**

Proposed staffing include:

- 1 FTE property manager
- 4.2 FTE desk clerk coverage plus overtime and meal break coverage
- 1 FTE custodian
- 1.5 FTE Maint III and Maint II staffing
- Temp employee coverage as needed in amount of \$20K / Year 1
- Supportive services for the non-TAY units are included in the operating budget at .4 FTE social worker including benefits, payroll taxes, food bank and other program expenses at \$49K in Year 1.

Larkin Street Youth Services support services for the TAY units will be funded separately by HSH.

Staffing Plan for operations:

Title	Hourly Rate	Annual Salary	FTE	Expense allocated to Project
Desk Clerk Coverage	\$ 23.60	\$ 49,093	4.2	\$ 206,192
General Manager	\$ 38.13	\$ 79,300	1	\$ 79,300
Temp Employee- Agency				\$ 20,000
Custodian	\$ 23.96	\$ 49,840	1	\$ 49,840
Maint II and III	\$ 31.00		1.5	\$ 96,720
<b>Total FTEs and Expenses, non Services Staffing:</b>			<b>7.7</b>	<b>\$ 452,052</b>

**4.2. Income.**

Project operations are entirely supported by Tenant Rent, LOSP, the original COSR, NPLH COSR and laundry income. Income from the requested LOSP contract covers the difference between the cost to operate the LOSP units and the annual income from tenant rent payments and the COSR annual contribution. LOSP tenant rents are budgeted at \$200 PUPM for TAY studio households and \$250 PUPM for TAY 1-BR with 2 people. LOSP subsidy is budgeted at \$558,963 in Year 1 and the proposed NPLH COSR is budgeted at \$126,391 in Year 1 (combined \$21,400 PUPA).

The tenant rents on the other studio units are set at 40% and 50% TCAC AMI as TCAC is the most restrictive source. 5% of total tenant rents is budgeted for vacancy loss. Effective gross income is estimated at \$1,509,265 in Year 1.

4.3. Annual Operating Expense Evaluation.

<b>Operating Proforma</b>		
<b>Underwriting Standard</b>	<b>Meets Standard? (Y/N)</b>	<b>Notes</b>
Debt Service Coverage Ratio is minimum 1.1:1 in Year 1 and stays above 1:1 through Year 17	N/A	DSCR is not applicable as this project is not able to leverage debt.
Vacancy rate meets TCAC Standards	Y	Vacancy rate is 5% of tenant rents, per LOSP policy and MOHCD underwriting guidelines
Annual Income Growth is increased at 2.5% per year or 1% for LOSP tenant rents	Y	Income escalation factor is 2.5% for non-LOSP and 1% for LOSP units per standard LOSP policy
Annual Operating Expenses are increased at 3.5% per year	Y	Expenses escalation factor is 3.5%
Base year operating expenses per unit are reasonable per comparables	Y	Total Operating Expenses are \$22,062 per unit per annum before reserves and fees. Operating costs are relatively high on a per unit basis given the small size of the project at 64 units, including 50% supportive housing units which necessitate 24 hour desk clerk coverage.  The updated property insurance cost of \$437,000 in Year 1 (\$6,825 PUPA) is also a large factor in the high operating cost. The insurance number is based on a confirmed quote from IMA for 2026. Premiums have been high across the whole TNDC portfolio. Costs are being driven by higher replacement costs (materials and labor), fewer carriers willing to cover affordable/PSH projects, higher reinsurance costs, and overall risk factors tied to urban properties in California.

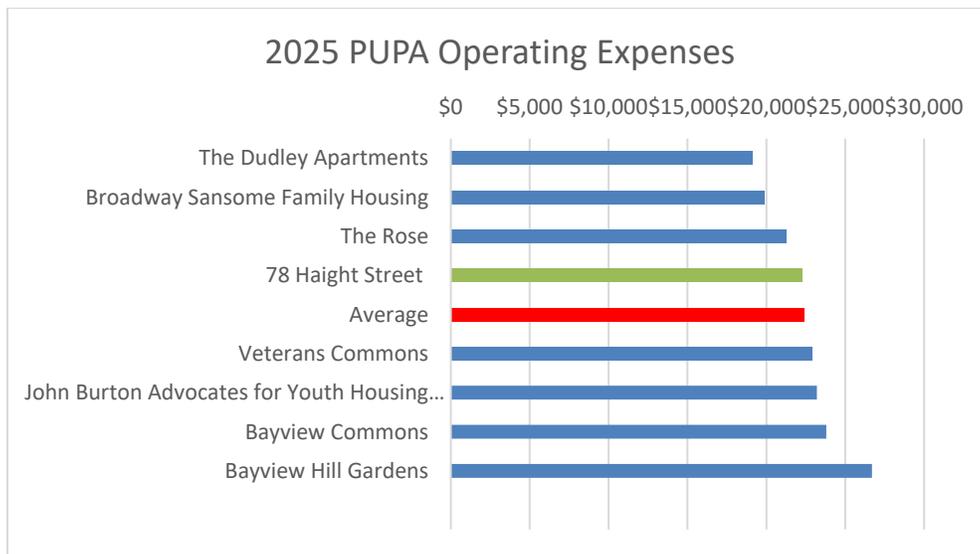
Property Management Fee is at allowable <a href="#">HUD Maximum</a>	Y	Total Property Management Fee is \$62,918 or \$82 PUPM, which meets the HUD maximum fee for a project with this target population.
Property Management staffing level is reasonable per comparables	Y	Proposed staffing is lean due to the small size of the Project and limited income. 1 FTE General Manger 1 FTE Custodian 1.5 FTE Maintenance 4.2 FTE Front Desk Coverage Temp Employee at \$20,000
Asset Management and Partnership Management Fees meet standards	Y	Annual AM Fee is \$26,920/yr meeting underwriting guidelines
Replacement Reserve Deposits meet or exceed TCAC minimum standards	Y	Replacement Reserves are budgeted at \$500 per unit per year per TCAC requirements.
Limited Partnership Asset Management Fee meets standards	Y	\$5,000/year with no escalation
Capitalized Operating Reserve	Y	The capitalized operating reserve is sized at 50% of total operating expenses in Year 1 including reserve deposits, as required by TCAC.
Original COSR 1	N	At the gap funding request in 2021 and then increased at the additional gap request in 2024, MOHCD approved a capitalized COSR in the amount of \$5.2M to cover operating deficits given the small size of the Project, relatively low AMIs to meet 9% Tax Credit affordability requirements and projected increase in property insurance. These contributions start in Year 1 at \$146,900 (100% on non-PSH units) and last for 19 years.
NPLH COSR 2	Y	This request includes a request for available MOHCD NPLH funds in the amount of \$4,780,000 to support the 15 NPLH units and to reduce the burden on the LOSP budget. This COSR starts in Year 1 and lasts for 20 years, with an initial year deposit of \$126,391.

**5. OPERATING COSTS COMPARATIVE ANALYSIS**

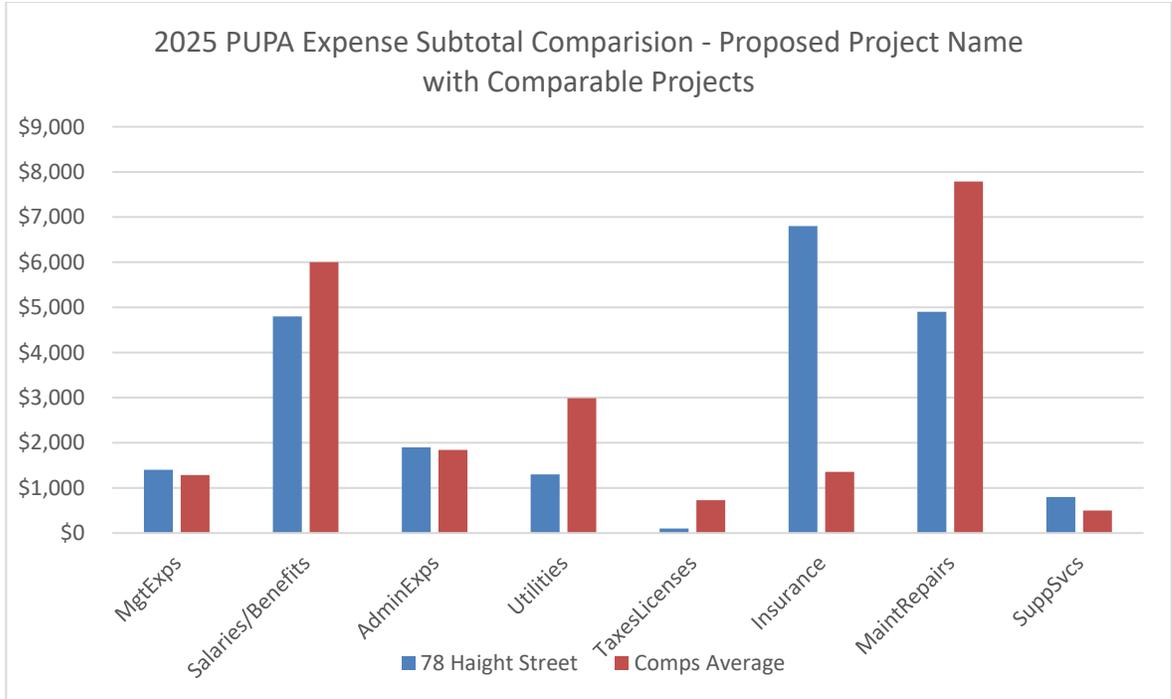
The Project’s relatively small size of 64 units and 24-hour desk clerk coverage result in a relatively high operating cost per unit. However, operating costs are reasonable when compared to other small affordable housing developments with a significant portion of PSH units. Given that 24-hour desk clerk coverage is recommended for the TAY population and that the small size of the project makes it difficult for the non-TAY units to cashflow, MOHCD staff recommend approval for the TAY PSH units (50% of total) to fund 75% of desk clerk coverage cost.

Because the Project shifted to 9% tax credit financing with deeper affordability on the non-LOSP units per TCAC competitive application requirements, the Project needs the originally approved COSR to cover operating shortfalls of the non-PSH units. The proposed NPLH COSR will support the NPLH units and reduce the burden on the LOSP budget for the PSH units.

When compared to seven other sites between 30 and 76 units with 30% – 100% PSH target population, the Project is slightly less than the average operating cost per unit at \$22,300 PUPA. The John Burton Advocates for Youth Housing at 50 units with half TAY PSH population and studio units is a particularly good comp project, with operating cost projected at \$23,800 PUPA for 2025, 6% higher than proposed for 78 Haight, after eight years of operation.



Due to lean operations, the 78 Haight operating cost by category is less per unit than all of these comparable projects except for property insurance where the cost per unit by far exceeds the average of the comparable projects. Property insurance being put in place at 78 Haight is \$6,825 PUPA in Year 1, making up 31% of total operating cost per unit in Year 1.



**6. SUPPORT SERVICES**

6.1. Services Plan. Larkin Street Youth Services (LSYS) and TNDC will both be service providers at the site with LSYS serving the TAY units, and TNDC providing services to the other units. TNDC and LSYS have a long collaboration in TAY housing including 864 Ellis (24 units) and Aarti (40 units). LSYS entered into a services contract with HSH on July 1, 2025.

6.2. TAY Units

LSYS has been working in partnership with TNDC since 2017 to plan the programming of supportive services for the TAY units at 78 Haight Street. LSYS has extensive experience providing services to TAY, including TAY with serious mental illness through their MHSA TAY portfolio and programs. LSYS services’ contract will be funded by HSH.

The goal of services in permanent supportive housing (PSH) for TAY is to ensure tenants can remain stably housed. Services in PSH will lead with a Housing First philosophy, which includes principles of harm reduction and low barriers to entry; a racial equity-based, culturally responsive and trauma-informed approach; and an ability to collaborate with tenants and property management with the goal of tenant housing stability. On-site services will include, but not limited to the following:

- Outreach: Engage tenants to provide information about available Support Services and invite them to participate.

- Case Management services to tenants with the primary goal of maintaining housing stability, including ongoing meetings and counseling to establish goals, develop service plans, which are tenant-driven without predetermined goals, provide referrals and linkages to off-site services, and track progress toward achieving those goals.
- Assessment of tenant health, mental health, and substance use treatment needs and incorporate these into their case management plan.
- Referrals to financial and community supports that will support food security.
- Public benefits advocacy to assist tenants with obtaining and maintaining benefits, including, but not limited to, cash aid (e.g., CalWORKs, County Adult Assistance Program, Social Security Income), CalFresh and other food programs, Medi-Cal health coverage, medical clinics and/or In-Home Support Services (IHSS).
- Coordination with outside service providers to support housing stability and long-term exit planning.
- Connect tenants with educational and employment services to increase education and skill levels and through counseling, case management, referrals to community programs, and workshops, staff shall provide financial literacy education (e.g. rent payment, obtaining public benefits, budgeting, financial planning, saving, credit repair).
- Tenant Wellness Support: Grantee shall outreach to and offer on-site behavioral health and wellness support and/or external referrals, as appropriate, to all tenants who display indications of mental health and wellness instability, within a reasonable timeframe.
- Staff shall identify tenants with unmet behavioral health needs that are impacting their ability to be stably housed and shall refer tenants to appropriate community resources, including to the Department of Public Health (DPH) Community Behavioral Health TAY system. In addition on site behavioral health support will provide direct clinical care and offer support to case management staff.
- 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.

