

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

4200 Geary Boulevard

\$14,538,982 Acquisition/Predevelopment Loan
(\$11,064,369 Acquisition Loan and \$3,474,613
Predevelopment Loan)

Evaluation of Request for:	Acquisition/Predevelopment Loan
Loan Committee Date:	January 22, 2021
Prepared By:	Jonathan Gagen
Source of Funds Recommended:	AHF Inclusionary Funds - \$14,462,005
NOFA/PROGRAM/RFP:	2019 Affordable Multifamily Rental Housing NOFA
Total Previous City Funds Committed:	N/A

Applicant/Sponsor Name:

Tenderloin Neighborhood Development
Corporation

EXECUTIVE SUMMARY

Sponsor Information:

Project Name:	4200 Geary	Sponsor(s):	Tenderloin Neighborhood Development Corporation (TNDC)
Project Address (w/ cross St):	4200 Geary Blvd (6 th Ave)	Ultimate Borrower Entity:	4200 Geary Associates, L.P.

Project Summary:

4200 Geary is a new construction project in the Richmond District of San Francisco, located on the corner of 6th Avenue and Geary Boulevard. The former mortuary will be redeveloped into a Type III/I residential building at 7 stories. The project will provide permanent affordable housing in the Westside for low income and formerly homeless seniors that is consistent with the 2019 General Obligation Housing Bond framework, as well as the City's Consolidated Plan, and Master Plan Housing Element. The proposed project will provide 98 affordable units (46 studios and 52 1-bedrooms), with 20% of units serving formerly homeless seniors, and 30% of units serving extremely low-income seniors. The formerly homeless senior population will be supported by the Local Operating Subsidy Program (LOSP) and the extremely low-income senior population will be supported by the City's Senior Operating Subsidy (SOS). The remaining units will serve low income seniors at 60% MOHCD AMI. The ground floor will also include approximately 1,369 SF of commercial retail space along Geary Boulevard, which is planned to be nonprofit community serving use. TNDC was selected to develop the project through the 2019 Affordable Multifamily Rental Housing Notice of Funding Availability (NOFA).

Project Description:

Construction Type:	Type III/I	Project Type:	New Construction
Number of Stories:	7	Lot Size (acres and sf):	0.39 acres/16,738 SF
Number of Units:	98	Architect:	Y.A. Studio
Total Residential Area:	83,109 sf	General Contractor:	Nibbi Brothers
Total Commercial Area:	2,442 sf	Property Manager:	Tenderloin Neighborhood Development Corporation
Total Building Area:	85,551 sf	Supervisor and District:	Supervisor Connie Chan (D1)
Land Owner:	4200 Geary Associates, L.P.		
Total Development Cost (TDC):	\$90,374,412	Total Acquisition Cost:	\$11,064,369
TDC/unit:	\$922,188	TDC less land cost/unit:	\$809,286
Loan Amount Requested:	\$14,462,005	Request Amount / unit:	\$147,571
HOME Funds?	N	Parking?	TBD

PRINCIPAL DEVELOPMENT ISSUES

- **Permanent budget assumptions.** While this request is for approval of the acquisition and predevelopment loans, the Sponsor has presented a permanent budget that does not meet all of the City’s policy goals as articulated in the NOFA. In particular, the project’s hard costs are high. The Sponsor will need to continue to work with MOHCD to refine the budget so it meets MOHCD’s underwriting guidelines and lower project costs. MOHCD has tied developer fee disbursements to TNDC’s ability to achieve milestones tied to reducing project costs. Please see Sections 4.4, 4.7 and 6.5.1.
- **State funding assumptions (MHP, credits and bonds).** The State Department of Housing and Community Development (HCD) plans to revise Multifamily Housing Program (MHP) guidelines to synchronize with latest TCAC and CDLAC regulation changes. TNDC will need to track how MHP changes could impact the \$20 million maximum request. Please see Section 6.5.1.
- **Meeting MOHCD’s racial equity goals with community outreach and marketing.** As part of the developer selection process, MOHCD is requiring TNDC to provide a detailed marketing plan that addresses the City’s racial equity goals related to housing access, as well as a separate racial equity plan that addresses community outreach. Please see recommended conditions of loan approval.

SOURCES AND USES SUMMARY

PREDEVELOPMENT SOURCES	AMOUNT	TERMS	STATUS
MOHCD Acquisition Loan	\$11,064,369	3 yrs @ 3.00% Res Rec	This Request
MOHCD Predevelopment Loan	\$3,474,613	3 yrs @ 3.00% Res Rec	This Request

PERMANENT SOURCES	AMOUNT	TERMS	STATUS
MOHCD Gap	\$27,791,624	55 yrs @ 3.00% / Res Rec	Not Committed
LIHTC Equity	\$37,737,969	\$0.95 per credit pricing	Not Committed
HCD MHP	\$20,000,000	55 years @ .42% plus 3% residual receipts	Not Committed
AHP	\$1,250,000	55 years @ 0%	Not Committed

GP Equity	\$2,897,409	N/A	Not Committed
Deferred Fee	\$697,409	N/A	Not Committed
TOTAL	\$90,374,412		

USES	AMOUNT	Per Unit	Per SF
Acquisition	\$11,064,369	\$112,902	\$133
Hard Costs	\$60,680,584	\$619,190	\$730
Soft Costs	\$12,100,123	\$123,471	\$146
Developer Fee	\$5,919,819	\$60,406	\$71.23
Reserves	\$609,516	\$6,220	\$7
TOTAL	\$90,374,412	\$922,188	\$1,087

1. BACKGROUND

1.1. Project History Leading to This Request.

In response to Proposition A, which San Francisco voters approved in November, 2019, MOHCD released a Notice of Funding Availability (NOFA) for Affordable Multifamily Rental Housing targeting Districts 1, 2, 4, 7, and 8. Proposition A, along with MOHCD's NOFA, aimed to address San Francisco's well-documented and severe housing affordability crisis by meeting several goals. These goals included the following:

- Proposition A aimed to provide funding to create new affordable homes, especially for San Francisco's growing senior populations;
- While the NOFA asked for project proposals with a maximum AMI of 80% MOHCD AMI and a maximum average of 60% MOHCD AMI, the Bond will allocate \$200 million to serve extremely low-income households (30% AMI or less). 4200 Geary's project proposal assumes the units subsidized by LOSP and SOS will be rented at 30% AMI or less, and will meet this requirement of the Bond.
- Addressing concerns of geographic equity by investing in affordable housing in districts that have not benefited significantly from new affordable housing production.

The NOFA sought proposals from development teams that addressed Proposition A's mandate to create new affordable, low-income units to serve vulnerable populations in underserved districts through new affordable housing production. As mentioned above, this includes District 1.

In order to expand their work outside of the Tenderloin and adjacent neighborhoods, TNDC responded to this NOFA in January 2020 after

discussions with local community organizations. The proposed project meets the goals of the NOFA due to the site’s location in District 1 and its programming as senior housing.

TNDC began due diligence during the acquisition stage, testing for physical and financial feasibility, throughout 2019 and into 2020, and closed on the acquisition of the property with an acquisition loan from the San Francisco Housing Accelerator Fund in May 2020.

1.2. Borrower/Grantee Profile. (See Attachment B for Borrower Org Chart; See Attachment C for Developer Resume and Attachment D for Asset Management Analysis)

Borrower entity is 4200 Geary Associates, L.P. TNDC is the manager of the LP’s general partner, 4200 Geary LLC.

TNDC was founded in 1981 with the acquisition of a single property and a commitment to creating permanently affordable homes for low-income San Franciscans. Over its 37-year history, TNDC has developed, owned, and managed 3,674 units, with another 263 under construction and 1,129 in predevelopment, totaling 5,066 units in total.

TNDC’s in-house Property Management, Tenant Services, Asset Management, Accounting, and Community Organizing teams will ensure the Project’s transition from development and construction into leasing and stabilized operations.

Below is a list of TNDC staff assigned to 4200 Geary along with the percentage of their total workload that will be dedicated to this project:

- Colleen Ma (Project Manager) – 30%
- Nicole Guzman (Assistant Project Manager) – 30%
- Christopher Cummings (Associate Director of Housing Development) – 10%
- Katie Lamont (Senior Director of Housing Development) – 4%

2. SITE (See Attachment E for Site map with amenities)

Site Description	
Zoning:	NCD – Geary Boulevard Neighborhood Commercial District
Maximum units allowed by current zoning (N/A if rehab):	Can only allow approximately 28 units (1 unit per 600 sf lot area). Project proposes 98.
Number of units added or removed (rehab only, if applicable):	N/A
Seismic (if applicable):	Seismic Zone 4

Soil type:	According to the Phase I report by Harris and Lee Environmental Sciences, LLC, dated November 18, 2019: Soil type: Urban Land, Class D – very slow infiltration rates, soils are clayey, have a high water table, or are shallow to an impervious layer
Environmental Review:	Phase I: November 18, 2019. Please see Section 2.4 for the findings. Limited Phase II: March 5, 2020 <i>Full Phase II and Maher Application in progress</i> EIR Dates: N/A
Adjacent uses (North):	Zoned for Neighborhood Commercial District and Low Density Residential. Single family residential and multifamily apartment buildings surround the project site to the North
Adjacent uses (South):	Zoned for Neighborhood Commercial District and Low Density Residential. Single family residential homes, multifamily apartment buildings, local restaurants and small businesses surround the project site to the South
Adjacent uses (East):	Zoned for Neighborhood Commercial District and Low Density Residential. Single-family residential, multifamily apartment buildings, and restaurants/commercial uses surround the project site to the East, including a parking lot and KFC.
Adjacent uses (West):	Zoned for Neighborhood Commercial District and Low Density Residential. Local businesses and restaurants along Geary Blvd, including Peekadoodle (preschool) and an Enterprise Rent a Car
Neighborhood Amenities within 0.5 miles:	<p>Grocery Stores:</p> <ul style="list-style-type: none"> • Smart & Final • Safeway • M & K Market • Richmond New May Wah Supermarket • First Korean Market • Lien Hing Supermarket <p>Schools:</p> <ul style="list-style-type: none"> • George Peabody Elementary School • Roosevelt Middle School <p>Healthcare:</p> <ul style="list-style-type: none"> • Kaiser Permanente Medical center <p>Places of worship:</p> <ul style="list-style-type: none"> • St. James Episcopal Church • Good News Korean Church of SF • Park Presidio United Methodist • Star of the Sea Church • Christ Church at Park Presidio
Public Transportation within 0.5 miles:	1 – California 1BX – California B Express 1AX – California A Express 2 – Clement

	<p>5 – Fulton 5R – Fulton Rapid 21 – Hayes 28R – 19th Avenue Rapid 28 – 19th Avenue 33 – Ashbury/18th 31 – Balboa 31AX – AX Balboa A Express 31BX – Balboa B Express 38BX – Geary B Express 38R – Geary Rapid 38 – Geary 44 – O’Shaughnessy 91 3rd Street/19th Avenue Owl</p>
Article 34:	Not Exempt. In progress.
Article 38:	<p>Not Exempt</p> <p>4200 Geary Blvd is within the Exposure Zone Map Area for 2020</p>
Accessibility:	<p>Project proposes the below:</p> <ul style="list-style-type: none"> • # of mobility units – 43 units (44%) • # of adaptable units – 35 units (36%)
Green Building:	<p>Project proposes to meet or exceed Green Point Rated Multifamily Platinum level and Title 24 by 15% or more. Green Point Rated Program – Target: 154 points</p>
Recycled Water:	Exempt
Storm Water Management:	SCP Pre-Application meeting took place on September 17, 2020. The anticipated submittal date for the Stormwater Control Plan is 12/14/2020.

2.1. Zoning.

The site is currently zoned Neighborhood Commercial with 3+ commercial stories (NC-3) with a 40-X height limit. Planning code will allow for an additional 5’ of ground floor height for an active ground floor, and the building has been designed to meet the conditions of the Affordable Housing Bonus Program (AHBP), which will allow for an additional 30’ of building height and an additional 3 stories of residential use. At 7 stories and 78’, the project is at the maximum allowable height.

2.2. Probable Maximum Loss. N/A – new construction

2.3. Local/Federal Environmental Review.

No federal funds are included as part of the project so no NEPA review will be required. The project’s SB-35 application will cover CEQA approval.

2.4. Environmental Issues.

- Phase I/II Site Assessment Status and Results. Soil and groundwater sampling

- Following compounds were **not detected** in any of the soil or groundwater samples:
 - VOCs
 - PCBs
 - TPHg
 - Asbestos
- Potential/Known Hazards.

Formaldehyde, cobalt, copper, vanadium, and zinc were found in groundwater. The risk posed by formaldehyde in soil appears to be minimal based on limited soil sampling. The maximum reported concentration of formaldehyde in soil of 44 mg/kg is below the DTSC screening level of 50 mg/kg for commercial/industrial soil

2.5. Adjacent uses and neighborhood amenities.

4200 Geary Boulevard is located on a transit-rich corner at 6th Avenue and Geary Boulevard. The project site is located near 6 grocery stores, 5 places of worship, 1 hospital, and they are all within a half mile radius; residents are able to take public transit or walk 10-15 minutes to access these amenities. There will also be opportunities for intergenerational community building, with a middle school and high school nearby.

