Citywide Affordable Housing Loan Committee

San Francisco Mayor's Office of Housing and Community Development

Department of Homelessness and Supportive Housing

Office of Community Investment and Infrastructure

Controller's Office of Public Finance

MEMORANDUM

DATE: January 5, 2024

TO: CITYWIDE AFFORDABLE HOUSING LOAN COMMITTEE

FROM: ANNE ROMERO, SENIOR PROJECT MANAGER

RE: **78 HAIGHT STREET (AKA Octavia Parcel U) – ADDITIONAL GAP REQUEST**

Project Description

Sources and Amounts of New Funds Recommended:	Up to $8,559,766 • $5,000,000 2019 GO Bonds • $3,559,766 in Housing Trust Fund
Sources and Amounts of Previous Gap City Funds Closed:	$4,000,000 2019 GO Bonds $10,500,000 AHF Inclus. Market Octavia Fund $5,466,228 AHF Inclusionary $4,780,239 No Place Like Home $2,000,000 ERAF Housing Fund
Previously Committed Total:	$26,746,467 (includes $945,000 as AHP Bridge)
Proposed Total Funds:	$35,306,233

Construction Type:	Type I	Project Type:	New Construction
Number of Stories:	7	Lot Size (acres and sf):	0.128 acres / 5,581 sf
Number of Units:	63	Architect:	Paulett Taggart Architects
Total Residential Area:	44,185 sf	General Contractor:	Guzman Suffolk Joint Venture
Total Commercial Area:	3,216 sf	Property Manager:	Tenderloin Neighborhood Development Corporation
Total Building Area:	47,401 sf	Supervisor and District:	Sup. Preston - D5
Land Owner:	City of San Francisco		

1. Summary of Request

On behalf of Octavia RSU Associates, LP, Tenderloin Neighborhood Development Corporation (TNDC) requests additional MOHCD gap financing in the amount of up to $8,559,766 to support the restart of 78 Haight which has been on hold since May 2022, a month after the initial start of construction. The development will provide 63 units of affordable housing on a very small infill site, including 32 units for Transition Age Youth (TAY) who are homeless or at risk of homelessness (Project). TNDC was awarded predevelopment funding after a responding to the Octavia Boulevard Parcels R, S, & U Request for Proposals (RFP) that was issued on June 19, 2017. After multiple attempts at securing State Multifamily Housing Program (MHP) and bond financing, the project applied for and received a 9% tax credit allocation in 2021 under the Special Needs Set Aside and closed on permanent gap financing in April 2022. Among the Central Freeway housing parcels, this site has long been identified for TAY housing under City housing plans given the small site and limited density, which is ideal for TAY housing, and the dynamism, safety and amenities of the surrounding neighborhood.

The Sponsor paused construction in May 2022 due to unforeseen conditions of the adjacent Mount Trinity Baptist Church (MTBC), which is at risk of collapse if construction on the new Project proceeds. This request includes an increase in hard costs to cover MTBC's building structural repairs, escalation in Project cost due to increased construction costs, increases in construction loan interest due to the new interest rate environment, increase in associated soft costs and an increase in the capitalized operating subsidy reserve (COSR) due to increased operating cost projections. TNDC is contributing their full at-risk developer fee as GP equity to reduce the gap financing need and will endeavor to raise additional capital and operating funds to reduce MOHCD's additional gap as well as to reclaim a portion of at-risk developer fee. The Project needs to restart construction by March 2024 to ensure that it reaches its extended completion Temporary Certificate of Occupancy (TCO) / Placed-In-Service (PIS) deadline of December 31, 2025.

Principal Development Issues

- MTBC Building's Improvements:
    - MTBC and TNDC agreed in the 2023 Neighbor Agreement that the Project would pay up to $1M for the work related to the structural repair of the church. Based on MTBC's structural engineer's plans, the structural repair construction cost is $1.75M, and includes around $500K in work that expands beyond the foundation and adjacent wall of the Project but is necessary for overall structural integrity.

    - MTBC's structural engineer has designed the entire building structural scope, and has asserted that the full scope of work is needed to sufficiently protect the building. The structural work is required to remove a Notice of Violation (NOV) imposed by the Department of Building Inspection (DBI), which has displaced the church occupancy until repairs are made.

- The structural repair permit triggers accessibility upgrades which have not yet been designed nor costed out; DBI has agreed to a deferred submittal for the accessibility drawings, with the accessibility checklist to be submitted in late December. The full accessibility scope will need to be funded by MTBC. If MTBC does not identify a funding source and/or does not complete the additional upgrades, the Project will proceed nonetheless, which is understood and agreed to by MTBC.

- Timeline: The Project must restart by March 2024 or the Project will risk not meeting the revised tax credit Placed in Service deadline of December 31, 2025. With the planned late February restart, the Project will reach TCO by mid-September 2025, providing a three-month buffer. TNDC is also looking at Project acceleration options if needed. If there are delays beyond December 2025, it would be catastrophic for the Project and TNDC, resulting in a loss of the TCAC 9% allocation, and TNDC's guaranties would require that they cover the $27 million in federal and state tax credit equity. Please see Section 2 Background.

- Commercial Space: The ground floor childcare is no longer viable due to an error in the licensing application and this space will be redesigned as additional units or community serving commercial, still to be determined. Please see Section 3 Commercial Space and proposed loan condition.

2. Background

The Project site is located next to the Mt. Trinity Baptist Church (MTBC), a three-story building that is more than 120 years old. An historic Black church, MTBC opened in 1975 and maintained ownership of its building during the redevelopment era even when most of its congregation was displaced. The Church still has strong ties within the community and has provided many resources over the years including food drives, youth services, childcare, and workforce opportunities.

In 2016, MTBC's leader, Rev. Willie Williams, Sr., passed away. Prior to his passing, Rev. Williams had been trying to raise funds to conduct much-needed repairs to the church building. The congregation had been struggling to appoint new leadership and address these deferred maintenance concerns when the COVID-19 pandemic began.

The Project site is extremely small at a little over 5,000 SF, and is maximizing the housing density at 7.5 stories, occupying the entire site, in very close proximity to the MTBC building, which also extends to its property line. The precarious condition of the MTBC building was not known by TNDC nor the City prior to the start of development, and its stabilization is ultimately required for any development on the Central Freeway housing site to move forward.

On May 5, 2022, one month after construction loan closing, MOHCD staff facilitated a meeting with MTBC and TNDC to allow TNDC's structural engineer, KPFF, to perform a structural observation of the northern half of the basement at the MTBC building at 68 Haight Street. Following this site meeting, TNDC shared the structural engineer's report which showed

dangerous conditions with MTBC and requested immediate access to the MTBC building to install temporary shoring and bracing as recommended by the structural engineer's report. TNDC offered to reconstruct the western basement wall and advised that if temporary shoring and bracing were not installed immediately, the MTBC building was inherently dangerous in its current condition regardless of the new construction Project. KPFF noted in the report that failure to rectify this issue would require KPFF, by law and professional obligation, to report the findings to DBI due to the unsafe conditions. In June 2022, both TNDC and MTBC agreed to sign an access agreement drafted by MTBC and revised by TNDC. MTBC never countersigned the agreement, and informed TNDC that MTBC intended to engage in their own soils studies and would not be able to meet until soils reports were complete. The project had a placed-in-service deadline of Dec 31, 2023 at the time and did not have a time buffer to afford lengthy due diligence on the part of MTBC. The development team decided to pause all activities on the Project in July 2022 and considered return of tax credits since no timely resolution seemed to be imminent with the MTBC at that time.

As warned previously, the structural engineer reported the unsafe conditions to SFDBI. SFDBI inspected the property and a structural Notice of Violation (NOV) was placed on the building on February 14, 2023, resulting in the church having to vacate the building.

In April 2023, MTBC met with TNDC and the City. MTBC agreed to engage their own structural engineer to design repairs to the MTBC's building's basement wall, the cost of which has been covered by TNDC. Since then, a collaborative relationship has been built between TNDC and MTBC. In August 2023, MTBC and TNDC entered into an access agreement which allows TNDC permission to enter the building and perform repairs to the basement wall, and TNDC committed, with MOHCD's preliminary approval, to fund up to $1 million in these structural repairs in a signed neighbor agreement. MTBC engaged HCG Associates to design repairs for the MTBC's basement wall, who has designed a full structural repair of the entire building. These plans have been reviewed and commented on by the general contractor, shoring engineer, owner's representative and TNDC's structural engineer in late October 2023. The plans are currently under review by SFDBI, and due to the scope and cost, have triggered code-required accessibility improvements which must be added. DBI has agreed that permit review and issuance can proceed after an Accessibility Checklist is submitted, to be prepared by TNDC's architect, Paulett Taggart Architects in coordination with MTBC's structural engineer; a subsequent accessibility upgrade permit will be connected to the structural repair permit and will need to be closed out concurrently. The initial stage of work, shoring and foundation repair has been permitted and started in late December.

Upon receipt of permits for the structural work, TNDC would like to promptly begin construction work at MTBC since this is a prerequisite to the restart of the Project a few months later once the church building is stabilized. The shoring engineer has opined that it is safe to begin when the Church's west wall framing and foundation are complete.

The Project had an original Placed-In-Service (PIS) deadline of Dec 31, 2023. TNDC obtained a first year PIS extension due to the pandemic until end of year 2024, and a second extension until December 31, 2025 due to the collapse and restructuring of construction lender Silicon Valley Bank (SVB). To complete the Project by the PIS deadline of December 2025, it is imperative for the work on the church to begin expeditiously to allow the restart of 78 Haight

Street in February / March 2024. Failure to complete construction on time and meet the PIS date would result in a loss of the 9% tax credits.

Despite the collapse and federal takeover of the construction lender, Silicon Valley Bank (SVB), the team and Project financing remain intact. First Citizens bank operates SVB as a separate arm, allowing the lender to continue to work on active projects. The SVB team has extended the term of its original construction loan and has provided estimates of interest rate changes and extension fees based on the new projected timeline. The equity investor, Merritt, has extended the conversion equity installment to a later date which allows them to maintain their return on investment and limit the downward adjusters due to the delay.

3. Change in Ground Floor Use

The ground floor was originally earmarked for Wu Yee Childcare Services. However, it was recently discovered that the waiver that Wu Yee received to use a neighborhood playground space in lieu of onsite outdoor space calculated a distance from the Project incorrectly. As a result, the outdoor space does not meet the State licensing requirements, and the waiver is no longer valid. TNDC is pursuing two options to redesign the ground floor space: a) addition of one to two units on the ground floor with expansion of residential lobby, or b) another community serving commercial use. The space has its own condo parcel and the revised plans will need approval by MOHCD, Planning and DBI. It remains to be determined if this redesign of ground floor space would result in additional costs or in savings for the Project (please see Section 5. Construction Specialist's evaluation for more detail). TNDC is aware that the City financing cannot increase to cover this change in use, and that they'll need to manage the soft and hard costs associated with the redesign and buildout of this ground floor space within the budget. Please see proposed loan condition.

4. Update on Project Financing

a. Proposed Sources

Permanent Sources	Original Gap	Current Request	Variance	% change
MOHCD Additional Gap		8,559,766	8,559,766	
MOHCD/OCII	21,021,228	21,021,228	-	0%
No Place Like Home	4,780,239	4,780,239	-	0%
Fed LIHTC Equity	24,624,975	24,624,975	-	0%
State LIHTC Equity	2,423,019	2,423,019	-	0%
AHP	945,000	945,000	-	0%
GP Equity		1,100,000	1,100,000	
Accrued Interest	653,942	1,546,700	892,758	137%
Total	**54,448,403**	**65,000,927**	**10,552,524**	19%

TNDC proposes to restart the Project using existing financing commitments, the proposed MOHCD additional gap of up to $8,559,766, and $1.1 million contribution of TNDC's at-risk developer fee as GP equity to help meet the gap. The increase in accrued interest reflects the larger MOHCD loan.

The City's AHP bridge loan remains in place, as the Project was not competitive in 2023, but TNDC will apply in CY 2024.

The construction lender, Silicon Valley Bank (SVB), and investor, Merritt Community Capital, have remained committed to the project despite the long pause in construction activities. The resized SVB construction loan is $18,351,285 at 7.5% interest for a 48-month term.

Merritt worked creatively with TNDC to maintain pricing (Federal LIHTC pricing of $0.9850 and State LIHTC: $0.90), maintaining the same equity investment and avoiding tax credit adjusters. Merritt was able to delay a large equity payment by a few years to help fund the Capitalized Operating Subsidy Reserve (COSR), thereby deferring their investment and maintaining their Internal Rate of Return (IRR). Merritt and the team are evaluating if the additional MOHCD funding and current ground lease AMI restrictions will create a True Debt Test issue. To meet the True Debt Test, it may be necessary to provide the new MOHCD funds as a separate new loan at 0% interest, and to adjust the long-term ground lease AMI restrictions to allow for an increase in the future if needed for financial viability. Please see the proposed loan condition that these final loan terms will need to be approved by the Director of MOHCD once the analysis is complete.

Developer Fee - MOHCD will draft an amendment to the developer fee agreement to reflect the contribution of $1,100,000 at-risk developer fee to the Project as a source as GP Equity (see Section 4c. Developer Fee below), with the option for some at-risk fee to be earned at the end of the Project if more capital or subsidies are raised, resulting in excess sources, to be determined by the Director of MOHCD.

b. Proposed Uses

Proposed project costs reflect increased hard costs, soft costs and reserves.

Permanent Uses	Original Gap	Current Request	Variance	% change
Acquisition	37,438	37,438	-	0%
Hard Costs	35,861,807	42,615,277	6,753,470	19%
Soft Costs	11,104,603	13,952,686	2,848,083	26%
Reserves	5,244,555	6,195,526	950,971	18%
Developer Fee	2,200,000	2,200,000	-	0%
Total	**54,448,403**	**65,000,927**	**10,552,524**	19%

The increased cost is comprised of four main components:

1. **Increase in Hard Costs in amount of $6.7 million:**
   a. Church Repairs: Current estimate for the structural work needed to repair the Church building is $1.74MM, of which around $1.3MM is associated with the adjacent wall and foundation rebuild, and nearly $500K is associated with other required structural repairs.
   b. Escalation in construction costs as well as added general conditions: Due to the long pause in construction activities, the GMP construction contract must be updated. A GMP cost increase of $3.26 MM has been negotiated with the GC which includes escalation from all subcontractors and additional general conditions that cover the entire duration of the project.
   c. Other hard costs: The project has several anticipated and approved change orders that are necessary for the project to get built. The cost of these change orders is $1.7MM and includes added cost to the project due to SFMTA site logistics plan changes, PGE changes, and changes made to address plan check comments. The original hard cost contingency is mostly depleted and needs to be replenished.

   The total increase in hard costs on the project are about **$6.7MM**

2. **Increase in Construction Loan Interest:** The project construction rate lock is effective until July 2024 at 3.63%. After that, the rate is variable monthly with an effective ceiling of 7.5%. The anticipated add to the project budget is **$1.04MM**.

3. **Increase in Reserves:** An updated operating budget reflecting current salaries for staff and updated insurance pricing led to an increased size of the COSR by about **$836k** (original size: $4.36MM, new size: $5.20 MM) and the operating reserve by **$114k.**

4. **Increase in soft costs:** The extended time on the project increased soft costs such as architect's construction admin, owner's rep, design consultants fee, loan extension fees, geotechnical inspections, legal, and insurance, among others totaling about **$900k.** This increase in soft costs also includes structural engineer, design and legal costs associated with the work at MTBC.

5. **Other budget updates:** As outlined on the permanent sources and uses budget under the MOHCD Additional Request column, TNDC adjusted development expenses where possible to reduce other line items and utilized projected savings totaling $387K, including: Phase I & II reports, other environmental consultants, perm lender counsel, property taxes, entitlement and permit fee, and marketing and rent up, among others.

c. Developer fee

TNDC has agreed to invest $1.1 million in the Project's At-Risk Developer Fee as GP equity to reduce the MOHCD gap, which will be reflected in a new amendment to the Developer Fee Agreement. TNDC will pursue other capital and rental subsidy sources, including grants and

rental subsidies such as CoC, PBV and / or VASH, concurrent with making a sustained effort to complete the Project under budget. If CoC is awarded to the Project, the increased cashflow will go to reduce the required COSR, which will reduce the MOHCD gap. If additional capital sources, VASH or PBVs are awarded, the new funding may facilitate the leveraging of debt or provide capital that could reduce the MOHCD gap, pay for increased costs if there are any, and / or allow TNDC to take some of their at-risk developer fee, subject to MOHCD Director approval.

Revised Developer Fee Chart

SUMMARY	**Original**	**Revised**	**Variance**
Total Developer Fee:	$2,200,000	$1,100,000	($1,100,000)
Project Management Fee:	$1,100,000	$1,100,000	
Project Management Fee Paid to Date:	$605,000	$605,000	$0
Amount of Remaining Project Management Fee:	$495,000	$495,000	$0
Amount of Fee at Risk (the "At Risk Fee"):	$1,100,000	$0	($1,100,000)
Amount of Commercial Space Developer Fee (the "Commercial Fee"):	$0	$0	$0
Amount of Fee Deferred (the "Deferred Fee"):	$0	$0	$0
Amount of General Partner Equity Contribution (the "GP Equity"):	$100	$1,100,000	$1,099,900
PROJECT MANAGEMENT FEE - Milestones for Disbursement of that portion of Developer Fee remaining and payable for Project Management	Amount Paid at Milestone		
Project Management: at closing of preconstruction financing – FUNDED	$165,000	$165,000	$0
Project Management: at end of predevelopment	$385,000	$120,000	($265,000)
Construction close	$220,000	$220,000	$0
50% Completion	$130,000	$395,000	$265,000
At Project Completion (CFO)	$200,000	$200,000	$0
Total Project Management Fee	*$1,100,000*	*$1,100,000*	$0
AT RISK FEE - Milestones for Disbursement of that portion of Developer Fee defined as At Risk Fee			
100% lease up and draft cost certification	$220,000	$0	($220,000)
Permanent conversion	$550,000	$0	($550,000)
Project close-out	$330,000	$0	($330,000)
Total At Risk Fee	*$1,100,000*	*$0*	*($1,100,000)*

6. Construction Specialist's Evaluation

a. Design and permitting of 68 Haight

TNDC and MTBC have made significant progress in the last few months to design and permit the structural repairs to MTBC's building with SFDBI, and to update the GMP for the restart of the residential Project at 78 Haight.