### 6.3. Non-TAY Units

TNDC's Tenant Services Team will provide .4 FTE Social Worker to support the remaining 32 units of non-PSH households at the project at a cost of \$49,277 in Year

1 to be funded from the operating budget. This includes 0.4 FTE social worker, benefits, payroll taxes, food bank, program expenses, recruitment and training and other expenses. Services will include on-site courses in nutrition, health information/awareness, food cultivation, and/or food preparation. All services are free, voluntary, and confidential. Social workers provide one-on-one support to help tenants remain housed and resourced to reach their self-determined goals and needs. Social workers provide guidance on a wide range of areas: outreach, advocacy, conflict resolution, translation and interpretation, and emotional support. The proposed services are based on principals of trauma informed care, harm reduction, and cross system partnerships.

6.4. Services Budget for TAY units:

6.4.1. TAY (32 units) - \$382,927 for 2025-26, or \$11,966 PUPA with the staffing and operating expenses identified below:

<b>General Fund - Support Services</b>	<b>FY25-26</b>	
	<b><u>Adjusted Budgeted</u></b>	
<b><u>Salaries &amp; Benefits</u></b>	<b><u>FTE</u></b>	<b><u>Budgeted Salary</u></b>
Division Director	0.03	\$ 4,467
Program Director	0.08	\$ 8,333
Associate Director	0.35	\$ 31,667
Program Manager	0.42	\$ 33,600
Case Manager x 2	1.67	\$ 97,067
Data Coordinator	0.02	\$ 1,167
Clinician	0.37	\$ 33,300
Director of Wellness	0.08	\$ 10,400
<b>TOTAL</b>	<b>3.02</b>	<b>\$ 220,001</b>
<u>Employee Fringe Benefits</u>	<b>25%</b>	<b>\$ 55,000</b>
<b>TOTAL SALARIES &amp; BENEFITS</b>		<b>\$ 275,001</b>

<b><u>OPERATING EXPENSES</u></b>	<b><u>Budgeted Expense</u></b>
Rental of Property	\$ 4,200
Utilities (Electricity, Water, Gas, Phone, Scavenger)	\$ 1,200
Office Supplies, Postage	\$ 2,000
Building Maintenance Supplies and Repair	\$ -
Printing and Reproduction	\$ -
Insurance	\$ 4,417
Staff Training	\$ 1,913
Staff Travel - (Local & Out-of-Town)	\$ 800
Rental of Equipment	\$ 1,285
Software subscription	\$ 3,597
Food and food voucher for clients	\$ 14,200
Client transportation	\$ 1,200
Laundry	\$ 900

Household supplies		\$	5,500
Client Activity		\$	5,000
Client Incentive		\$	5,297
Move-in Baskets		\$	-
Computer hardware & software		\$	3,500
<b>TOTAL OPERATING EXPENSES</b>		<b>\$</b>	<b>55,009</b>
<b>Indirect Cost</b>	16.0%	<b>\$</b>	<b>52,917</b>
<b>TOTAL:</b>			<b>\$382,927</b>

6.4.2. Non-TAY Units (32 units) - \$49,277 Year 1 (\$1,540 PUPA) is included in the operating budget at .4 FTE social worker including benefits, payroll taxes, food bank and other program expenses for Year 1.

	<b>Expenditures</b>	
69001	Salaries	25,526.00
69002	Benefits	3,984.00
69003	Payroll Taxes	1,303.00
69004	Workers Compensation	109.00
69005	Payroll Fee	160.00
69006	Rent	-
69008	Professional Fees	606.00
69009	Food Bank	103.00
69010	Program Expense	1,606.00
69012	Recruitment & Training	400.00
69013	Telephone/Communications	672.00
69014	Food & Beverage	-
69017	Subcontractor	-
69020	Supplies	600.00
69025	Administrative Fees	3,061.00
69027	Salary Reimbursement	10,810.00
69030	Other Expenses	337.00
		49,277.00

6.5. HSH Assessment of Service Plan and Budget.

HSH staff have reviewed and approved the supportive services budget using funding levels for TAY PSH support services, additional funding to provide clinical support for 15 NPLH units targeted to TAY with serious mental illness and a case a management ratio of 20:1, given the needs to TAY, including 15 NPLH units targeted to TAY with serious mental illness. The proposed service plan and budget will support the contractual goals of providing on site services that promote the safety and stability of tenants referred by HSH.

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## **7. RECOMMENDED CONDITIONS**

## **8. LOAN COMMITTEE MODIFICATIONS**



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Attachments:

A. LOSP Program Description

B. 1<sup>st</sup> Year Operating Budget

C. 20-year Operating Pro Forma

D. LOSP and NPLH COSR Funding and Disbursement Schedule A

E. Permanent Sources & Uses

### **Attachment A: LOSP Program Description**

As part of the City and County of San Francisco's effort to address the needs of the growing homeless population, the City has prioritized the development of non-profit owned and operated permanent supportive housing for formerly homeless individuals and families. While capital financing can be leveraged for this population, stakeholders realized these units cannot be feasibly operated at the scale needed if they rely solely on scarce federal or state operating subsidies.

In June 2004, the City launched its *Ten Year Plan to Abolish Chronic Homelessness* (the 2004 10-Year Plan), a multifaceted approach that included a locally funded operating subsidy as a key element and established the Local Operating Subsidy Program (LOSP) in 2006 to support the creation of permanent supportive housing at a large scale. The operating subsidy leverages capital financing by integrating homeless units into Low Income Housing Tax Credit projects without burdening them with operating deficits. LOSP was created by the Mayor's Office of Housing and Community Development (MOHCD) in partnership with the Department of Public Health (DPH) and the Human Services Agency (HSA).

On July 1, 2016, the City's diverse programs addressing homelessness were brought under the new Department of Homelessness and Supportive Housing (HSH), which combines key homeless-serving programs and contracts previously located across several City departments. The new department consolidates the functions of DPH Direct Access to Housing (DAH) and HSA Housing & Homeless programs. San Francisco utilizes a Coordinated Entry System (CES) for all homeless populations to best match households to the appropriate intervention and ensure those with the highest needs are prioritized.

Through grant agreements with MOHCD, which are subject to annual appropriations by the Board of Supervisors, LOSP pays the difference between the cost of operating housing for homeless persons and all other sources of operating revenue for a given project, such as tenant rental payments, commercial space lease payments, or other operating subsidies. HSH refers homeless applicants to the housing units as well as provides services funding to the projects under a separate contract.

For more detail on the program, the LOSP Policies & Procedures Manual is located here: [losp-policies-procedures-manual-2024](#)

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**Attachment B: 1<sup>st</sup> Year Operating Budget**

**Application Date:** 8/18/2025  
**Total # Units:** 64  
**First Year of Operations** (provide data assuming that Year 1 is a full year, i.e. 12 months of operations): 2025

LOSP Units	Non-LOSP Units
32	32
LOSP/non-LOSP Allocation	
50%	50%

**Project Name:** 78 Haight Street  
**Project Address:** 78 Haight Street  
 Tenderloin Neighborhood Development Corporation  
**Project Sponsor:** TCAC Income Limits In Use!  
 Correct errors noted in Col N!

INCOME	LOSP	non-LOSP	Total	Comments
Residential - Tenant Rents	79,800	623,700	703,500	Links from 'New Proj - Rent & Unit Mix' Worksheet
Residential - Tenant Assistance Payments (SOS Payments)		0	0	Comments
Residential - Tenant Assistance Payments (Other Non-LOSP)	0	0	0	Links from 'New Proj - Rent & Unit Mix' Worksheet
Residential - LOSP Tenant Assistance Payments	558,963		558,963	
Commercial Space			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%
Residential Parking	0	0	0	Links from 'Utilities & Other Income' Worksheet
Miscellaneous Rent Income	0	0	0	Links from 'Utilities & Other Income' Worksheet
Supportive Services Income	0	0	0	
Interest Income - Project Operations	0	0	0	Links from 'Utilities & Other Income' Worksheet
Laundry and Vending	4,343	4,343	8,686	Links from 'Utilities & Other Income' Worksheet
Tenant Charges		0	0	
Miscellaneous Residential Income	0	0	0	Links from 'Utilities & Other Income' Worksheet
Other Commercial Income			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%
Withdrawal from Capitalized Reserve (deposit to operating account)	126,391	146,900	273,291	TNDC COSR 1 for non-LOSP, NPLH COSR for LOSP
<b>Gross Potential Income</b>	<b>769,497</b>	<b>774,943</b>	<b>1,544,440</b>	<i>Vacancy Formulas use percentages entered in cells G25-26; can be overridden, use negative #s!</i>
Vacancy Loss - Residential - Tenant Rents	(3,990)	(31,185)	(35,175)	5% Vacancy loss is 5% of Tenant Rents.
Vacancy Loss - Residential - Tenant Assistance Payments	0	0	0	5% #DIV/0!
Vacancy Loss - Commercial			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%
<b>EFFECTIVE GROSS INCOME</b>	<b>765,507</b>	<b>743,758</b>	<b>1,509,265</b>	<b>PUPA: 23,582</b>

**OPERATING EXPENSES**

Management	LOSP	non-LOSP	Total	Comments
Management Fee	31,459	31,459	62,918	1st Year to be set according to HUD schedule.
Asset Management Fee	13,005	13,005	26,009	
<b>Sub-total Management Expenses</b>	<b>44,464</b>	<b>44,464</b>	<b>88,927</b>	<b>PUPA: 1,389</b>
Salaries/Benefits	LOSP	non-LOSP	Total	Comments
Office Salaries	149,124	57,068	206,192	Links from 'Staffing' Worksheet
Manager's Salary	49,650	49,650	99,300	Links from 'Staffing' Worksheet
Health Insurance and Other Benefits	0	0	0	
Other Salaries/Benefits	0	0	0	
Administrative Rent-Free Unit	0	0	0	
<b>Sub-total Salaries/Benefits</b>	<b>198,774</b>	<b>106,718</b>	<b>305,492</b>	<b>PUPA: 4,773</b>
Administration	LOSP	non-LOSP	Total	Comments
Advertising and Marketing	284	284	567	
Office Expenses	24,619	24,619	49,237	supplies, equipment, equipment lease or rental, printing, computers/software, tele/comm,
Office Rent	0	0	0	
Legal Expense - Property	7,000	7,000	14,000	
Audit Expense	5,967	5,967	11,933	
Bookkeeping/Accounting Services	7,661	7,661	15,322	
Bad Debts	13,547	13,547	27,093	
Miscellaneous	2,706	2,706	5,411	programming expense
<b>Sub-total Administration Expenses</b>	<b>61,782</b>	<b>61,782</b>	<b>123,563</b>	<b>PUPA: 1,931</b>
Utilities	LOSP	non-LOSP	Total	Comments
Electricity	18,246	18,246	36,492	
Water	24,928	24,928	49,856	include sewer
Gas	0	0	0	
Sewer	0	0	0	
<b>Sub-total Utilities</b>	<b>43,174</b>	<b>43,174</b>	<b>86,348</b>	<b>PUPA: 1,349</b>
Taxes and Licenses	LOSP	non-LOSP	Total	Comments
Real Estate Taxes	2,313	2,313	4,626	
Payroll Taxes	0	0	0	
Miscellaneous Taxes, Licenses and Permits	1,221	1,221	2,442	
<b>Sub-total Taxes and Licenses</b>	<b>3,534</b>	<b>3,534</b>	<b>7,068</b>	<b>PUPA: 110</b>
Insurance	LOSP	non-LOSP	Total	Comments
Property and Liability Insurance	144,056	144,056	288,112	
Fidelity Bond Insurance	0	0	0	
Worker's Compensation	74,357	74,357	148,714	workers comp, health and other employee benefits, 403b plan, payroll service charges
Director's & Officers' Liability Insurance	0	0	0	
<b>Sub-total Insurance</b>	<b>218,413</b>	<b>218,413</b>	<b>436,826</b>	<b>PUPA: 6,825</b>
Maintenance & Repair	LOSP	non-LOSP	Total	Comments
Payroll	73,280	73,280	146,560	Links from 'Staffing' Worksheet
Supplies	15,123	15,123	30,246	repairs
Contracts	0	0	0	included in miscellaneous
Garbage and Trash Removal	32,118	32,118	64,236	
Security Payroll/Contract	0	0	0	Links from 'Staffing' Worksheet
HVAC Repairs and Maintenance	2,747	2,747	5,493	
Vehicle and Maintenance Equipment Operation and Repairs	11,997	11,997	23,994	elevator maintenance + grounds
Miscellaneous Operating and Maintenance Expenses	21,963	21,963	43,925	fire, life safety, exterminating, and other misc. Maintenance expenses
<b>Sub-total Maintenance &amp; Repair Expenses</b>	<b>157,227</b>	<b>157,227</b>	<b>314,454</b>	<b>PUPA: 4,913</b>
<b>Supportive Services</b>	0	49,277	49,277	Links from 'Staffing' Worksheet
<b>Commercial Expenses</b>			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%

<b>TOTAL OPERATING EXPENSES</b>	<b>727,367</b>	<b>684,588</b>	<b>1,411,955</b>	<b>PUPA: 22,062</b>
Reserves/Ground Lease Base Rent/Bond Fees	LOSP	non-LOSP	Total	Comments
Ground Lease Base Rent	7,500	7,500	15,000	Ground lease with MOHCD Provide additional comments here, if needed.
Bond Monitoring Fee	0	0	0	
Replacement Reserve Deposit	16,000	16,000	32,000	
Operating Reserve Deposit	0	0	0	
Other Required Reserve 1 Deposit	0	0	0	
Other Required Reserve 2 Deposit	0	0	0	
Required Reserve Deposit/s, Commercial			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>PUPA: 734</b>
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond)</b>	<b>750,867</b>	<b>708,088</b>	<b>1,458,955</b>	<b>PUPA: 22,796</b>
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>	<b>14,640</b>	<b>35,670</b>	<b>50,310</b>	<b>PUPA: 786</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>				
Hard Debt - First Lender	0	0	0	Provide additional comments here, if needed.