2.6. Green Building.

Please see above. As was indicated in the NOFA, MOHCD seeks to maximize the overall sustainability of selected projects through the integrated use of “green” building elements in compliance with local and state ordinances. In order to address this requirement the building will feature: photovoltaic system, high-efficiency irrigation system, water efficient fixtures and high-efficiency lighting fixtures and ENERGY STAR appliances. MOHCD staff will work to ensure these green building components do not add to the overall project cost.

3. OTHER ENTITLEMENTS ISSUES

3.1. Community Support.

In early discussions, Supervisor Fewer, with whom the Sponsor first conferred about this project, expressed support at the conceptual phase, and connected the Sponsor to several community organizations based in the neighborhood. Supervisor Fewer and her office staff conducted several studies, including the District 1 Community Needs Assessment, which highlighted the growing population of low income seniors in District 1, and the lack of affordable housing there.

Other organizations that have expressed positive feedback on the project include: Richmond District Rising, a community Senior Roundtable, the Richmond

Community Coalition, and the Planning Association of the Richmond. These community organizations have expressed an interest in the sustainability features and design of the building, the Urban Agriculture program, and the community serving programming planned for the ground floor commercial space.

Outreach efforts to neighborhood organizations started in Q1 of 2020. During these meetings, the Owner and Architect team introduced the project, providing a general overview of the preliminary concept design for the building and the programming of the residential and commercial spaces. During these community meetings, the Sponsor conducted a Q&A portion, answering questions related to financing, services for seniors, proposed income and rent levels, green/sustainable elements of the building, and parking.

- Richmond District Rising (Monthly Meetings) on February 3, 2020, and April 13, 2020
- Senior Roundtable meeting on February 20, 2020
- Richmond Community Coalition on March 12, 2020
- Planning Association of the Richmond on April 6, 2020 and June 1, 2020

TNDC hosted a virtual general community meeting on October 26, 2020 from 6-8 p.m. TNDC targeted residents within a 300 feet radius from 4200 Geary, and the District Supervisor advertised the meeting in the publication, “The Richmond Review.” TNDC also invited community members to register for the community meeting through 4x6 postcards that were mailed out the week of October 5th. Additionally, an online copy of the mailer was distributed through the community organizations described above to encourage members to register for the community meeting. The community meeting provided a general overview of the project and included a Q&A session. While community members were generally supportive of the project, some expressed concerns about the building’s height. While translation services were not planned for the Zoom meeting due to logistical issues, TNDC provided community members with translated fact sheets and Q&A sheets in Chinese and Russian.

Neighborhood notification is required under Prop. I. The Sponsor posted the Prop I sign in September, 2020.

4. DEVELOPMENT PLAN

- 4.1. Site Control. TNDC has acquired the project site with a Housing Accelerator Fund (HAF) loan as of May 12, 2020. Funds from MOHCD for acquisition and predevelopment will be used to pay down the HAF loan and accrued interest, and ownership of the site will be transferred to MOHCD at construction loan closing. The ground lease will be subject to MOHCD’s ground lease policy and is anticipated to have a 99-year term.

4.1.1. Proposed Property Ownership Structure TNDC will own and hold the site during predevelopment. Prior to construction, the site will be transferred to the City. Improvements built upon the site will be owned by the partnership entity.

4.2. Proposed Design. The residential entry is situated along 6th Avenue, a spacious lobby will connect and open up to a community room and private, landscaped courtyard. Other tenant amenities include a bike storage room, common restrooms, kitchen (within the community room), and a laundry room that opens up to the courtyard. TNDC will provide on-site property management and tenant services in two ground floor tenant services offices and a property management suite. About 1,369 sf of commercial space is planned along Geary Boulevard. Urban agriculture will be featured in the West-facing upper courtyard and the East-facing upper courtyard will be available to tenants and programs. The site will have no on-site parking. The overall building design efficiently stacks units and maximizes the number of studio and one bedroom units possible.

Avg Unit SF by type:	Studio avg sf: 350 sf 1-brdm avg sf: 690 sf
Residential SF:	79,993 sf
Circulation SF:	9,216 sf
Parking Garage SF:	N/A
Common Area SF:	2,374 sf
Building Total SF:	81,362 sf
Retail:	1,399 sf

4.3. Proposed Rehab Scope. N/A

4.4. Construction Supervisor/Construction Specialist’s evaluation. The proposed design makes an efficient use of the site, and the apartments, common areas, and office / service spaces are all typical for a Senior building of this size. Other than a switch from all-concrete construction to a mix of wood over concrete, the Value Engineering efforts to date have been fairly minimal, and the budget currently carries a relatively high amount in design/bid/plan-check/hard cost contingencies, as well as a robust allowance for COVID related construction protocols that might not remain in effect when construction starts. One driver for the high design/bid/plan-check/hard contingencies is the accommodate design changes tied to primary switchgear for PUC/PG&E service. MOHCD staff will continue to monitor contingencies to ensure they are sized properly. All told, these add up to over \$10 million and contribute to the project currently being about 15%-30% more expensive than comparable projects on a per-unit, - bedroom, and - sf basis. Lowering and eventually eliminating many of these contingencies as the design progresses should help bring the cost down, but it is likely that some significant VE efforts will need to be made. The team is

considering using factor-built bathroom “pods” as a cost saving measure, which has great potential to lower cost, but it is unclear if there is sufficient time to navigate the union and permitting challenges that these pods would present without causing schedule delays. Total construction costs are at \$619,190 per unit and \$709 per SF. MOHCD will require that the Sponsor work with the General Contractor to bring construction costs down to \$600 per SF inclusive of contractor contingency, bid contingency and escalation to the start of construction.

- 4.5. Commercial Space. The proposed ground floor commercial space is oriented along Geary Boulevard, is approximately 1,369 SF and will serve a community serving nonprofit tenant. The Sponsor will work with community stakeholders to identify a tenant and determine an appropriate use. If there is significant interest in the site, the Sponsor will select a commercial tenant through a Requests for Proposals process.

Tenants will pay a base rent of \$2/SF and prorated Common Area Maintenance (CAM) expenses. TNDC will refine the commercial fee structure based on further research on local commercial market conditions gathered during the predevelopment phase.

TNDC has proposed that MOHCD funds finance warm shell tenant improvements if commercial space is confirmed as a nonprofit community serving use. TNDC’s initial commercial space plan conforms with MOHCD’s commercial underwriting guidelines. MOHCD staff will continue to review the commercial space assumptions prior to gap loan approval.

- 4.6. Service Space. The service space will include two offices, both of which will be approximately 230 SF. The ground floor will include a 1,734 SF community room. Service space will be programmed in coordination with the City’s Department of Homelessness and Supportive Services (HSH) as part of programming and service plan review. 1.5 FTE social workers will be on site to serve all tenants on a voluntary basis, and both offices will be located on the ground floor. Please see Section 8.1 for additional information about the proposed services plan.

- 4.7. Target Population The site will serve low income and extremely low income seniors. 20% of the 98 units will serve formerly homeless seniors (LOSP), 30% will serve extremely low income seniors (Senior Operating Subsidy), and the remainder will serve seniors at 60% MOHCD AMI. TNDC’s initial plan included units at 75% MOHCD AMI and 85% AMI. In response to MOHCD’s concern about marketing of these higher AMI units, TNDC reduced the higher tiers so that the highest tier will be 60% MOHCD AMI. The AMI levels for the LOSP and SOS units will need to be reviewed and approved by HSH. MOHCD

staff will work with TNDC and HSH staff to ensure that the AMI levels for the LOSP units meet HSH's requirements.

4.8. Marketing & Occupancy Preferences

MOHCD's marketing policies and procedures will be applied to all units except the on-site manager's unit. The following preferences will apply:

1. Certificate of Preference Program
2. Displaced Tenants Housing Preference
3. Neighborhood Residential Housing Preference
4. Live/Work in San Francisco

4.9. Relocation.

The current tenant, a mortuary, will vacate the site by December 2020. The Sponsor is exploring the potential for an interim commercial tenant for both income generation for the project and continued site activation.

5. DEVELOPMENT TEAM

Development Team			
Consultant Type	Name	SBE/LBE	Outstanding Procurement Issues
Architect	Y.A. Studio	Y – SBE/LBE/MBE	N
Landscape Architect	Miller Company	Y – LBE/MICRO	N
JV/other Architect	N/A	N/A	N/A
General Contractor	Nibbi Brothers	N	N
Owner's Rep/Construction Manager	Waypoint Consulting	N	N
Financial Consultant	California Housing Partnership Corporation	N	N
Joint Trench	Urban Design Consulting Engineers (UDCE)	Y – LBE/MBE	N
Legal	Gubb & Barshay	N	N
Property Manager	Tenderloin Neighborhood Development Corporation	N	N
Services Provider	Tenderloin Neighborhood Development Corporation	N	N
MEP Consultant	E350	Y - LBE	N

5.1. Outstanding Procurement Issues.

None.

6. FINANCING PLAN (See Attachment F for Cost Comparison of City Investment in Other Housing Developments; See Attachment G and H for Sources and Uses)

6.1. Prior MOHCD/OCII Funding (this project and historical for the project):

No prior MOHCD/OCII funding has been awarded to this project.

6.2. Disbursement Status.

The project has incurred costs dating back to December 1, 2019, shortly before MOHCD released the original NOFA. Staff requests Loan Committee approval of payment of costs no earlier than December 1, 2019, so long as these costs are deemed acceptable and correspond to the predevelopment budget attached herein.

6.3. Fulfillment of Loan Conditions. N/A

6.4. Proposed Predevelopment Financing

6.4.1. Predevelopment Sources Evaluation Narrative

The Sponsor requests a \$11,064,396 acquisition loan and \$3,397,639 predevelopment loan, funded by 2019 GO Bond Proceeds but bridges with Affordable Housing Fund funds. The acquisition loan will pay off the Sponsor's HAF loan and fund holding costs incurred since site acquisition.

6.4.2. Predevelopment Uses Evaluation:

Predevelopment Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Acquisition Cost is based on appraisal	Y	Acquisition Cost, not including closing fees and holding costs, amounts to \$10,500,000. The Sponsor provided an appraisal dated December 23, 2019, which includes an as-is value of \$10,050,000.
Architecture and Engineering Fees are within standards	Y	Architecture and Engineering fees are \$17,563 per unit. As a comparison, 730 Stanyan Street's architecture and engineering fees amounted to \$23,643 per unit.
Bid Contingency is at least 5% of total hard costs	N	Sponsor did not include bid contingency as part of the predevelopment loan request
Escalation amount is commensurate with time period until expected construction start, not to exceed 15%	Y	Sponsor included \$125,000 in escalation.
Construction Management Fees are within standards	Y	The construction management fee during predevelopment is \$70,000 and assumes an 20 month preconstruction period.
Developer Fee is within standards	Y	Total cash-out developer fee during predevelopment is \$550,000
Soft Cost Contingency is 10% per standards	N	Soft Cost Contingency is 5.3% of soft costs excluding acquisition costs
Financing Costs are reasonable	N/A	The predevelopment budget does not include financing fees

6.5. Potential Proposed Permanent Financing

The proposed permanent financing is being presented to demonstrate the project’s overall feasibility for predevelopment loan approval but is not intended to be presented for Loan Committee approval at this time. It is anticipated that the Sponsor will bring a gap commitment loan request to the Committee in 2022. Prior to Loan Committee for the project’s gap commitment, TNDC will be required to present a budget addressing the concerns listed below in Section 6.5.1.

6.5.1. Permanent Sources Evaluation Narrative:

As was required in the NOFA, the permanent budget anticipates state funding along with MOHCD gap financing. The current budget assumes a Multifamily Housing Program (MHP) loan from the State of California’s Department of Housing and Community Development (HCD). Securing the expected funding sources will be challenging due to changing regulations at the state level and increased competition for these funding sources and may lead to a delay in the project’s construction start.