1. Temporary Shoring Permit Drawings and Calculations for the Church have been approved and issued by SFDBI.

   SFDBI has agreed to a two-phase approval of the HCG Associates Structural Permit Drawings. First phase would be the Church's west property line wall and since SFDBI is plan-checking the entire Structural Repairs Drawings, the SFDBI permit for the first phase would allow construction of the remaining structural work to continue while the second phase permit for the Church's Accessibility Improvements Permit is worked out.

   The milestone for 78 Haight's restart to begin is the completion of the Church's west wall framing and foundation, which is memorialized in the shoring engineer, Tuan-Robinson's Memorandum dated 11/29/23. HCG Associates has not formally accepted the Tuan-Robinson Memorandum yet, but this will be pursued after structural permits are obtained.

b. Potential Issues and Risks

Restart Milestone and Related Tasks: Achieving the restart milestone is dependent on resolving the following issues associated with the submitted 68 Haight Structural Repairs Permit:

1. HCG Associates needs to agree with the two phases of work and submit a drawing to SFDBI showing this direction.

2. Paulett Taggart will provide the accessibility checklist and improvements permit. MTBC needs to concur with the accessibility improvements developed on the Checklist.

3. SFDBI has issued plan-check comments on the Structural Repairs Permit Application, and HCG Associates needs to provide prompt responses.

If the above items do not occur or are not resolved in a timely manner, the restart of 78 Haight may be further delayed and jeopardize compliance with the Place-In-Service (PIS) deadline of December 31, 2025. Depending on the General Contractors' (Guzman-Suffolk JV) concurrence, this delay may be remedied by additional construction funds to accelerate construction activities with overtime

payment should sufficient time remain to meet the December 2025 deadline. Another option is to reach TCO of one unit to meet the PIS deadline. However, if the restart is even further delayed, the GC may indicate that recovery of the construction schedule to meet the PIS deadline may not be achievable.

c. Additional Construction Costs

1. In most renovations, unforeseen and hidden / dryrot conditions are encountered, and the Owner's hard cost construction contingency for the MTBC's structural repairs needs to be sufficient. If insufficient, the GC has included significant allowances for repair of interior/exterior finishes, whereby the MTBC would need to complete.

2. The HCG Associates' Structural Repairs Permit will result in additional soft costs for TNDC's Owner's Representative fees and need to be accounted for.

3. Additional SFDBI/SFFD/Planning permit fees will be incurred. MTBC will Need to confirm that these SFDBI permit fees will not be subject to Development or School Impact Fees, which have been typically substantial.

d. Ground Floor Uses

There is a commercial space on the ground floor which was earmarked for Wu Yee Childcare Services. However, it has recently become known that the space does not meet the requirements of a childcare center due to lack of proximity to an outdoor play space. There are three options that the developer is considering: a) addition of one to two units on the ground floor, or b) repurposing the ground floor space as another commercial use.

The change-in-use will require review and approval by Planning and SFDBI. Change-in-use has often been the catalyst for SFDBI and SFFD to require additional Code requirements. The Project Team needs to determine if this change-in-use will result in the following:

1. No significant delays associated with plan-check review and approval.
    - Need to confirm if this change-in-use will not trigger the more stringent structural requirements in the current 2022 San Francisco Building Code.
2. No change for the building height measurement: The approved permit plans included Administrative Bulletin AB No. 05, which allowed the building height to be measured from Octavia Street and not at the lower grades of Rose Street. If SFDBI or SFFD indicates the change-in-use will necessitate the building height measurement to be from Rose Street, then 78 Haight will be classified as a high-rise building and will need to

incorporate additional life-safety measures (Fire Command Center at the Ground Floor and each Stair Enclosure will need to have a Vestibule), which could significantly alter the upper floor plans and possibly, reduce unit count.

3. No change at Ground Floor exits: The Preapplication Meeting with SFDBI and SFFD allowed shared exit paths. Confirmation with SFDBI and SFFD will be needed for the change-in-use occupancy.

7. Operating Budget and Cashflow and Variance Analysis from Gap Loan Budget

TNDC is proposing an increased operating budget to reflect increased insurance costs based on the current insurance market and increased staffing costs, given wage increases and the later completion and lease up date. At construction loan closing, the total operating costs were projected at $1,169,761, or $18,568 PUPA, and relied on a capitalized COSR to meet the operating expenses of the non-PSH units. The 9% tax credit financing structure required deeper affordability of the non-PSH units which necessitated the original COSR as the small Project with half supportive housing units did not cashflow without it.

The updated operating budget totals $1,398,869, or $22,205 PUPA, requiring an increase in the COSR in the amount of $836K, and has positive cashflow through Year 17.

A Continuum of Care (CoC) award occurred after construction loan closing, and is no longer available to the Project because of the delay. TNDC will reapply for this subsidy, and if awarded, the richer subsidy should be able to lower the COSR amount needed, and reduce the MOHCD gap amount accordingly. TNDC will reapply for 22 CoC units, and would request to utilize LOSP funding on the remaining 10 TAY units. With both CoC and LOSP, TNDC anticipates a reduction in COSR of approximately $2 million, and would still need around $3 million in the COSR reserve.

Year 1 Operating Budget	**Construction Loan Closing 2022**	**Current Request**	**Variance**	**% change**
INCOME				
Tenant Rents	614,952	652,932	37,980	6%
LOSP Assistance Payments	644,706	667,718	23,012	4%
Misc. Income	8,694	8,681	(13)	-0.15%
Withdrawal from COSR	138,738	248,072	109,334	79%
Vacancy Loss	(30,748)	(32,647)	(1,899)	6%
Effective Gross Income	*1,376,342*	*1,544,756*	*168,414*	*12%*
OPERATING EXPENSES	**Construction Loan Closing 2022**	**Current Request**	**Variance**	**% change**
Management	72,600	72,600	-	*0%*
Salaries / Benefits	353,399	416,843	*63,444*	*18%*

Administration	84,658	88,628	*3,970*	*5%*
Utilities	115,724	115,724	-	*0%*
Taxes and Licenses	5,645	46,142	*40,497*	*88%*
Insurance	159,279	264,230	*104,951*	*66%*
Maintenance & Repair	320,884	327,843	*6,959*	*2%*
Supportive Services	56,863	66,886	*10,023*	*18%*
Commercial Expenses	710	0	*(710)*	*-100%*
Total Operating Expenses	***1,169,762***	***1,398,896***	***229,134***	***20%***
Reserves / Ground Lease Base Rent	15,000	15,000	-	*0%*
Replacement Reserve Deposit	31,500	31,500	-	*0%*
Total Operating Expenses with GL	*1,216,262*	*1,445,396*	*229,134*	*19%*
			-	
Net Operating Income	160,080	99,360	*(60,720)*	*-38%*
Debt Service Payments	0	0	-	*0%*
			-	
Cashflow	***160,080***	***99,360***	***(60,720)***	***-38%***
Partnership Management Fee	19,750	24,280	*4,530*	*23%*
Investor Services Fee	5,000	5,000	-	*0%*
Residual Receipts	*135,330*	*70,080*	*(65,250)*	*-48%*

- The staffing plan has not changed and is lean and reasonable for a project of this size. Wages have increased to reflect TNDC's current wage structure.

    - 1 FTE general manager
    - 1 FTE janitor
    - 1.5 FTE maintenance staff
    - 4.3 full time front desk staff
    - .16FTE – share of 2022 allocation for 6 compliance specialists.

The project's relatively small size of 63 units and 24-hour desk clerk coverage result in fewer economies of scale than a larger project. Given the small size of the project and difficulty for the non-TAY units to cashflow with deeper affordability than earlier planned, MOHCD staff recommends continued approval for the TAY PSH units (51% of total) to fund 75% of desk clerk coverage cost, as approved at original gap.

- Increase in property insurance from $160K to $250K is based on TNDC comparison projects, and reflects the increase in the insurance market.

8. Community Outreach

TNDC has been intensively engaged in outreach and negotiations with MTBC. They have also provided neighborhood updates on the status of the Project to surrounding neighbors to explain the pause in construction and oversight of the vacant site. As a result of the site being

vacant and inactive for almost 18 months, the site had trespasser activity from people experiencing homelessness. The project team received repeated requests from neighbors to address the activity, and TNDC hired a part-time security guard to patrol the site at nighttime paid out of hard cost contingency. This strategy has been effective at reducing trespassing and at maintaining a clean vacant site.

9. Status of Perm Loan Conditions

Below are the Loan Conditions from the construction loan closing and their status:

1. Sponsor will repay the MOHCD loan with the amount of the COSR 2 unless it is needed for another purpose, which will require MOHCD review and approval. Status: **COSR 1 and 2 have been merged and this loan condition is continued.**
2. Sponsor must provide additional information on the commercial space Tenant Improvement budget prior to construction loan closing, alongside warm shell assumptions for MOHCD staff to verify that it meets the Commercial Space Underwriting Guidelines. **Status: Extended due to redesign of ground floor space.**
3. Sponsor must provide MOHCD with detailed monthly updates via the MOH Monthly Project Update until start of construction, including on: **Complete.**
    1. Status of neighbor negotiations
    2. Outcomes achieved related to racial equity goals, and
    3. Commercial-use space development
4. Sponsor must provide initial draft marketing plan within 12 months of anticipated TCO, outlining the affirmative steps they will take to market the project to the City's preference program participants, including COP Holders, Displaced Tenants, and Neighborhood Residents, as well as how the marketing is consistent with the Mayor's Racial Equity statement and promotion of positive outcomes for African American San Franciscans. Status: **To be submitted in September 2024.**
5. Sponsor must provide quarterly updated response to any letters requesting corrective action. Status: **In progress.**
6. Sponsor must submit an updated 1st year operating budget and 20-year cash flow – if any changes have occurred – by November 1st before the fiscal year the project will achieve TCO so that MOHCD may request the LOSP subsidy (anticipated to be needed by November 2022). Status: **Extended due to Project delay, to be submitted in November 2024.**
7. Sponsor to work with MOHCD and HSH to plan the lease up process for the referrals from Coordinated Entry. **Extended due to Project delay.**

10. **Proposed New Loan Conditions**

1. TNDC to provide monthly updates on progress of re-planning ground floor use space and impacts on budget, and will request MOHCD approval prior to finalizing the revised ground floor plan.

2. TNDC will reapply for CoC funding, which will reduce the COSR and MOHCD gap if awarded. Any awarded CoC funding will not contribute to at-risk developer fee.

3. TNDC will apply for additional capital funds and rental subsidies in addition to CoC that might allow TNDC to leverage perm debt against the property as well as to increase Project sources. TNDC will seek an allocation of Project Based Vouchers in partnership with MOHCD and SFHA, and/or VASH on the non-PSH units to offset this additional gap request and potentially to fund a portion of at-risk developer fee. At Project conversion, the Director of MOHCD has the ability to decide if At Risk fee could be funded and how much should be paid out through excess proceeds.

4. The Director of MOHCD will set the final interest rate and loan structure to meet the Project's True Debt Test once the analysis is complete, including a potential amendment to the long-term AMI restrictions in the ground lease.

11. LOAN COMMITTEE RECOMMENDATION

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

[ ] APPROVE. [ ] DISAPPROVE. [ ] TAKE NO ACTION.

_____ Date: _____

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

[ ] APPROVE. [ ] DISAPPROVE. [ ] TAKE NO ACTION.

_____ Date: _____

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

[ ] APPROVE. [ ] DISAPPROVE. [ ] TAKE NO ACTION.

_____ Date: _____

Thor Kaslofsky, Executive Director
Office of Community Investment and Infrastructure

[ ] APPROVE. [ ] DISAPPROVE. [ ] TAKE NO ACTION.

_____ Date: _____

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

REQUEST FOR ADDITIONAL GAP FUNDS FOR 78 HAIGHT STREET

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

REQUEST FOR ADDITIONAL GAP FUNDS FOR 78 HAIGHT STREET - APPROVE

Thank you

Vanessa Amaya

Assistant Housing Loan Administrator

San Francisco Mayor's Office of Housing and Community Development

1 South Van Ness Ave, 5th Floor, San Francisco, CA 94103

(628) 652-5967

78 Haight

Menjivar, Salvador (HOM) <salvador.menjivar1@sfgov.org>

Tue 1/16/2024 3:06 PM

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

I support Tenderloin Neighborhood Development Corporation (TNDC) request of additional gap financing in the amount of up to $8,559,766 to support the restart of
78 Haight which has been on hold since May 2022.

Best,

salvador

Salvador Menjivar
Director of Housing
Pronouns: He/Him
San Francisco Department of Homelessness and Supportive Housing
salvador.menjivar1**@sfgov.org** | 415-308-2843

Learn: [dhsh.sfgov.org]hsh.sfgov.org | Follow: @SF_HSH | Like: @SanFranciscoHSH

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

Request for Additional Gap Funds for 78 Haight Street

Slutzkin, Marc (CII) <marc.slutzkin@sfgov.org>

Fri 1/5/2024 11:55 AM

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

Hi Vanessa,

I approve the above request on behalf of OCII.

Thanks

Marc

office of
COMMUNITY INVESTMENT
and INFRASTRUCTURE
OCII

Marc Slutzkin
Deputy Director

One South Van Ness Avenue, 5th Floor
San Francisco, CA 94103
www.sfocii.org

RE: REQUEST FOR ADDITIONAL GAP FUNDS FOR 78 HAIGHT STREET

Trivedi, Vishal (CON) <vishal.trivedi@sfgov.org>

Fri 1/5/2024 11:48 AM

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

I vote yes on this request. Thanks!

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

Attachments:

A. Project Milestones/Schedule
B. Updated Sources and Uses
C. Updated 1st Year Operating Budget
D. Updated 20-year Operating Pro Forma

Attachment A: REVISED Project Milestones and Schedule

No.		Performance Milestone	Construction Loan Closing Estimated Date	Revised Date
A.		Prop I Noticing (if applicable)	9/9/2019	
1		Acquisition/Predev Financing Commitment	9/6/2019	
2		Site Acquisition	N/A	
3		Development Team Selection		
	a.	Architect	June, 2017	
	b.	General Contractor	Oct, 2019	
	c.	Owner's Representative	August, 2018	
	d.	Property Manager	N/A	
	e.	Service Provider	N/A	
4		Design		
	a.	Submittal of Schematic Design & Cost Estimate	Dec, 2019	
	b.	Submittal of Design Development & Cost Estimate	Mar, 2020	
	c.	Submittal of 50% CD Set & Cost Estimate	July, 2020	
	d.	Submittal of Pre-Bid Set & Cost Estimate (75%-80% CDs)	July, 2021 (90% CD's)	
5		Commercial Space		
	a.	Commercial Space Plan Submission	7/7/2020 (subdivision)	
	b.	LOI/s Executed	7/3/2020	
6		Environ Review/Land-Use Entitlements		
	a.	SB 35 Application Submission	1/7/2020	

	b.	CEQA Environ Review Submission	N/A	
	c.	NEPA Environ Review Submission	N/A	
	d.	CUP/PUD/Variances Submission	N/A	
7		PUC/PG&E		
	a.	Temp Power Application Submission	12/1/2020	
	b.	Perm Power Application Submission	6/15/2020	
8		Permits		
	a.	Building / Site Permit Application Submitted	11/14/2019	
	b.	Addendum #1 Submitted	9/12/2020	
	c.	Addendum #2 Submitted	4/13/2021	
9		Request for Bids Issued	9/1/2020	
10		Service Plan Submission	N/A	
	a.	Preliminary	October, 2019	
	b.	Final	Spring 2021	
11		City Financing		
	a.	Preliminary Gap Financing Application	1/29/2021	
	b.	Gap Financing Application	12/17/2021	
	c.	**Additional Gap Financing Request**		**1/5/2024**
	g.	**LOSP Funding Request**	12/17/2021	**11/30/2024**
12		Other Financing		
	a.	HCD Application	Sept, 2020/February 2021	
	b.	Construction Financing RFP	Oct, 2021	
	c.	AHP Application	March 2022	**March 2024**

	d.	CDLAC Application	N/A	
	e.	TCAC Application	July, 2021	
13		Closing		
	a.	Construction Loan Closing	4/1/2022	
	b.	**Construction Restart Closing**		**2/22/2024**
	b.	**Conversion of Construction Loan to Permanent Financing**	12/1/2023	**7/15/2026**
14		**Construction**		
	a.	**Notice to Proceed**	4/1/2022	**12/28/2023** for shoring & underpinning
	b.	**Construction Restart**		**2/29/2024**
	b.	**Temporary Certificate of Occupancy/Cert of Substantial Completion**	8/1/2023	**9/16/2025**
15		**Marketing/Rent-up**		
	a.	**Marketing Plan Submission**	10/1/2023	**9/15/2024**
	b.	**Commence Marketing**	11/1/2023	**8/15/2025**
	c.	**95% Occupancy**	12/1/2023	**3/15/2026**
16		**Cost Certification/8609**	6/1/2024	**9/15/2027**
17		**Close Out MOHCD**	7/1/2024	**9/15/2027**

B. Updated Sources and Uses

Application Date: 11/1/2023 **# Units:** 63
Project Name: Octavia Parcel U **# *Bedrooms:*** 63
Project Address: 78 Haight Street **# Beds:**
Project Sponsor: Tenderloin Neighborhood Development Corporation