Min DSCR: 1.15  
 Mortgage Rate: 5.00%  
 Term (Years): 30  
 Supportable 1st Mortgage Pmt: 43,748  
 Supportable 1st Mortgage Amt: \$679,122  
 Proposed 1st Mortgage Amt: \$30,525,994

Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Le	0	0	0	Provide additional comments here, if needed.
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	0	0	0	Provide additional comments here, if needed.
Hard Debt - Fourth Lender	0	0	0	Provide additional comments here, if needed.
Commercial Hard Debt Service			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%
<b>TOTAL HARD DEBT SERVICE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>PUPA: 0</b>

<b>CASH FLOW (NOI minus DEBT SERVICE)</b>	<b>14,640</b>	<b>35,670</b>	<b>50,310</b>
Commercial Only Cash Flow			0
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)	0	0	
<b>AVAILABLE CASH FLOW</b>	<b>14,640</b>	<b>35,670</b>	<b>50,310</b>

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

**USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL**

"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	0	0		
Partnership Management Fee (see policy for limits)	12,140	12,140	24,280	1st
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	2,500	2,500	5,000	2nd
Other Payments	0	0		
Non-amortizing Loan Pmnt - Lender 1 (select lender in comments field)	0	0		Provide additional comments here, if needed.
Non-amortizing Loan Pmnt - Lender 2 (select lender in comments field)	0	0		Provide additional comments here, if needed.
Deferred Developer Fee (Enter amt <= Max Fee from cell I130)	0	0		Def. Develop. Fee split: 0% Provide additional comments here, if needed.
<b>TOTAL PAYMENTS PRECEDING MOHCD</b>	<b>14,640</b>	<b>14,640</b>	<b>29,280</b>	<b>PUPA: 458</b>

<b>RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS)</b>	<b>0</b>	<b>21,030</b>	<b>21,030</b>
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**Residual Receipts Calculation**

Does Project have a MOHCD Residual Receipt Obligation?	Yes	Project has MOHCD ground lease?	Yes
Will Project Defer Developer Fee?	No		
Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1:	33%		
% of Residual Receipts available for distribution to soft debt lenders in :	67%		

Soft Debt Lenders with Residual Receipts Obligations	(Select lender name/program from drop down)	Total Principal Amt	Distrib. of Soft Debt Loans
MOHCD/OCII - Soft Debt Loans	All MOHCD/OCII Loans payable from res. rects	\$30,525,994	99.51%
MOHCD/OCII - Ground Lease Value or Land Acq Cost	Ground Lease Value	\$150,000	0.49%
HCD (soft debt loan) - Lender 3			0.00%
Other Soft Debt Lender - Lender 4			0.00%
Other Soft Debt Lender - Lender 5			0.00%

**MOHCD RESIDUAL RECEIPTS DEBT SERVICE**

MOHCD Residual Receipts Amount Due	14,020	14,020	67% of residual receipts, multiplied by 100% -- MOHCD's pro rata share of all soft debt
Proposed MOHCD Residual Receipts Amount to Loan Repayment	14,020	14,020	Enter/override amount of residual receipts proposed for loan repayment.
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	0	0	If applicable, MOHCD residual receipts amt due LESS amt proposed for loan repymt.
<b>REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS</b>		<b>7,010</b>	

**NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE**

HCD Residual Receipts Amount Due		0	
Lender 4 Residual Receipts Due		0	
Lender 5 Residual Receipts Due		0	
<b>Total Non-MOHCD Residual Receipts Debt Service</b>		<b>0</b>	

**REMAINDER (Should be zero unless there are distributions below)**

		<b>7,010</b>	
Owner Distributions/Incentive Management Fee		7,010	100% of Borrower share of 33% of residual receipts
Other Distributions/Uses		0	
<b>Final Balance (should be zero)</b>		<b>0</b>	

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**Attachment C: 20-year Operating Proforma**

78 Haight Street

INCOME	Total # Units: 64	LOSP Units 32 50.00%	Non-LOSP Units 32 50.00%	Comments (related to annual inc assumptions)	Year 1 2025			Year 2 2026			Year 3 2027				
					% annual inc	% annual increase	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
					Residential - Tenant Rents	1.0%	2.5%			79,800	623,700	703,500	80,598	639,293	719,891
Residential - SOS Payments		4.0%			-	-	-	-	-	-	-	-	-		
Residential - Tenant Assistance Payments (Other Non-LOSP)	n/a				-	-	-	-	-	-	-	-	-		
Residential - LOSP Tenant Assistance Payments	n/a	n/a			558,963	-	558,963	536,661	-	536,661	556,148	-	556,148		
Commercial Space	n/a	2.5%		from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-		
Residential Parking	2.5%	2.5%			-	-	-	-	-	-	-	-	-		
Miscellaneous Rent Income	2.5%	2.5%			-	-	-	-	-	-	-	-	-		
Supportive Services Income	2.5%	2.5%			-	-	-	-	-	-	-	-	-		
Interest Income - Project Operations	2.5%	2.5%			-	-	-	-	-	-	-	-	-		
Laundry and Vending	2.5%	2.5%			4,343	4,343	8,686	4,452	4,452	8,903	4,563	4,563	9,126		
Tenant Charges	2.5%	2.5%			-	-	-	-	-	-	-	-	-		
Miscellaneous Residential Income	2.5%	2.5%			-	-	-	-	-	-	-	-	-		
Other Commercial Income	n/a	2.5%		from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-		
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a		TNDC COSR to Non-LOSP, NPLH COSR to LOSP	126,391	146,900	273,291	173,709	157,600	331,309	180,134	168,800	348,934		
<b>Gross Potential Income</b>				vacancy formulas use %ages from wab cats G25-26; can be overridden - use negative #s!	<b>769,497</b>	<b>774,943</b>	<b>1,544,440</b>	<b>795,420</b>	<b>801,344</b>	<b>1,596,764</b>	<b>822,249</b>	<b>828,638</b>	<b>1,650,887</b>		
Vacancy Loss - Residential - Tenant Rents	n/a	n/a		Linked from 1st Year Op Budget &/or Commercial Op Budget, see notes there. If not using default formulas, replace this note & explain vacancy assumptions.	(3,990)	(31,185)	(35,175)	(4,030)	(31,965)	(35,995)	(4,070)	(32,764)	(36,834)		
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a			-	-	-	-	-	-	-	-	-		
Vacancy Loss - Commercial	n/a	n/a			-	-	-	-	-	-	-	-	-		
<b>EFFECTIVE GROSS INCOME</b>					<b>765,507</b>	<b>743,758</b>	<b>1,509,265</b>	<b>791,390</b>	<b>769,379</b>	<b>1,560,769</b>	<b>818,179</b>	<b>795,874</b>	<b>1,614,053</b>		
<b>OPERATING EXPENSES</b>															
<b>Management</b>															
Management Fee	3.5%	3.5%		1st Year to be set according to HUD schedule.	31,459	31,459	62,918	32,560	32,560	65,120	33,700	33,700	67,399		
Asset Management Fee	3.5%	3.5%		per MOHCD policy	13,005	13,005	26,009	13,460	13,460	26,919	13,931	13,931	27,861		
<b>Sub-total Management Expenses</b>					<b>44,464</b>	<b>44,464</b>	<b>88,927</b>	<b>46,020</b>	<b>46,020</b>	<b>92,039</b>	<b>47,630</b>	<b>47,630</b>	<b>95,261</b>		
<b>Salaries/Benefits</b>															
Office Salaries	3.5%	3.5%			149,124	57,068	206,192	154,344	59,065	213,409	159,746	61,132	220,878		
Manager's Salary	3.5%	3.5%			49,650	49,650	99,300	51,388	51,388	102,776	53,186	53,186	106,373		
Health Insurance and Other Benefits	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
Other Salaries/Benefits	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
Administrative Rent-Free Unit	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
<b>Sub-total Salaries/Benefits</b>					<b>198,774</b>	<b>106,718</b>	<b>305,492</b>	<b>205,731</b>	<b>110,453</b>	<b>316,184</b>	<b>212,932</b>	<b>114,319</b>	<b>327,251</b>		
<b>Administration</b>															
Advertising and Marketing	3.5%	3.5%			284	284	567	293	293	587	304	304	607		
Office Expenses	3.5%	3.5%			24,619	24,619	49,237	25,480	25,480	50,960	26,372	26,372	52,744		
Office Rent	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
Legal Expense - Property	3.5%	3.5%			7,000	7,000	14,000	7,245	7,245	14,490	7,499	7,499	14,997		
Audit Expense	3.5%	3.5%			5,967	5,967	11,933	6,175	6,175	12,351	6,391	6,391	12,783		
Bookkeeping/Accounting Services	3.5%	3.5%			7,661	7,661	15,322	7,929	7,929	15,858	8,207	8,207	16,413		
Bad Debts	3.5%	3.5%			13,547	13,547	27,093	14,021	14,021	28,041	14,511	14,511	29,023		
Miscellaneous	3.5%	3.5%			2,706	2,706	5,411	2,800	2,800	5,600	2,898	2,898	5,796		
<b>Sub-total Administration Expenses</b>					<b>61,782</b>	<b>61,782</b>	<b>123,563</b>	<b>63,944</b>	<b>63,944</b>	<b>127,888</b>	<b>66,182</b>	<b>66,182</b>	<b>132,364</b>		
<b>Utilities</b>															
Electricity	3.5%	3.5%			18,246	18,246	36,492	18,885	18,885	37,769	19,546	19,546	39,091		
Water	3.5%	3.5%			24,928	24,928	49,856	25,800	25,800	51,601	26,703	26,703	53,407		
Gas	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
Sewer	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
<b>Sub-total Utilities</b>					<b>43,174</b>	<b>43,174</b>	<b>86,348</b>	<b>44,685</b>	<b>44,685</b>	<b>89,370</b>	<b>46,249</b>	<b>46,249</b>	<b>92,498</b>		
<b>Taxes and Licenses</b>															
Real Estate Taxes	3.5%	3.5%			2,313	2,313	4,626	2,394	2,394	4,788	2,478	2,478	4,955		
Payroll Taxes	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%			1,221	1,221	2,442	1,264	1,264	2,527	1,308	1,308	2,616		
<b>Sub-total Taxes and Licenses</b>					<b>3,534</b>	<b>3,534</b>	<b>7,068</b>	<b>3,658</b>	<b>3,658</b>	<b>7,315</b>	<b>3,786</b>	<b>3,786</b>	<b>7,571</b>		
<b>Insurance</b>															
Property and Liability Insurance	3.5%	3.5%			144,056	144,056	288,112	149,098	149,098	298,196	154,316	154,316	308,633		
Fidelity Bond Insurance	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
Worker's Compensation	3.5%	3.5%			74,357	74,357	148,714	76,959	76,959	153,919	79,653	79,653	159,306		
Director's & Officers' Liability Insurance	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
<b>Sub-total Insurance</b>					<b>218,413</b>	<b>218,413</b>	<b>436,826</b>	<b>226,057</b>	<b>226,057</b>	<b>452,115</b>	<b>233,969</b>	<b>233,969</b>	<b>467,939</b>		
<b>Maintenance &amp; Repair</b>															
Payroll	3.5%	3.5%			73,280	73,280	146,560	75,845	75,845	151,690	78,499	78,499	156,999		
Supplies	3.5%	3.5%			15,123	15,123	30,246	15,652	15,652	31,305	16,200	16,200	32,400		
Contracts	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
Garbage and Trash Removal	3.5%	3.5%			32,118	32,118	64,236	33,242	33,242	66,484	34,406	34,406	68,811		
Security Payroll/Contract	3.5%	3.5%			-	-	-	-	-	-	-	-	-		
HVAC Repairs and Maintenance	3.5%	3.5%			2,747	2,747	5,493	2,843	2,843	5,685	2,942	2,942	5,884		
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%			11,997	11,997	23,994	12,417	12,417	24,834	12,851	12,851	25,703		
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%			21,963	21,963	43,925	22,731	22,731	45,462	23,527	23,527	47,054		
<b>Sub-total Maintenance &amp; Repair Expenses</b>					<b>157,227</b>	<b>157,227</b>	<b>314,454</b>	<b>162,730</b>	<b>162,730</b>	<b>325,460</b>	<b>168,425</b>	<b>168,425</b>	<b>336,851</b>		
<b>Supportive Services</b>	3.5%	3.5%			-	49,277	49,277	-	51,002	51,002	-	52,787	52,787		
<b>Commercial Expenses</b>															
<b>TOTAL OPERATING EXPENSES</b>					<b>727,367</b>	<b>684,588</b>	<b>1,411,955</b>	<b>752,825</b>	<b>708,548</b>	<b>1,461,373</b>	<b>779,174</b>	<b>733,348</b>	<b>1,512,521</b>		
<b>Reserves/Ground Lease Base Rent/Bond Fees</b>															
Ground Lease Base Rent					7,500	7,500	15,000	7,500	7,500	15,000	7,500	7,500	15,000		
Bond Monitoring Fee					-	-	-	-	-	-	-	-	-		
Replacement Reserve Deposit					16,000	16,000	32,000	16,000	16,000	32,000	16,000	16,000	32,000		
Operating Reserve Deposit					-	-	-	-	-	-	-	-	-		
Other Required Reserve 1 Deposit					-	-	-	-	-	-	-	-	-		
Other Required Reserve 2 Deposit					-	-	-	-	-	-	-	-	-		
Required Reserve Deposit/s, Commercial					-	-	-	-	-	-	-	-	-		
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>					<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>		
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)</b>					<b>750,867</b>	<b>708,088</b>	<b>1,458,955</b>	<b>776,325</b>	<b>732,048</b>	<b>1,508,373</b>	<b>802,674</b>	<b>756,848</b>	<b>1,559,521</b>		
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>					<b>14,640</b>	<b>35,670</b>	<b>50,310</b>	<b>15,065</b>	<b>37,331</b>	<b>52,396</b>	<b>15,505</b>	<b>39,026</b>	<b>54,531</b>		
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>															
Hard Debt - First Lender					-	-	-	-	-	-	-	-	-		
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)					-	-	-	-	-	-	-	-	-		
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)					-	-	-	-	-	-	-	-	-		
Hard Debt - Fourth Lender					-	-	-	-	-	-	-	-	-		
Commercial Hard Debt Service					-	-	-	-	-	-	-	-	-		
<b>TOTAL HARD DEBT SERVICE</b>					<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>		
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>					<b>14,640</b>	<b>35,670</b>	<b>50,310</b>	<b>15,065</b>	<b>37,331</b>	<b>52,396</b>	<b>15,505</b>	<b>39,026</b>	<b>54,531</b>		
Commercial Only Cash Flow					-	-	-	-	-	-	-	-	-		
Allocation of Commercial Surplus to LOPS/non-															