Permanent Uses Evaluation:

Development Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Hard Cost per unit are within standards	N	Hard costs are \$619,190/unit and \$709 PSF. This is higher than the MOHCD average of \$549 PSF. MOHCD staff will require that the Sponsor reduce construction costs to \$600 PSF. Please see Section 4.4 for additional explanation.
Construction Hard Cost Contingency is at least 5% (new construction) or 15% (rehab)	Y	Hard Cost Contingency is 5%
Architecture and Engineering Fees are within standards	Y	Total project architecture and engineering fees are \$2,476,716
Construction Management Fees are within standards	N	The construction management fee at \$180,000 is high and exceeds MOHCD’s policy
Developer Fee is within standards, see also disbursement chart below	Y	Total Dev Fee is \$5,919,819 Total Cash Fee is \$1,100,000 Total At-Risk Dev Fee is \$1,100,000
Soft Cost Contingency is 10% per standards	Y	Soft Cost Contingency is 10%

Capitalized Operating Reserves are a minimum of 3 months	Y	Capitalized Operating Reserve is equal to 3 months of operating expense and debt service
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Developer Fee Disbursement Schedule		
Payment Milestone	% of Project Mgmt Fee	Amount
Acquisition/Close of Predevelopment Financing	15%	\$165,000
Approval Schematic Design/Site Plan	15%	\$165,000
Preliminary Gap Loan Approval Prior Submission of HCD Funding Application	10%	\$110,000
Submission of Joint CDLAC and TCAC Application	10%	\$110,000
At Construction Closing	20%	\$220,000
At Construction Completion	20%	\$220,000
Project Close-Out (Placed-in-Service application)	10%	\$110,000
<i>Total Project Management Fee</i>	<i>100%</i>	<i>\$1,100,000</i>
95% Leased Up and Draft Cost Cert	20%	\$220,00
Permanent Loan Closing	50%	\$550,000
Project Close Out	30%	\$330,000
<i>At-Risk</i>	<i>100%</i>	<i>\$1,100,000</i>
Total Cash Developer Fee	100%	\$2,220,000
Commercial Developer Fee		\$125,000
Deferred Fee		\$697,409
GP Equity		\$2,897,409
Total Developer Fee		\$5,919,819

7. PROJECT OPERATIONS (See Attachment I and J for Operating Budget and Proforma)

7.1. Annual Operating Budget

The attached operating budget is being presented to demonstrate the project's overall feasibility but is not presented for approval at this time.

7.2. Income

Unit Type	Proposed Number of Units	Max. % MOHCD AMI	Rent or Operating Subsidy
Studio	8	30%	LOSP
1BR	12	30%	LOSP
Studio	15	60%	SOS*
1BR	15	60%	SOS*
Studio	18	60%	
1BR	29	60%	
1BR**	1	N/A	
Total Units	98		
Income Average		53.8%	

* Year 1 SOS subsidy is anticipated to be \$30,855

**Manager's Unit

7.3. Annual Operating Expenses Evaluation.

Operating Proforma		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Debt Service Coverage Ratio is between minimum 1.10:1 and maximum 1.15:1 at year 15	N	DSC is high at 2.67 in Year 1 and 1.7 at Year 15. Please see related loan condition.
Debt Service Coverage Ratio stays above 1.00:1 for entirety of projected 20-year cash flow	N	DSC goes below 1.00:1 after Year 11
Vacancy meets TCAC Standards	Y	Vacancy is 5%
Annual Income Growth is increased at 2.5% per year	Y	Income escalation factor is 2.5%
Annual Operating Expenses are increased at 3.5% per year	Y	Expenses escalation factor is 3.5%
Base year operating expenses per unit are reasonable per comparables	Y	Total Operating Expenses are slightly higher at \$13,218 per unit but are similar to comparable

		projects that include LOSP. The total operating expenses for 735 Davis, another 100% senior project, were approximately \$14,200 per unit per year.
Property Management Fee is at allowable HUD Maximum	Y	Total Property Management Fee is \$79,968 or \$68 PUPM
Property Management staffing level is reasonable per comparables	N	<p>Staffing costs at \$470,366 per year are high. This amounts to \$4,800 per unit per year. The breakdown of property staff is as follows:</p> <ul style="list-style-type: none"> • General office and front desk = 1.25 FTE front desk • GM = 1 FTE • AGM = 1 FTE • Night Manager = 0.4 FTE • Maintenance = 2 FTE • Janitorial = 1.5 FTE <p>While 100% senior housing often requires high staffing costs, MOHCD staff does not approve these staffing costs.</p>
Asset Management and Partnership Management Fees meet standards	Y	Annual AM Fee is \$21,900/yr Annual PM Fee is \$22,260/yr
Replacement Reserve Deposits meet or exceed TCAC minimum standards	Y	Replacement Reserves are \$500 per unit per year
Limited Partnership Asset Management Fee meets standards	Y	LP Asset Management Fee is \$5,000/yr

7.4. Capital Needs Assessment & Replacement Reserve Analysis. N/A

8. SUPPORT SERVICES

8.1. Services Plan. TNDC will be the sole service provider for tenants at 4200 Geary. Supportive services include: Intakes and Assessments, Case Management, Supportive Counselling, Individualized Service Planning, Crisis Intervention,

Mediation, Housing Stabilization and Eviction Prevention. 1 FTE social worker will be on site to serve the LOSP units and .20 FTE social worker will serve the remaining units. Services offices will be located on the ground floor.

8.2. Service Budget. Total services at 1.2 is \$154,200. The Sponsor is assuming that HSH will provide a total of \$87,460 for the 20 LOSP units via an HSH services grant. This is based on HSH’s Tier 4 funding level for 2020-2021 and is subject to review and approval by HSH. The remaining \$66,740 will be funded by project operations.

8.3. HSH Assessment of Service Plan and Budget. Pending receipt of the final Service Plan and Budget.

9. THRESHOLD ELIGIBILITY REQUIREMENTS

Category	Possible Points	4200 Geary
EXPERIENCE (subtotal):	40	37
Developer (20 pts)	20	19
<ul style="list-style-type: none"> ➤ Experience with the following: <ul style="list-style-type: none"> ○ Completing projects on time and on budget ○ Obtaining competitive financing terms ○ Developing Type V/I or III/I construction ○ Developing for low-income families, including senior and formerly homely residents ➤ Building community support through outreach ➤ Current staff capacity and experience to take on this project type 		
Owner (10 pts)	10	9
<ul style="list-style-type: none"> ➤ Track record successfully owning housing financed with Low-Income Housing Tax Credits ➤ Experience owning affordable housing for low-income families and formerly homeless households ➤ Current asset management structure, staffing and portfolio ➤ Capacity for assuming asset management of an expanded portfolio once the development is complete 		

<p>Property Manager (5 pts)</p> <ul style="list-style-type: none"> ➤ Experience property managing for low-income families, including senior and formerly homeless residents ➤ Experience achieving high rates of housing retention ➤ Implementing low barrier tenant selection policies ➤ Contributing to long-term sustainability of the development ➤ Achieving cost efficiencies in operations 	5	5
<p>Service Providers (5 pts)</p> <ul style="list-style-type: none"> ➤ Experience delivering services to low-income families, including senior and formerly homeless households ➤ Experience linking residents to the City’s safety net of services ➤ Working with property management to achieve high rates of housing retention ➤ Supporting positive outcomes for residents around health and economic mobility ➤ If applicable, provides explanation for service contracts terminated prematurely within the last 5 years 	5	5
VISION (subtotal):	60	51
<p>Program Concept (30 pts)</p> <ul style="list-style-type: none"> ➤ Describes vision for a development program at this site, while best achieving the project goals, and includes: <ul style="list-style-type: none"> ○ A residential program and other envisioned uses; ○ Indicates how the proposed uses and amenities will enhance the lives of the proposed target population and the surrounding neighborhood. ➤ Indicates particular groups served by the programs and spaces (tots, children, teens, young adults, adults, elderly, disabled etc.). 	30	26
<p>Community Engagement Strategy (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes community engagement strategy and includes: <ul style="list-style-type: none"> ○ The team’s philosophy on community engagement; ○ Process for establishing and/or building positive relationships with surrounding neighbors and the larger community; ○ Efforts designed to engage all interested community members, including monolingual 	10	8

<p>non-English speaking members of the community;</p> <ul style="list-style-type: none"> ○ How the Development Team intends to comply with the City’s Language Access Ordinance. <p>➤ Describes the Team’s approach to achieving entitlements for the project expeditiously and the Team’s approach to maintaining and building community relationships after entitlements have been achieved and the development is in operations.</p>		
<p>Finance and Cost Containment Approach (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes the Development Team’s financing approach to the project. ➤ Includes the Team’s process for structuring the project and controlling development costs. ➤ Includes innovative strategies intended to minimize MOHCD’s projected capital gap financing. ➤ Describes any innovative (i.e. non-standard, routine or commonly used) direct or indirect cost-cutting strategies relevant to overall development, construction or operating expenses. 	10	8
<p>Commitment to MOHCD’s Racial Equity Framework (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes capacity and strategies for effectively implementing MOHCD’s Housing Preferences, including neighborhood preference, to meet the goals of the program and ensure that residents of surrounding neighborhood will have maximum opportunity to access housing at the development. ➤ Describes proposed outreach strategies to engage communities that have traditionally lacked access to affordable housing opportunities in San Francisco, and how such strategies will support these communities to pursue opportunities at the proposed site 	10	10
<p>➤ TOTAL POSSIBLE POINTS</p>	100	89
	Possible Points	

10. RANKING CRITERIA

TNDC’s proposal for 4200 Geary met the NOFA’s goal to serve a vulnerable population, in this case senior residents, in a community that has not seen significant affordable housing production. The panel recommended that MOHCD move forward with the project proposal and request for acquisition takeout financing. While TNDC was the sole respondent and the NOFA did not require a minimum score as a threshold, the panel determined that TNDC provided a strong proposal and scored it accordingly.

11. STAFF RECOMMENDATIONS

11.1. Proposed Loan/Grant Terms

Financial Description of Proposed Loan	
Loan Amount:	\$14,462,005
Loan Term:	55 years
Loan Maturity Date:	2077 (assumes the loan will close in March, 2021)
Loan Repayment Type:	Residual Receipts
Loan Interest Rate:	3%

11.2. Recommended disbursement conditions/schedule

1. Sponsor to provide MOHCD with detailed monthly updates on Community Outreach completed, outcomes achieved related to racial equity goals, and commercial-use programming (this may be included in the standard MOHCD monthly report form).
2. Sponsor will provide operating and development budgets that meet MOHCD underwriting guidelines and commercial space policy requirements.
3. Sponsor to provide MOHCD with a services plan and proposed staffing levels that meet MOHCD underwriting standards prior to gap loan approval. Any changes to the current proposed staffing will need to be presented to MOHCD at least 90 days prior to gap loan approval.
4. Sponsor to work with MOHCD staff and project’s General Contractor to Value Engineer construction budget with the goal of reducing construction costs to \$600 PSF inclusive of contractor contingency, bid contingency and escalation to start of construction.
5. Sponsor to work with MOHCD staff to revise unit mix so that the project will include a higher number of units serving households at 50% MOHCD AMI.
6. Sponsor will provide signed LOI from commercial tenants prior to MOHCD’s gap loan closing.
7. Sponsor will provide MOHCD with information outlining cost containment, efficiencies and innovation strategies to reduce overall project costs and maximize efficiency of MOHCD gap loans.

8. Sponsor to work with MOHCD staff to revise project cash flow so that it meets MOHCD's underwriting requirement of a Debt Service Coverage Ratio between 1.10:1 and 1.15: 1 a year 15.
9. Sponsor will provide Commercial Space Plan to MOHCD no less than 90 days prior to Loan Committee date for gap loan.
10. Sponsor to work with MOHCD and HSH to establish the LOSP budget and income restrictions for the referrals from Coordinated Entry.
11. Sponsor will provide for MOHCD review any Request for Proposals (RFPs) for equity investors before it is finalized and released for investors.
12. Sponsor will provide for MOHCD review all raw financial data from developer or financial consultant prior to selection.
13. Sponsor will provide for MOHCD review and approval all selected investors.
14. Sponsor will provide for MOHCD review and approval all Letters of Intent from financial partners.

Post-closing:

15. Sponsor will provide initial draft marketing plan within 2 months of anticipated TCO, outlining the affirmative steps TNDC 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.

12. LOAN COMMITTEE MODIFICATIONS

N/A

LOAN COMMITTEE RECOMMENDATION

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

APPROVE. DISAPPROVE. TAKE NO ACTION.

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

Date: _____

APPROVE. DISAPPROVE. TAKE NO ACTION.

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

Date: _____

APPROVE. DISAPPROVE. TAKE NO ACTION.

Sally Oerth, Interim Executive Director
Office of Community Investment and Infrastructure

Date: _____

APPROVE. DISAPPROVE. TAKE NO ACTION.

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

Date: _____

Chavez, Rosanna (MYR)

From: Shaw, Eric (MYR)
Sent: Wednesday, January 27, 2021 8:26 PM
To: Chavez, Rosanna (MYR)
Subject: 4200 Geary Acquisition

I approve

Eric D. Shaw
Director

Mayor's Office of Housing and Community Development
City and County of San Francisco
1 South Van Ness Avenue, 5th Floor

Chavez, Rosanna (MYR)

From: Menjivar, Salvador (HOM)
Sent: Wednesday, January 27, 2021 9:15 AM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR)
Subject: PREDEVELOPMENT FINANCING FOR 4200 GEARY BOULEVARD

I approve TNDC (through 4200 Geary Associates, L.P.) request for \$14,538,982 in acquisition and predevelopment financing for 4200 Geary Boulevard.



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

Learn: hsh.sfgov.org | **Follow:** [@SF_HSH](https://twitter.com/SF_HSH) | **Like:** [@SanFranciscoHSH](https://www.facebook.com/SanFranciscoHSH)

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Chavez, Rosanna (MYR)

From: Oerth, Sally (CII)
Sent: Friday, January 22, 2021 1:38 PM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR); Gagen, Jonathan (MYR)
Subject: 4200 Geary Acq/Predev Loan - 1.22.21 Loan Committee

I approve the 4200 Geary Acquisition and Predevelopment Loan, presented at the 1/22/21 Loan Committee.