									Total Sources	Comments
SOURCES	21,021,228	8,559,766	4,780,239	24,624,975	2,423,019	945,000	1,100,000	1,546,700	65,000,927	
Name of Sources:	MOHCD/OCII	MOHCD add'l Gap	NPLH (MOHCD)	Fed LIHTC Equity	State LIHTC Equity	AHP	GP Capital	Accrued Interest		
USES										
ACQUISITION										
Acquisition cost or value	0								0	1256607
Legal / Closing costs / Broker's Fee	5,000								5,000	480655.89
Holding Costs	0								0	1737262.89
Transfer Tax	32,438								32,438	
TOTAL ACQUISITION	**37,438**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**37,438**	
CONSTRUCTION (HARD COSTS)										
* Unit Construction/Rehab	2,133,064	2,308,316	4,780,239	14,983,115	2,423,019	945,000			27,572,753	Includes escalation estimates and change orders incurred to date; church off sites are listed in offsite improvements
* Commercial Shell Construction	881,926			1,171,612					2,053,538	
* Demolition									0	
Environmental Remediation	0	100,000							100,000	Soil offhaul
* Onsight Improvements/Landscaping	1,271,135								1,271,135	
* Offsite Improvements	730,885	1,306,607		480,656					2,518,148	$1.3 MM includes Church Repairs directly related to housing in project scope
* Infrastructure Improvements									0	
Parking									0	
GC Bond Premium/GC Insurance/GC Taxes	1,020,527	590,789							1,611,316	Additional cost due to extension **4.0%**
GC Overhead & Profit	1,154,970	0							1,154,970	**2.8%**
CG General Conditions	2,177,954	2,133,307							4,311,261	Additional GCs for time extension **10.6%**
Sub-total Construction Costs	*9,370,461*	*6,439,019*	*4,780,239*	*16,635,383*	*2,423,019*	*945,000*		*0*	*40,593,121*	
Design Contingency (remove at DD)									0	5% up to $30MM HC, 4% $30-$45MM, 3% $45MM+ **0.0%**
Bid Contingency (remove at bid)									0	5% up to $30MM HC, 4% $30-$45MM, 3% $45MM+ **0.0%**
Plan Check Contingency (remove/reduce during Plan Review)									0	4% up to $30MM HC, 3% $30-$45MM, 2% $45MM+ **0.0%**
Hard Cost Construction Contingency	1,707,705	314,451							2,022,156	Recapitalization of hard cost contingency **5.0%**
Sub-total Construction Contingencies	*1,707,705*	*314,451*	*0*	*0*	*0*	*0*		*0*	*2,022,156*	
TOTAL CONSTRUCTION COSTS	**11,078,166**	**6,753,470**	**4,780,239**	**16,635,383**	**2,423,019**	**945,000**	**0**	**0**	**42,615,277**	
SOFT COSTS										
Architecture & Design										
Architect design fees	991,392	355,000							1,346,392	Increased to reflect actuals
Design Subconsultants to the Architect (incl. Fees)	735,488	30,000							765,488	Includes structural engineer costs
Architect Construction Admin	558,110	305,306							863,416	Addition of CA due to time extension
Reimbursables	0	42,768							42,768	
Additional Services	0	125,743							125,743	Reflects costs incurred till date + potential added services
Sub-total Architect Contract	*2,284,990*	*858,817*	*0*	*0*	*0*	*0*	*0*	*0*	*3,143,807*	
Other Third Party design consultants (not included under Architect contract)	152,725	276,961							429,686	Permit Expediter, Dry Utilities Consultant and Geotech Costs
Total Architecture & Design	**2,437,715**	**1,135,778**	**0**	**0**	**0**	**0**	**0**	**0**	**3,573,493**	
Engineering & Environmental Studies										
Survey	25,000	30,000							55,000	Additional scope from work at Church
Geotechnical studies	122,000	65,000							187,000	Added scope due to work at Church
Phase I & II Reports	100,000	-74,399							25,601	Savings since line item is underspent
CEQA / Environmental Review consultants	0								0	
NEPA / 106 Review	0								0	
CNA/PNA (rehab only)	0								0	
Other environmental consultants	250,000	-98,695							151,305	Savings since line item is underspent
Total Engineering & Environmental Studies	**497,000**	**-78,094**	**0**	**0**	**0**	**0**	**0**	**0**	**418,906**	
Financing Costs										
Construction Financing Costs										
Construction Loan Origination Fee		40,000							40,000	Extension fees for construction loan
Construction Loan Interest	681,450	1,040,977		448,159			1,100,000	446,700	3,717,286	Addition of loan interest at higher rate, plus accrued interest
Title & Recording	70,000								70,000	
CDLAC & CDIAC fees									0	
Bond Issuer Fees	238,435	-89,687							148,748	Overbudgeted line item previously
Other Bond Cost of Issuance									0	
Other Lender Costs - inspections		48,000							48,000	Lender inspections budget $1000/mo
Sub-total Const. Financing Costs	*989,885*	*1,039,290*	*0*	*448,159*	*0*	*0*	*1,100,000*	*446,700*	*4,024,034*	
Permanent Financing Costs										
Permanent Loan Origination Fee									0	
Credit Enhance. & Appl. Fee									0	
Title & Recording	10,000								10,000	
Sub-total Perm. Financing Costs	*10,000*	*0*	*0*	*0*	*0*	*0*	*0*	*0*	*10,000*	
Total Financing Costs	**999,885**	**1,039,290**	**0**	**448,159**	**0**	**0**	**1,100,000**	**446,700**	**4,034,034**	
Legal Costs										
Borrower Legal fees		44,607		85,000					129,607	Increased legal fees due to church negotiations
Land Use / CEQA Attorney fees									0	
Tax Credit Counsel		71,600		140,000					211,600	Increased budget for legal fees in anticipation of mini closing
Bond Counsel									0	
Construction Lender Counsel	0	100,000							100,000	Adding budget for legal fees in anticipation of mini closing
Permanent Lender Counsel	10,000	-10,000							0	
*									0	
Total Legal Costs	**10,000**	**206,207**	**0**	**225,000**	**0**	**0**	**0**	**0**	**441,207**	
Other Development Costs										
Appraisal	15,000	-10,000							5,000	Overbudgeted line item previously
Market Study	15,000	6,450							21,450	Underbudgeted line item previously
* Insurance		317,389		688,247					1,005,636	Increased insurance costs due to time extension
* Property Taxes	173,000	-172,960							40	
Accounting / Audit	40,726			39,274					80,000	
* Organizational Costs	10,000								10,000	
Entitlement / Permit Fees	608,188	-768,890		691,812					531,110	Overbudgeted line item previously
* Marketing / Rent-up	110,000	-25,000							85,000	Cost cutting
* Furnishings	434,300								434,300	$2,000/unit; See MOHCD U/W Guidelines on: http://sfmohcd.org/documents-reports-and-forms
PGE / Utility Fees		350,000		675,000					1,025,000	Underbudgeted line item previously
TCAC App / Alloc / Monitor Fees		8,700		127,830					136,530	
* Financial Consultant fees	65,000	12,500							77,500	Underbudgeted line item previously
Construction Management fees / Owner's Rep		94,750		118,388					213,138	Increased fee for time extension
Security during Construction	240,000	-240,000							0	Included in hard cost increases
* Relocation		25,000							25,000	Added scope due to work at Church
Community Outreach		15,000							15,000	Added scope for communication with other neighbors
Public Art	121,467								121,467	Includes art consultant fee, artwork design fee, and installation coordination fee
Construction Costs NIC	827,984								827,984	Street space fees, neighbor agreement, storm water prevention, façade testing, solar pv, covid delays, fire pump, etc. and other scopes that aren't included in both PTA and G/S.
Total Other Development Costs	**2,660,665**	**-387,061**	**0**	**2,340,551**	**0**	**0**	**0**	**0**	**4,614,155**	Total Soft Cost Contingency as % of Total Soft Costs **6.7%**
Soft Cost Contingency										
Contingency (Arch, Eng, Fin, Legal & Other Dev)	831,686	39,205	0	0	0	0	0	0	870,891	Should be either 10% or 5% of total soft costs.
TOTAL SOFT COSTS	**7,436,951**	**1,955,325**	**0**	**3,013,710**	**0**	**0**	**1,100,000**	**446,700**	**13,952,686**	
RESERVES										
* Operating Reserves		114,922		608,131					723,053	Per updated operating budget
Replacement Reserves									0	
* Tenant Improvements Reserves									0	
* COSR 1		1,314,599		3,889,201					5,203,800	Resized per updated operating budget due to insurance cost increases
* Lease Up Reserves	268,673								268,673	
* COSR 2		-478,550		478,550					0	Combined into one COSR now
TOTAL RESERVES	**268,673**	**950,971**	**0**	**4,975,882**	**0**	**0**	**0**	**0**	**6,195,526**	
DEVELOPER COSTS										
Developer Fee - Cash-out Paid at Milestones	2,200,000	-1,100,000							1,100,000	
Developer Fee - Cash-out At Risk									0	
Commercial Developer Fee									0	
Developer Fee - GP Equity (also show as source)								1,100,000	1,100,000	
Developer Fee - Deferred (also show as source)									0	
Development Consultant Fees									0	Need MOHCD approval for this cost, N/A for most projects
Other (specify)									0	
TOTAL DEVELOPER COSTS	**2,200,000**	**-1,100,000**	**0**	**0**	**0**	**0**	**0**	**1,100,000**	**2,200,000**	
TOTAL DEVELOPMENT COST	**21,021,228**	**8,559,766**	**4,780,239**	**24,624,975**	**2,423,019**	**945,000**	**1,100,000**	**1,546,700**	**65,000,927**	
Development Cost/Unit by Source	333,670	135,869	75,877	390,873	38,461	15,000	17,460	24,551	1,031,761	
Development Cost/Unit as % of TDC by Source	32.3%	13.2%	7.4%	37.9%	3.7%	1.5%	1.7%	2.4%	100.0%	
Acquisition Cost/Unit by Source	0	0	0	0	0	0	0	0	0	
Construction Cost (inc Const Contingency)/Unit By Source	175,844	107,198	75,877	264,054	38,461	15,000	0	0	676,433	
Construction Cost (inc Const Contingency)/SF	232.36	141.65	100.27	348.93	50.82	19.82	0.00	0.00	893.85	

**Possible non-eligible GO Bond/COP Amount:* 6,077,983
City Subsidy/Unit 333,670

Tax Credit Equity Pricing: 0.985
Construction Bond Amount: n/a
Construction Loan Term (in months): 24 months
Construction Loan Interest Rate (as %): 7.50%

C. Updated 1st Year Operating Budget

Application Date:	**11/1/2023**	LOSP Units	Non-LOSP Units	**Project Name:**	**Octavia Parcel U**	
Total # Units:	**63**	**32**	**31**	**Project Address:**	**78 Haight Street**	
First Year of Operations (provide data assuming that					**Tenderloin Neighborhood Development**	
Year 1 is a full year, i.e. 12 months of operations):	**2025**	LOSP/non-LOSP Allocation		**Project Sponsor:**	**Corporation**	
		51%	49%	***TCAC Income Limits In Use!***		

INCOME	**LOSP**	**non-LOSP**	**Total**	**Comments**		
Residential - Tenant Rents	99,000	553,932	652,932	Links from 'New Proj - Rent & Unit Mix' Worksheet		**Alternative LOSP Split**
Residential - Tenant Assistance Payments (Non-LOSP)	0	0	0	Links from 'New Proj - Rent & Unit Mix' Worksheet		Residential - Tenant Assistance Payments (No
Residential - LOSP Tenant Assistance Payments	667,718		667,718			
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		**Alternative LOSP Split**
Supportive Services Income	0	0	0			Supportive Services Income
Interest Income - Project Operations	0	0	0	Links from 'Utilities & Other Income' Worksheet		
Laundry and Vending	4,428	4,254	8,681	Links from 'Utilities & Other Income' Worksheet		**Projected LOSP Split**
Tenant Charges	0	0	0	Links from 'Utilities & Other Income' Worksheet		Tenant Charges
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%		**Alternative LOSP Split**
Withdrawal from Capitalized Reserve (deposit to operating account)	0	248,072	248,072			Withdrawal from Capitalized Reserve (deposit
Gross Potential Income	**771,146**	**806,258**	**1,577,404**			
Vacancy Loss - Residential - Tenant Rents	(4,950)	(27,697)	(32,647)	Vacancy loss is 5% of Tenant Rents.		
Vacancy Loss - Residential - Tenant Assistance Payments	0	0	0	#DIV/0!		
Vacancy Loss - Commercial			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%		
EFFECTIVE GROSS INCOME	**766,196**	**778,562**	**1,544,757**	***PUPA: 24,520***		
OPERATING EXPENSES						
Management						**Alternative LOSP Split**
Management Fee	25,061	24,079	49,140	1st Year to be set according to HUD schedule.		Management Fee
Asset Management Fee	11,965	11,495	23,460			Asset Management Fee
Sub-total Management Expenses	**37,026**	**35,574**	**72,600**	***PUPA: 1,152***		
Salaries/Benefits						**Alternative LOSP Split**
Office Salaries	11,531	11,078	22,609			Office Salaries
Manager's Salary	44,370	42,630	87,000			Manager's Salary
Health Insurance and Other Benefits	54,216	52,090	106,306			Health Insurance and Other Benefits
Other Salaries/Benefits	150,696	50,232	200,928	100% of desk clerk salaries - $200,928 allocated to LOSP		Other Salaries/Benefits
Administrative Rent-Free Unit	0	0	0			Administrative Rent-Free Unit
Sub-total Salaries/Benefits	**260,813**	**156,030**	**416,843**	***PUPA: 6,617***		
Administration						
Advertising and Marketing	331	318	649			
Office Expenses	11,773	11,312	23,085			
Office Rent	0	0				**Projected LOSP Split**
Legal Expense - Property	5,100	4,900	10,000			Legal Expense - Property
Audit Expense	6,630	6,370	13,000			
Bookkeeping/Accounting Services	6,940	6,668	13,608			**Projected LOSP Split**
Bad Debts	9,180	8,820	18,000			Bad Debts
Miscellaneous	5,246	5,040	10,286	Tech Support, Training		
Sub-total Administration Expenses	**45,200**	**43,428**	**88,628**	***PUPA: 1,407***		
Utilities						**Projected LOSP Split**
Electricity	19,537	18,770	38,307			Electricity
Water	39,483	37,934	77,417			
Gas	0	0				
Sewer	0	0				
Sub-total Utilities	**59,019**	**56,705**	**115,724**	***PUPA: 1,837***		
Taxes and Licenses						**Alternative LOSP Split**
Real Estate Taxes	2,396	2,303	4,699			Real Estate Taxes
Payroll Taxes	20,653	19,844	40,497			Payroll Taxes
Miscellaneous Taxes, Licenses and Permits	482	464	946			
Sub-total Taxes and Licenses	**23,532**	**22,610**	**46,142**	***PUPA: 732***		
Insurance						
Property and Liability Insurance	121,849	117,070	238,919			
Fidelity Bond Insurance	0	0				**Alternative LOSP Split**
Worker's Compensation	12,909	12,402	25,311			Worker's Compensation
Director's & Officers' Liability Insurance	0	0				
Sub-total Insurance	**134,757**	**129,473**	**264,230**	***PUPA: 4,194***		
Maintenance & Repair						**Alternative LOSP Split**
Payroll	99,796	95,883	195,679			Payroll
Supplies	7,790	7,485	15,275			Supplies
Contracts	33,474	32,162	65,636			Contracts
Garbage and Trash Removal	24,005	23,064	47,069			**Alternative LOSP Split**
Security Payroll/Contract	0	0	0			Security Payroll/Contract
HVAC Repairs and Maintenance	2,090	2,008	4,098			
Vehicle and Maintenance Equipment Operation and Repairs	44	42	86			
Miscellaneous Operating and Maintenance Expenses	0	0				
Sub-total Maintenance & Repair Expenses	**167,200**	**160,643**	**327,843**	***PUPA: 5,204***		
						Alternative LOSP Split
Supportive Services	0	66,886	66,886			Supportive Services
Commercial Expenses			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%		
TOTAL OPERATING EXPENSES	***727,548***	***671,348***	***1,398,896***	***PUPA: 22,205***		
Reserves/Ground Lease Base Rent/Bond Fees						
Ground Lease Base Rent	7,650	7,350	15,000	Ground lease with MOHCD	Provide additional comments here, if needed.	
Bond Monitoring Fee	0	0				**Alternative LOSP Split**
Replacement Reserve Deposit	16,065	15,435	31,500			Replacement Reserve Deposit
Operating Reserve Deposit	0	0				Operating Reserve Deposit
Other Required Reserve 1 Deposit	0	0				Other Required Reserve 1 Deposit
Other Required Reserve 2 Deposit	0	0				
Required Reserve Deposit/s, Commercial			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%		
Sub-total Reserves/Ground Lease Base Rent/Bond Fees	**23,715**	**22,785**	**46,500**	***PUPA: 738***	Min DSCR:	1.09
					Mortgage Rate:	5.00%
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)	**751,263**	**694,133**	**1,445,396**	***PUPA: 22,943***	Term (Years):	30
					Supportable 1st Mortgage Pmt:	91,157
NET OPERATING INCOME (INCOME minus OP EXPENSES)	**14,933**	**84,428**	**99,361**	***PUPA: 1,577***	Supportable 1st Mortgage Amt:	$1,415,073
					Proposed 1st Mortgage Amt:	$21,966,228
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)						**Alternative LOSP Split**
Hard Debt - First Lender	0	0	0		Provide additional comments here, if needed.	Hard Debt - First Lender
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Len	0	0	0		Provide additional comments here, if needed.	Hard Debt - Second Lender (HCD Program 0.4
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	0	0	0		Provide additional comments here, if needed.	Hard Debt - Third Lender (Other HCD Program
Hard Debt - Fourth Lender	0	0	0		Provide additional comments here, if needed.	Hard Debt - Fourth Lender
Commercial Hard Debt Service			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%		
TOTAL HARD DEBT SERVICE	**0**	**0**	**0**	***PUPA: 0***		
CASH FLOW (NOI minus DEBT SERVICE)	**14,933**	**84,428**	**99,361**			
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)	0	0				Allocation of Commercial Surplus to LOPS/no
AVAILABLE CASH FLOW	**14,933**	**84,428**	**99,361**			
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)	12,383	11,897	24,280	1st		
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	2,550	2,450	5,000	2nd		**Alternative LOSP Split**
Other Payments	0	0				Other Payments
Non-amortizing Loan Pmnt - Lender 1 (select lender in comments field)	0	0			Provide additional comments here, if needed.	Non-amortizing Loan Pmnt - Lender 1 (select l
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.	Deferred Developer Fee (Enter amt <= Max Fe
TOTAL PAYMENTS PRECEDING MOHCD	**14,933**	**14,347**	**29,280**	***PUPA: 465***		
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)	**0**	**70,081**	**70,081**			