78 Haight Street

INCOME	Total # Units: 64	LOSP Units		Non-LOSP Units		Year 4 2028			Year 5 2029			Year 6 2030		
		32		32		LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
		50.00%	50.00%	% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)								
Residential - Tenant Rents						82,218	671,657	753,875	83,040	688,448	771,488	83,871	705,659	789,530
Residential - SOS Payments						-	-	-	-	-	-	-	-	-
Residential - Tenant Assistance Payments (Other Non-LOSP)						-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments						576,331	-	576,331	597,235	-	597,235	618,886	-	618,886
Commercial Space						-	-	-	-	-	-	-	-	-
Residential Parking						-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income						-	-	-	-	-	-	-	-	-
Supportive Services Income						-	-	-	-	-	-	-	-	-
Interest Income - Project Operations						-	-	-	-	-	-	-	-	-
Laundry and Vending						4,677	4,677	9,354	4,794	4,794	9,588	4,914	4,914	9,828
Tenant Charges						-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income						-	-	-	-	-	-	-	-	-
Other Commercial Income						-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)						186,790	180,600	367,390	193,684	192,999	386,683	200,826	205,900	406,726
<b>Gross Potential Income</b>						<b>850,016</b>	<b>856,934</b>	<b>1,706,949</b>	<b>878,754</b>	<b>886,241</b>	<b>1,764,995</b>	<b>908,496</b>	<b>916,473</b>	<b>1,824,969</b>
Vacancy Loss - Residential - Tenant Rents						(4,111)	(33,583)	(37,694)	(4,152)	(34,422)	(38,574)	(4,194)	(35,283)	(39,476)
Vacancy Loss - Residential - Tenant Assistance Payments						-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial						-	-	-	-	-	-	-	-	-
<b>EFFECTIVE GROSS INCOME</b>						<b>845,905</b>	<b>823,351</b>	<b>1,669,256</b>	<b>874,602</b>	<b>851,819</b>	<b>1,726,420</b>	<b>904,303</b>	<b>881,190</b>	<b>1,785,493</b>
<b>OPERATING EXPENSES</b>														
<b>Management</b>														
Management Fee						34,879	34,879	69,758	36,100	36,100	72,200	37,363	37,363	74,727
Asset Management Fee						14,418	14,418	28,837	14,923	14,923	29,846	15,445	15,445	30,891
<b>Sub-total Management Expenses</b>						<b>49,297</b>	<b>49,297</b>	<b>98,595</b>	<b>51,023</b>	<b>51,023</b>	<b>102,046</b>	<b>52,809</b>	<b>52,809</b>	<b>105,617</b>
<b>Salaries/Benefits</b>														
Office Salaries						165,337	63,272	228,609	171,123	65,487	236,610	177,113	67,779	244,891
Manager's Salary						55,048	55,048	110,096	56,975	56,975	113,949	58,969	58,969	117,937
Health Insurance and Other Benefits						-	-	-	-	-	-	-	-	-
Other Salaries/Benefits						-	-	-	-	-	-	-	-	-
Administrative Rent-Free Unit						-	-	-	-	-	-	-	-	-
<b>Sub-total Salaries/Benefits</b>						<b>220,385</b>	<b>118,320</b>	<b>338,704</b>	<b>228,098</b>	<b>122,461</b>	<b>350,559</b>	<b>236,081</b>	<b>126,747</b>	<b>362,829</b>
<b>Administration</b>														
Advertising and Marketing						314	314	629	325	325	651	337	337	673
Office Expenses						27,295	27,295	54,590	28,250	28,250	56,501	29,239	29,239	58,478
Office Rent						-	-	-	-	-	-	-	-	-
Legal Expense - Property						7,761	7,761	15,522	8,033	8,033	16,066	8,314	8,314	16,628
Audit Expense						6,615	6,615	13,230	6,847	6,847	13,693	7,086	7,086	14,173
Bookkeeping/Accounting Services						8,494	8,494	16,988	8,791	8,791	17,582	9,099	9,099	18,198
Bad Debts						15,019	15,019	30,038	15,545	15,545	31,090	16,089	16,089	32,178
Miscellaneous						3,000	3,000	5,999	3,105	3,105	6,209	3,213	3,213	6,427
<b>Sub-total Administration Expenses</b>						<b>68,498</b>	<b>68,498</b>	<b>136,997</b>	<b>70,896</b>	<b>70,896</b>	<b>141,791</b>	<b>73,377</b>	<b>73,377</b>	<b>146,754</b>
<b>Utilities</b>														
Electricity						20,230	20,230	40,460	20,938	20,938	41,875	21,671	21,671	43,341
Water						27,638	27,638	55,276	28,605	28,605	57,211	29,607	29,607	59,213
Gas						-	-	-	-	-	-	-	-	-
Sewer						-	-	-	-	-	-	-	-	-
<b>Sub-total Utilities</b>						<b>47,868</b>	<b>47,868</b>	<b>95,736</b>	<b>49,543</b>	<b>49,543</b>	<b>99,086</b>	<b>51,277</b>	<b>51,277</b>	<b>102,554</b>
<b>Taxes and Licenses</b>														
Real Estate Taxes						2,564	2,564	5,129	2,654	2,654	5,308	2,747	2,747	5,494
Payroll Taxes						-	-	-	-	-	-	-	-	-
Miscellaneous Taxes, Licenses and Permits						1,354	1,354	2,707	1,401	1,401	2,802	1,450	1,450	2,900
<b>Sub-total Taxes and Licenses</b>						<b>3,918</b>	<b>3,918</b>	<b>7,836</b>	<b>4,055</b>	<b>4,055</b>	<b>8,111</b>	<b>4,197</b>	<b>4,197</b>	<b>8,395</b>
<b>Insurance</b>														
Property and Liability Insurance						159,717	159,717	319,435	165,308	165,308	330,615	171,093	171,093	342,187
Fidelity Bond Insurance						-	-	-	-	-	-	-	-	-
Worker's Compensation						82,441	82,441	164,882	85,326	85,326	170,653	88,313	88,313	176,626
Director's & Officers' Liability Insurance						-	-	-	-	-	-	-	-	-
<b>Sub-total Insurance</b>						<b>242,158</b>	<b>242,158</b>	<b>484,317</b>	<b>250,634</b>	<b>250,634</b>	<b>501,268</b>	<b>259,406</b>	<b>259,406</b>	<b>518,812</b>
<b>Maintenance &amp; Repair</b>														
Payroll						81,247	81,247	162,494	84,090	84,090	168,181	87,034	87,034	174,067
Supplies						16,767	16,767	33,534	17,354	17,354	34,708	17,961	17,961	35,923
Contracts						-	-	-	-	-	-	-	-	-
Garbage and Trash Removal						35,610	35,610	71,220	36,856	36,856	73,712	38,146	38,146	76,292
Security Payroll/Contract						-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance						3,045	3,045	6,090	3,152	3,152	6,303	3,262	3,262	6,524
Vehicle and Maintenance Equipment Operation and Repairs						13,301	13,301	26,603	13,767	13,767	27,534	14,249	14,249	28,497
Miscellaneous Operating and Maintenance Expenses						24,350	24,350	48,700	25,202	25,202	50,405	26,085	26,085	52,169
<b>Sub-total Maintenance &amp; Repair Expenses</b>						<b>174,320</b>	<b>174,320</b>	<b>348,641</b>	<b>180,422</b>	<b>180,422</b>	<b>360,843</b>	<b>186,736</b>	<b>186,736</b>	<b>373,473</b>
<b>Supportive Services</b>														
Commercial Expenses						-	54,634	54,634	-	56,546	56,546	-	58,526	58,526
<b>TOTAL OPERATING EXPENSES</b>						<b>806,445</b>	<b>759,015</b>	<b>1,565,460</b>	<b>834,671</b>	<b>785,580</b>	<b>1,620,251</b>	<b>863,884</b>	<b>813,076</b>	<b>1,676,960</b>
<b>RESERVES/GROUND LEASE BASE RENT/BOND FEES</b>														
Ground Lease Base Rent						7,500	7,500	15,000	7,500	7,500	15,000	7,500	7,500	15,000
Bond Monitoring Fee						-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit						16,000	16,000	32,000	16,000	16,000	32,000	16,000	16,000	32,000
Operating Reserve Deposit						-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit						-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit						-	-	-	-	-	-	-	-	-
Required Reserve Deposits, Commercial						-	-	-	-	-	-	-	-	-
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>						<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)</b>						<b>829,945</b>	<b>782,515</b>	<b>1,612,460</b>	<b>858,171</b>	<b>809,080</b>	<b>1,667,251</b>	<b>887,384</b>	<b>836,576</b>	<b>1,723,960</b>
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>						<b>15,960</b>	<b>40,836</b>	<b>56,796</b>	<b>16,431</b>	<b>42,738</b>	<b>59,169</b>	<b>16,919</b>	<b>44,615</b>	<b>61,533</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>														
Hard Debt - First Lender						-	-	-	-	-	-	-	-	-
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)						-	-	-	-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)						-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender						-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service						-	-	-	-	-	-	-	-	-
<b>TOTAL HARD DEBT SERVICE</b>						<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>						<b>15,960</b>	<b>40,836</b>	<b>56,796</b>	<b>16,431</b>	<b>42,738</b>	<b>59,169</b>	<b>16,919</b>	<b>44,615</b>	<b>61,533</b>
Commercial Only Cash Flow						-	-	-	-	-	-	-	-	-
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)														