Sally Oerth
Interim Executive Director

📍 One South Van Ness Avenue, 5th Floor
San Francisco, CA 94103
☎ 415.749.2588
🏠 www.sfocii.org

Chavez, Rosanna (MYR)

From: Katz, Bridget (CON)
Sent: Friday, January 22, 2021 1:38 PM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR)
Subject: 4200 Geary

Approve

Bridget Katz

Development Finance Specialist, Office of Public Finance
Controller's Office | City & County of San Francisco
Office Phone: (415) 554-6240
Cell Phone: (858) 442-7059
E-mail: bridget.katz@sfgov.org

- Attachments:
- A. Project Milestones/Schedule
 - B. Borrower Org Chart
 - C. Developer Resumes
 - D. Asset Management Analysis of Sponsor
 - E. Site Map with amenities
 - F. Elevations and Floor Plans, if available
 - G. Comparison of City Investment in Other Housing Developments
 - H. Sources and Uses
 - I. Development Budget
 - J. 1st Year Operating Budget
 - K. 20-year Operating Pro Forma
 - L. Sponsor Audit Findings

Attachment A: Project Milestones and Schedule

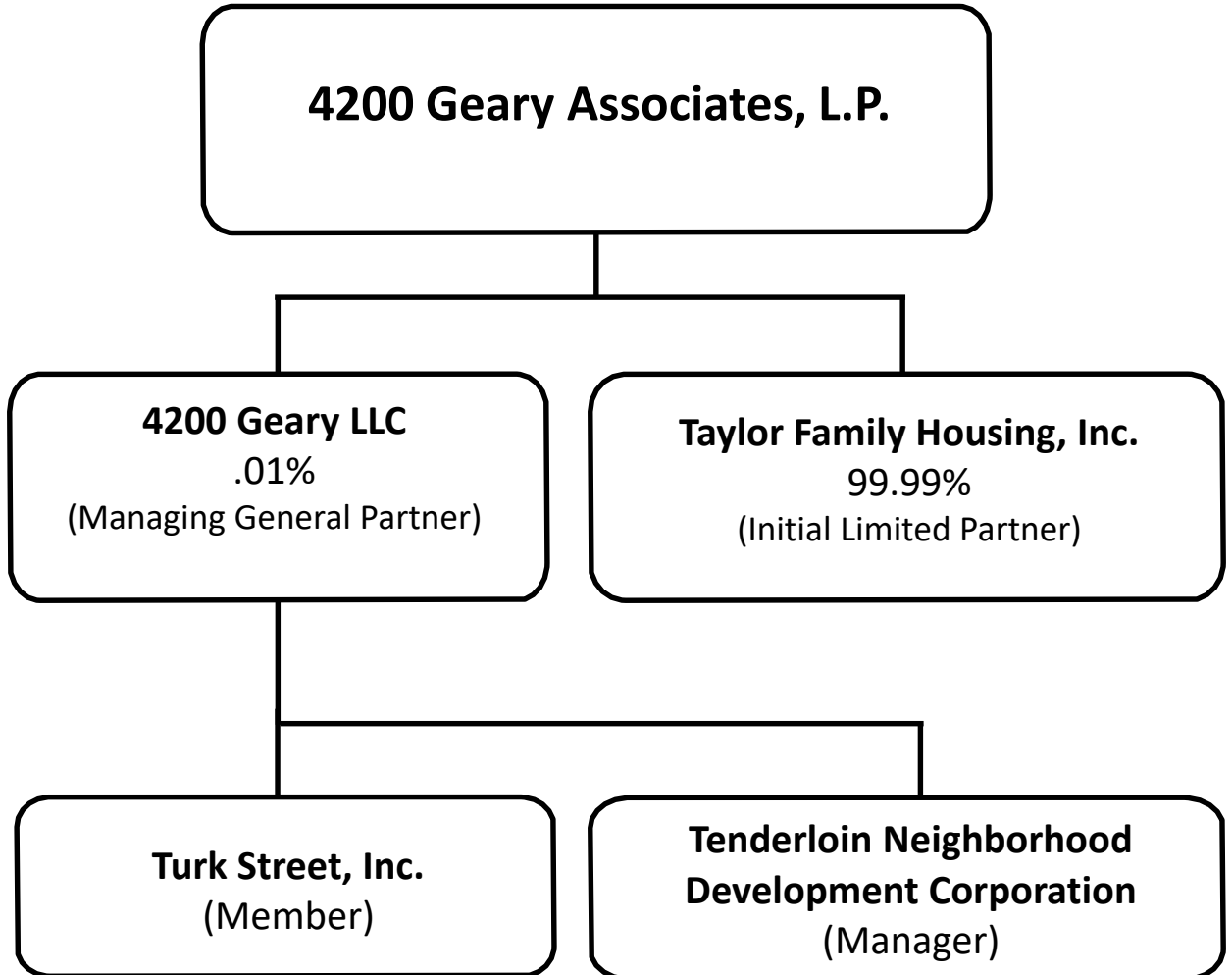
No.	Performance Milestone	Estimated or Actual Date	Contractual Deadline
A.	Prop I Noticing (if applicable)		
1	Acquisition/Predev Financing Commitment	<u>10/10/2019</u>	
2.	Site Acquisition	<u>05/13/2020</u>	_____
3.	Development Team Selection		
a.	Architect	<u>4/23/2020</u>	
b.	General Contractor	<u>08/12/2020</u>	
c.	Owner's Representative	<u>06/04/2020</u>	
d.	Property Manager	<u>01/04/2021</u>	
e.	Service Provider	<u>01/04/2021</u>	
4.	Design		
a.	Submittal of Schematic Design & Cost Estimate	<u>08/13/2020</u>	_____
b.	Submittal of Design Development & Cost Estimate	<u>12/11/2020</u>	
c.	Submittal of 50% CD Set & Cost Estimate	<u>02/12/2021</u>	
d.	Submittal of Pre-Bid Set & Cost Estimate (75%-80% CDs)	<u>11/05/2021</u>	
5.	Environ Review/Land-Use Entitlements		
a.	CEQA Environ Review Submission	<u>N/A</u>	
b.	NEPA Environ Review Submission	<u>N/A at this time</u>	
c.	CUP/PUD/Variances Submission	<u>N/A</u>	
6.	Permits		
a.	Building / Site Permit Application Submitted	<u>09/11/2020</u>	_____
b.	Addendum #1 Submitted	<u>02/12/2021</u>	
c.	Addendum #2 Submitted	<u>05/14/2021</u>	
7.	Request for Bids Issued	<u>11/08/2021</u>	
8.	Service Plan Submission		
a.	Preliminary	_____	
b.	Interim	_____	
c.	Update	_____	

9.	Additional City Financing		
a.	Predevelopment Financing Application #2	_____	
b.	Gap Financing Application	<u>09/24/2021</u>	
10.	Other Financing		
a.	MHP Application	<u>03/01/2021</u>	
b.	Construction Financing RFP	_____	
c.	AHP Application	_____	
d.	CDLAC Application	_____	
e.	TCAC Application	_____	
f.	HUD 202 or 811 Application	_____	
g.	Other Financing Application	_____	
11.	Closing		
a.	Construction Closing	<u>02/22/2022</u>	
b.	Permanent Financing Closing	<u>02/22/2022</u>	
12.	Construction		
a.	Notice to Proceed	<u>02/22/2022</u>	_____
b.	Temporary Certificate of Occupancy/Cert of Substantial Completion	<u>01/01/2024</u>	_____
13.	Marketing/Rent-up		
a.	Marketing Plan Submission	<u>01/01/2024</u>	_____
b.	Commence Marketing	<u>02/01/2024</u>	
c.	95% Occupancy	<u>04/01/2024</u>	_____
14.	Cost Certification/8609	<u>02/01/2025</u>	
15.	Close Out MOH/OCII Loan(s)	<u>09/01/2024</u>	

Attachment B: Borrower Org Chart

Please see attached.

**4200 Geary
Project Organizational Chart
Until Closing (May 8, 2020)**



Attachment C: Developer Resume

Colleen Ma is a Project Manager with TNDC Housing Development. She joined TNDC in 2017 and has helped to manage acquisition, new construction, and rehabilitation projects in various phases of development, lease up, and close out. Prior to her time at TNDC, Colleen worked at Mercy Housing Lakefront in Chicago to analyze portfolio performance, delivery of social services, and conduct research on housing outcomes. She previously worked in social services as a case manager and housing coordinator in San Francisco, as well as in community organizing with public housing tenants and the unhoused in Los Angeles. Colleen holds a Master's in Urban Planning and Policy from the University of Illinois at Chicago and a Bachelor's in Geography/Environmental Studies from the University of California, Los Angeles.

Nicole Guzman is an Assistant Project Manager with TNDC Housing Development. She joined TNDC in 2019 and has helped manage several rehabilitation projects. Prior to her time at TNDC, Nicole worked at Mission Economic Development Agency (MEDA) as a Project Assistant and managed new construction projects. Nicole holds a Master's in Urban Planning from San Jose State University. She was also a part of the 2018-2019 Bay Area Housing Internship Program (BAHIP) Cohort.

Christopher Cummings is an Associate Director of Housing Development at TNDC. Chris joined TNDC in 2013 as a project manager, and brings over ten years of professional experience in affordable housing development and consulting. At TNDC, he oversees acquisition, new construction and portfolio recapitalization. Prior to TNDC, he worked at Diamond and Associates, an affordable housing developer in Philadelphia, and Recap Real Estate Advisors in Boston, where he worked on strategic capital planning projects for existing affordable housing assets, including comprehensive portfolio planning for several large public housing authorities. Chris holds a Masters of City Planning from the University of Pennsylvania and a Bachelor's in Architectural Studies from College of the Holy Cross.

Katie Lamont is a Senior Director of Housing Development at TNDC. Katie Lamont joined TNDC in April 2012 as Director of Housing Development. She is responsible for leading the housing development team as it carries out all phases of development from feasibility through acquisition, predevelopment, construction, and completion. Prior to joining TNDC, Katie worked nine years for Eden Housing, most recently as Associate Director of Real Estate Development, where she supervised junior staff, led new business development activity, worked on policy, and managed her own project teams implementing all aspects of affordable housing development, including mixed-use and mixed-tenure developments and joint ventures with homebuilders and service providers. She began her career working in fair housing at Housing Opportunities Project for Excellence in Miami, Florida. Katie earned a Master in Urban Planning from the University of California, Los Angeles, and a Bachelor's in American Civilization from Brown University.

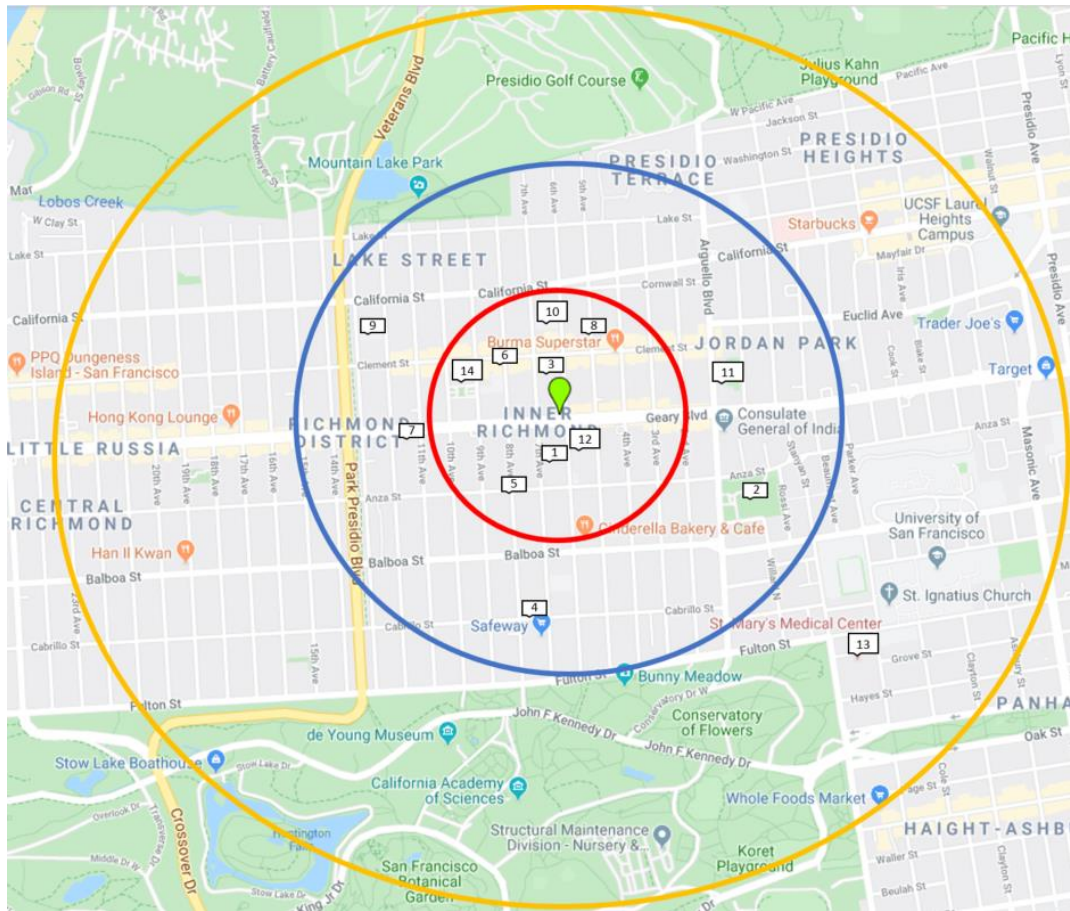
Attachment D: Asset Management Evaluation of Project Sponsor

TNDC has 42 projects in its portfolio, with an additional 17 projects in the pipeline including recapitalization. The average units per project ranges from 75-120.