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%			Sum of DD F from LOSP and non-LOSP:
% of Residual Receipts available for distribution to **soft debt lenders** in	67%			Ratio of Sum of DDF and calculated 50%:

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	46,721	46,721	67% of residual receipts, multiplied by 100% -- MOHCD's pro rata share of all soft debt
Proposed MOHCD Residual Receipts Amount to Loan Repayment	46,721	46,721	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.
Proposed MOHCD Residual Receipts Amount to Replacement Reserve		0	MOHCD res rects to Rep Res (RR) until RR balance >= 1.5 Original Capitalized RR amt.
REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE		**23,360**	

NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE

HCD Residual Receipts Amount Due		0	
Lender 4 Residual Receipts Due		0	
Lender 5 Residual Receipts Due		0	
Total Non-MOHCD Residual Receipts Debt Service		**0**	
REMAINDER (Should be zero unless there are distributions below)		**23,360**	
Owner Distributions/Incentive Management Fee		23,360	100% of Borrower share of 33% of residual receipts
Other Distributions/Uses		0	
Final Balance (should be zero)		**0**	

Application Date: **11/1/2023**
Total # Units: **63**
First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations)**:** **2025**

INCOME

Residential - Tenant Rents		**non-LOSP**	Approved By (reqd)
Residential - Tenant Assistance Payments (Non-LOSP)	on-LOSP)		
Residential - LOSP Tenant Assistance Payments			
Commercial Space			
Residential Parking			
Miscellaneous Rent Income	**LOSP**	**non-LOSP**	Approved By (reqd)
Supportive Services Income			
Interest Income - Project Operations			
Laundry and Vending	**LOSP**	**non-LOSP**	(only acceptable if LOSP-specific expenses are being
Tenant Charges			tracked at entry level in the project's accounting system)
Miscellaneous Residential Income			
Other Commercial Income	**LOSP**	**non-LOSP**	Approved By (reqd)
Withdrawal from Capitalized Reserve (deposit to operating account)	*0.00%*	*100.00%*	
Gross Potential Income			
Vacancy Loss - Residential - Tenant Rents			
Vacancy Loss - Residential - Tenant Assistance Payments			
Vacancy Loss - Commercial			
EFFECTIVE GROSS INCOME			

OPERATING EXPENSES

Management	**LOSP**	**non-LOSP**	Approved By (reqd)
Management Fee			
Asset Management Fee			
Sub-total Management Expenses			
Salaries/Benefits	**LOSP**	**non-LOSP**	Approved By (reqd)
Office Salaries			
Manager's Salary			
Health Insurance and Other Benefits			
Other Salaries/Benefits	*75.00%*	*25.00%*	
Administrative Rent-Free Unit			
Sub-total Salaries/Benefits			
Administration			
Advertising and Marketing			
Office Expenses			
Office Rent	**LOSP**	**non-LOSP**	(only acceptable if LOSP-specific expenses are being
Legal Expense - Property	*51.00%*	*49.00%*	tracked at entry level in the project's accounting system)
Audit Expense			
Bookkeeping/Accounting Services	**LOSP**	**non-LOSP**	(only acceptable if LOSP-specific expenses are being
Bad Debts	*51.00%*	*49.00%*	tracked at entry level in the project's accounting system)
Miscellaneous			
Sub-total Administration Expenses			
Utilities	**LOSP**	**non-LOSP**	(only acceptable if LOSP-specific expenses are being
Electricity	*51.00%*	*49.00%*	tracked at entry level in the project's accounting system)
Water			
Gas			
Sewer			
Sub-total Utilities			
Taxes and Licenses	**LOSP**	**non-LOSP**	Approved By (reqd)
Real Estate Taxes			
Payroll Taxes			
Miscellaneous Taxes, Licenses and Permits			
Sub-total Taxes and Licenses			
Insurance			
Property and Liability Insurance			
Fidelity Bond Insurance	**LOSP**	**non-LOSP**	Approved By (reqd)
Worker's Compensation			
Director's & Officers' Liability Insurance			
Sub-total Insurance			
Maintenance & Repair	**LOSP**	**non-LOSP**	Approved By (reqd)
Payroll			
Supplies	*51.00%*	*49.00%*	(LOSP-specific expenses must be tracked at entry level in project's
Contracts			
Garbage and Trash Removal	**LOSP**	**non-LOSP**	Approved By (reqd)
Security Payroll/Contract			
HVAC Repairs and Maintenance			
Vehicle and Maintenance Equipment Operation and Repairs			
Miscellaneous Operating and Maintenance Expenses			
Sub-total Maintenance & Repair Expenses			
	LOSP	**non-LOSP**	Approved By (reqd)
Supportive Services	*0.00%*	*100.00%*	
Commercial Expenses			

TOTAL OPERATING EXPENSES

Reserves/Ground Lease Base Rent/Bond Fees

Ground Lease Base Rent			
Bond Monitoring Fee	**LOSP**	**non-LOSP**	Approved By (reqd)
Replacement Reserve Deposit			
Operating Reserve Deposit			
Other Required Reserve 1 Deposit			
Other Required Reserve 2 Deposit			
Required Reserve Deposit/s, Commercial			
Sub-total Reserves/Ground Lease Base Rent/Bond Fees			

TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)

NET OPERATING INCOME (INCOME minus OP EXPENSES)

DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)	**LOSP**	**non-LOSP**	Approved By (reqd)
Hard Debt - First Lender	*0.00%*	*100.00%*	
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Len	42% pymt, or other 2nd Lende		
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	n, or other 3rd Lender)		
Hard Debt - Fourth Lender			
Commercial Hard Debt Service			
TOTAL HARD DEBT SERVICE			

CASH FLOW (NOI minus DEBT SERVICE)

Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)	n-LOSP (residual income)		

AVAILABLE CASH FLOW

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)			
Partnership Management Fee (see policy for limits)			
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	**LOSP**	**non-LOSP**	Approved By (reqd)
Other Payments			
Non-amortizing Loan Pmnt - Lender 1 (select lender in comments field)	lender in comments field)		
Non-amortizing Loan Pmnt - Lender 2 (select lender in comments field)			
Deferred Developer Fee (Enter amt <= Max Fee from cell I130)	*0.00%*	*100.00%*	
TOTAL PAYMENTS PRECEDING MOHCD			

RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)

Residual Receipts Calculation
Does Project have a MOHCD Residual Receipt Obligation?
Will Project Defer Developer Fee?
Max **Deferred Developer Fee/Borrower** % of Residual Receipts in Yr 1: 0
% of Residual Receipts available for distribution to **soft debt lenders** in #VALUE!

Soft Debt Lenders with Residual Receipts Obligations

MOHCD/OCII - Soft Debt Loans
MOHCD/OCII - Ground Lease Value or Land Acq Cost
HCD (soft debt loan) - Lender 3
Other Soft Debt Lender - Lender 4
Other Soft Debt Lender - Lender 5

MOHCD RESIDUAL RECEIPTS DEBT SERVICE

MOHCD Residual Receipts Amount Due
Proposed MOHCD Residual Receipts Amount to Loan Repayment
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease
Proposed MOHCD Residual Receipts Amount to Replacement Reserve

REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE

NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE

HCD Residual Receipts Amount Due
Lender 4 Residual Receipts Due
Lender 5 Residual Receipts Due

Total Non-MOHCD Residual Receipts Debt Service

REMAINDER (Should be zero unless there are distributions below)

Owner Distributions/Incentive Management Fee
Other Distributions/Uses

Final Balance (should be zero)

D. Updated 20-year Operating Pro Forma

Octavia Parcel U

TCAC Income Limits In Use!

	LOSP Units	Non-LOSP Units		Year 1 2025			Year 2 2026			Year 3 2027		
Total # Units:	***32***	***31***										
63	*51.00%*	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
Residential - Tenant Rents	1.0%	2.5%		*99,000*	*553,932*	652,932	*99,990*	567,780	667,770	*100,990*	581,975	682,965
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	n/a		-	-	-	-	-		-	-	
Residential - LOSP Tenant Assistance Payments	n/a	n/a		*667,718*		667,718	*692,564*		692,564	*718,305*		718,305
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%		*4,428*	*4,254*	8,681	*4,538*	*4,360*	8,898	*4,652*	*4,469*	9,121
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable	-	*248,072*	248,072	-	*230,646*	230,646	-	*238,376*	238,376
Gross Potential Income				***771,146***	***806,258***	**1,577,404**	***797,093***	***802,787***	**1,599,879**	***823,946***	***824,820***	**1,648,767**
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH	*(4,950)*	*(27,697)*	(32,647)	*(5,000)*	*(28,389)*	(33,389)	*(5,049)*	*(29,099)*	(34,148)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	policy; annual incrementing usually not	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	n/a	appropriate			-			-			-
EFFECTIVE GROSS INCOME				***766,196***	***778,562***	**1,544,757**	***792,093***	***774,398***	**1,566,491**	***818,897***	***795,721***	**1,614,618**
OPERATING EXPENSES												
Management												
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	*25,061*	*24,079*	49,140	*25,939*	*24,921*	50,860	*26,846*	*25,794*	52,640
Asset Management Fee	3.5%	3.5%	per MOHCD policy	*11,965*	*11,495*	23,460	*12,383*	*11,898*	24,281	*12,817*	*12,314*	25,131
Sub-total Management Expenses				***37,026***	***35,574***	**72,600**	***38,322***	***36,819***	**75,141**	***39,663***	***38,108***	**77,771**
Salaries/Benefits												
Office Salaries	3.5%	3.5%		*11,531*	*11,078*	22,609	*11,934*	*11,466*	23,400	*12,352*	*11,867*	24,219
Manager's Salary	3.5%	3.5%		*44,370*	*42,630*	87,000	*45,923*	*44,122*	90,045	*47,530*	*45,666*	93,197
Health Insurance and Other Benefits	3.5%	3.5%		*54,216*	*52,090*	106,306	*56,114*	*53,913*	110,027	*58,078*	*55,800*	113,878
Other Salaries/Benefits	3.5%	3.5%		*150,696*	*50,232*	200,928	*155,970*	*51,990*	207,960	*161,429*	*53,810*	215,239
Administrative Rent-Free Unit	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits				***260,813***	***156,030***	**416,843**	***269,941***	***161,491***	**431,433**	***279,389***	***167,144***	**446,533**
Administration												
Advertising and Marketing	3.5%	3.5%		*331*	*318*	649	*343*	*329*	672	*355*	*341*	695
Office Expenses	3.5%	3.5%		*11,773*	*11,312*	23,085	*12,185*	*11,708*	23,893	*12,612*	*12,117*	24,729
Office Rent	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%		*5,100*	*4,900*	10,000	*5,279*	*5,072*	10,350	*5,463*	*5,249*	10,712
Audit Expense	3.5%	3.5%		*6,630*	*6,370*	13,000	*6,862*	*6,593*	13,455	*7,102*	*6,824*	13,926
Bookkeeping/Accounting Services	3.5%	3.5%		*6,940*	*6,668*	13,608	*7,183*	*6,901*	14,084	*7,434*	*7,143*	14,577
Bad Debts	3.5%	3.5%		*9,180*	*8,820*	18,000	*9,501*	*9,129*	18,630	*9,834*	*9,448*	19,282
Miscellaneous	3.5%	3.5%		*5,246*	*5,040*	10,286	*5,429*	*5,217*	10,646	*5,619*	*5,399*	11,019
Sub-total Administration Expenses				***45,200***	***43,428***	**88,628**	***46,782***	***44,948***	**91,730**	***48,420***	***46,521***	**94,941**
Utilities												
Electricity	3.5%	3.5%		*19,537*	*18,770*	38,307	*20,220*	*19,427*	39,648	*20,928*	*20,107*	41,035
Water	3.5%	3.5%		*39,483*	*37,934*	77,417	*40,865*	*39,262*	80,127	*42,295*	*40,636*	82,931
Gas	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sewer	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Utilities				***59,019***	***56,705***	**115,724**	***61,085***	***58,689***	**119,774**	***63,223***	***60,744***	**123,966**
Taxes and Licenses												
Real Estate Taxes	3.5%	3.5%		*2,396*	*2,303*	4,699	*2,480*	*2,383*	4,863	*2,567*	*2,467*	5,034
Payroll Taxes	3.5%	3.5%		*20,653*	*19,844*	40,497	*21,376*	*20,538*	41,914	*22,125*	*21,257*	43,381
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		*482*	*464*	946	*499*	*480*	979	*517*	*497*	1,013
Sub-total Taxes and Licenses				***23,532***	***22,610***	**46,142**	***24,356***	***23,401***	**47,757**	***25,209***	***24,220***	**49,428**
Insurance												
Property and Liability Insurance	3.5%	3.5%		*121,849*	*117,070*	238,919	*126,113*	*121,168*	247,281	*130,527*	*125,409*	255,936
Fidelity Bond Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	3.5%		*12,909*	*12,402*	25,311	*13,360*	*12,836*	26,197	*13,828*	*13,286*	27,114
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Insurance				***134,757***	***129,473***	**264,230**	***139,474***	***134,004***	**273,478**	***144,355***	***138,694***	**283,050**
Maintenance & Repair												
Payroll	3.5%	3.5%		*99,796*	*95,883*	195,679	*103,289*	*99,239*	202,528	*106,904*	*102,712*	209,616
Supplies	3.5%	3.5%		*7,790*	*7,485*	15,275	*8,063*	*7,747*	15,810	*8,345*	*8,018*	16,363
Contracts	3.5%	3.5%		*33,474*	*32,162*	65,636	*34,646*	*33,287*	67,933	*35,859*	*34,452*	70,311
Garbage and Trash Removal	3.5%	3.5%		*24,005*	*23,064*	47,069	*24,845*	*23,871*	48,716	*25,715*	*24,707*	50,421
Security Payroll/Contract	3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%		*2,090*	*2,008*	4,098	*2,163*	*2,078*	4,241	*2,239*	*2,151*	4,390
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		*44*	*42*	86	*45*	*44*	89	*47*	*45*	92
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Maintenance & Repair Expenses				***167,200***	***160,643***	**327,843**	***173,052***	***166,266***	**339,318**	***179,109***	***172,085***	**351,194**
Supportive Services	3.5%	3.5%		-	*66,886*	66,886	-	*69,227*	69,227	-	*71,650*	71,650
Commercial Expenses			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
TOTAL OPERATING EXPENSES				***727,548***	***671,348***	***1,398,896***	***753,012***	***694,845***	**1,447,857**	***779,367***	***719,165***	**1,498,532**
PUPA (w/o Reserves/GL Base Rent/Bond Fees)						***22,205***						
Reserves/Ground Lease Base Rent/Bond Fees												
Ground Lease Base Rent				*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000
Bond Monitoring Fee				-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit				*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500
Operating Reserve Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit				-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)				***751,263***	***694,133***	**1,445,396**	***776,727***	***717,630***	**1,494,357**	***803,082***	***741,950***	**1,545,032**
PUPA (w/ Reserves/GL Base Rent/Bond Fees)						***22,943***						
NET OPERATING INCOME (INCOME minus OP EXPENSES)				***14,933***	***84,428***	**99,361**	***15,366***	***56,767***	**72,133**	***15,815***	***53,771***	**69,586**
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)												
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%			-			-			-
TOTAL HARD DEBT SERVICE				**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
CASH FLOW (NOI minus DEBT SERVICE)				***14,933***	***84,428***	**99,361**	***15,366***	***56,767***	**72,133**	***15,815***	***53,771***	**69,586**
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)				-	-		-	-		-	-	
AVAILABLE CASH FLOW				***14,933***	***84,428***	**99,361**	***15,366***	***56,767***	**72,133**	***15,815***	***53,771***	**69,586**
USES OF CASH FLOW BELOW (This row also shows DSCR.)			***DSCR:***									
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL												
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	-	-	-	-	-		-	-	
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy	*12,383*	*11,897*	24,280	*12,816*	*12,314*	25,130	*13,265*	*12,744*	26,009
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase	*2,550*	*2,450*	5,000	*2,550*	*2,450*	5,000	*2,550*	*2,450*	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)				-	-	-	-	-		-	-	
TOTAL PAYMENTS PRECEDING MOHCD				***14,933***	***14,347***	**29,280**	***15,366***	***14,764***	***30,130***	***15,815***	***15,194***	***31,009***
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)				0	70,081	**70,081**	(0)	42,004	**42,004**	(0)	38,577	**38,577**

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%*	

Max Deferred Developer Fee Amt:
Cum. Deferred Developer Fee: - - -

MOHCD RESIDUAL RECEIPTS DEBT SERVICE	*Dist. Soft Debt Loans*				
MOHCD Residual Receipts Amount Due	*100.00%*	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy	46,721	28,002	25,718
Proposed MOHCD Residual Receipts Amount to Loan Repayment			46,721	28,002	25,718
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease		Proposed Total MOHCD Amt Due less Loan Repayment	-	-	-
Proposed MOHCD Residual Receipts Amount to Replacement Reserve			-	-	-
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE					
HCD Residual Receipts Amount Due	*0.00%*	No HCD Financing	-	-	-
Lender 4 Residual Receipts Due	*0.00%*		-	-	-
Lender 5 Residual Receipts Due	*0.00%*		-	-	-
Total Non-MOHCD Residual Receipts Debt Service			**-**	**-**	**-**