78 Haight Street

INCOME	Total # Units: 64	LOSP Units		Non-LOSP Units		Year 7 2031			Year 8 2032			Year 9 2033		
		32		32		LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
		50.00%	50.00%	% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)								
Residential - Tenant Rents						84,709	723,301	808,010	85,556	741,383	826,940	86,412	759,918	846,330
Residential - SOS Payments						-	-	-	-	-	-	-	-	-
Residential - Tenant Assistance Payments (Other Non-LOSP)			n/a			-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments			n/a			641,310	-	641,310	664,534	-	664,534	688,585	-	688,585
Commercial Space			n/a	2.5%	2.5%	-	-	-	-	-	-	-	-	-
Residential Parking			2.5%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income			2.5%	2.5%		-	-	-	-	-	-	-	-	-
Supportive Services Income			2.5%	2.5%		-	-	-	-	-	-	-	-	-
Interest Income - Project Operations			2.5%	2.5%		-	-	-	-	-	-	-	-	-
Laundry and Vending			2.5%	2.5%		5,037	5,037	10,073	5,163	5,163	10,325	5,292	5,292	10,583
Tenant Charges			2.5%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income			2.5%	2.5%		-	-	-	-	-	-	-	-	-
Other Commercial Income			n/a	2.5%		-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)			n/a	n/a		208,223	219,500	427,723	215,885	233,800	449,685	223,822	248,700	472,522
<b>Gross Potential Income</b>						<b>939,279</b>	<b>947,837</b>	<b>1,887,116</b>	<b>971,138</b>	<b>980,346</b>	<b>1,951,483</b>	<b>1,004,110</b>	<b>1,013,909</b>	<b>2,018,020</b>
Vacancy Loss - Residential - Tenant Rents			n/a	n/a		(4,235)	(36,165)	(40,401)	(4,278)	(37,069)	(41,347)	(4,321)	(37,996)	(42,316)
Vacancy Loss - Residential - Tenant Assistance Payments			n/a	n/a		-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial			n/a	n/a		-	-	-	-	-	-	-	-	-
<b>EFFECTIVE GROSS INCOME</b>						<b>935,043</b>	<b>911,672</b>	<b>1,846,716</b>	<b>966,860</b>	<b>943,277</b>	<b>1,910,136</b>	<b>999,790</b>	<b>975,914</b>	<b>1,975,703</b>
<b>OPERATING EXPENSES</b>														
<b>Management</b>														
Management Fee			3.5%	3.5%	1st Year to be set according to HUD schedule.	38,671	38,671	77,342	40,025	40,025	80,049	41,425	41,425	82,851
Asset Management Fee			3.5%	3.5%	per MOHCD policy	15,986	15,986	31,972	16,545	16,545	33,091	17,124	17,124	34,249
<b>Sub-total Management Expenses</b>						<b>54,657</b>	<b>54,657</b>	<b>109,314</b>	<b>56,570</b>	<b>56,570</b>	<b>113,140</b>	<b>58,550</b>	<b>58,550</b>	<b>117,100</b>
<b>Salaries/Benefits</b>														
Office Salaries			3.5%	3.5%		183,312	70,151	253,463	189,728	72,606	262,334	196,368	75,147	271,515
Manager's Salary			3.5%	3.5%		61,033	61,033	122,065	63,169	63,169	126,337	65,380	65,380	130,759
Health Insurance and Other Benefits			3.5%	3.5%		-	-	-	-	-	-	-	-	-
Other Salaries/Benefits			3.5%	3.5%		-	-	-	-	-	-	-	-	-
Administrative Rent-Free Unit			3.5%	3.5%		-	-	-	-	-	-	-	-	-
<b>Sub-total Salaries/Benefits</b>						<b>244,344</b>	<b>131,183</b>	<b>375,528</b>	<b>252,896</b>	<b>135,775</b>	<b>388,671</b>	<b>261,748</b>	<b>140,527</b>	<b>402,275</b>
<b>Administration</b>														
Advertising and Marketing			3.5%	3.5%		348	348	697	361	361	721	373	373	747
Office Expenses			3.5%	3.5%		30,262	30,262	60,525	31,322	31,322	62,643	32,418	32,418	64,836
Office Rent			3.5%	3.5%		-	-	-	-	-	-	-	-	-
Legal Expense - Property			3.5%	3.5%		8,605	8,605	17,210	8,906	8,906	17,812	9,218	9,218	18,435
Audit Expense			3.5%	3.5%		7,334	7,334	14,669	7,591	7,591	15,182	7,857	7,857	15,713
Bookkeeping/Accounting Services			3.5%	3.5%		9,417	9,417	18,835	9,747	9,747	19,494	10,088	10,088	20,176
Bad Debts			3.5%	3.5%		16,652	16,652	33,304	17,235	17,235	34,470	17,838	17,838	35,676
Miscellaneous			3.5%	3.5%		3,326	3,326	6,652	3,442	3,442	6,884	3,563	3,563	7,125
<b>Sub-total Administration Expenses</b>						<b>75,945</b>	<b>75,945</b>	<b>151,890</b>	<b>78,603</b>	<b>78,603</b>	<b>157,207</b>	<b>81,354</b>	<b>81,354</b>	<b>162,709</b>
<b>Utilities</b>														
Electricity			3.5%	3.5%		22,429	22,429	44,858	23,214	23,214	46,428	24,026	24,026	48,053
Water			3.5%	3.5%		30,643	30,643	61,286	31,715	31,715	63,431	32,825	32,825	65,651
Gas			3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sewer			3.5%	3.5%		-	-	-	-	-	-	-	-	-
<b>Sub-total Utilities</b>						<b>53,072</b>	<b>53,072</b>	<b>106,144</b>	<b>54,929</b>	<b>54,929</b>	<b>109,859</b>	<b>56,852</b>	<b>56,852</b>	<b>113,704</b>
<b>Taxes and Licenses</b>														
Real Estate Taxes			3.5%	3.5%		2,843	2,843	5,687	2,943	2,943	5,886	3,046	3,046	6,092
Payroll Taxes			3.5%	3.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Taxes, Licenses and Permits			3.5%	3.5%		1,501	1,501	3,002	1,553	1,553	3,107	1,608	1,608	3,216
<b>Sub-total Taxes and Licenses</b>						<b>4,344</b>	<b>4,344</b>	<b>8,688</b>	<b>4,496</b>	<b>4,496</b>	<b>8,992</b>	<b>4,654</b>	<b>4,654</b>	<b>9,307</b>
<b>Insurance</b>														
Property and Liability Insurance			3.5%	3.5%		177,082	177,082	354,163	183,279	183,279	366,559	189,694	189,694	379,388
Fidelity Bond Insurance			3.5%	3.5%		-	-	-	-	-	-	-	-	-
Worker's Compensation			3.5%	3.5%		91,404	91,404	182,807	94,603	94,603	189,206	97,914	97,914	195,828
Director's & Officers' Liability Insurance			3.5%	3.5%		-	-	-	-	-	-	-	-	-
<b>Sub-total Insurance</b>						<b>268,485</b>	<b>268,485</b>	<b>536,971</b>	<b>277,882</b>	<b>277,882</b>	<b>555,765</b>	<b>287,608</b>	<b>287,608</b>	<b>575,216</b>
<b>Maintenance &amp; Repair</b>														
Payroll			3.5%	3.5%		90,080	90,080	180,160	93,233	93,233	186,465	96,496	96,496	192,992
Supplies			3.5%	3.5%		18,590	18,590	37,180	19,241	19,241	38,481	19,914	19,914	39,828
Contracts			3.5%	3.5%		-	-	-	-	-	-	-	-	-
Garbage and Trash Removal			3.5%	3.5%		39,481	39,481	78,962	40,863	40,863	81,726	42,293	42,293	84,587
Security Payroll/Contract			3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance			3.5%	3.5%		3,376	3,376	6,752	3,494	3,494	6,989	3,617	3,617	7,233
Vehicle and Maintenance Equipment Operation and Repairs			3.5%	3.5%		14,747	14,747	29,494	15,264	15,264	30,527	15,798	15,798	31,596
Miscellaneous Operating and Maintenance Expenses			3.5%	3.5%		26,998	26,998	53,995	27,942	27,942	55,885	28,920	28,920	57,841
<b>Sub-total Maintenance &amp; Repair Expenses</b>						<b>193,272</b>	<b>193,272</b>	<b>386,544</b>	<b>200,037</b>	<b>200,037</b>	<b>400,073</b>	<b>207,038</b>	<b>207,038</b>	<b>414,076</b>
<b>Supportive Services</b>			3.5%	3.5%		-	60,574	60,574	-	62,694	62,694	-	64,888	64,888
<b>Commercial Expenses</b>														
<b>TOTAL OPERATING EXPENSES</b>						<b>894,120</b>	<b>841,533</b>	<b>1,735,653</b>	<b>925,414</b>	<b>870,987</b>	<b>1,796,401</b>	<b>957,804</b>	<b>901,471</b>	<b>1,859,275</b>
<b>RESERVES/GROUND LEASE BASE RENT/BOND FEES</b>														
Ground Lease Base Rent						7,500	7,500	15,000	7,500	7,500	15,000	7,500	7,500	15,000
Bond Monitoring Fee						-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit						16,000	16,000	32,000	16,000	16,000	32,000	16,000	16,000	32,000
Operating Reserve Deposit						-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit						-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit						-	-	-	-	-	-	-	-	-
Required Reserve Deposits, Commercial						-	-	-	-	-	-	-	-	-
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>						<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)</b>						<b>917,620</b>	<b>865,033</b>	<b>1,782,653</b>	<b>948,914</b>	<b>894,487</b>	<b>1,843,401</b>	<b>981,304</b>	<b>924,971</b>	<b>1,906,275</b>
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>						<b>17,423</b>	<b>46,639</b>	<b>64,062</b>	<b>17,945</b>	<b>48,790</b>	<b>66,735</b>	<b>18,486</b>	<b>50,942</b>	<b>69,428</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>														
Hard Debt - First Lender						-	-	-	-	-	-	-	-	-
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)						-	-	-	-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)						-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender						-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service						-	-	-	-	-	-	-	-	-
<b>TOTAL HARD DEBT SERVICE</b>						<b>-</b>								