There are three full-time employees. The department is headed by the Senior Asset Manager with two Asset Managers reporting to the Senior Asset Manager, who reports to the CFO. Each of the three employees in the Asset Management Department have a set number of projects in the portfolio. Each is responsible for developing asset management plans for each property, as well as managing the needs and requests of the partner and/or lender in each of the properties, examining opportunities related to the rental structure/operating subsidies, and developing, when necessary, partner exit strategies and/or resyndication and refinancing strategies for those projects that are approaching Year 15.

Members of the Asset Management Department work closely with other TNDC departments. Each project in development in the Housing Development Department has a multidisciplinary “interdepartmental team” to help inform rehab or new construction scopes in which one or more members of asset management participates. Additionally, TNDC has a Recapitalization Workgroup, in which all members of the Asset Management Department attend in order to update senior staff members and the Housing Development Department about asset management plans, partner exit strategies and other asset management related activities, challenges and opportunities.

Attachment E: Site Map with amenities



Map amenities:

1. Site Amenities

Map source: Google Maps

Inner red circle is 1/4 mile radius, blue circle is 1/2 mile radius, and the outer yellow circle is a 1 mile radius.

Project is located within 1/2 mile of a park or recreational facility:

- #1: Muriel Leff Mini Park – within 1/4 mile
- #2: Angelo J. Rossi Playground – within 1/2 mile

Project within close proximity of groceries and other essential shopping needs 1/2 mile or 1/4 mile:

- #3: Smart & Final – within 1/4 mile
- #4: Safeway – within 1/2 mile
- #5: M & K Market – within 1/4 mile
- #6: Richmond New May Wah Supermarket - within 1/4 mile
- #7: First Korean Market - within 1/2 mile
- #8: Lien Hing Supermarket – within 1/4 mile

1 mile from a hospital:

- #12: Kaiser Permanente Medical center – within 1/4 mile

#13: St. Mary's Medical Center – within 1 mile

1/2 mile of a public library:

#14: Richmond/Senator Milton Marks Branch Library – within ¼ mile

Attachment F: Elevations and Floor Plans

Please see attached.



REVISIONS

NO.	DESCRIPTION	DATE

TITLE: **PROPOSED SITE PLAN**

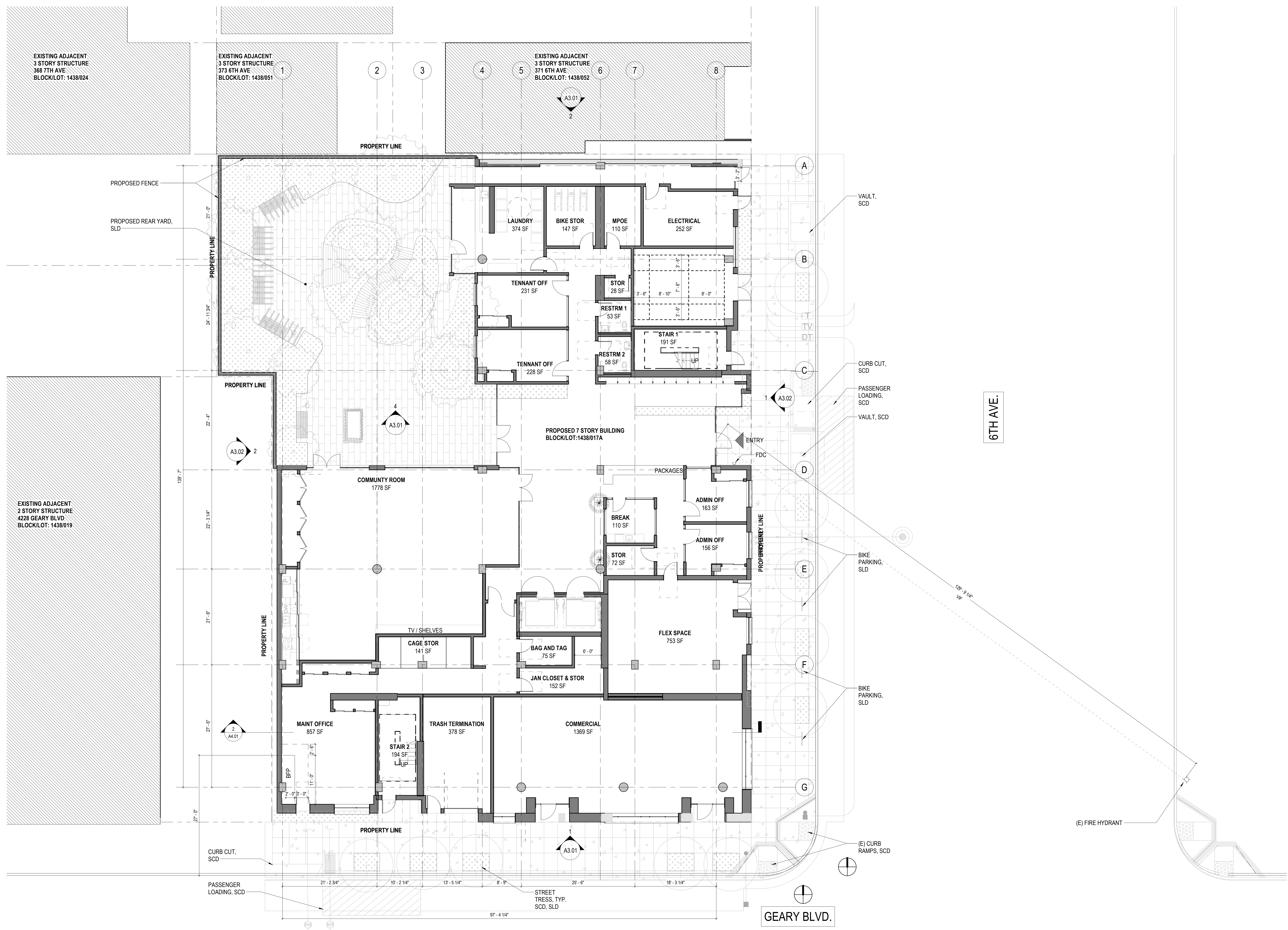
ISSUE: SITE PERMIT

ISSUE DATE: 09/11/2020

TEAM: YA/PWDP/NR/UI/MN

SHEET NO.

A1.03



1 PROPOSED SITE PLAN
1/8" = 1'-0"



REVISIONS	NO.	DESCRIPTION	DATE

TITLE:
PROPOSED - FLOOR PLAN - LEVEL 1 & 2

ISSUE: SITE PERMIT

ISSUE DATE: 09/11/2020

TEAM: YA/PW/DN/RJ/UM/N

SHEET NO.

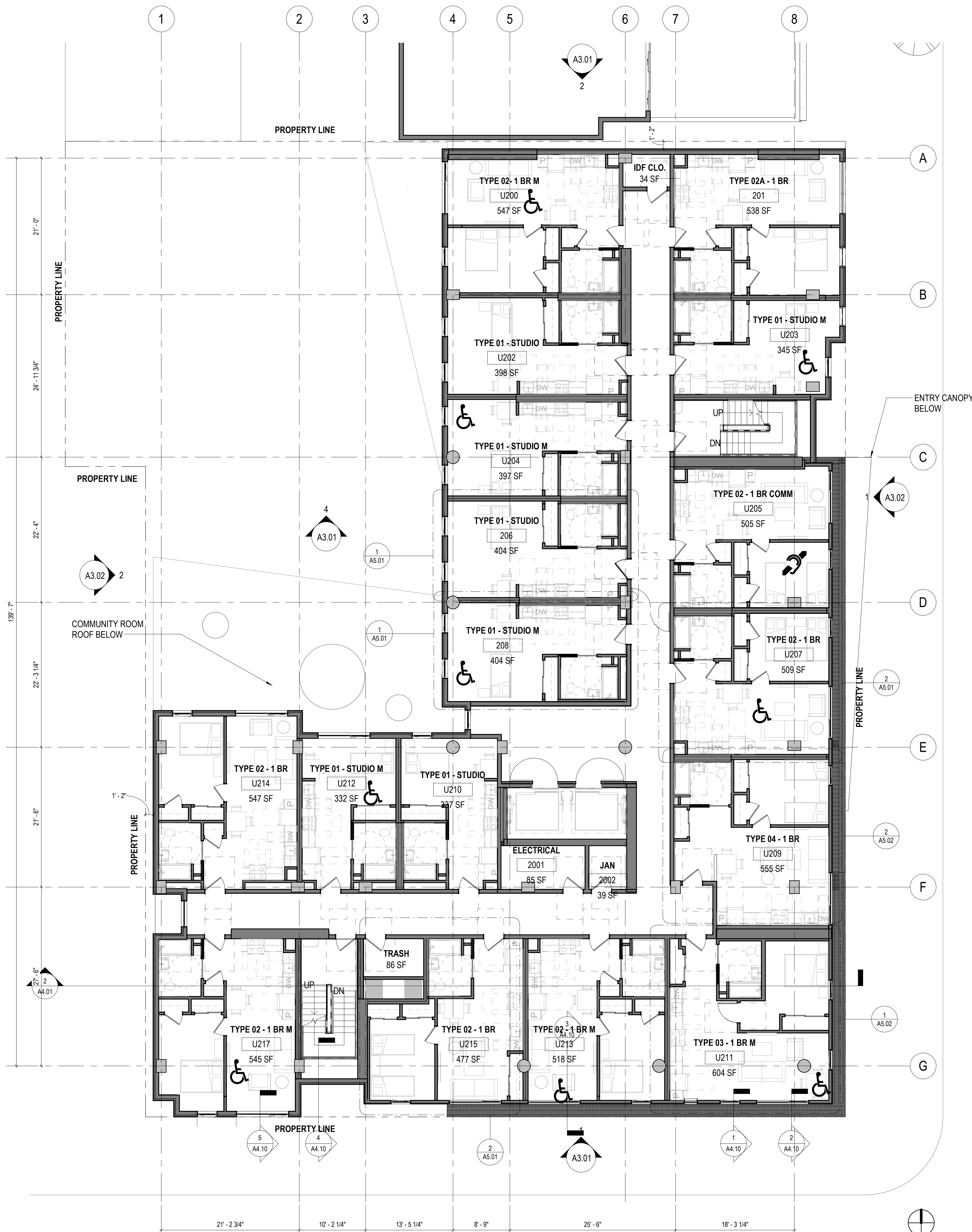
GENERAL FLOOR PLAN NOTES:

- SEE EGRESS DIAGRAMS G1.01 AND G1.02 FOR ADDITIONAL WALL RATING INFORMATION. SEE A0.00 PROJECT DATA FOR ADDITIONAL RATING REQUIREMENTS BASED ON CONSTRUCTION NOTES.
- ALL EXTERIOR WALLS ARE DIMENSIONED FROM F.O. SHEATHING OR CONCRETE, U.O.N.
- ALL INTERIOR WALLS ARE DIMENSIONED FROM F.O. FINISH.
- ALL DOORS ADJACENT TO WALLS ARE 4" FROM FACE OF JAMB TO FACE OF FINISH OF ADJACENT WALL, U.O.N.
- SEE A8.01-A8.03 FOR PARTITION AND HORIZONTAL ASSEMBLY TYPES.
- SEE A.1-SERIES SHEETS FOR LIFE SAFETY INFORMATION.
- SEE G0.04 FOR ACCESSIBILITY COMPLIANCE NOTES AND DETAILS.
- SEE G0.04 FOR ACCESSIBILITY DIMENSIONS AND CLEARANCES AT TOILET ROOMS AND BATHROOMS.
- ALL SPOT ELEVATIONS FROM T.O. CONC. OR T.O. GYPSUM CEMENT, UNLESS OTHERWISE NOTED.