REMAINDER (Should be zero unless there are distributions below)			**23,360**	**14,001**	**12,859**
Owner Distributions/Incentive Management Fee			23,360	14,001	12,859
Other Distributions/Uses			-		
Final Balance (should be zero)			**-**	**-**	**-**
REPLACEMENT RESERVE - RUNNING BALANCE					
Replacement Reserve Starting Balance			-	**31,500**	**63,000**
Replacement Reserve Deposits			**31,500**	**31,500**	**31,500**
City Share Replacement Reserve Deposit (Small Sites Only)			-	-	-
Repayment of City Loan from Cash Out (Small Sites Only)					
Replacement Reserve Deposits (Non-Operating Account)					
Replacement Reserve Withdrawals (ideally tied to CNA)			-	-	-
Replacement Reserve Interest					
RR Running Balance			**31,500**	**63,000**	**94,500**
		RR Balance/Unit	*$500*	*$1,000*	*$1,500*
OPERATING RESERVE - RUNNING BALANCE					
Operating Reserve Starting Balance			-	-	-
Operating Reserve Deposits			-	-	-
Operating Reserve Withdrawals					
Operating Reserve Interest					
OR Running Balance			-	-	-
		OR Balance as a % of Prior Yr Op Exps + Debt Service		*0.0%*	*0.0%*
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE					
Other Reserve 1 Starting Balance				-	-
Other Reserve 1 Deposits			-	-	-
Other Reserve 1 Withdrawals					
Other Reserve 1 Interest					
Other Required Reserve 1 Running Balance			-	-	-

	LOSP Units	Non-LOSP Units		Year 1 2025			Year 2 2026			Year 3 2027		
Total # Units:	***32***	***31***										
63	*51.00%*	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
OTHER RESERVE 2 - RUNNING BALANCE												
Other Reserve 2 Starting Balance									-			-
Other Reserve 2 Deposits						-			-			-
Other Reserve 2 Withdrawals												
Other Reserve 2 Interest												
Other Required Reserve 2 Running Balance						-			-			-

Octavia Parcel U

	LOSP Units	Non-LOSP Units		Year 4 2028			Year 5 2029			Year 6 2030		
Total # Units:												
63	***32***	***31***										
	51.00%	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
Residential - Tenant Rents	1.0%	2.5%		*102,000*	596,524	698,524	*103,020*	611,437	714,457	*104,050*	626,723	730,773
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	n/a		-	-		-	-		-	-	
Residential - LOSP Tenant Assistance Payments	n/a	n/a		*744,972*		744,972	*772,597*		772,597	*801,214*		801,214
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%		*4,768*	*4,581*	9,349	*4,887*	*4,695*	9,583	*5,009*	*4,813*	9,822
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable	-	*250,273*	250,273	-	*262,635*	262,635	-	*275,477*	275,477
Gross Potential Income				***851,739***	***851,378***	**1,703,118**	***880,503***	***878,768***	**1,759,271**	***910,273***	***907,013***	**1,817,286**
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH	*(5,100)*	*(29,826)*	(34,926)	*(5,151)*	*(30,572)*	(35,723)	*(5,202)*	*(31,336)*	(36,539)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	policy; annual incrementing usually not	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	n/a	appropriate			-			-			-
EFFECTIVE GROSS INCOME				***846,639***	***821,552***	**1,668,191**	***875,352***	***848,196***	**1,723,548**	***905,070***	***875,677***	**1,780,747**
OPERATING EXPENSES												
Management												
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	*27,786*	*26,696*	54,482	*28,759*	*27,631*	56,389	*29,765*	*28,598*	58,363
Asset Management Fee	3.5%	3.5%	per MOHCD policy	*13,265*	*12,745*	26,011	*13,730*	*13,191*	26,921	*14,210*	*13,653*	27,863
Sub-total Management Expenses				***41,051***	***39,442***	**80,493**	***42,488***	***40,822***	**83,310**	***43,975***	***42,251***	**86,226**
Salaries/Benefits												
Office Salaries	3.5%	3.5%		*12,784*	*12,283*	25,067	*13,232*	*12,713*	25,944	*13,695*	*13,158*	26,852
Manager's Salary	3.5%	3.5%		*49,194*	*47,265*	96,458	*50,916*	*48,919*	99,835	*52,698*	*50,631*	103,329
Health Insurance and Other Benefits	3.5%	3.5%		*60,110*	*57,753*	117,863	*62,214*	*59,774*	121,989	*64,392*	*61,867*	126,258
Other Salaries/Benefits	3.5%	3.5%		*167,079*	*55,693*	222,772	*172,927*	*57,642*	230,570	*178,980*	*59,660*	238,639
Administrative Rent-Free Unit	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits				***289,168***	***172,994***	**462,161**	***299,289***	***179,048***	**478,337**	***309,764***	***185,315***	**495,079**
Administration												
Advertising and Marketing	3.5%	3.5%		*367*	*353*	720	*380*	*365*	745	*393*	*378*	771
Office Expenses	3.5%	3.5%		*13,053*	*12,541*	25,595	*13,510*	*12,980*	26,491	*13,983*	*13,435*	27,418
Office Rent	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%		*5,654*	*5,433*	11,087	*5,852*	*5,623*	11,475	*6,057*	*5,820*	11,877
Audit Expense	3.5%	3.5%		*7,351*	*7,063*	14,413	*7,608*	*7,310*	14,918	*7,874*	*7,566*	15,440
Bookkeeping/Accounting Services	3.5%	3.5%		*7,695*	*7,393*	15,087	*7,964*	*7,652*	15,615	*8,243*	*7,919*	16,162
Bad Debts	3.5%	3.5%		*10,178*	*9,779*	19,957	*10,534*	*10,121*	20,655	*10,903*	*10,475*	21,378
Miscellaneous	3.5%	3.5%		*5,816*	*5,588*	11,404	*6,020*	*5,784*	11,803	*6,230*	*5,986*	12,217
Sub-total Administration Expenses				***50,114***	***48,149***	**98,263**	***51,868***	***49,834***	**101,703**	***53,684***	***51,579***	**105,262**
Utilities												
Electricity	3.5%	3.5%		*21,661*	*20,811*	42,472	*22,419*	*21,540*	43,958	*23,203*	*22,293*	45,497
Water	3.5%	3.5%		*43,775*	*42,058*	85,834	*45,307*	*43,531*	88,838	*46,893*	*45,054*	91,947
Gas	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sewer	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Utilities				***65,436***	***62,870***	**128,305**	***67,726***	***65,070***	**132,796**	***70,096***	***67,347***	**137,444**
Taxes and Licenses												
Real Estate Taxes	3.5%	3.5%		*2,657*	*2,553*	5,210	*2,750*	*2,642*	5,392	*2,846*	*2,735*	5,581
Payroll Taxes	3.5%	3.5%		*22,899*	*22,001*	44,900	*23,700*	*22,771*	46,471	*24,530*	*23,568*	48,098
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		*535*	*514*	1,049	*554*	*532*	1,086	*573*	*551*	1,124
Sub-total Taxes and Licenses				***26,091***	***25,068***	**51,158**	***27,004***	***25,945***	**52,949**	***27,949***	***26,853***	**54,802**
Insurance												
Property and Liability Insurance	3.5%	3.5%		*135,096*	*129,798*	264,894	*139,824*	*134,341*	274,165	*144,718*	*139,043*	283,761
Fidelity Bond Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	3.5%		*14,312*	*13,751*	28,063	*14,813*	*14,232*	29,045	*15,331*	*14,730*	30,062
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Insurance				***149,408***	***143,549***	**292,957**	***154,637***	***148,573***	**303,210**	***160,049***	***153,773***	**313,822**
Maintenance & Repair												
Payroll	3.5%	3.5%		*110,646*	*106,307*	216,953	*114,519*	*110,028*	224,546	*118,527*	*113,879*	232,405
Supplies	3.5%	3.5%		*8,637*	*8,298*	16,936	*8,939*	*8,589*	17,528	*9,252*	*8,890*	18,142
Contracts	3.5%	3.5%		*37,114*	*35,658*	72,772	*38,413*	*36,906*	75,319	*39,757*	*38,198*	77,955
Garbage and Trash Removal	3.5%	3.5%		*26,615*	*25,571*	52,186	*27,547*	*26,466*	54,013	*28,511*	*27,393*	55,903
Security Payroll/Contract	3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%		*2,317*	*2,226*	4,544	*2,398*	*2,304*	4,703	*2,482*	*2,385*	4,867
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		*49*	*47*	95	*50*	*48*	99	*52*	*50*	102
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Maintenance & Repair Expenses				***185,378***	***178,108***	**363,485**	***191,866***	***184,342***	**376,207**	***198,581***	***190,794***	**389,375**
Supportive Services	3.5%	3.5%		-	*74,158*	74,158	-	*76,753*	76,753	-	*79,440*	79,440
Commercial Expenses			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
TOTAL OPERATING EXPENSES				***806,645***	***744,336***	**1,550,981**	***834,878***	***770,387***	**1,605,265**	***864,099***	***797,351***	**1,661,450**
PUPA (w/o Reserves/GL Base Rent/Bond Fees)												
Reserves/Ground Lease Base Rent/Bond Fees				**delete values in yellow cells, manipulate each cell rather than dragging across multiple cells.*								
Ground Lease Base Rent				*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000
Bond Monitoring Fee				-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit				*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500
Operating Reserve Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit				-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)				***830,360***	***767,121***	**1,597,481**	***858,593***	***793,172***	**1,651,765**	***887,814***	***820,136***	**1,707,950**
PUPA (w/ Reserves/GL Base Rent/Bond Fees)												
NET OPERATING INCOME (INCOME minus OP EXPENSES)				***16,279***	***54,431***	**70,710**	***16,760***	***55,023***	**71,783**	***17,257***	***55,541***	**72,798**
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)				**delete values in yellow cells, manipulate each cell rather than dragging across multiple cells.*								
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%			-			-			-
TOTAL HARD DEBT SERVICE				-	-	-	-	-	-	-	-	-
CASH FLOW (NOI minus DEBT SERVICE)				***16,279***	***54,431***	**70,710**	***16,760***	***55,023***	**71,783**	***17,257***	***55,541***	**72,798**
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)				-	-		-	-		-	-	
AVAILABLE CASH FLOW				***16,279***	***54,431***	**70,710**	***16,760***	***55,023***	**71,783**	***17,257***	***55,541***	**72,798**
USES OF CASH FLOW BELOW (This row also shows DSCR.)				***DSCR:***								
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL				**delete values in yellow cells, manipulate each cell rather than dragging across multiple cells.*								
"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	*13,729*	*13,191*	26,920	*14,210*	*13,652*	27,862	*14,707*	*14,130*	28,837
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase	*2,550*	*2,450*	5,000	*2,550*	*2,450*	5,000	*2,550*	*2,450*	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)				-	-		-	-		-	-	
TOTAL PAYMENTS PRECEDING MOHCD				***16,279***	***15,641***	***31,920***	***16,760***	***16,102***	***32,862***	***17,257***	***16,580***	***33,837***
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)				0	38,790	**38,790**	(0)	38,921	**38,921**	-	38,961	**38,961**
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%*											
	Dist. Soft Debt Loans				-			-			-	
MOHCD RESIDUAL RECEIPTS DEBT SERVICE												
MOHCD Residual Receipts Amount Due	*100.00%*		Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy		25,860			25,947			25,974	
Proposed MOHCD Residual Receipts Amount to Loan Repayment					25,860			25,947			25,974	
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease			Proposed Total MOHCD Amt Due less Loan Repayment		-			-			-	
Proposed MOHCD Residual Receipts Amount to Replacement Reserve					-			-			-	
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE												
HCD Residual Receipts Amount Due	*0.00%*		No HCD Financing		-			-			-	
Lender 4 Residual Receipts Due	*0.00%*				-			-			-	
Lender 5 Residual Receipts Due	*0.00%*				-			-			-	
Total Non-MOHCD Residual Receipts Debt Service					-			-			-	
REMAINDER (Should be zero unless there are distributions below)					**12,930**			**12,974**			**12,987**	
Owner Distributions/Incentive Management Fee					12,930			12,974			12,987	
Other Distributions/Uses												
Final Balance (should be zero)					-			-			-	
REPLACEMENT RESERVE - RUNNING BALANCE												
Replacement Reserve Starting Balance					**94,500**			**126,000**			**157,500**	
Replacement Reserve Deposits					**31,500**			**31,500**			**31,500**	
City Share Replacement Reserve Deposit (Small Sites Only)					-			-			-	
Repayment of City Loan from Cash Out (Small Sites Only)												
Replacement Reserve Deposits (Non-Operating Account)												
Replacement Reserve Withdrawals (ideally tied to CNA)					-			-			-	
Replacement Reserve Interest												
RR Running Balance					**126,000**			**157,500**			**189,000**	
			RR Balance/Unit		*$2,000*			*$2,500*			*$3,000*	
OPERATING RESERVE - RUNNING BALANCE												
Operating Reserve Starting Balance					-			-			-	
Operating Reserve Deposits					-			-			-	
Operating Reserve Withdrawals												
Operating Reserve Interest												
OR Running Balance					-			-			-	
			OR Balance as a % of Prior Yr Op Exps + Debt Service		*0.0%*			*0.0%*			*0.0%*	
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE												
Other Reserve 1 Starting Balance					-			-			-	
Other Reserve 1 Deposits					-			-			-	
Other Reserve 1 Withdrawals												
Other Reserve 1 Interest												
Other Required Reserve 1 Running Balance					-			-			-	

	LOSP Units	Non-LOSP Units		Year 4 2028			Year 5 2029			Year 6 2030		
Total # Units:												
63	***32***	***31***										
	51.00%	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
OTHER RESERVE 2 - RUNNING BALANCE												
Other Reserve 2 Starting Balance						-			-			-
Other Reserve 2 Deposits						-			-			-
Other Reserve 2 Withdrawals												
Other Reserve 2 Interest												
Other Required Reserve 2 Running Balance						-			-			-