78 Haight Street

INCOME	Total # Units: 64	LOSP Units		Non-LOSP Units		Year 10 2034			Year 11 2035			Year 12 2036		
		32		32		LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
		50.00%	50.00%	% annual inc	% annual increase	Comments (related to annual inc assumptions)	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP
Residential - Tenant Rents						87,276	778,916	866,192	88,149	798,389	886,538	89,030	818,348	907,379
Residential - SOS Payments						-	-	-	-	-	-	-	-	-
Residential - Tenant Assistance Payments (Other Non-LOSP)						-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments						713,494	-	713,494	739,291	-	739,291	766,007	-	766,007
Commercial Space						-	-	-	-	-	-	-	-	-
Residential Parking						-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income						-	-	-	-	-	-	-	-	-
Supportive Services Income						-	-	-	-	-	-	-	-	-
Interest Income - Project Operations						-	-	-	-	-	-	-	-	-
Laundry and Vending						5,424	5,424	10,848	5,559	5,559	11,119	5,698	5,698	11,397
Tenant Charges						-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income						-	-	-	-	-	-	-	-	-
Other Commercial Income						-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)						232,042	264,400	496,442	240,556	280,800	521,356	249,374	297,900	547,274
<b>Gross Potential Income</b>						<b>1,038,236</b>	<b>1,048,740</b>	<b>2,086,976</b>	<b>1,073,555</b>	<b>1,084,748</b>	<b>2,158,304</b>	<b>1,110,110</b>	<b>1,121,947</b>	<b>2,232,057</b>
Vacancy Loss - Residential - Tenant Rents						(4,364)	(38,946)	(43,310)	(4,407)	(39,919)	(44,327)	(4,452)	(40,917)	(45,369)
Vacancy Loss - Residential - Tenant Assistance Payments						-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial						-	-	-	-	-	-	-	-	-
<b>EFFECTIVE GROSS INCOME</b>						<b>1,033,872</b>	<b>1,009,794</b>	<b>2,043,666</b>	<b>1,069,148</b>	<b>1,044,829</b>	<b>2,113,977</b>	<b>1,105,658</b>	<b>1,081,029</b>	<b>2,186,688</b>
<b>OPERATING EXPENSES</b>														
<b>Management</b>														
Management Fee						42,875	42,875	85,751	44,376	44,376	88,752	45,929	45,929	91,858
Asset Management Fee						17,724	17,724	35,448	18,344	18,344	36,688	18,986	18,986	37,972
<b>Sub-total Management Expenses</b>						<b>60,599</b>	<b>60,599</b>	<b>121,199</b>	<b>62,720</b>	<b>62,720</b>	<b>125,440</b>	<b>64,915</b>	<b>64,915</b>	<b>129,831</b>
<b>Salaries/Benefits</b>														
Office Salaries						203,241	77,777	281,019	210,354	80,500	290,854	217,717	83,317	301,034
Manager's Salary						67,668	67,668	135,336	70,036	70,036	140,072	72,487	72,487	144,975
Health Insurance and Other Benefits						-	-	-	-	-	-	-	-	-
Other Salaries/Benefits						-	-	-	-	-	-	-	-	-
Administrative Rent-Free Unit						-	-	-	-	-	-	-	-	-
<b>Sub-total Salaries/Benefits</b>						<b>270,909</b>	<b>145,445</b>	<b>416,354</b>	<b>280,391</b>	<b>150,536</b>	<b>430,927</b>	<b>290,204</b>	<b>155,805</b>	<b>446,009</b>
<b>Administration</b>														
Advertising and Marketing						386	386	773	400	400	800	414	414	828
Office Expenses						33,552	33,552	67,105	34,727	34,727	69,454	35,942	35,942	71,885
Office Rent						-	-	-	-	-	-	-	-	-
Legal Expense - Property						9,540	9,540	19,081	9,874	9,874	19,748	10,220	10,220	20,440
Audit Expense						8,132	8,132	16,263	8,416	8,416	16,833	8,711	8,711	17,422
Bookkeeping/Accounting Services						10,441	10,441	20,882	10,807	10,807	21,613	11,185	11,185	22,370
Bad Debts						18,462	18,462	36,925	19,109	19,109	38,217	19,777	19,777	39,555
Miscellaneous						3,687	3,687	7,375	3,816	3,816	7,633	3,950	3,950	7,900
<b>Sub-total Administration Expenses</b>						<b>84,202</b>	<b>84,202</b>	<b>168,404</b>	<b>87,149</b>	<b>87,149</b>	<b>174,298</b>	<b>90,199</b>	<b>90,199</b>	<b>180,398</b>
<b>Utilities</b>														
Electricity						24,867	24,867	49,735	25,738	25,738	51,476	26,639	26,639	53,277
Water						33,974	33,974	67,949	35,163	35,163	70,327	36,394	36,394	72,788
Gas						-	-	-	-	-	-	-	-	-
Sewer						-	-	-	-	-	-	-	-	-
<b>Sub-total Utilities</b>						<b>58,842</b>	<b>58,842</b>	<b>117,683</b>	<b>60,901</b>	<b>60,901</b>	<b>121,802</b>	<b>63,033</b>	<b>63,033</b>	<b>126,065</b>
<b>Taxes and Licenses</b>														
Real Estate Taxes						3,152	3,152	6,305	3,263	3,263	6,525	3,377	3,377	6,754
Payroll Taxes						-	-	-	-	-	-	-	-	-
Miscellaneous Taxes, Licenses and Permits						1,664	1,664	3,328	1,722	1,722	3,445	1,783	1,783	3,565
<b>Sub-total Taxes and Licenses</b>						<b>4,816</b>	<b>4,816</b>	<b>9,633</b>	<b>4,985</b>	<b>4,985</b>	<b>9,970</b>	<b>5,160</b>	<b>5,160</b>	<b>10,319</b>
<b>Insurance</b>														
Property and Liability Insurance						196,334	196,334	392,667	203,205	203,205	406,410	210,317	210,317	420,635
Fidelity Bond Insurance						-	-	-	-	-	-	-	-	-
Worker's Compensation						101,341	101,341	202,682	104,888	104,888	209,776	108,559	108,559	217,118
Director's & Officers' Liability Insurance						-	-	-	-	-	-	-	-	-
<b>Sub-total Insurance</b>						<b>297,674</b>	<b>297,674</b>	<b>595,349</b>	<b>308,093</b>	<b>308,093</b>	<b>616,186</b>	<b>318,876</b>	<b>318,876</b>	<b>637,753</b>
<b>Maintenance &amp; Repair</b>														
Payroll						99,873	99,873	199,746	103,369	103,369	206,737	106,987	106,987	213,973
Supplies						20,611	20,611	41,222	21,332	21,332	42,665	22,079	22,079	44,158
Contracts						-	-	-	-	-	-	-	-	-
Garbage and Trash Removal						43,774	43,774	87,547	45,306	45,306	90,611	46,891	46,891	93,783
Security Payroll/Contract						-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance						3,743	3,743	7,486	3,874	3,874	7,748	4,010	4,010	8,020
Vehicle and Maintenance Equipment Operation and Repairs						16,351	16,351	32,701	16,923	16,923	33,846	17,515	17,515	35,031
Miscellaneous Operating and Maintenance Expenses						29,933	29,933	59,866	30,980	30,980	61,961	32,065	32,065	64,129
<b>Sub-total Maintenance &amp; Repair Expenses</b>						<b>214,284</b>	<b>214,284</b>	<b>428,569</b>	<b>221,784</b>	<b>221,784</b>	<b>443,568</b>	<b>229,547</b>	<b>229,547</b>	<b>459,093</b>
<b>Supportive Services</b>														
Commercial Expenses						-	67,159	67,159	-	69,510	69,510	-	71,943	71,943
<b>TOTAL OPERATING EXPENSES</b>						<b>991,327</b>	<b>933,023</b>	<b>1,924,350</b>	<b>1,026,023</b>	<b>965,679</b>	<b>1,991,702</b>	<b>1,061,934</b>	<b>999,477</b>	<b>2,061,412</b>
<b>RESERVES/GROUND LEASE BASE RENT/BOND FEES</b>														
Ground Lease Base Rent						7,500	7,500	15,000	7,500	7,500	15,000	7,500	7,500	15,000
Bond Monitoring Fee						-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit						16,000	16,000	32,000	16,000	16,000	32,000	16,000	16,000	32,000
Operating Reserve Deposit						-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit						-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit						-	-	-	-	-	-	-	-	-
Required Reserve Deposits, Commercial						-	-	-	-	-	-	-	-	-
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>						<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)</b>						<b>1,014,827</b>	<b>956,523</b>	<b>1,971,350</b>	<b>1,049,523</b>	<b>989,179</b>	<b>2,038,702</b>	<b>1,085,434</b>	<b>1,022,977</b>	<b>2,108,412</b>
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>						<b>19,046</b>	<b>53,271</b>	<b>72,317</b>	<b>19,625</b>	<b>55,650</b>	<b>75,275</b>	<b>20,224</b>	<b>58,052</b>	<b>78,276</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>														
Hard Debt - First Lender						-	-	-	-	-	-	-	-	-
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)						-	-	-	-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)						-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender						-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service						-	-	-	-	-	-	-	-	-
<b>TOTAL HARD DEBT SERVICE</b>						<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>						<b>19,046</b>	<b>53,271</b>	<b>72,317</b>	<b>19,625</b>	<b>55,650</b>	<b>75,275</b>	<b>20,224</b>	<b>58,052</b>	<b>78,276</b>
Commercial Only Cash Flow														

78 Haight Street

INCOME	Total # Units: 64	LOSP Units		Non-LOSP Units		Year 13 2037			Year 14 2038			Year 15 2039		
		32		32		LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
		50.00%	50.00%	% annual inc LOSP	% annual increase									
Residential - Tenant Rents						89,921	838,807	928,728	90,820	859,777	950,597	91,728	881,272	973,000
Residential - SOS Payments						-	-	-	-	-	-	-	-	-
Residential - Tenant Assistance Payments (Other Non-LOSP)						-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments						793,674	-	793,674	822,325	-	822,325	851,995	-	851,995
Commercial Space						-	-	-	-	-	-	-	-	-
Residential Parking						-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income						-	-	-	-	-	-	-	-	-
Supportive Services Income						-	-	-	-	-	-	-	-	-
Interest Income - Project Operations						-	-	-	-	-	-	-	-	-
Laundry and Vending						5,841	5,841	11,682	5,987	5,987	11,974	6,137	6,137	12,273
Tenant Charges						-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income						-	-	-	-	-	-	-	-	-
Other Commercial Income						-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)						258,507	315,900	574,407	267,966	334,700	602,666	277,763	354,300	632,063
<b>Gross Potential Income</b>						<b>1,147,942</b>	<b>1,160,548</b>	<b>2,308,490</b>	<b>1,187,098</b>	<b>1,200,464</b>	<b>2,387,562</b>	<b>1,227,623</b>	<b>1,241,708</b>	<b>2,469,331</b>
Vacancy Loss - Residential - Tenant Rents						(4,496)	(41,940)	(46,436)	(4,541)	(42,989)	(47,530)	(4,586)	(44,064)	(48,650)
Vacancy Loss - Residential - Tenant Assistance Payments						-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial						-	-	-	-	-	-	-	-	-
<b>EFFECTIVE GROSS INCOME</b>						<b>1,143,446</b>	<b>1,118,608</b>	<b>2,262,054</b>	<b>1,182,557</b>	<b>1,157,475</b>	<b>2,340,032</b>	<b>1,223,036</b>	<b>1,197,645</b>	<b>2,420,681</b>
<b>OPERATING EXPENSES</b>														
<b>Management</b>														
Management Fee						3.5%	3.5%	1st Year to be set according to HUD schedule.	47,537	47,537	95,073	49,200	49,200	98,401
Asset Management Fee						3.5%	3.5%	per MOHCD policy	19,651	19,651	39,301	20,338	20,338	40,677
<b>Sub-total Management Expenses</b>									<b>67,187</b>	<b>67,187</b>	<b>134,375</b>	<b>69,539</b>	<b>69,539</b>	<b>139,078</b>
<b>Salaries/Benefits</b>														
Office Salaries						3.5%	3.5%		225,337	86,233	311,570	233,224	89,251	322,475
Manager's Salary						3.5%	3.5%		75,025	75,025	150,049	77,650	77,650	155,301
Health Insurance and Other Benefits						3.5%	3.5%		-	-	-	-	-	-
Other Salaries/Benefits						3.5%	3.5%		-	-	-	-	-	-
Administrative Rent-Free Unit						3.5%	3.5%		-	-	-	-	-	-
<b>Sub-total Salaries/Benefits</b>									<b>300,362</b>	<b>161,258</b>	<b>461,619</b>	<b>310,874</b>	<b>166,902</b>	<b>477,776</b>
<b>Administration</b>														
Advertising and Marketing						3.5%	3.5%		428	428	857	443	443	887
Office Expenses						3.5%	3.5%		37,200	37,200	74,400	38,502	38,502	77,005
Office Rent						3.5%	3.5%		-	-	-	-	-	-
Legal Expense - Property						3.5%	3.5%		10,577	10,577	21,155	10,948	10,948	21,895
Audit Expense						3.5%	3.5%		9,016	9,016	18,032	9,331	9,331	18,663
Bookkeeping/Accounting Services						3.5%	3.5%		11,576	11,576	23,153	11,981	11,981	23,963
Bad Debts						3.5%	3.5%		20,470	20,470	40,939	21,186	21,186	42,372
Miscellaneous						3.5%	3.5%		4,088	4,088	8,176	4,231	4,231	8,463
<b>Sub-total Administration Expenses</b>									<b>93,356</b>	<b>93,356</b>	<b>186,712</b>	<b>96,624</b>	<b>96,624</b>	<b>193,247</b>
<b>Utilities</b>														
Electricity						3.5%	3.5%		27,571	27,571	55,142	28,536	28,536	57,072
Water						3.5%	3.5%		37,668	37,668	75,336	38,986	38,986	77,973
Gas						3.5%	3.5%		-	-	-	-	-	-
Sewer						3.5%	3.5%		-	-	-	-	-	-
<b>Sub-total Utilities</b>									<b>65,239</b>	<b>65,239</b>	<b>130,478</b>	<b>67,522</b>	<b>67,522</b>	<b>135,044</b>
<b>Taxes and Licenses</b>														
Real Estate Taxes						3.5%	3.5%		3,495	3,495	6,990	3,617	3,617	7,235
Payroll Taxes						3.5%	3.5%		-	-	-	-	-	-
Miscellaneous Taxes, Licenses and Permits						3.5%	3.5%		1,845	1,845	3,690	1,910	1,910	3,819
<b>Sub-total Taxes and Licenses</b>									<b>5,340</b>	<b>5,340</b>	<b>10,680</b>	<b>5,527</b>	<b>5,527</b>	<b>11,054</b>
<b>Insurance</b>														
Property and Liability Insurance						3.5%	3.5%		217,679	217,679	435,357	225,297	225,297	450,595
Fidelity Bond Insurance						3.5%	3.5%		-	-	-	-	-	-
Worker's Compensation						3.5%	3.5%		112,359	112,359	224,717	116,291	116,291	232,582
Director's & Officers' Liability Insurance						3.5%	3.5%		-	-	-	-	-	-
<b>Sub-total Insurance</b>									<b>330,037</b>	<b>330,037</b>	<b>660,074</b>	<b>341,588</b>	<b>341,588</b>	<b>683,177</b>
<b>Maintenance &amp; Repair</b>														
Payroll						3.5%	3.5%		110,731	110,731	221,462	114,607	114,607	229,213
Supplies						3.5%	3.5%		22,852	22,852	45,704	23,652	23,652	47,303
Contracts						3.5%	3.5%		-	-	-	-	-	-
Garbage and Trash Removal						3.5%	3.5%		48,533	48,533	97,065	50,231	50,231	100,462
Security Payroll/Contract						3.5%	3.5%		-	-	-	-	-	-
HVAC Repairs and Maintenance						3.5%	3.5%		4,150	4,150	8,300	4,295	4,295	8,591
Vehicle and Maintenance Equipment Operation and Repairs						3.5%	3.5%		18,128	18,128	36,257	18,763	18,763	37,526
Miscellaneous Operating and Maintenance Expenses						3.5%	3.5%		33,187	33,187	66,374	34,348	34,348	68,697
<b>Sub-total Maintenance &amp; Repair Expenses</b>									<b>237,581</b>	<b>237,581</b>	<b>475,162</b>	<b>245,896</b>	<b>245,896</b>	<b>491,792</b>
<b>Supportive Services</b>						3.5%	3.5%		-	74,461	74,461	-	77,067	77,067
<b>Commercial Expenses</b>														
<b>TOTAL OPERATING EXPENSES</b>									<b>1,099,102</b>	<b>1,034,459</b>	<b>2,133,561</b>	<b>1,137,570</b>	<b>1,070,665</b>	<b>2,208,236</b>
<b>Reserves/Ground Lease Base Rent/Bond Fees</b>														
Ground Lease Base Rent									7,500	7,500	15,000	7,500	7,500	15,000
Bond Monitoring Fee									-	-	-	-	-	-
Replacement Reserve Deposit									16,000	16,000	32,000	16,000	16,000	32,000
Operating Reserve Deposit									-	-	-	-	-	-
Other Required Reserve 1 Deposit									-	-	-	-	-	-
Other Required Reserve 2 Deposit									-	-	-	-	-	-
Required Reserve Deposits, Commercial									-	-	-	-	-	-
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>									<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)</b>									<b>1,122,602</b>	<b>1,057,959</b>	<b>2,180,561</b>	<b>1,161,070</b>	<b>1,094,165</b>	<b>2,255,236</b>
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>									<b>20,844</b>	<b>60,649</b>	<b>81,493</b>	<b>21,486</b>	<b>63,310</b>	<b>84,797</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>														
Hard Debt - First Lender									-	-	-	-	-	-
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)									-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)									-	-	-	-	-	-
Hard Debt - Fourth Lender									-	-	-	-	-	-
Commercial Hard Debt Service									-	-	-	-	-	-
<b>TOTAL HARD DEBT SERVICE</b>									<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>									<b>20,844</b>	<b>60,649</b>	<b>81,493</b>	<b>21,486</b>	<b>63,310</b>	<b>84,797</b>
Commercial Only Cash Flow									-	-	-	-	-	-
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)									-	-	-	-	-	-
<b>AVAILABLE CASH FLOW</b>									<b>20,844</b>	<b>60,649</b>	<b>81,493</b>	<b>21,486</b>	<b>63,310</b>	<b>84,797</b>
<b>USES OF CASH FLOW BELOW (This row also shows DSCR.)</b>														
<b>USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL</b>														
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)						3.5%	3.5%	per MOHCD policy	-	-	-	-	-	-
Partnership Management Fee (see policy for limits)						3.5%	3.5%	per MOHCD policy	18,344	18,344	36,689			