WALL LEGEND:

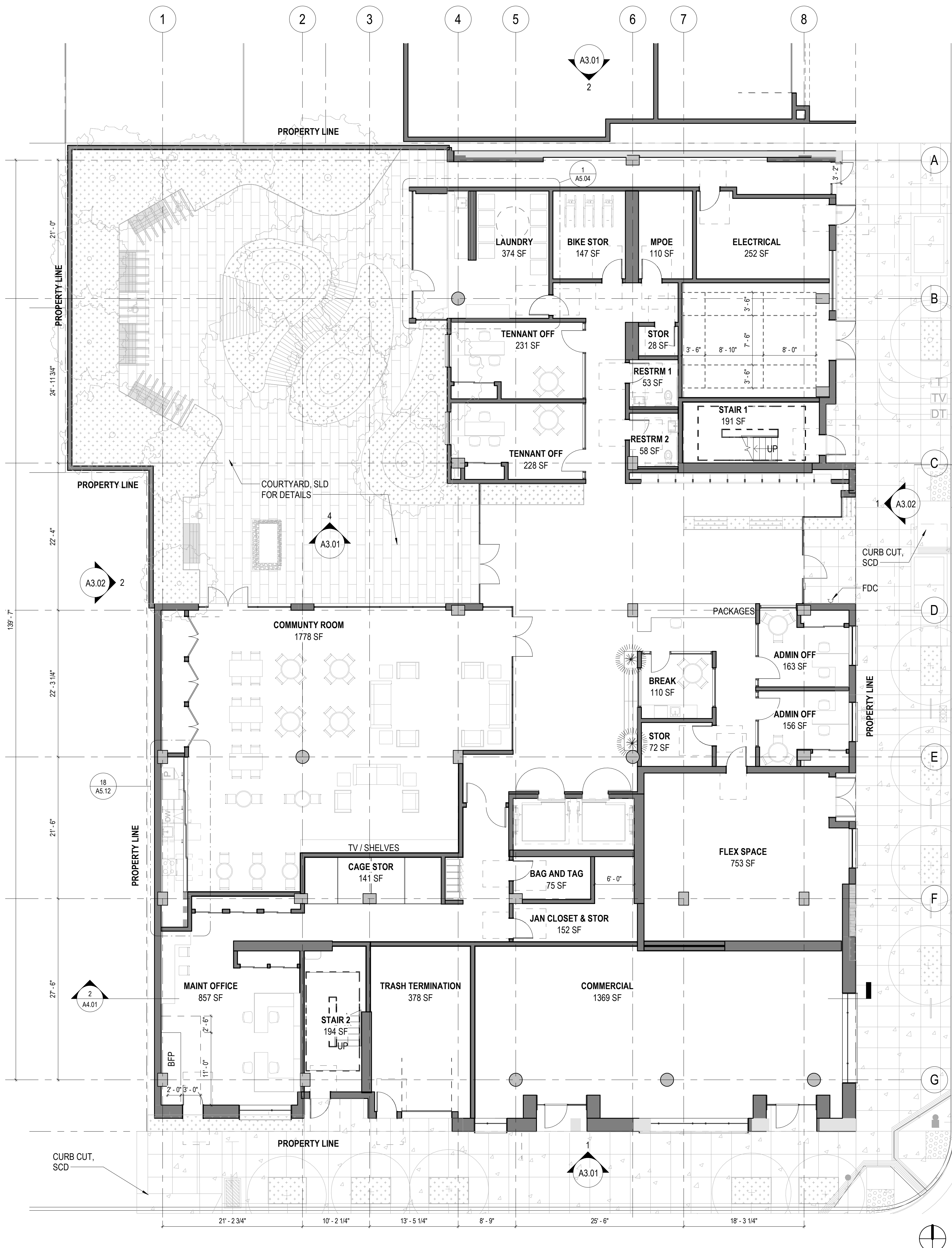
PARTITION AS SCHEDULED

SEE PROJECT DATA G/G0.0X AND LIFE SAFETY G1/G1.0X SHEETS FOR ADDITIONAL HORIZONTAL AND VERTICAL ASSEMBLY REQUIREMENTS.



2 PROPOSED - FLOOR PLAN - 2ND FLOOR

1/8" = 1'-0"



1 PROPOSED - FLOOR PLAN - LEVEL 1

1/8" = 1'-0"



REVISIONS	NO.	DESCRIPTION	DATE

TITLE: **PROPOSED - FLOOR PLAN - TYP FLOOR & LEVEL 5**
 ISSUE: SITE PERMIT
 ISSUE DATE: 09/11/2020
 TEAM: YA/PW/DP/NR/UM/N
 SHEET NO.

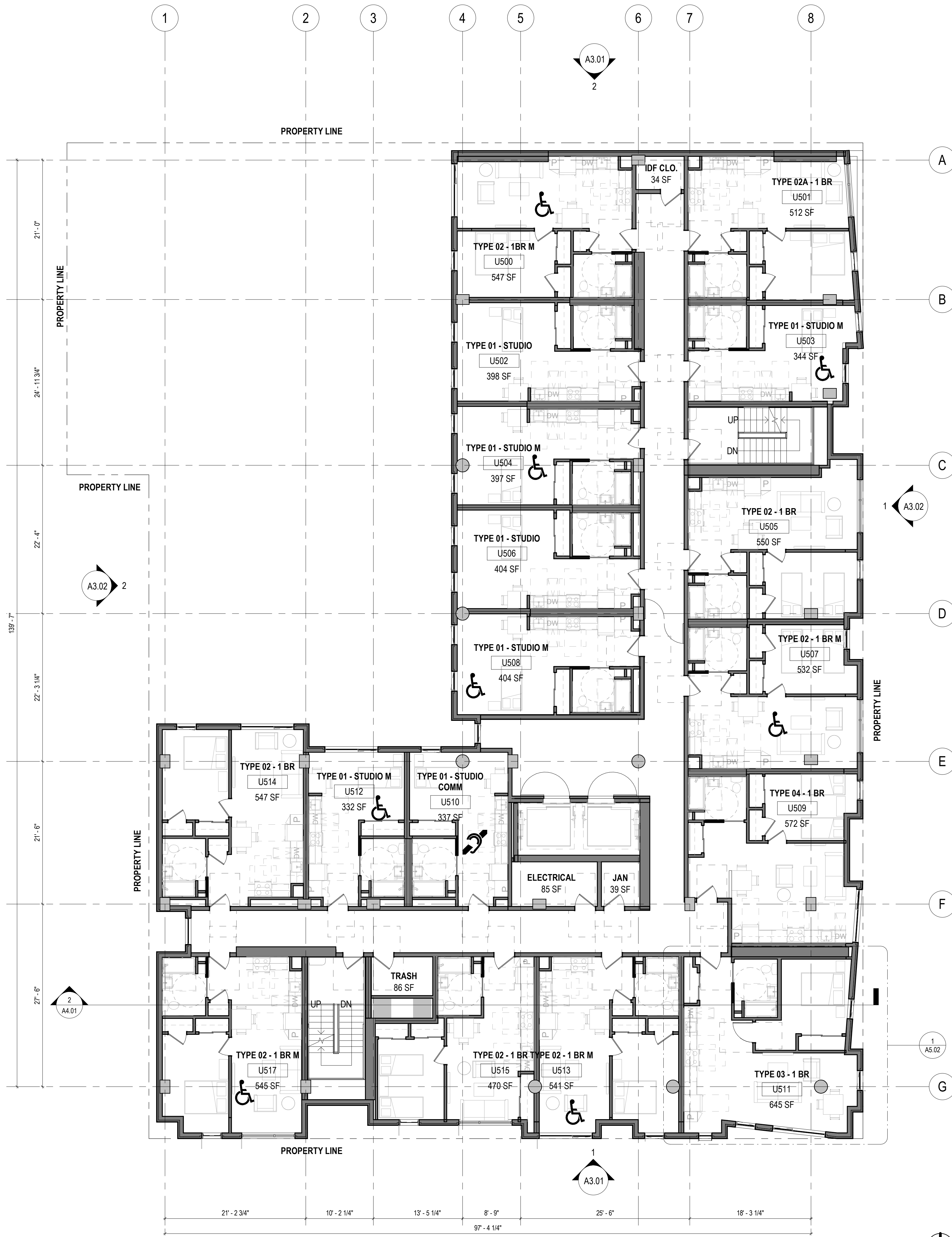
GENERAL FLOOR PLAN NOTES:

- SEE EGRESS DIAGRAMS G1.01 AND G1.02 FOR ADDITIONAL WALL RATING INFORMATION. SEE A0.00 PROJECT DATA FOR ADDITIONAL RATING REQUIREMENTS BASED ON CONSTRUCTION NOTES.
- ALL EXTERIOR WALLS ARE DIMENSIONED FROM F.O. SHEATHING OR CONCRETE, U.O.N.
- ALL INTERIOR WALLS ARE DIMENSIONED FROM F.O. FINISH.
- ALL DOORS ADJACENT TO WALLS ARE 4" FROM FACE OF JAMB TO FACE OF FINISH OF ADJACENT WALL, U.O.N.
- SEE A8.01-A8.03 FOR PARTITION AND HORIZONTAL ASSEMBLY TYPES.
- SEE A1-SERIES SHEETS FOR LIFE SAFETY INFORMATION.
- SEE G0.04 FOR ACCESSIBILITY COMPLIANCE NOTES AND DETAILS.
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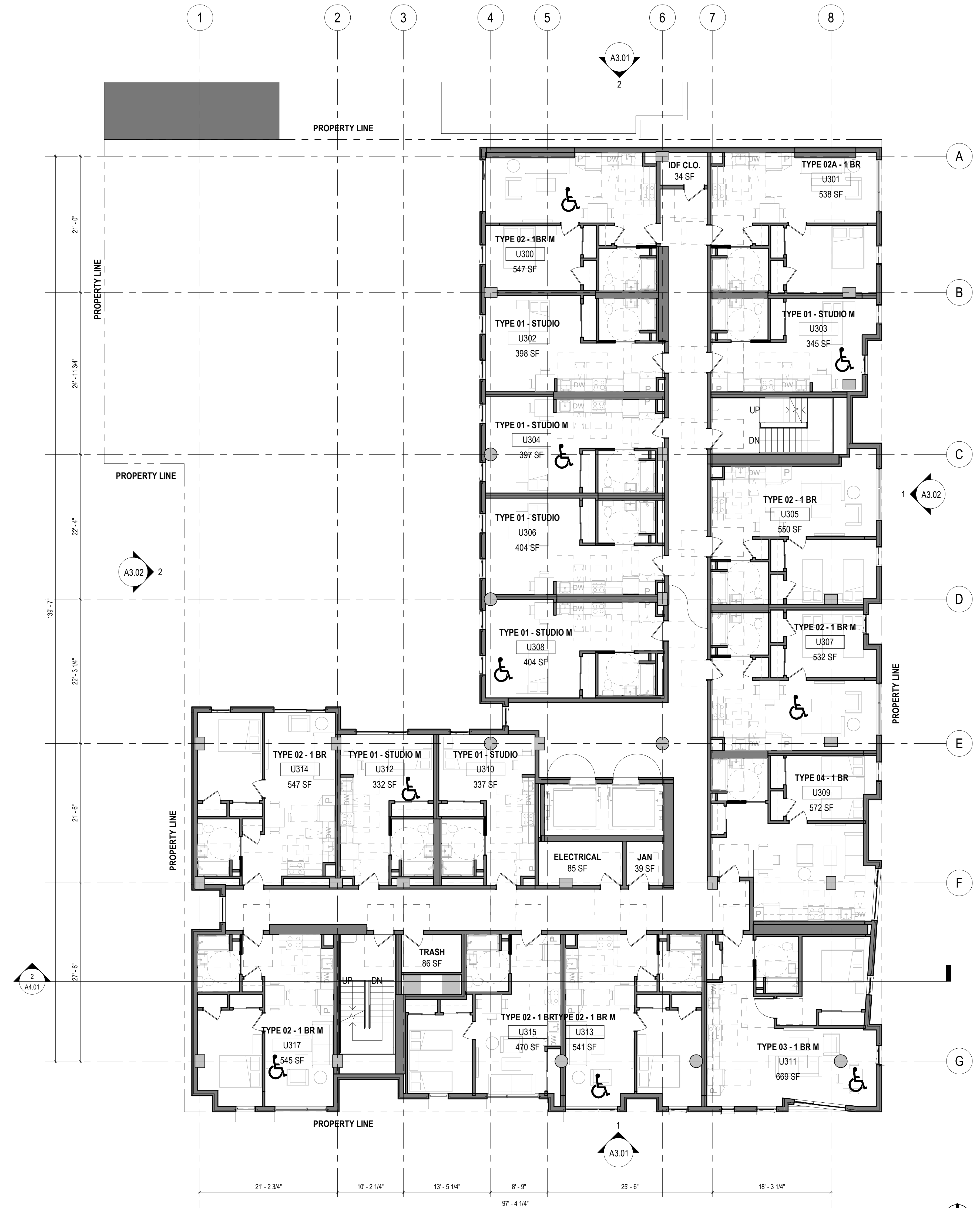
WALL LEGEND:

— PARTITION AS SCHEDULED

SEE PROJECT DATA G/G0.0X AND LIFE SAFETY G1/G1.0X SHEETS FOR ADDITIONAL HORIZONTAL AND VERTICAL ASSEMBLY REQUIREMENTS.



2 PROPOSED - FLOOR PLAN - LEVEL 5
1/8" = 1'-0"



1 PROPOSED - FLOOR PLAN - LEVEL 3 (LEVEL 4 SIM.)
1/8" = 1'-0"



REVISIONS	NO.	DESCRIPTION	DATE

TITLE: **PROPOSED - FLOOR PLAN - LEVEL 6 & 7**
 ISSUE: SITE PERMIT
 ISSUE DATE: 09/11/2020
 TEAM: YA/PW/DP/NR/UM/N
 SHEET NO.