Octavia Parcel U

	LOSP Units	Non-LOSP Units		Year 7 2031			Year 8 2032			Year 9 2033		
Total # Units:												
63	***32***	***31***										
	51.00%	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
Residential - Tenant Rents	1.0%	2.5%		*105,090*	642,391	747,482	*106,141*	658,451	764,592	*107,203*	674,912	782,115
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	n/a		-	-		-	-		-	-	
Residential - LOSP Tenant Assistance Payments	n/a	n/a		*830,858*		830,858	*861,566*		861,566	*893,375*		893,375
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%		*5,135*	*4,933*	10,068	*5,263*	*5,057*	10,319	*5,394*	*5,183*	10,577
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable	-	*288,816*	288,816	-	*302,670*	302,670	-	*317,056*	317,056
Gross Potential Income				***941,083***	***936,140***	**1,877,224**	***972,970***	***966,178***	**1,939,148**	***1,005,972***	***997,151***	**2,003,124**
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	*(5,255)*	*(32,120)*	(37,374)	*(5,307)*	*(32,923)*	(38,230)	*(5,360)*	*(33,746)*	(39,106)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a		-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	n/a				-			-			-
EFFECTIVE GROSS INCOME				***935,828***	***904,021***	**1,839,849**	***967,663***	***933,255***	**1,900,918**	***1,000,612***	***963,406***	**1,964,018**
OPERATING EXPENSES												
Management												
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	*30,807*	*29,599*	60,406	*31,885*	*30,635*	62,520	*33,001*	*31,707*	64,708
Asset Management Fee	3.5%	3.5%	per MOHCD policy	*14,708*	*14,131*	28,838	*15,222*	*14,625*	29,848	*15,755*	*15,137*	30,892
Sub-total Management Expenses				***45,514***	***43,730***	**89,244**	***47,107***	***45,260***	**92,367**	***48,756***	***46,844***	**95,600**
Salaries/Benefits												
Office Salaries	3.5%	3.5%		*14,174*	*13,618*	27,792	*14,670*	*14,095*	28,765	*15,184*	*14,588*	29,772
Manager's Salary	3.5%	3.5%		*54,542*	*52,403*	106,945	*56,451*	*54,237*	110,688	*58,427*	*56,136*	114,562
Health Insurance and Other Benefits	3.5%	3.5%		*66,645*	*64,032*	130,677	*68,978*	*66,273*	135,251	*71,392*	*68,593*	139,985
Other Salaries/Benefits	3.5%	3.5%		*185,244*	*61,748*	246,992	*191,727*	*63,909*	255,637	*198,438*	*66,146*	264,584
Administrative Rent-Free Unit	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits				***320,605***	***191,801***	**512,406**	***331,827***	***198,514***	**530,341**	***343,440***	***205,462***	**548,903**
Administration												
Advertising and Marketing	3.5%	3.5%		*407*	*391*	798	*421*	*405*	826	*436*	*419*	855
Office Expenses	3.5%	3.5%		*14,472*	*13,905*	28,377	*14,979*	*14,392*	29,371	*15,503*	*14,895*	30,399
Office Rent	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%		*6,269*	*6,023*	12,293	*6,489*	*6,234*	12,723	*6,716*	*6,452*	13,168
Audit Expense	3.5%	3.5%		*8,150*	*7,830*	15,980	*8,435*	*8,104*	16,540	*8,730*	*8,388*	17,119
Bookkeeping/Accounting Services	3.5%	3.5%		*8,531*	*8,197*	16,728	*8,830*	*8,483*	17,313	*9,139*	*8,780*	17,919
Bad Debts	3.5%	3.5%		*11,285*	*10,842*	22,127	*11,680*	*11,222*	22,901	*12,088*	*11,614*	23,703
Miscellaneous	3.5%	3.5%		*6,449*	*6,196*	12,644	*6,674*	*6,412*	13,087	*6,908*	*6,637*	13,545
Sub-total Administration Expenses				***55,563***	***53,384***	**108,946**	***57,507***	***55,252***	**112,760**	***59,520***	***57,186***	**116,706**
Utilities												
Electricity	3.5%	3.5%		*24,015*	*23,074*	47,089	*24,856*	*23,881*	48,737	*25,726*	*24,717*	50,443
Water	3.5%	3.5%		*48,534*	*46,631*	95,165	*50,233*	*48,263*	98,496	*51,991*	*49,952*	101,943
Gas	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sewer	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Utilities				***72,550***	***69,705***	**142,254**	***75,089***	***72,144***	**147,233**	***77,717***	***74,669***	**152,386**
Taxes and Licenses												
Real Estate Taxes	3.5%	3.5%		*2,946*	*2,830*	5,776	*3,049*	*2,929*	5,978	*3,156*	*3,032*	6,188
Payroll Taxes	3.5%	3.5%		*25,388*	*24,393*	49,781	*26,277*	*25,247*	51,523	*27,197*	*26,130*	53,327
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		*593*	*570*	1,163	*614*	*590*	1,204	*635*	*610*	1,246
Sub-total Taxes and Licenses				***28,927***	***27,793***	**56,720**	***29,940***	***28,766***	**58,706**	***30,988***	***29,772***	**60,760**
Insurance												
Property and Liability Insurance	3.5%	3.5%		*149,783*	*143,909*	293,692	*155,026*	*148,946*	303,972	*160,451*	*154,159*	314,611
Fidelity Bond Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	3.5%		*15,868*	*15,246*	31,114	*16,423*	*15,779*	32,203	*16,998*	*16,332*	33,330
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Insurance				***165,651***	***159,155***	**324,806**	***171,449***	***164,725***	**336,174**	***177,450***	***170,491***	**347,940**
Maintenance & Repair												
Payroll	3.5%	3.5%		*122,675*	*117,864*	240,539	*126,969*	*121,990*	248,958	*131,413*	*126,259*	257,672
Supplies	3.5%	3.5%		*9,576*	*9,201*	18,777	*9,911*	*9,523*	19,434	*10,258*	*9,856*	20,114
Contracts	3.5%	3.5%		*41,149*	*39,535*	80,683	*42,589*	*40,919*	83,507	*44,079*	*42,351*	86,430
Garbage and Trash Removal	3.5%	3.5%		*29,509*	*28,351*	57,860	*30,541*	*29,344*	59,885	*31,610*	*30,371*	61,981
Security Payroll/Contract	3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%		*2,569*	*2,468*	5,037	*2,659*	*2,555*	5,214	*2,752*	*2,644*	5,396
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		*54*	*52*	106	*56*	*54*	109	*58*	*55*	113
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Maintenance & Repair Expenses				***205,531***	***197,471***	**403,003**	***212,725***	***204,383***	**417,108**	***220,170***	***211,536***	**431,707**
Supportive Services	3.5%	3.5%		-	*82,220*	82,220	-	*85,098*	85,098	-	*88,076*	88,076
Commercial Expenses			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
TOTAL OPERATING EXPENSES				***894,342***	***825,258***	**1,719,600**	***925,644***	***854,142***	**1,779,786**	***958,042***	***884,037***	**1,842,079**
PUPA (w/o Reserves/GL Base Rent/Bond Fees)												
Reserves/Ground Lease Base Rent/Bond Fees												
Ground Lease Base Rent				*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000
Bond Monitoring Fee				-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit				*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500
Operating Reserve Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit				-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)				***918,057***	***848,043***	**1,766,100**	***949,359***	***876,927***	**1,826,286**	***981,757***	***906,822***	**1,888,579**
PUPA (w/ Reserves/GL Base Rent/Bond Fees)												
NET OPERATING INCOME (INCOME minus OP EXPENSES)				***17,771***	***55,978***	**73,749**	***18,304***	***56,328***	**74,632**	***18,856***	***56,583***	**75,439**
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)												
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%			-			-			-
TOTAL HARD DEBT SERVICE				**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
CASH FLOW (NOI minus DEBT SERVICE)				***17,771***	***55,978***	**73,749**	***18,304***	***56,328***	**74,632**	***18,856***	***56,583***	**75,439**
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)				-	-		-	-		-	-	
AVAILABLE CASH FLOW				***17,771***	***55,978***	**73,749**	***18,304***	***56,328***	**74,632**	***18,856***	***56,583***	**75,439**
USES OF CASH FLOW BELOW (This row also shows DSCR.)			***DSCR:***									
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL												
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	-	-		-	-		-	-	
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy	*15,221*	*14,625*	29,846	*15,754*	*15,137*	30,891	*16,306*	*15,666*	31,972
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase	*2,550*	*2,450*	5,000	*2,550*	*2,450*	5,000	*2,550*	*2,450*	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)				-	-		-	-		-	-	
TOTAL PAYMENTS PRECEDING MOHCD				***17,771***	***17,075***	***34,846***	***18,304***	***17,587***	***35,891***	***18,856***	***18,116***	***36,972***
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)				(0)	38,903	**38,903**	0	38,741	**38,741**	0	38,467	**38,467**

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%*	

MOHCD RESIDUAL RECEIPTS DEBT SERVICE	*Dist. Soft Debt Loans*							
			-		-		-	
MOHCD Residual Receipts Amount Due	*100.00%*	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy	25,935		25,827		25,645	
Proposed MOHCD Residual Receipts Amount to Loan Repayment			25,935		25,827		25,645	
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease		Proposed Total MOHCD Amt Due less Loan Repayment	-		-		-	
Proposed MOHCD Residual Receipts Amount to Replacement Reserve			-		-		-	
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE								
HCD Residual Receipts Amount Due	*0.00%*	No HCD Financing	-		-		-	
Lender 4 Residual Receipts Due	*0.00%*		-		-		-	
Lender 5 Residual Receipts Due	*0.00%*		-		-		-	
Total Non-MOHCD Residual Receipts Debt Service			**-**		**-**		**-**	
REMAINDER (Should be zero unless there are distributions below)			**12,968**		**12,914**		**12,822**	
Owner Distributions/Incentive Management Fee			12,968		12,914		12,822	
Other Distributions/Uses								
Final Balance (should be zero)			**-**		**-**		**-**	
REPLACEMENT RESERVE - RUNNING BALANCE								
Replacement Reserve Starting Balance			**189,000**		**220,500**		**252,000**	
Replacement Reserve Deposits			**31,500**		**31,500**		**31,500**	
City Share Replacement Reserve Deposit (Small Sites Only)			-		-		-	
Repayment of City Loan from Cash Out (Small Sites Only)								
Replacement Reserve Deposits (Non-Operating Account)								
Replacement Reserve Withdrawals (ideally tied to CNA)			-		-		-	
Replacement Reserve Interest								
RR Running Balance			**220,500**		**252,000**		**283,500**	
		RR Balance/Unit	*$3,500*		*$4,000*		*$4,500*	
OPERATING RESERVE - RUNNING BALANCE								
Operating Reserve Starting Balance			-		-		-	
Operating Reserve Deposits			-		-		-	
Operating Reserve Withdrawals								
Operating Reserve Interest								
OR Running Balance			-		-		-	
		OR Balance as a % of Prior Yr Op Exps + Debt Service	*0.0%*		*0.0%*		*0.0%*	
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE								
Other Reserve 1 Starting Balance			-		-		-	
Other Reserve 1 Deposits			-		-		-	
Other Reserve 1 Withdrawals								
Other Reserve 1 Interest								
Other Required Reserve 1 Running Balance			-		-		-	

	LOSP Units	Non-LOSP Units		Year 7 2031			Year 8 2032			Year 9 2033		
Total # Units:	***32***	***31***										
63	*51.00%*	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
OTHER RESERVE 2 - RUNNING BALANCE												
Other Reserve 2 Starting Balance						-			-			-
Other Reserve 2 Deposits						-			-			-
Other Reserve 2 Withdrawals												
Other Reserve 2 Interest												
Other Required Reserve 2 Running Balance						-			-			-

Octavia Parcel U

	LOSP Units	Non-LOSP Units		Year 10 2034			Year 11 2035			Year 12 2036		
Total # Units:	***32***	***31***										
63	*51.00%*	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
Residential - Tenant Rents	1.0%	2.5%		*108,275*	691,785	800,060	*109,358*	709,080	818,437	*110,451*	726,807	837,258
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	n/a		-	-		-	-		-	-	
Residential - LOSP Tenant Assistance Payments	n/a	n/a		*926,324*		926,324	*960,453*		960,453	*995,803*		995,803
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%		*5,529*	*5,313*	10,842	*5,668*	*5,445*	11,113	*5,809*	*5,581*	11,391
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable	-	*331,991*	331,991	-	*347,496*	347,496	-	*363,589*	363,589
Gross Potential Income				***1,040,128***	***1,029,089***	2,069,217	***1,075,478***	***1,062,021***	2,137,499	***1,112,064***	***1,095,977***	2,208,041
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH	*(5,414)*	*(34,589)*	(40,003)	*(5,468)*	*(35,454)*	(40,922)	*(5,523)*	*(36,340)*	(41,863)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	policy; annual incrementing usually not	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	n/a	appropriate			-			-			-
EFFECTIVE GROSS INCOME				***1,034,714***	***994,499***	2,029,214	***1,070,010***	***1,026,567***	2,096,577	***1,106,541***	***1,059,637***	2,166,178
OPERATING EXPENSES												
Management												
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	*34,156*	*32,817*	66,973	*35,352*	*33,965*	69,317	*36,589*	*35,154*	71,743
Asset Management Fee	3.5%	3.5%	per MOHCD policy	*16,307*	*15,667*	31,974	*16,877*	*16,215*	33,093	*17,468*	*16,783*	34,251
Sub-total Management Expenses				***50,463***	***48,484***	98,946	***52,229***	***50,181***	102,409	***54,057***	***51,937***	105,994
Salaries/Benefits												
Office Salaries	3.5%	3.5%		*15,715*	*15,099*	30,814	*16,265*	*15,627*	31,892	*16,834*	*16,174*	33,008
Manager's Salary	3.5%	3.5%		*60,472*	*58,100*	118,572	*62,588*	*60,134*	122,722	*64,779*	*62,239*	127,017
Health Insurance and Other Benefits	3.5%	3.5%		*73,891*	*70,993*	144,884	*76,477*	*73,478*	149,955	*79,154*	*76,050*	155,204
Other Salaries/Benefits	3.5%	3.5%		*205,383*	*68,461*	273,844	*212,572*	*70,857*	283,429	*220,012*	*73,337*	293,349
Administrative Rent-Free Unit	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits				***355,461***	***212,653***	568,114	***367,902***	***220,096***	587,998	***380,779***	***227,800***	608,578
Administration												
Advertising and Marketing	3.5%	3.5%		*451*	*433*	885	*467*	*449*	915	*483*	*464*	948
Office Expenses	3.5%	3.5%		*16,046*	*15,417*	31,462	*16,607*	*15,956*	32,564	*17,189*	*16,515*	33,703
Office Rent	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%		*6,951*	*6,678*	13,629	*7,194*	*6,912*	14,106	*7,446*	*7,154*	14,600
Audit Expense	3.5%	3.5%		*9,036*	*8,682*	17,718	*9,352*	*8,986*	18,338	*9,680*	*9,300*	18,980
Bookkeeping/Accounting Services	3.5%	3.5%		*9,459*	*9,088*	18,546	*9,790*	*9,406*	19,195	*10,132*	*9,735*	19,867
Bad Debts	3.5%	3.5%		*12,511*	*12,021*	24,532	*12,949*	*12,441*	25,391	*13,403*	*12,877*	26,279
Miscellaneous	3.5%	3.5%		*7,150*	*6,869*	14,019	*7,400*	*7,110*	14,509	*7,659*	*7,358*	15,017
Sub-total Administration Expenses				***61,603***	***59,188***	120,791	***63,759***	***61,259***	125,019	***65,991***	***63,403***	129,394
Utilities												
Electricity	3.5%	3.5%		*26,626*	*25,582*	52,209	*27,558*	*26,478*	54,036	*28,523*	*27,404*	55,927
Water	3.5%	3.5%		*53,811*	*51,701*	105,511	*55,694*	*53,510*	109,204	*57,644*	*55,383*	113,026
Gas	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sewer	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Utilities				***80,437***	***77,283***	157,720	***83,252***	***79,988***	163,240	***86,166***	***82,787***	168,954
Taxes and Licenses												
Real Estate Taxes	3.5%	3.5%		*3,266*	*3,138*	6,404	*3,380*	*3,248*	6,628	*3,499*	*3,362*	6,860
Payroll Taxes	3.5%	3.5%		*28,149*	*27,045*	55,193	*29,134*	*27,991*	57,125	*30,153*	*28,971*	59,124
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		*658*	*632*	1,289	*681*	*654*	1,334	*704*	*677*	1,381
Sub-total Taxes and Licenses				***32,072***	***30,815***	62,887	***33,195***	***31,893***	65,088	***34,357***	***33,009***	67,366
Insurance												
Property and Liability Insurance	3.5%	3.5%		*166,067*	*159,555*	325,622	*171,880*	*165,139*	337,019	*177,895*	*170,919*	348,815
Fidelity Bond Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	3.5%		*17,593*	*16,903*	34,496	*18,209*	*17,495*	35,704	*18,846*	*18,107*	36,953
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Insurance				***183,660***	***176,458***	360,118	***190,088***	***182,634***	372,723	***196,742***	***189,026***	385,768
Maintenance & Repair												
Payroll	3.5%	3.5%		*136,012*	*130,678*	266,690	*140,773*	*135,252*	276,025	*145,700*	*139,986*	285,685
Supplies	3.5%	3.5%		*10,617*	*10,201*	20,818	*10,989*	*10,558*	21,547	*11,374*	*10,928*	22,301
Contracts	3.5%	3.5%		*45,622*	*43,833*	89,455	*47,219*	*45,367*	92,586	*48,872*	*46,955*	95,827
Garbage and Trash Removal	3.5%	3.5%		*32,717*	*31,434*	64,150	*33,862*	*32,534*	66,395	*35,047*	*33,672*	68,719
Security Payroll/Contract	3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%		*2,848*	*2,737*	5,585	*2,948*	*2,833*	5,781	*3,051*	*2,932*	5,983
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		*60*	*57*	117	*62*	*59*	121	*64*	*62*	126
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Maintenance & Repair Expenses				***227,876***	***218,940***	446,816	***235,852***	***226,603***	462,455	***244,107***	***234,534***	478,641
Supportive Services	3.5%	3.5%		-	*91,159*	91,159	-	*94,349*	94,349	-	*97,652*	97,652
Commercial Expenses			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
TOTAL OPERATING EXPENSES				***991,573***	***914,979***	1,906,552	***1,026,278***	***947,003***	1,973,281	***1,062,198***	***980,148***	2,042,346
PUPA (w/o Reserves/GL Base Rent/Bond Fees)												
Reserves/Ground Lease Base Rent/Bond Fees												
Ground Lease Base Rent				*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000
Bond Monitoring Fee				-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit				*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500
Operating Reserve Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit				-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				***23,715***	***22,785***	46,500	***23,715***	***22,785***	46,500	***23,715***	***22,785***	46,500
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)				***1,015,288***	***937,764***	1,953,052	***1,049,993***	***969,788***	2,019,781	***1,085,913***	***1,002,933***	2,088,846
PUPA (w/ Reserves/GL Base Rent/Bond Fees)												
NET OPERATING INCOME (INCOME minus OP EXPENSES)				***19,426***	***56,736***	76,162	***20,017***	***56,779***	76,796	***20,628***	***56,704***	77,332
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)												
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%			-			-			-
TOTAL HARD DEBT SERVICE				-	-	-	-	-	-	-	-	-
CASH FLOW (NOI minus DEBT SERVICE)				***19,426***	***56,736***	76,162	***20,017***	***56,779***	76,796	***20,628***	***56,704***	77,332
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)				-	-		-	-		-	-	
AVAILABLE CASH FLOW				***19,426***	***56,736***	76,162	***20,017***	***56,779***	76,796	***20,628***	***56,704***	77,332
USES OF CASH FLOW BELOW (This row also shows DSCR.)			***DSCR:***									
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL												
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	-	-		-	-		-	-	
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy	*16,876*	*16,215*	33,091	*17,467*	*16,782*	34,249	*18,078*	*17,370*	35,448
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase	*2,550*	*2,450*	5,000	*2,550*	*2,450*	5,000	*2,550*	*2,450*	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)				-	-		-	-		-	-	
TOTAL PAYMENTS PRECEDING MOHCD				***19,426***	***18,665***	***38,091***	***20,017***	***19,232***	***39,249***	***20,628***	***19,820***	***40,448***
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)				0	38,071	**38,071**	(0)	37,547	**37,547**	0	36,884	**36,884**

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%*	

MOHCD RESIDUAL RECEIPTS DEBT SERVICE	*Dist. Soft Debt Loans*				
			-	-	-
MOHCD Residual Receipts Amount Due	*100.00%*	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy	25,381	25,031	24,590
Proposed MOHCD Residual Receipts Amount to Loan Repayment			25,381	25,031	24,590
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease		Proposed Total MOHCD Amt Due less Loan Repayment	-	-	-
Proposed MOHCD Residual Receipts Amount to Replacement Reserve			-	-	-
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE					
HCD Residual Receipts Amount Due	*0.00%*	No HCD Financing	-	-	-
Lender 4 Residual Receipts Due	*0.00%*		-	-	-
Lender 5 Residual Receipts Due	*0.00%*		-	-	-
Total Non-MOHCD Residual Receipts Debt Service			-	-	-