78 Haight Street

INCOME	Total # Units: 64	LOSP Units 32 50.00%	Non-LOSP Units 32 50.00%	Comments (related to annual inc assumptions)	Year 19 2043			Year 20 2044				
					% annual inc LOSP	% annual increase	LOSP	non- LOSP	Total	LOSP	non- LOSP	Total
					Residential - Tenant Rents	1.0%	2.5%		95,453	972,759	1,068,212	96,407
Residential - SOS Payments		4.0%		-	-	-	-	-	-			
Residential - Tenant Assistance Payments (Other Non-LOSP)	n/a			-	-	-	-	-	-			
Residential - LOSP Tenant Assistance Payments	n/a	n/a		983,434		983,434	1,016,578		1,016,578			
Commercial Space	n/a	2.5%	from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-			
Residential Parking	2.5%	2.5%		-	-	-	-	-	-			
Miscellaneous Rent Income	2.5%	2.5%		-	-	-	-	-	-			
Supportive Services Income	2.5%	2.5%		-	-	-	-	-	-			
Interest Income - Project Operations	2.5%	2.5%		-	-	-	-	-	-			
Laundry and Vending	2.5%	2.5%		6,774	6,774	13,547	6,943	6,943	13,886			
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-			
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-			
Other Commercial Income	n/a	2.5%		-	-	-	-	-	-			
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a		318,739	410,701	729,440	332,596	-	332,596			
<b>Gross Potential Income</b>				<b>1,404,399</b>	<b>1,390,234</b>	<b>2,794,633</b>	<b>1,452,524</b>	<b>1,004,021</b>	<b>2,456,545</b>			
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	vacancy formulas use %ages from wab cats G25-26; can be overridden - use negative #s!	(4,773)	(48,638)	(53,411)	(4,820)	(49,854)	(54,674)			
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	Linked from 1st Year Op Budget &/or Commercial Op Budget, see notes there. If not using default formulas, replace this note & explain vacancy assumptions.	-	-	-	-	-	-			
Vacancy Loss - Commercial	n/a	n/a		-	-	-	-	-	-			
<b>EFFECTIVE GROSS INCOME</b>				<b>1,399,627</b>	<b>1,341,596</b>	<b>2,741,223</b>	<b>1,447,704</b>	<b>954,167</b>	<b>2,401,871</b>			
<b>OPERATING EXPENSES</b>												
<b>Management</b>												
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	58,435	58,435	116,870	60,480	60,480	120,960			
Asset Management Fee	3.5%	3.5%	per MOHCD policy	24,156	24,156	48,311	25,001	25,001	50,002			
<b>Sub-total Management Expenses</b>				<b>82,590</b>	<b>82,590</b>	<b>165,181</b>	<b>85,481</b>	<b>85,481</b>	<b>170,962</b>			
<b>Salaries/Benefits</b>												
Office Salaries	3.5%	3.5%		276,997	106,003	382,999	286,692	109,713	396,404			
Manager's Salary	3.5%	3.5%		92,224	92,224	184,449	95,452	95,452	190,904			
Health Insurance and Other Benefits	3.5%	3.5%		-	-	-	-	-	-			
Other Salaries/Benefits	3.5%	3.5%		-	-	-	-	-	-			
Administrative Rent-Free Unit	3.5%	3.5%		-	-	-	-	-	-			
<b>Sub-total Salaries/Benefits</b>				<b>369,221</b>	<b>198,227</b>	<b>567,448</b>	<b>382,144</b>	<b>205,165</b>	<b>587,309</b>			
<b>Administration</b>												
Advertising and Marketing	3.5%	3.5%		527	527	1,053	545	545	1,090			
Office Expenses	3.5%	3.5%		45,729	45,729	91,457	47,329	47,329	94,658			
Office Rent	3.5%	3.5%		-	-	-	-	-	-			
Legal Expense - Property	3.5%	3.5%		13,002	13,002	26,005	13,458	13,458	26,915			
Audit Expense	3.5%	3.5%		11,083	11,083	22,165	11,471	11,471	22,941			
Bookkeeping/Accounting Services	3.5%	3.5%		14,230	14,230	28,460	14,728	14,728	29,457			
Bad Debts	3.5%	3.5%		25,162	25,162	50,325	26,043	26,043	52,086			
Miscellaneous	3.5%	3.5%		5,025	5,025	10,051	5,201	5,201	10,403			
<b>Sub-total Administration Expenses</b>				<b>114,758</b>	<b>114,758</b>	<b>229,517</b>	<b>118,775</b>	<b>118,775</b>	<b>237,550</b>			
<b>Utilities</b>												
Electricity	3.5%	3.5%		33,892	33,892	67,783	35,078	35,078	70,156			
Water	3.5%	3.5%		46,303	46,303	92,607	47,924	47,924	95,848			
Gas	3.5%	3.5%		-	-	-	-	-	-			
Sewer	3.5%	3.5%		-	-	-	-	-	-			
<b>Sub-total Utilities</b>				<b>80,195</b>	<b>80,195</b>	<b>160,390</b>	<b>83,002</b>	<b>83,002</b>	<b>166,004</b>			
<b>Taxes and Licenses</b>												
Real Estate Taxes	3.5%	3.5%		4,296	4,296	8,593	4,447	4,447	8,893			
Payroll Taxes	3.5%	3.5%		-	-	-	-	-	-			
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		2,268	2,268	4,536	2,347	2,347	4,695			
<b>Sub-total Taxes and Licenses</b>				<b>6,564</b>	<b>6,564</b>	<b>13,129</b>	<b>6,794</b>	<b>6,794</b>	<b>13,588</b>			
<b>Insurance</b>												
Property and Liability Insurance	3.5%	3.5%		267,582	267,582	535,165	276,948	276,948	553,896			
Fidelity Bond Insurance	3.5%	3.5%		-	-	-	-	-	-			
Worker's Compensation	3.5%	3.5%		138,117	138,117	276,235	142,951	142,951	285,903			
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-			
<b>Sub-total Insurance</b>				<b>405,700</b>	<b>405,700</b>	<b>811,400</b>	<b>419,899</b>	<b>419,899</b>	<b>839,799</b>			
<b>Maintenance &amp; Repair</b>												
Payroll	3.5%	3.5%		136,117	136,117	272,234	140,881	140,881	281,762			
Supplies	3.5%	3.5%		28,091	28,091	56,182	29,074	29,074	58,148			
Contracts	3.5%	3.5%		-	-	-	-	-	-			
Garbage and Trash Removal	3.5%	3.5%		59,659	59,659	119,318	61,747	61,747	123,494			
Security Payroll/Contract	3.5%	3.5%		-	-	-	-	-	-			
HVAC Repairs and Maintenance	3.5%	3.5%		5,102	5,102	10,203	5,280	5,280	10,560			
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		22,284	22,284	44,569	23,064	23,064	46,128			
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		40,795	40,795	81,590	42,223	42,223	84,446			
<b>Sub-total Maintenance &amp; Repair Expenses</b>				<b>292,047</b>	<b>292,047</b>	<b>584,095</b>	<b>302,269</b>	<b>302,269</b>	<b>604,538</b>			
<b>Supportive Services</b>	3.5%	3.5%		-	91,531	91,531	-	94,735	94,735			
<b>Commercial Expenses</b>			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-			
<b>TOTAL OPERATING EXPENSES</b>				<b>1,351,077</b>	<b>1,271,614</b>	<b>2,622,691</b>	<b>1,398,364</b>	<b>1,316,121</b>	<b>2,714,485</b>			
<b>Reserves/Ground Lease Base Rent/Bond Fees</b>												
Ground Lease Base Rent				7,500	7,500	15,000	7,500	7,500	15,000			
Bond Monitoring Fee				-	-	-	-	-	-			
Replacement Reserve Deposit				16,000	16,000	32,000	16,000	16,000	32,000			
Operating Reserve Deposit				-	-	-	-	-	-			
Other Required Reserve 1 Deposit				-	-	-	-	-	-			
Other Required Reserve 2 Deposit				-	-	-	-	-	-			
Required Reserve Deposits, Commercial			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-			
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>				<b>23,500</b>	<b>23,500</b>	<b>47,000</b>	<b>23,500</b>	<b>23,500</b>	<b>47,000</b>			
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)</b>				<b>1,374,577</b>	<b>1,295,114</b>	<b>2,669,691</b>	<b>1,421,864</b>	<b>1,339,621</b>	<b>2,761,485</b>			
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>				<b>25,050</b>	<b>46,481</b>	<b>71,531</b>	<b>25,839</b>	<b>(385,454)</b>	<b>(359,614)</b>			
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>												
Hard Debt - First Lender			Enter comments re: annual increase, etc.	-	-	-	-	-	-			
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)			Enter comments re: annual increase, etc.	-	-	-	-	-	-			
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)			Enter comments re: annual increase, etc.	-	-	-	-	-	-			
Hard Debt - Fourth Lender			Enter comments re: annual increase, etc.	-	-	-	-	-	-			
Commercial Hard Debt Service			from Commercial Op. Budget Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-			
<b>TOTAL HARD DEBT SERVICE</b>				<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>			
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>				<b>25,050</b>	<b>46,481</b>	<b>71,531</b>	<b>25,839</b>	<b>(385,454)</b>	<b>(359,614)</b>			
Commercial Only Cash Flow				-	-	-	-	-	-			
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)				-	-	-	-	-	-			
<b>AVAILABLE CASH FLOW</b>				<b>25,050</b>	<b>46,481</b>	<b>71,531</b>	<b>25,839</b>	<b>(385,454)</b>	<b>(359,614)</b>			
<b>USES OF CASH FLOW BELOW (This row also shows DSCR.)</b>												
<b>USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL</b>												
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	-	-	-	-	-	-			
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy	22,550	22,550	45,100	23,339	23,339	46,678			
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	0.0%	0.0%	per MOHCD policy no annual increase	2,500	2,500	5,000	2,500	2,500	5,000			
Other Payments				-	-	-	-	-	-			
Non-amortizing Loan Pmnt - Lender 1			Enter comments re: annual increase, etc.	-	-	-	-	-	-			
Non-amortizing Loan Pmnt - Lender 2			Enter comments re: annual increase, etc.	-	-	-	-	-	-			
Deferred Developer Fee (Enter amt <= Max Fee from row 131)				-	-	-	-	-	-			
<b>TOTAL PAYMENTS PRECEDING MOHCD</b>				<b>25,050</b>	<b>25,050</b>	<b>50,100</b>	<b>25,839</b>	<b>25,839</b>	<b>51,678</b>			
<b>RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)</b>				<b>0</b>	<b>21,432</b>	<b>21,432</b>	<b>(0)</b>	<b>(411,293)</b>	<b>(411,293)</b>			
Does Project have a MOHCD Residual Receipt Obligation?		Yes										
Will Project Defer Developer Fee?		No										
Residual Receipts split for all years. - Lender/Owner		67% / 33%										
<b>MOHCD RESIDUAL RECEIPTS DEBT SERVICE</b>												
MOHCD Residual Receipts Amount Due						14,288						
Proposed MOHCD Residual Receipts Amount to Loan Repayment	100.00%		Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy			14,288						
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease												
<b>BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE</b>						<b>7,144</b>						
<b>NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE</b>												
HCD Residual Receipts Amount Due	0.00%		No HCD Financing									
Lender 4 Residual Receipts Due	0.00%											
Lender 5 Residual Receipts Due	0.00%											
<b>Total Non-MOHCD Residual Receipts Debt Service</b>						<b>-</b>						
<b>REMAINDER (Should be zero unless there are distributions below)</b>						<b>7,144</b>						
Owner Distributions/Incentive Management Fee						7,144						
Other Distributions/Uses												
<b>Final Balance (should be zero)</b>						<b>-</b>						
<b>REPLACEMENT RESERVE - RUNNING BALANCE</b>												
Replacement Reserve Starting Balance						576,000			608,000			
Replacement Reserve Deposits						32,000			32,000			
Replacement Reserve Withdrawals (ideally tied to CNA)						-			-			
Replacement Reserve Interest						-			-			