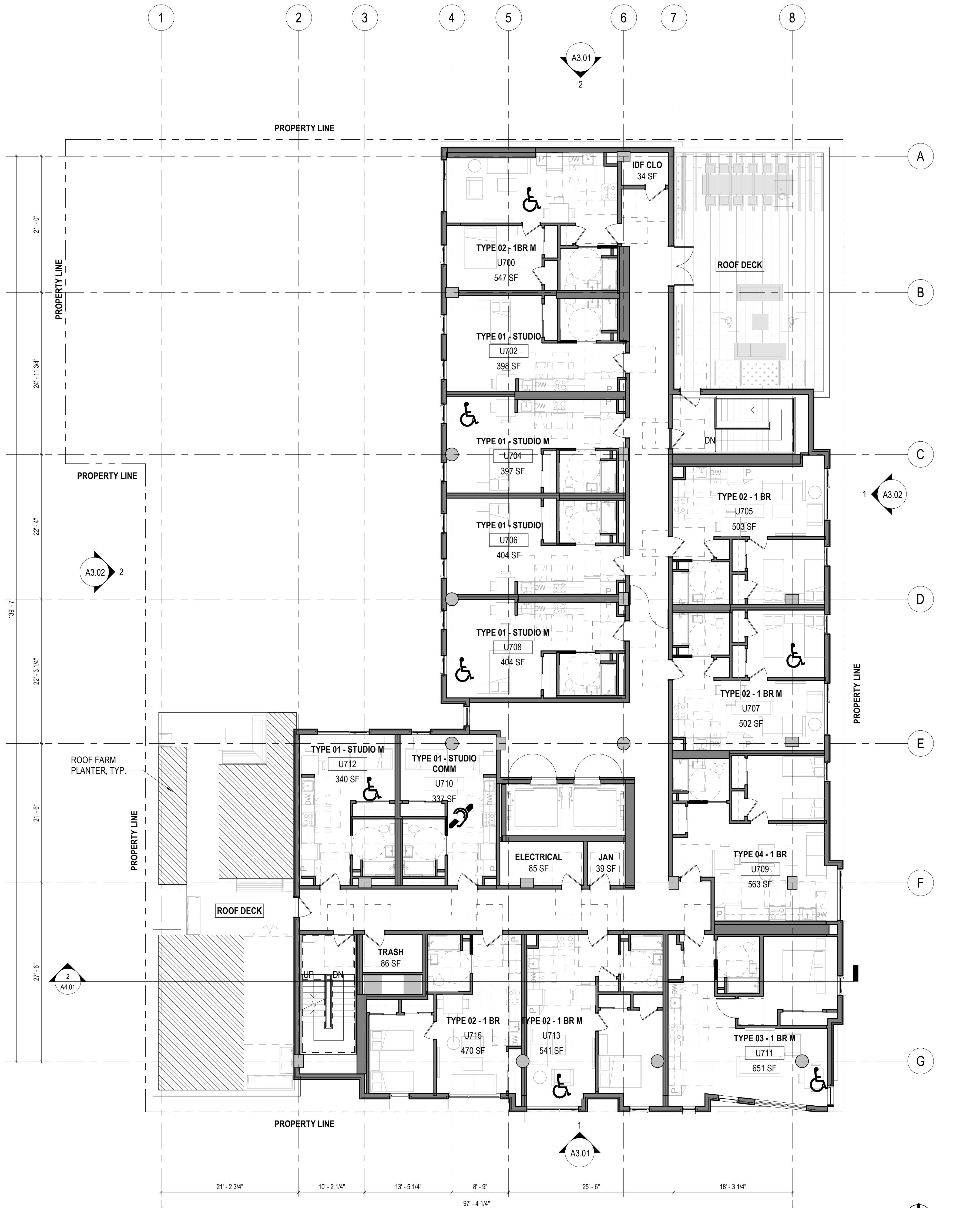
GENERAL FLOOR PLAN NOTES:

- SEE EGRESS DIAGRAMS G1.01 AND G1.02 FOR ADDITIONAL WALL RATING INFORMATION. SEE A0.00 PROJECT DATA FOR ADDITIONAL RATING REQUIREMENTS BASED ON CONSTRUCTION NOTES.
- ALL EXTERIOR WALLS ARE DIMENSIONED FROM F.O. SHEATHING OR CONCRETE, U.O.N.
- ALL INTERIOR WALLS ARE DIMENSIONED FROM F.O. FINISH.
- ALL DOORS ADJACENT TO WALLS ARE 4" FROM FACE OF JAMB TO FACE OF FINISH OF ADJACENT WALL, U.O.N.
- SEE A8.01-A8.03 FOR PARTITION AND HORIZONTAL ASSEMBLY TYPES.
- SEE A.1-SERIES SHEETS FOR LIFE SAFETY INFORMATION.
- SEE G0.04 FOR ACCESSIBILITY COMPLIANCE NOTES AND DETAILS.
- SEE G0.04 FOR ACCESSIBILITY DIMENSIONS AND CLEARANCES AT TOILET ROOMS AND BATHROOMS.
- ALL SPOT ELEVATIONS FROM T.O. CONC. OR T.O. GYPSUM CEMENT, UNLESS OTHERWISE NOTED.

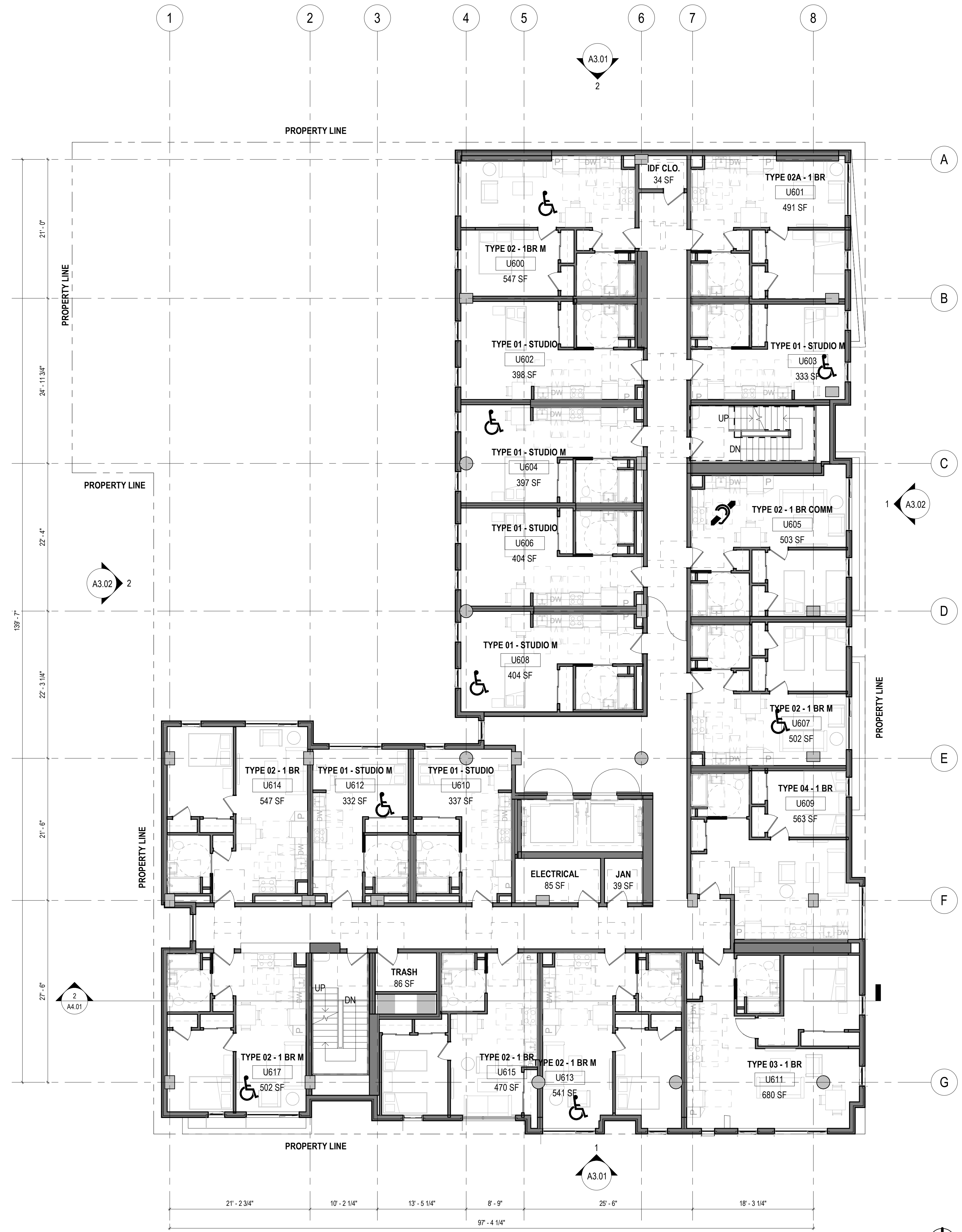
WALL LEGEND:

PARTITION AS SCHEDULED

SEE PROJECT DATA G/G0.0X AND LIFE SAFETY G1/G1.0X SHEETS FOR ADDITIONAL HORIZONTAL AND VERTICAL ASSEMBLY REQUIREMENTS.



2 PROPOSED - FLOOR PLAN - LEVEL 7
1/8" = 1'-0"



1 PROPOSED - FLOOR PLAN - LEVEL 6
1/8" = 1'-0"



REVISIONS	NO.	DESCRIPTION	DATE

TITLE: **PROPOSED - FLOOR PLAN - ROOF**
 ISSUE: SITE PERMIT
 ISSUE DATE: 09/11/2020
 TEAM: YA/PW/DP/NR/UM/N

SHEET NO. **A2.04**

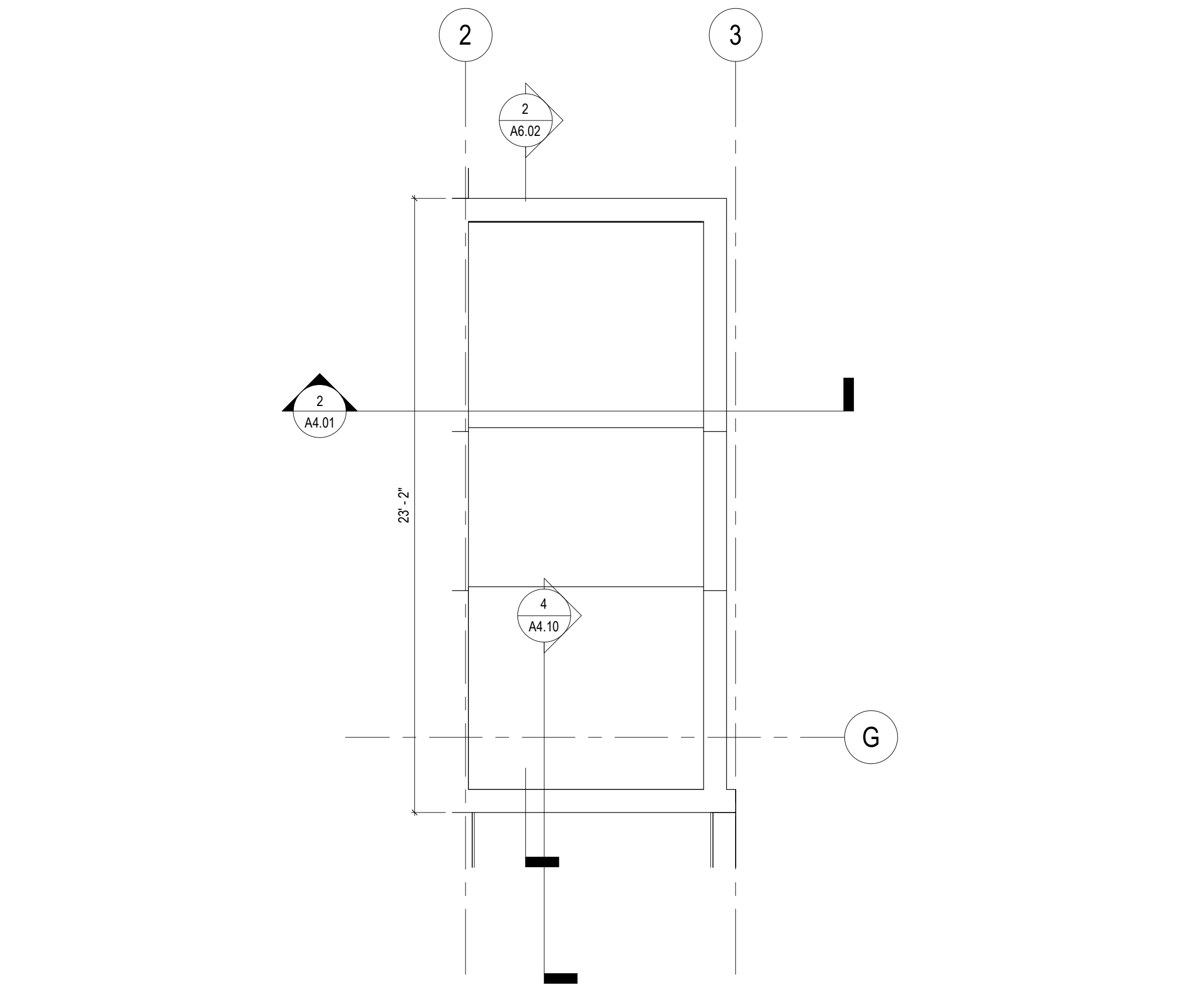
GENERAL FLOOR PLAN NOTES:

- SEE EGRESS DIAGRAMS G1.01 AND G1.02 FOR ADDITIONAL WALL RATING INFORMATION. SEE A0.00 PROJECT DATA FOR ADDITIONAL RATING REQUIREMENTS BASED ON CONSTRUCTION NOTES.
- ALL EXTERIOR WALLS ARE DIMENSIONED FROM F.O. SHEATHING OR CONCRETE, U.O.N.
- ALL INTERIOR WALLS ARE DIMENSIONED FROM F.O. FINISH.
- ALL DOORS ADJACENT TO WALLS ARE 4" FROM FACE OF JAMB TO FACE OF FINISH OF ADJACENT WALL, U.O.N.
- SEE A&B.01-A&B.03 FOR PARTITION AND HORIZONTAL ASSEMBLY TYPES.
- SEE A.1-SERIES SHEETS FOR LIFE SAFETY INFORMATION.
- SEE G0.04 FOR ACCESSIBILITY COMPLIANCE NOTES AND DETAILS.
- SEE G0.04 FOR ACCESSIBILITY DIMENSIONS AND CLEARANCES AT TOILET ROOMS AND BATHROOMS.
- ALL SPOT ELEVATIONS FROM T.O. CONC. OR T.O. GYPSUM CEMENT, UNLESS OTHERWISE NOTED.