REMAINDER (Should be zero unless there are distributions below)			**12,690**	**12,516**	**12,295**
Owner Distributions/Incentive Management Fee			12,690	12,516	12,295
Other Distributions/Uses					
Final Balance (should be zero)			-	-	-
REPLACEMENT RESERVE - RUNNING BALANCE					
Replacement Reserve Starting Balance			**283,500**	**315,000**	**346,500**
Replacement Reserve Deposits			**31,500**	**31,500**	**31,500**
City Share Replacement Reserve Deposit (Small Sites Only)			-	-	-
Repayment of City Loan from Cash Out (Small Sites Only)					
Replacement Reserve Deposits (Non-Operating Account)					
Replacement Reserve Withdrawals (ideally tied to CNA)			-	-	-
Replacement Reserve Interest					
RR Running Balance			**315,000**	**346,500**	**378,000**
		RR Balance/Unit	*$5,000*	*$5,500*	*$6,000*
OPERATING RESERVE - RUNNING BALANCE					
Operating Reserve Starting Balance			-	-	-
Operating Reserve Deposits			-	-	-
Operating Reserve Withdrawals					
Operating Reserve Interest					
OR Running Balance			-	-	-
		OR Balance as a % of Prior Yr Op Exps + Debt Service	*0.0%*	*0.0%*	*0.0%*
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE					
Other Reserve 1 Starting Balance			-	-	-
Other Reserve 1 Deposits			-	-	-
Other Reserve 1 Withdrawals					
Other Reserve 1 Interest					
Other Required Reserve 1 Running Balance			-	-	-

		LOSP Units	Non-LOSP Units										
Total # Units:					**Year 10**			**Year 11**			**Year 12**		
	63	***32***	***31***		**2034**			**2035**			**2036**		
		51.00%	*49.00%*										
INCOME		**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
OTHER RESERVE 2 - RUNNING BALANCE													
Other Reserve 2 Starting Balance							-			-			-
Other Reserve 2 Deposits							-			-			-
Other Reserve 2 Withdrawals													
Other Reserve 2 Interest													
Other Required Reserve 2 Running Balance							-			-			-

Octavia Parcel U

	LOSP Units	Non-LOSP Units		Year 13 2037			Year 14 2038			Year 15 2039		
Total # Units:												
63	***32***	***31***										
	51.00%	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
Residential - Tenant Rents	1.0%	2.5%		*111,556*	744,977	856,533	*112,671*	763,601	876,273	*113,798*	782,691	896,489
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	n/a		-	-		-	-		-	-	
Residential - LOSP Tenant Assistance Payments	n/a	n/a		*1,032,419*		1,032,419	*1,070,251*		1,070,251	*1,109,528*		1,109,528
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%		*5,955*	*5,721*	11,676	*6,103*	*5,864*	11,967	*6,256*	*6,011*	12,267
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable	-	*380,290*	380,290	-	*397,621*	397,621	-	*415,602*	415,602
Gross Potential Income				***1,149,929***	***1,130,988***	**2,280,917**	***1,189,026***	***1,167,086***	**2,356,112**	***1,229,582***	***1,204,304***	**2,433,886**
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	*(5,578)*	*(37,249)*	(42,827)	*(5,634)*	*(38,180)*	(43,814)	*(5,690)*	*(39,135)*	(44,824)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a		-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	n/a				-			-			-
EFFECTIVE GROSS INCOME				***1,144,351***	***1,093,739***	**2,238,090**	***1,183,392***	***1,128,906***	**2,312,299**	***1,223,892***	***1,165,169***	**2,389,061**
OPERATING EXPENSES												
Management												
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	*37,869*	*36,384*	74,254	*39,195*	*37,658*	76,853	*40,567*	*38,976*	79,543
Asset Management Fee	3.5%	3.5%	per MOHCD policy	*18,079*	*17,370*	35,450	*18,712*	*17,978*	36,690	*19,367*	*18,608*	37,975
Sub-total Management Expenses				***55,949***	***53,755***	**109,704**	***57,907***	***55,636***	**113,543**	***59,934***	***57,583***	**117,517**
Salaries/Benefits												
Office Salaries	3.5%	3.5%		*17,424*	*16,740*	34,164	*18,033*	*17,326*	35,359	*18,665*	*17,933*	36,597
Manager's Salary	3.5%	3.5%		*67,046*	*64,417*	131,463	*69,393*	*66,671*	136,064	*71,821*	*69,005*	140,826
Health Insurance and Other Benefits	3.5%	3.5%		*81,924*	*78,711*	160,636	*84,792*	*81,466*	166,258	*87,759*	*84,318*	172,077
Other Salaries/Benefits	3.5%	3.5%		*227,712*	*75,904*	303,616	*235,682*	*78,561*	314,243	*243,931*	*81,310*	325,241
Administrative Rent-Free Unit	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits				***394,106***	***235,773***	**629,878**	***407,900***	***244,025***	**651,924**	***422,176***	***252,565***	**674,741**
Administration												
Advertising and Marketing	3.5%	3.5%		*500*	*481*	981	*518*	*497*	1,015	*536*	*515*	1,051
Office Expenses	3.5%	3.5%		*17,790*	*17,093*	34,883	*18,413*	*17,691*	36,104	*19,057*	*18,310*	37,368
Office Rent	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%		*7,706*	*7,404*	15,111	*7,976*	*7,663*	15,640	*8,255*	*7,932*	16,187
Audit Expense	3.5%	3.5%		*10,018*	*9,626*	19,644	*10,369*	*9,962*	20,331	*10,732*	*10,311*	21,043
Bookkeeping/Accounting Services	3.5%	3.5%		*10,487*	*10,076*	20,563	*10,854*	*10,428*	21,282	*11,234*	*10,793*	22,027
Bad Debts	3.5%	3.5%		*13,872*	*13,328*	27,199	*14,357*	*13,794*	28,151	*14,860*	*14,277*	29,137
Miscellaneous	3.5%	3.5%		*7,927*	*7,616*	15,543	*8,204*	*7,883*	16,087	*8,491*	*8,158*	16,650
Sub-total Administration Expenses				***68,301***	***65,622***	**133,923**	***70,691***	***67,919***	**138,610**	***73,165***	***70,296***	**143,462**
Utilities												
Electricity	3.5%	3.5%		*29,521*	*28,363*	57,885	*30,554*	*29,356*	59,910	*31,624*	*30,384*	62,007
Water	3.5%	3.5%		*59,661*	*57,321*	116,982	*61,749*	*59,328*	121,077	*63,910*	*61,404*	125,314
Gas	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sewer	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Utilities				***89,182***	***85,685***	**174,867**	***92,303***	***88,684***	**180,987**	***95,534***	***91,788***	**187,322**
Taxes and Licenses												
Real Estate Taxes	3.5%	3.5%		*3,621*	*3,479*	7,101	*3,748*	*3,601*	7,349	*3,879*	*3,727*	7,606
Payroll Taxes	3.5%	3.5%		*31,209*	*29,985*	61,194	*32,301*	*31,034*	63,336	*33,432*	*32,121*	65,552
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		*729*	*700*	1,429	*755*	*725*	1,480	*781*	*750*	1,531
Sub-total Taxes and Licenses				***35,559***	***34,165***	**69,724**	***36,804***	***35,360***	**72,164**	***38,092***	***36,598***	**74,690**
Insurance												
Property and Liability Insurance	3.5%	3.5%		*184,122*	*176,901*	361,023	*190,566*	*183,093*	373,659	*197,236*	*189,501*	386,737
Fidelity Bond Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	3.5%		*19,506*	*18,741*	38,247	*20,188*	*19,397*	39,585	*20,895*	*20,076*	40,971
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Insurance				***203,628***	***195,642***	**399,270**	***210,754***	***202,490***	**413,244**	***218,131***	***209,577***	**427,708**
Maintenance & Repair												
Payroll	3.5%	3.5%		*150,799*	*144,885*	295,684	*156,077*	*149,956*	306,033	*161,540*	*155,205*	316,745
Supplies	3.5%	3.5%		*11,772*	*11,310*	23,082	*12,184*	*11,706*	23,889	*12,610*	*12,116*	24,726
Contracts	3.5%	3.5%		*50,582*	*48,598*	99,181	*52,352*	*50,299*	102,652	*54,185*	*52,060*	106,245
Garbage and Trash Removal	3.5%	3.5%		*36,273*	*34,851*	71,124	*37,543*	*36,071*	73,614	*38,857*	*37,333*	76,190
Security Payroll/Contract	3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%		*3,158*	*3,034*	6,192	*3,269*	*3,140*	6,409	*3,383*	*3,250*	6,633
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		*66*	*64*	130	*69*	*66*	135	*71*	*68*	139
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Maintenance & Repair Expenses				***252,651***	***242,743***	**495,393**	***261,493***	***251,239***	**512,732**	***270,646***	***260,032***	**530,678**
Supportive Services	3.5%	3.5%		-	*101,069*	101,069	-	*104,607*	104,607	-	*108,268*	108,268
Commercial Expenses			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
TOTAL OPERATING EXPENSES				***1,099,375***	***1,014,453***	**2,113,828**	***1,137,853***	***1,049,959***	**2,187,812**	***1,177,678***	***1,086,708***	**2,264,385**
PUPA (w/o Reserves/GL Base Rent/Bond Fees)												
Reserves/Ground Lease Base Rent/Bond Fees												
Ground Lease Base Rent				*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000
Bond Monitoring Fee				-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit				*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500
Operating Reserve Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit				-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)				***1,123,090***	***1,037,238***	**2,160,328**	***1,161,568***	***1,072,744***	**2,234,312**	***1,201,393***	***1,109,493***	**2,310,885**
PUPA (w/ Reserves/GL Base Rent/Bond Fees)												
NET OPERATING INCOME (INCOME minus OP EXPENSES)				***21,261***	***56,501***	**77,762**	***21,824***	***56,162***	**77,987**	***22,499***	***55,677***	**78,176**
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)												
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%			-			-			-
TOTAL HARD DEBT SERVICE				**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
CASH FLOW (NOI minus DEBT SERVICE)				***21,261***	***56,501***	**77,762**	***21,824***	***56,162***	**77,987**	***22,499***	***55,677***	**78,176**
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)				-	-		-	-		-	-	
AVAILABLE CASH FLOW				***21,261***	***56,501***	**77,762**	***21,824***	***56,162***	**77,987**	***22,499***	***55,677***	**78,176**
USES OF CASH FLOW BELOW (This row also shows DSCR.)			***DSCR:***									
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL												
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	-	-		-	-		-	-	
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy	*18,711*	*17,978*	36,689	*19,274*	*18,519*	37,793	*19,949*	*19,167*	39,116
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase	*2,550*	*2,450*	5,000	*2,550*	*2,450*	5,000	*2,550*	*2,450*	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)				-	-		-	-		-	-	
TOTAL PAYMENTS PRECEDING MOHCD				***21,261***	***20,428***	***41,689***	***21,824***	***20,969***	***42,793***	***22,499***	***21,617***	***44,116***
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)				(0)	36,073	**36,073**	(0)	35,194	**35,194**	0	34,060	**34,060**
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%*											
	Dist. Soft Debt Loans					-			-			-
MOHCD RESIDUAL RECEIPTS DEBT SERVICE												
MOHCD Residual Receipts Amount Due	*100.00%*		Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy			24,049			23,462			22,707
Proposed MOHCD Residual Receipts Amount to Loan Repayment						24,049			23,462			22,707
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease			Proposed Total MOHCD Amt Due less Loan Repayment			-			-			-
Proposed MOHCD Residual Receipts Amount to Replacement Reserve						-			-			-
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE												
HCD Residual Receipts Amount Due	*0.00%*		No HCD Financing			-			-			-
Lender 4 Residual Receipts Due	*0.00%*					-			-			-
Lender 5 Residual Receipts Due	*0.00%*					-			-			-
Total Non-MOHCD Residual Receipts Debt Service						**-**			**-**			**-**
REMAINDER (Should be zero unless there are distributions below)						**12,024**			**11,731**			**11,353**
Owner Distributions/Incentive Management Fee						12,024			11,731			11,353
Other Distributions/Uses												
Final Balance (should be zero)						**-**			**-**			**-**
REPLACEMENT RESERVE - RUNNING BALANCE												
Replacement Reserve Starting Balance						**378,000**			**409,500**			**441,000**
Replacement Reserve Deposits						**31,500**			**31,500**			**31,500**
City Share Replacement Reserve Deposit (Small Sites Only)						-			-			-
Repayment of City Loan from Cash Out (Small Sites Only)												
Replacement Reserve Deposits (Non-Operating Account)												
Replacement Reserve Withdrawals (ideally tied to CNA)						-			-			-
Replacement Reserve Interest												
RR Running Balance						**409,500**			**441,000**			**472,500**
			RR Balance/Unit			*$6,500*			*$7,000*			*$7,500*
OPERATING RESERVE - RUNNING BALANCE												
Operating Reserve Starting Balance						-			-			-
Operating Reserve Deposits						-			-			-
Operating Reserve Withdrawals												
Operating Reserve Interest												
OR Running Balance						-			-			-
			OR Balance as a % of Prior Yr Op Exps + Debt Service			*0.0%*			*0.0%*			*0.0%*
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE												
Other Reserve 1 Starting Balance						-			-			-
Other Reserve 1 Deposits						-			-			-
Other Reserve 1 Withdrawals												
Other Reserve 1 Interest												
Other Required Reserve 1 Running Balance						-			-			-

		LOSP Units	Non-LOSP Units										
Total # Units:					**Year 13**			**Year 14**			**Year 15**		
	63	***32***	***31***		**2037**			**2038**			**2039**		
		51.00%	*49.00%*										
INCOME		**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
OTHER RESERVE 2 - RUNNING BALANCE													
Other Reserve 2 Starting Balance							-			-			-
Other Reserve 2 Deposits							-			-			-
Other Reserve 2 Withdrawals													
Other Reserve 2 Interest													
Other Required Reserve 2 Running Balance							-			-			-

Octavia Parcel U

	LOSP Units	Non-LOSP Units		Year 16 2040			Year 17 2041			Year 18 2042		
Total # Units:	***32***	***31***										
63	*51.00%*	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
Residential - Tenant Rents	1.0%	2.5%		*114,936*	802,259	917,195	*116,085*	822,315	938,400	*117,246*	842,873	960,119
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	n/a		-	-		-	-		-	-	
Residential - LOSP Tenant Assistance Payments	n/a	n/a		*1,127,010*		1,127,010	*1,168,419*		1,168,419	*1,211,306*		1,211,306
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%		*6,412*	*6,161*	12,573	*6,573*	*6,315*	12,888	*6,737*	*6,473*	13,210
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable	-	*434,256*	434,256	-	-		-	-	
Gross Potential Income				***1,248,358***	***1,242,676***	**2,491,034**	***1,291,077***	***828,630***	**2,119,707**	***1,335,290***	***849,346***	**2,184,635**
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	*(5,747)*	*(40,113)*	(45,860)	*(5,804)*	*(41,116)*	(46,920)	*(5,862)*	*(42,144)*	(48,006)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a		-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	n/a				-			-			-
EFFECTIVE GROSS INCOME				***1,242,611***	***1,202,563***	**2,445,174**	***1,285,273***	***787,514***	**2,072,787**	***1,329,427***	***807,202***	**2,136,629**
OPERATING EXPENSES												
Management												
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	*41,987*	*40,340*	82,327	*43,456*	*41,752*	85,208	*44,977*	*43,213*	88,190
Asset Management Fee	3.5%	3.5%	per MOHCD policy	*20,045*	*19,259*	39,304	*20,746*	*19,933*	40,679	*21,473*	*20,631*	42,103
Sub-total Management Expenses				***62,031***	***59,599***	**121,630**	***64,203***	***61,685***	**125,887**	***66,450***	***63,844***	**130,293**
Salaries/Benefits												
Office Salaries	3.5%	3.5%		*19,318*	*18,560*	37,878	*19,994*	*19,210*	39,204	*20,694*	*19,882*	40,576
Manager's Salary	3.5%	3.5%		*74,335*	*71,420*	145,755	*76,937*	*73,920*	150,857	*79,630*	*76,507*	156,137
Health Insurance and Other Benefits	3.5%	3.5%		*90,831*	*87,269*	178,100	*94,010*	*90,323*	184,333	*97,300*	*93,485*	190,785
Other Salaries/Benefits	3.5%	3.5%		*252,468*	*84,156*	336,624	*261,305*	*87,102*	348,406	*270,450*	*90,150*	360,601
Administrative Rent-Free Unit	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Salaries/Benefits				***436,952***	***261,405***	**698,357**	***452,245***	***270,554***	**722,800**	***468,074***	***280,024***	**748,098**
Administration												
Advertising and Marketing	3.5%	3.5%		*555*	*533*	1,087	*574*	*551*	1,125	*594*	*571*	1,165
Office Expenses	3.5%	3.5%		*19,724*	*18,951*	38,675	*20,415*	*19,614*	40,029	*21,129*	*20,301*	41,430
Office Rent	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%		*8,544*	*8,209*	16,753	*8,843*	*8,497*	17,340	*9,153*	*8,794*	17,947
Audit Expense	3.5%	3.5%		*11,108*	*10,672*	21,780	*11,496*	*11,045*	22,542	*11,899*	*11,432*	23,331
Bookkeeping/Accounting Services	3.5%	3.5%		*11,627*	*11,171*	22,798	*12,034*	*11,562*	23,596	*12,455*	*11,967*	24,422
Bad Debts	3.5%	3.5%		*15,380*	*14,777*	30,156	*15,918*	*15,294*	31,212	*16,475*	*15,829*	32,304
Miscellaneous	3.5%	3.5%		*8,789*	*8,444*	17,233	*9,096*	*8,740*	17,836	*9,415*	*9,045*	18,460
Sub-total Administration Expenses				***75,726***	***72,757***	**148,483**	***78,377***	***75,303***	**153,680**	***81,120***	***77,939***	**159,059**
Utilities												
Electricity	3.5%	3.5%		*32,731*	*31,447*	64,178	*33,876*	*32,548*	66,424	*35,062*	*33,687*	68,749
Water	3.5%	3.5%		*66,147*	*63,553*	129,700	*68,462*	*65,778*	134,240	*70,859*	*68,080*	138,938
Gas	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sewer	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Utilities				***98,878***	***95,000***	**193,878**	***102,339***	***98,325***	**200,664**	***105,920***	***101,767***	**207,687**
Taxes and Licenses												
Real Estate Taxes	3.5%	3.5%		*4,015*	*3,858*	7,872	*4,155*	*3,993*	8,148	*4,301*	*4,132*	8,433
Payroll Taxes	3.5%	3.5%		*34,602*	*33,245*	67,847	*35,813*	*34,408*	70,221	*37,066*	*35,613*	72,679
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		*808*	*777*	1,585	*837*	*804*	1,640	*866*	*832*	1,698
Sub-total Taxes and Licenses				***39,425***	***37,879***	**77,304**	***40,805***	***39,205***	**80,010**	***42,233***	***40,577***	**82,810**
Insurance												
Property and Liability Insurance	3.5%	3.5%		*204,139*	*196,134*	400,273	*211,284*	*202,998*	414,282	*218,679*	*210,103*	428,782
Fidelity Bond Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	3.5%		*21,626*	*20,778*	42,405	*22,383*	*21,506*	43,889	*23,167*	*22,258*	45,425
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Insurance				***225,765***	***216,912***	**442,677**	***233,667***	***224,504***	**458,171**	***241,846***	***232,361***	**474,207**
Maintenance & Repair												
Payroll	3.5%	3.5%		*167,194*	*160,637*	327,831	*173,045*	*166,259*	339,305	*179,102*	*172,078*	351,180
Supplies	3.5%	3.5%		*13,051*	*12,540*	25,591	*13,508*	*12,978*	26,487	*13,981*	*13,433*	27,414
Contracts	3.5%	3.5%		*56,081*	*53,882*	109,963	*58,044*	*55,768*	113,812	*60,076*	*57,720*	117,795
Garbage and Trash Removal	3.5%	3.5%		*40,217*	*38,640*	78,857	*41,625*	*39,992*	81,617	*43,082*	*41,392*	84,474
Security Payroll/Contract	3.5%	3.5%		-	-	-	-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%		*3,501*	*3,364*	6,866	*3,624*	*3,482*	7,106	*3,751*	*3,604*	7,355
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		*73*	*71*	144	*76*	*73*	149	*79*	*76*	154
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		-	-	-	-	-	-	-	-	-
Sub-total Maintenance & Repair Expenses				***280,118***	***269,133***	**549,251**	***289,922***	***278,553***	**568,475**	***300,070***	***288,302***	**588,372**
Supportive Services	3.5%	3.5%		-	*112,057*	112,057	-	*115,979*	115,979	-	*120,039*	120,039
Commercial Expenses			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-			-
TOTAL OPERATING EXPENSES				***1,218,896***	***1,124,742***	**2,343,639**	***1,261,558***	***1,164,108***	**2,425,666**	***1,305,712***	***1,204,852***	**2,510,564**
PUPA (w/o Reserves/GL Base Rent/Bond Fees)												
Reserves/Ground Lease Base Rent/Bond Fees												
Ground Lease Base Rent				*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000
Bond Monitoring Fee				-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit				*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500
Operating Reserve Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit				-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit				-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)				***1,242,611***	***1,147,527***	**2,390,139**	***1,285,273***	***1,186,893***	**2,472,166**	***1,329,427***	***1,227,637***	**2,557,064**
PUPA (w/ Reserves/GL Base Rent/Bond Fees)												
NET OPERATING INCOME (INCOME minus OP EXPENSES)				**-**	***55,035***	**55,035**	**-**	***(399,379)***	**(399,379)**	**-**	***(420,435)***	**(420,435)**
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)												
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%			-			-			-
TOTAL HARD DEBT SERVICE				**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
CASH FLOW (NOI minus DEBT SERVICE)				**-**	***55,035***	**55,035**	**-**	***(399,379)***	**(399,379)**	**-**	***(420,435)***	**(420,435)**
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)				-	-		-	-		-	-	
AVAILABLE CASH FLOW				**-**	***55,035***	**55,035**	**-**	***(399,379)***	**(399,379)**	**-**	***(420,435)***	**(420,435)**
USES OF CASH FLOW BELOW (This row also shows DSCR.)			***DSCR:***									
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL												
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	-	-		-	-		-	-	
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy	-	-		-	-		-	-	
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase	-	-		-	-		-	-	
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)				-	-		-	-		-	-	
TOTAL PAYMENTS PRECEDING MOHCD				**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)				-	55,035	**55,035**	-	(399,379)	**(399,379)**	-	(420,435)	**(420,435)**