Evaluation of Request for LOSP Contract, NPLH COSR  
78 Haight Street

Loan Committee Date: September 26, 2025  
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**Attachment D: LOSP Funding Schedule A**

MOHCD Proforma - Exhibit A

<b>LOSP FUNDING SCHEDULE</b>	
Project Address:	78 Haight Street
LOSP Funding Start Date:	10/1/2025

**Exhibit A**

Calendar Year	Full Year Funding Amount	# Months to Fund	Total Disbursement for Calendar Year	Estimated Disbursement Date
CY-1 2025	\$558,963	3	\$139,741	9/1/2025
CY-2 2026	\$536,661	12	\$536,661	1/1/2026
CY-3 2027	\$556,148	12	\$556,148	1/1/2027
CY-4 2028	\$576,331	12	\$576,331	1/1/2028
CY-5 2029	\$597,235	12	\$597,235	1/1/2029
CY-6 2030	\$618,886	12	\$618,886	1/1/2030
CY-7 2031	\$641,310	12	\$641,310	1/1/2031
CY-8 2032	\$664,534	12	\$664,534	1/1/2032
CY-9 2033	\$688,585	12	\$688,585	1/1/2033
CY-10 2034	\$713,494	12	\$713,494	1/1/2034
CY-11 2035	\$739,291	12	\$739,291	1/1/2035
CY-12 2036	\$766,007	12	\$766,007	1/1/2036
CY-13 2037	\$793,674	12	\$793,674	1/1/2037
CY-14 2038	\$822,325	12	\$822,325	1/1/2038
CY-15 2039	\$851,995	12	\$851,995	1/1/2039
CY-16 2040	\$883,145	12	\$883,145	1/1/2040
<b>Total Contract Amount:</b>			<b>\$10,589,361</b>	

LOSP Funding End Date:	12/31/2040
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MOHCD Proforma - Exhibit B

**NPLH COSR FUNDING SCHEDULE**

Project Address:	78 Haight Street
NPLH COSR Funding Start Date:	10/1/2025

**Exhibit B**

Calendar Year	Total Disbursement for Calendar Year	Estimated Disbursement Date	
CY-1	2025	\$126,391	11/1/2025
CY-2	2026	\$173,709	1/1/2026
CY-3	2027	\$180,134	1/1/2027
CY-4	2028	\$186,790	1/1/2028
CY-5	2029	\$193,684	1/1/2029
CY-6	2030	\$200,826	1/1/2030
CY-7	2031	\$208,223	1/1/2031
CY-8	2032	\$215,885	1/1/2032
CY-9	2033	\$223,822	1/1/2033
CY-10	2034	\$232,042	1/1/2034
CY-11	2035	\$240,556	1/1/2035
CY-12	2036	\$249,374	1/1/2036
CY-13	2037	\$258,507	1/1/2037
CY-14	2038	\$267,966	1/1/2038
CY-15	2039	\$277,763	1/1/2039
CY-16	2040	\$287,485	1/1/2040
CY-17	2041	\$297,547	1/1/2041
CY-18	2042	\$307,961	1/1/2042
CY-19	2043	\$318,739	1/1/2043
CY-20	2044	\$332,596	1/1/2044

**Total Contract Amount: \$4,780,000**

NPLH COSR Funding End Date: 12/31/2040

Evaluation of Request for LOSP Contract, NPLH COSR  
78 Haight Street

Loan Committee Date: September 26, 2025  
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**Attachment E: Permanent Sources and Uses**

Application Date: 8/18/25 # Units: 64  
 Project Name: 78 Haight Street # Bedrooms: 66  
 Project Address: 78 Haight Street # Beds: 32  
 Project Sponsor: Tenderloin Neighborhood Development Corporation LOSP Project

SOURCES	Total Sources							Comments
	30,525,995	24,624,975	2,423,019	1,753,226	4,780,239	945,000	700,000	

USES	Name of Sources:	Fed LIHTC Equity	State LIHTC Equity	Deferred Interest MOH	NPLH (MOHCD)	AHP	GP Contribution - Weinberg	
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ACQUISITION								
Acquisition cost or value		0						0
Legal / Closing costs / Broker's Fee		5,000						5,000
Holding Costs								0
Transfer Tax		32,438						32,438
<b>TOTAL ACQUISITION</b>	<b>0</b>	<b>37,438</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>37,438</b>

CONSTRUCTION (HARD COSTS)									
* Unit Construction/Rehab	16,199,308	3,826,080	2,423,019		4,780,239	945,000	700,000	28,873,646	
* Commercial Shell Construction	2,053,538							2,053,538	
* Demolition	0							0	
* Environmental Remediation		100,000						100,000	
* Onsite Improvements/Landscaping	1,271,135							1,271,135	
* Offsite Improvements	730,885							730,885	
* Infrastructure Improvements	0							0	
* Parking	0							0	
GC Bond Premium/GC Insurance/GC Taxes	1,611,316							1,611,316	subguard, OCIP, P&P Bond, Other taxes
GC Overhead & Profit	711,350	443,620						1,154,970	
CG General Conditions	2,159,972	2,151,289						4,311,261	
<i>Sub-total Construction Costs</i>	<i>24,737,504</i>	<i>6,520,989</i>	<i>2,423,019</i>	<i>0</i>	<i>4,780,239</i>	<i>945,000</i>	<i>700,000</i>	<i>40,106,751</i>	
Design Contingency (remove at DD)								0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Bid Contingency (remove at bid)								0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Plan Check Contingency (remove/reduce during Plan Review)								0	4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+
Hard Cost Construction Contingency	579,796	2,573,728						3,153,524	5% new construction / 15% rehab
<i>Sub-total Construction Contingencies</i>	<i>579,796</i>	<i>2,573,728</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>3,153,524</i>	
<b>TOTAL CONSTRUCTION COSTS</b>	<b>25,317,300</b>	<b>9,094,717</b>	<b>2,423,019</b>	<b>0</b>	<b>4,780,239</b>	<b>945,000</b>	<b>700,000</b>	<b>43,260,275</b>	

SOFT COSTS									
<b>Architecture &amp; Design</b>									
Architect design fees	1,346,392							1,346,392	See MOHCD A&E Fee Guidelines: <a href="http://sfmohcd.org/documents-reports-and-forms">http://sfmohcd.org/documents-reports-and-forms</a>
Design Subconsultants to the Architect (incl. Fees)	161,822	729,409						891,231	
Architect Construction Admin	679,316	184,100						863,416	
Reimbursables	25,858	16,910						42,768	
Additional Services	0							0	
<i>Sub-total Architect Contract</i>	<i>2,213,388</i>	<i>930,419</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>3,143,807</i>	
Other Third Party design consultants (not included under Architect contract)	426,155							426,155	Consultants not covered under architect contract; name consultant type and contract amount
<b>Total Architecture &amp; Design</b>	<b>2,639,543</b>	<b>930,419</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,569,962</b>	
<b>Engineering &amp; Environmental Studies</b>									
Survey	32,714	22,286						55,000	
Geotechnical studies	168,201	18,799						187,000	
Phase I & II Reports	25,601							25,601	
CEQA / Environmental Review consultants	1,305							1,305	
NEPA / 106 Review	0							0	
CNA/PNA (rehab only)	0							0	
Other environmental consultants	26,715	123,285						150,000	Special Inspections Engineer
<b>Total Engineering &amp; Environmental Studies</b>	<b>254,535</b>	<b>164,370</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>418,905</b>	
<b>Financing Costs</b>									
Construction Financing Costs									
Construction Loan Origination Fee	0							0	
Construction Loan Interest	0	2,170,586		1,753,226				3,923,812	
Title & Recording	16,598	53,402						70,000	escrow fee at closing
CDLAC & CDIAC fees	0							0	
Bond Issuer Fees	0							0	
Other Bond Cost of Issuance	0							0	
Construction Loan Fee		188,748						188,748	construction loan fee+ cost of issuance
<i>Sub-total Const. Financing Costs</i>	<i>16,598</i>	<i>2,412,736</i>	<i>0</i>	<i>1,753,226</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>4,182,560</i>	
<b>Permanent Financing Costs</b>									
Permanent Loan Origination Fee	0							0	
Credit Enhance. & Appl. Fee	0							0	
Title & Recording	0	10,000						10,000	
<i>Sub-total Perm. Financing Costs</i>	<i>0</i>	<i>10,000</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>10,000</i>	
<b>Total Financing Costs</b>	<b>16,598</b>	<b>2,422,736</b>	<b>0</b>	<b>1,753,226</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,192,560</b>	
<b>Legal Costs</b>									
Borrower Legal fees	16,288	113,319						129,607	
Land Use / CEQA Attorney fees	0							0	
Tax Credit Counsel	0	211,600						211,600	
Bond Counsel	0	0						0	
Construction Lender Counsel	34,450	65,550						100,000	
Permanent Lender Counsel	0							0	
Construction Lender Inspection	6,500	41,500						48,000	
<b>Total Legal Costs</b>	<b>57,238</b>	<b>431,969</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>489,207</b>	
<b>Other Development Costs</b>									
Appraisal	5,000							5,000	
Market Study	21,450							21,450	
Insurance	350,619	655,017						1,005,636	
Property Taxes	40							40	
Accounting / Audit	11,475	68,525						80,000	
Organizational Costs	7,176	2,824						10,000	
Entitlement / Permit Fees	457,284	73,826						531,110	
Marketing / Rent-up	83,000	2,000						85,000	
Furnishings	0	434,300						434,300	\$2,500/unit; See MOHCD U/W Guidelines on: <a href="http://sfmohcd.org/documents-reports-and-forms">http://sfmohcd.org/documents-reports-and-forms</a>
PGE / Utility Fees	741,243	283,757						1,025,000	
TCAC App / Alloc / Monitor Fees	134,188	2,342						136,530	
Financial Consultant fees	162,276	77,500						239,776	
Construction Management fees / Owner's Rep	162,276	50,862						213,138	
Security during Construction	0							0	
Relocation	16,600	8,400						25,000	
Other Construction Costs: Not in Contract	67,140	32,860						100,000	
Direct Contract	18,288	727,984						746,272	
Event/Community Outreach	0	21,712						21,712	
<b>Total Other Development Costs</b>	<b>2,075,781</b>	<b>2,441,909</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,517,690</b>	
<b>Soft Cost Contingency</b>									
Contingency (Arch, Eng, Fin, Legal & Other Dev)		870,891		0	0	0	0	870,891	Should be either 10% or 5% of total soft costs.
<b>TOTAL SOFT COSTS</b>	<b>5,043,695</b>	<b>7,262,294</b>	<b>0</b>	<b>1,753,226</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>14,059,215</b>	Contingency as % of Total Applicable Soft Costs <b>6.6%</b>

RESERVES								
* Operating Reserves	0	723,053						723,053
* Replacement Reserves	0							0
* Tenant Improvements Reserves	0							0
* Lease Up Reserve	0	268,673						268,673
* COSR 1	0	5,203,800						5,203,800
* COSR 2	0							0
<b>TOTAL RESERVES</b>	<b>0</b>	<b>6,195,526</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,195,526</b>

DEVELOPER COSTS								
Developer Fee - Cash-out Paid at Milestones	165,000	2,035,000						2,200,000
Developer Fee - Cash-out At Risk								0
Commercial Developer Fee								0
Developer Fee - GP Equity (also show as source)								0
Developer Fee - Deferred (also show as source)								0
Development Consultant Fees								0
Other (specify)								0
<b>TOTAL DEVELOPER COSTS</b>	<b>165,000</b>	<b>2,035,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,200,000</b>

TOTAL DEVELOPMENT COST	30,525,995	24,624,975	2,423,019	1,753,226	4,780,239	945,000	700,000	65,752,454
Development Cost/Unit by Source	476,969	384,765	37,860	27,394	74,691	14,766	10,938	1,027,382
Development Cost/Unit as % of TDC by Source	46.4%	37.5%	3.7%	2.7%	7.3%	1.4%	1.1%	100.0%

Acquisition Cost/Unit by Source	0	0	0	0	0	0	0	0
Construction Cost (inc Const Contingency)/Unit By Source	395,583	142,105	37,860	0	74,691	14,766	10,938	675,942
Construction Cost (inc Const Contingency)/SF	531.03	190.76	50.82	0.00	100.27	19.82	14.68	907.38

*Possible non-eligible GO Bond/COP Amount:	20,718,802
City Subsidy/Unit	476,969

Tax Credit Equity Pricing:	0.980
Construction Bond Amount:	18,351,285
Construction Loan Term (in months):	54 months
Construction Loan Interest Rate (as %):	4.25%