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%*	

MOHCD RESIDUAL RECEIPTS DEBT SERVICE	*Dist. Soft Debt Loans*				
MOHCD Residual Receipts Amount Due	*100.00%*	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy	36,690	-	-
Proposed MOHCD Residual Receipts Amount to Loan Repayment			36,690	-	-
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease		Proposed Total MOHCD Amt Due less Loan Repayment	-	-	-
Proposed MOHCD Residual Receipts Amount to Replacement Reserve			-	-	-
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE					
HCD Residual Receipts Amount Due	*0.00%*	No HCD Financing	-	-	-
Lender 4 Residual Receipts Due	*0.00%*		-	-	-
Lender 5 Residual Receipts Due	*0.00%*		-	-	-
Total Non-MOHCD Residual Receipts Debt Service			-	-	-

REMAINDER (Should be zero unless there are distributions below)		**18,345**	**-**	**-**
Owner Distributions/Incentive Management Fee		18,345	-	-
Other Distributions/Uses				
Final Balance (should be zero)		-	-	-
REPLACEMENT RESERVE - RUNNING BALANCE				
Replacement Reserve Starting Balance		**472,500**	**504,000**	**535,500**
Replacement Reserve Deposits		**31,500**	**31,500**	**31,500**
City Share Replacement Reserve Deposit (Small Sites Only)		-	-	-
Repayment of City Loan from Cash Out (Small Sites Only)				
Replacement Reserve Deposits (Non-Operating Account)				
Replacement Reserve Withdrawals (ideally tied to CNA)		-	-	-
Replacement Reserve Interest				
RR Running Balance		**504,000**	**535,500**	**567,000**
	RR Balance/Unit	*$8,000*	*$8,500*	*$9,000*
OPERATING RESERVE - RUNNING BALANCE				
Operating Reserve Starting Balance		-	-	-
Operating Reserve Deposits		-	-	-
Operating Reserve Withdrawals				
Operating Reserve Interest				
OR Running Balance		-	-	-
	OR Balance as a % of Prior Yr Op Exps + Debt Service	*0.0%*	*0.0%*	*0.0%*
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE				
Other Reserve 1 Starting Balance		-	-	-
Other Reserve 1 Deposits		-	-	-
Other Reserve 1 Withdrawals				
Other Reserve 1 Interest				
Other Required Reserve 1 Running Balance		-	-	-

	LOSP Units	Non-LOSP Units		Year 16 2040			Year 17 2041			Year 18 2042		
Total # Units:	***32***	***31***										
63	*51.00%*	*49.00%*										
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
OTHER RESERVE 2 - RUNNING BALANCE												
Other Reserve 2 Starting Balance						-			-			-
Other Reserve 2 Deposits						-			-			-
Other Reserve 2 Withdrawals												
Other Reserve 2 Interest												
Other Required Reserve 2 Running Balance						-			-			-

Octavia Parcel U

	LOSP Units	Non-LOSP Units		Year 19 2043			Year 20 2044		
Total # Units:	***32***	***31***							
63	*51.00%*	*49.00%*							
INCOME	**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
Residential - Tenant Rents	1.0%	2.5%		*118,419*	863,945	982,363	*119,603*	885,543	1,005,146
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	n/a		-	-		-	-	
Residential - LOSP Tenant Assistance Payments	n/a	n/a		*1,255,724*		1,255,724	*1,301,726*		1,301,726
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%		*6,905*	*6,635*	13,540	*7,078*	*6,800*	13,879
Tenant Charges	2.5%	2.5%		-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	2.5%		-	-	-	-	-	-
Other Commercial Income	n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable	-	-		-	-	
Gross Potential Income				***1,381,048***	***870,579***	**2,251,628**	***1,428,407***	***892,344***	**2,320,751**
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	*(5,921)*	*(43,197)*	(49,118)	*(5,980)*	*(44,277)*	(50,257)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a		-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	n/a				-			-
EFFECTIVE GROSS INCOME				***1,375,127***	***827,382***	**2,202,509**	***1,422,427***	***848,067***	**2,270,493**
OPERATING EXPENSES									
Management									
Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	*46,551*	*44,726*	91,277	*48,181*	*46,291*	94,472
Asset Management Fee	3.5%	3.5%	per MOHCD policy	*22,224*	*21,353*	43,577	*23,002*	*22,100*	45,102
Sub-total Management Expenses				***68,775***	***66,078***	**134,854**	***71,183***	***68,391***	**139,574**
Salaries/Benefits									
Office Salaries	3.5%	3.5%		*21,418*	*20,578*	41,996	*22,168*	*21,298*	43,466
Manager's Salary	3.5%	3.5%		*82,417*	*79,185*	161,602	*85,301*	*81,956*	167,258
Health Insurance and Other Benefits	3.5%	3.5%		*100,706*	*96,757*	197,462	*104,230*	*100,143*	204,373
Other Salaries/Benefits	3.5%	3.5%		*279,916*	*93,305*	373,222	*289,713*	*96,571*	386,284
Administrative Rent-Free Unit	3.5%	3.5%		-	-	-	-	-	-
Sub-total Salaries/Benefits				***484,457***	***289,825***	**774,281**	***501,413***	***299,969***	**801,381**
Administration									
Advertising and Marketing	3.5%	3.5%		*615*	*591*	1,206	*636*	*611*	1,248
Office Expenses	3.5%	3.5%		*21,869*	*21,011*	42,880	*22,634*	*21,747*	44,381
Office Rent	3.5%	3.5%		-	-	-	-	-	-
Legal Expense - Property	3.5%	3.5%		*9,473*	*9,102*	18,575	*9,805*	*9,420*	19,225
Audit Expense	3.5%	3.5%		*12,315*	*11,832*	24,147	*12,746*	*12,246*	24,993
Bookkeeping/Accounting Services	3.5%	3.5%		*12,891*	*12,386*	25,277	*13,342*	*12,819*	26,161
Bad Debts	3.5%	3.5%		*17,052*	*16,383*	33,435	*17,649*	*16,956*	34,605
Miscellaneous	3.5%	3.5%		*9,744*	*9,362*	19,106	*10,085*	*9,690*	19,775
Sub-total Administration Expenses				***83,959***	***80,667***	**164,626**	***86,898***	***83,490***	**170,387**
Utilities									
Electricity	3.5%	3.5%		*36,289*	*34,866*	71,155	*37,559*	*36,086*	73,645
Water	3.5%	3.5%		*73,339*	*70,463*	143,801	*75,905*	*72,929*	148,834
Gas	3.5%	3.5%		-	-	-	-	-	-
Sewer	3.5%	3.5%		-	-	-	-	-	-
Sub-total Utilities				***109,628***	***105,328***	**214,956**	***113,465***	***109,015***	**222,480**
Taxes and Licenses									
Real Estate Taxes	3.5%	3.5%		*4,451*	*4,277*	8,728	*4,607*	*4,427*	9,034
Payroll Taxes	3.5%	3.5%		*38,364*	*36,859*	75,223	*39,706*	*38,149*	77,856
Miscellaneous Taxes, Licenses and Permits	3.5%	3.5%		*896*	*861*	1,757	*928*	*891*	1,819
Sub-total Taxes and Licenses				***43,711***	***41,997***	**85,708**	***45,241***	***43,467***	**88,708**
Insurance									
Property and Liability Insurance	3.5%	3.5%		*226,333*	*217,457*	443,789	*234,254*	*225,068*	459,322
Fidelity Bond Insurance	3.5%	3.5%		-	-	-	-	-	-
Worker's Compensation	3.5%	3.5%		*23,978*	*23,037*	47,015	*24,817*	*23,844*	48,660
Director's & Officers' Liability Insurance	3.5%	3.5%		-	-	-	-	-	-
Sub-total Insurance				***250,310***	***240,494***	**490,804**	***259,071***	***248,911***	**507,983**
Maintenance & Repair									
Payroll	3.5%	3.5%		*185,371*	*178,101*	363,472	*191,858*	*184,335*	376,193
Supplies	3.5%	3.5%		*14,470*	*13,903*	28,373	*14,977*	*14,389*	29,366
Contracts	3.5%	3.5%		*62,178*	*59,740*	121,918	*64,355*	*61,831*	126,185
Garbage and Trash Removal	3.5%	3.5%		*44,589*	*42,841*	87,430	*46,150*	*44,340*	90,490
Security Payroll/Contract	3.5%	3.5%		-	-	-	-	-	-
HVAC Repairs and Maintenance	3.5%	3.5%		*3,882*	*3,730*	7,612	*4,018*	*3,860*	7,878
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	3.5%		*81*	*78*	160	*84*	*81*	165
Miscellaneous Operating and Maintenance Expenses	3.5%	3.5%		-	-	-	-	-	-
Sub-total Maintenance & Repair Expenses				***310,572***	***298,393***	**608,965**	***321,442***	***308,837***	**630,279**
Supportive Services	3.5%	3.5%		-	*124,240*	124,240	-	*128,588*	128,588
Commercial Expenses			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%			-			-
TOTAL OPERATING EXPENSES				***1,351,412***	***1,247,022***	**2,598,434**	***1,398,712***	***1,290,668***	**2,689,379**
PUPA (w/o Reserves/GL Base Rent/Bond Fees)									
Reserves/Ground Lease Base Rent/Bond Fees									
Ground Lease Base Rent				*7,650*	*7,350*	15,000	*7,650*	*7,350*	15,000
Bond Monitoring Fee				-	-	-	-	-	-
Replacement Reserve Deposit				*16,065*	*15,435*	31,500	*16,065*	*15,435*	31,500
Operating Reserve Deposit				-	-	-	-	-	-
Other Required Reserve 1 Deposit				-	-	-	-	-	-
Other Required Reserve 2 Deposit				-	-	-	-	-	-
Required Reserve Deposit/s, Commercial			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-
Sub-total Reserves/Ground Lease Base Rent/Bond Fees				***23,715***	***22,785***	**46,500**	***23,715***	***22,785***	**46,500**
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)				***1,375,127***	***1,269,807***	**2,644,934**	***1,422,427***	***1,313,453***	**2,735,879**
PUPA (w/ Reserves/GL Base Rent/Bond Fees)									
NET OPERATING INCOME (INCOME minus OP EXPENSES)				-	***(442,425)***	**(442,425)**	-	***(465,386)***	**(465,386)**
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)									
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%			-			-
TOTAL HARD DEBT SERVICE				-	-	-	-	-	-
CASH FLOW (NOI minus DEBT SERVICE)				-	***(442,425)***	(442,425)	-	***(465,386)***	(465,386)
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)				-	-		-	-	
AVAILABLE CASH FLOW				-	***(442,425)***	(442,425)	-	***(465,386)***	(465,386)
USES OF CASH FLOW BELOW (This row also shows DSCR.)			***DSCR:***						
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL									
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	-	-		-	-	
Partnership Management Fee (see policy for limits)	3.5%	3.5%	per MOHCD policy	-	-		-	-	
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			per MOHCD policy no annual increase	-	-		-	-	
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)				-	-		-	-	
TOTAL PAYMENTS PRECEDING MOHCD				-	-	-	-	-	-
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)				-	(442,425)	**(442,425)**	-	(465,386)	**(465,386)**

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%*	

MOHCD RESIDUAL RECEIPTS DEBT SERVICE	*Dist. Soft Debt Loans*				
MOHCD Residual Receipts Amount Due	*100.00%*	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy	-		-
Proposed MOHCD Residual Receipts Amount to Loan Repayment			-		-
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease		Proposed Total MOHCD Amt Due less Loan Repayment	-		-
Proposed MOHCD Residual Receipts Amount to Replacement Reserve			-		-
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE					
HCD Residual Receipts Amount Due	*0.00%*	No HCD Financing	-		-
Lender 4 Residual Receipts Due	*0.00%*		-		-
Lender 5 Residual Receipts Due	*0.00%*		-		-
Total Non-MOHCD Residual Receipts Debt Service			-		-

REMAINDER (Should be zero unless there are distributions below)		-		-
Owner Distributions/Incentive Management Fee		-		-
Other Distributions/Uses				
Final Balance (should be zero)		-		-
REPLACEMENT RESERVE - RUNNING BALANCE				
Replacement Reserve Starting Balance		**567,000**		**598,500**
Replacement Reserve Deposits		**31,500**		**31,500**
City Share Replacement Reserve Deposit (Small Sites Only)		-		-
Repayment of City Loan from Cash Out (Small Sites Only)				
Replacement Reserve Deposits (Non-Operating Account)				
Replacement Reserve Withdrawals (ideally tied to CNA)		-		-
Replacement Reserve Interest				
RR Running Balance		**598,500**		**630,000**
	RR Balance/Unit	*$9,500*		*$10,000*
OPERATING RESERVE - RUNNING BALANCE				
Operating Reserve Starting Balance		-		-
Operating Reserve Deposits		-		-
Operating Reserve Withdrawals				
Operating Reserve Interest				
OR Running Balance		-		-
	OR Balance as a % of Prior Yr Op Exps + Debt Service	*0.0%*		*0.0%*
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE				
Other Reserve 1 Starting Balance		-		-
Other Reserve 1 Deposits		-		-
Other Reserve 1 Withdrawals				
Other Reserve 1 Interest				
Other Required Reserve 1 Running Balance		-		-

		LOSP Units	Non-LOSP Units							
Total # Units:										
	63	***32***	***31***		**Year 19 2043**			**Year 20 2044**		
		51.00%	*49.00%*							
INCOME		**annual inc LOSP**	**% annual increase**	**Comments (related to annual inc assumptions)**	***LOSP***	***non-LOSP***	**Total**	***LOSP***	***non-LOSP***	**Total**
OTHER RESERVE 2 - RUNNING BALANCE										
Other Reserve 2 Starting Balance							-			-
Other Reserve 2 Deposits							-			-
Other Reserve 2 Withdrawals										
Other Reserve 2 Interest										
Other Required Reserve 2 Running Balance							-			-