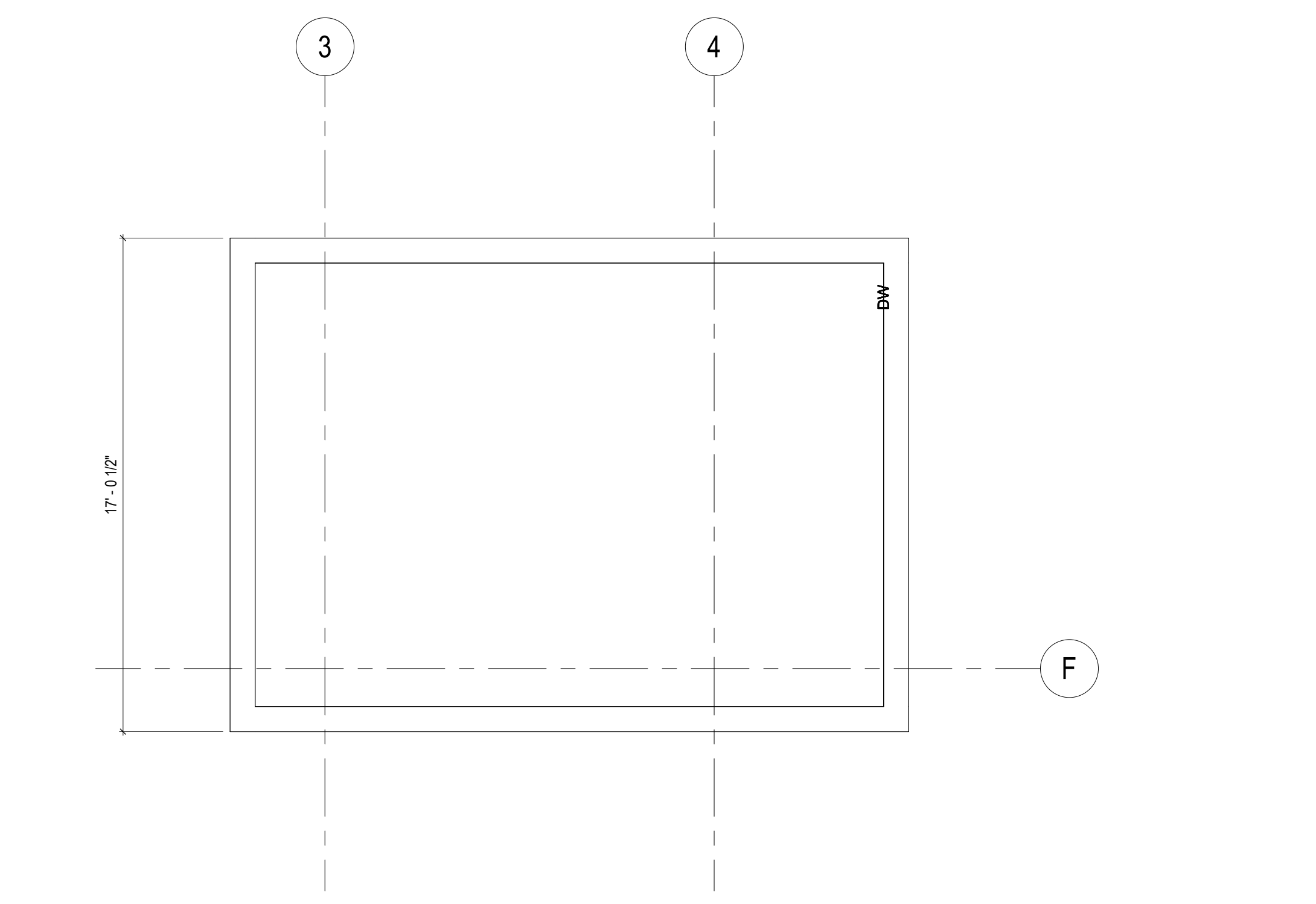
WALL LEGEND:



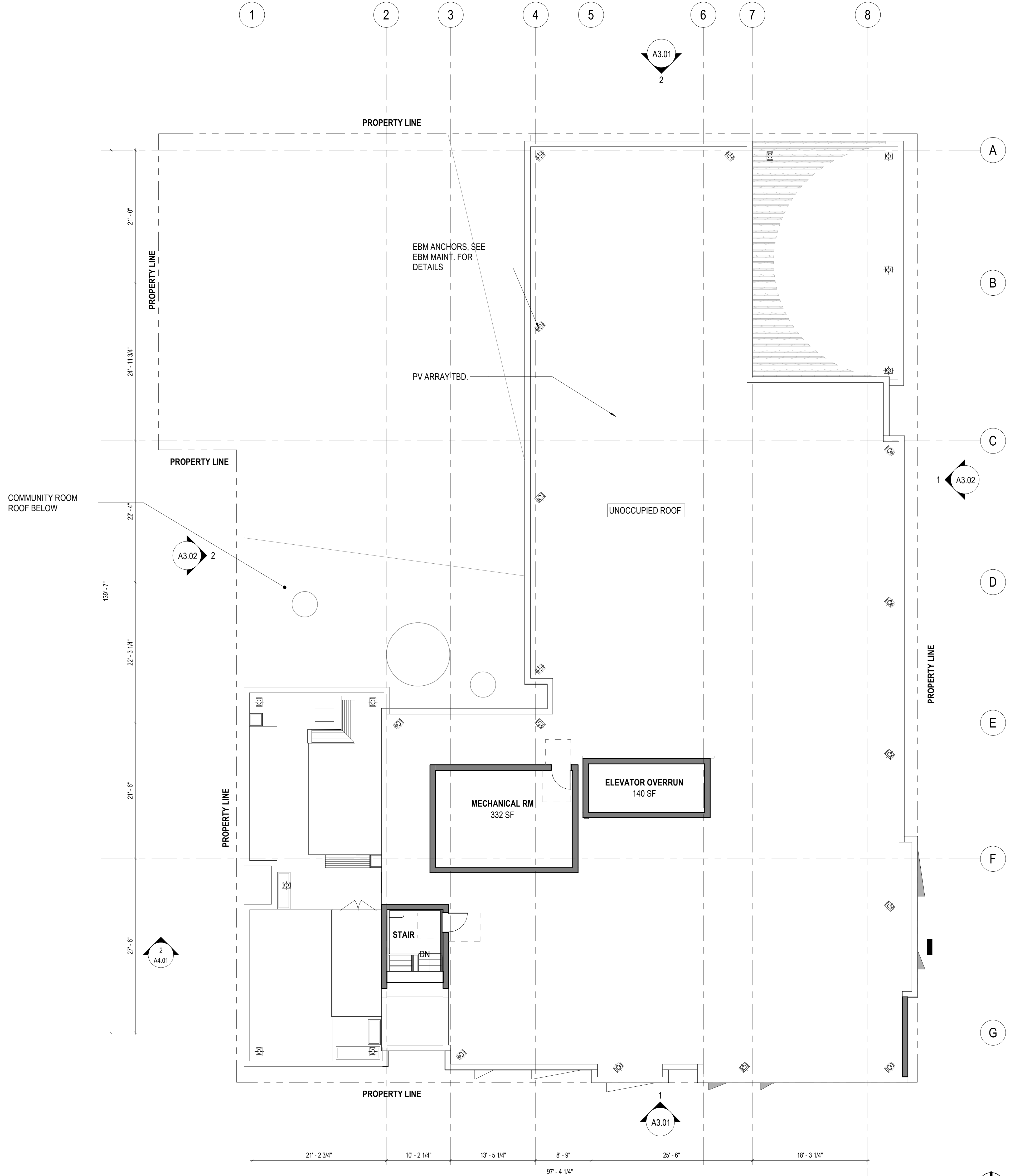
SEE PROJECT DATA G/G0.0X AND LIFE SAFETY G1/G1.0X SHEETS FOR ADDITIONAL HORIZONTAL AND VERTICAL ASSEMBLY REQUIREMENTS.



2 T.O. PENTHOUSE_STAIR ROOF
1/4" = 1'-0"

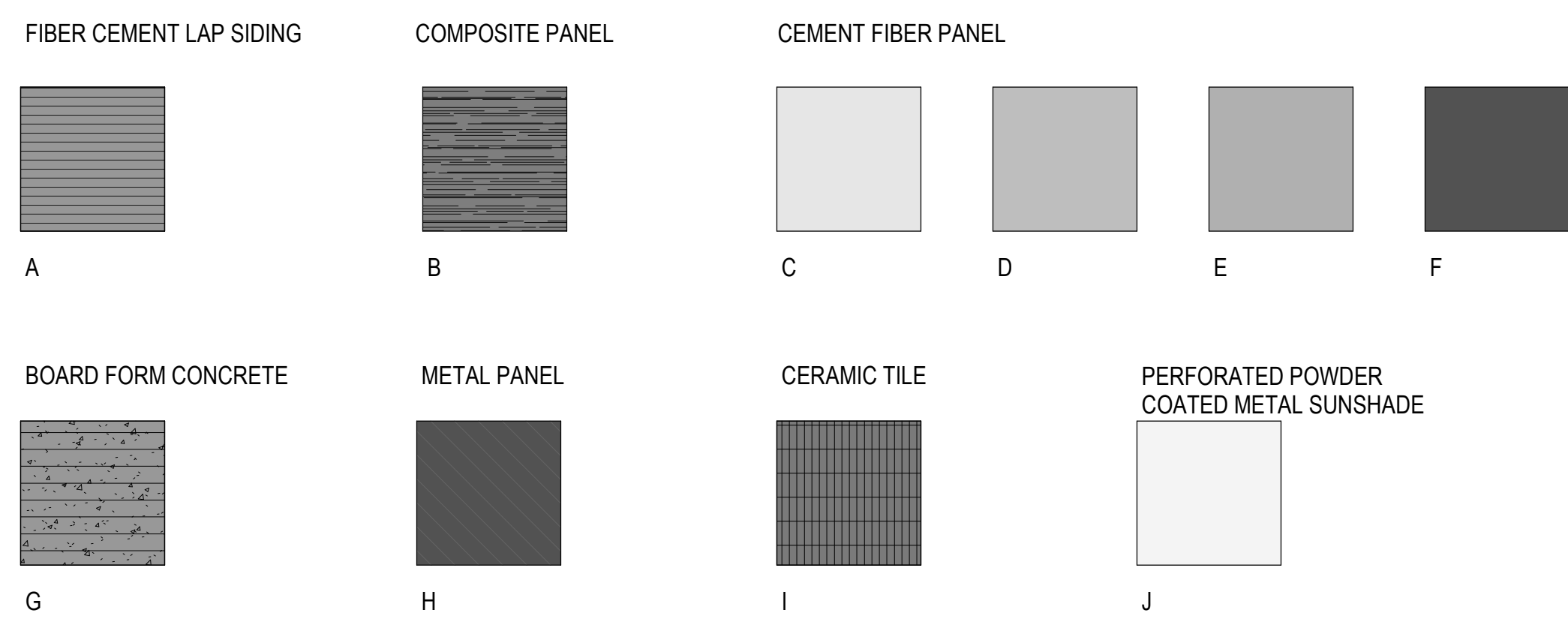


3 T.O. PENTHOUSE_MECH ROOM
1/4" = 1'-0"

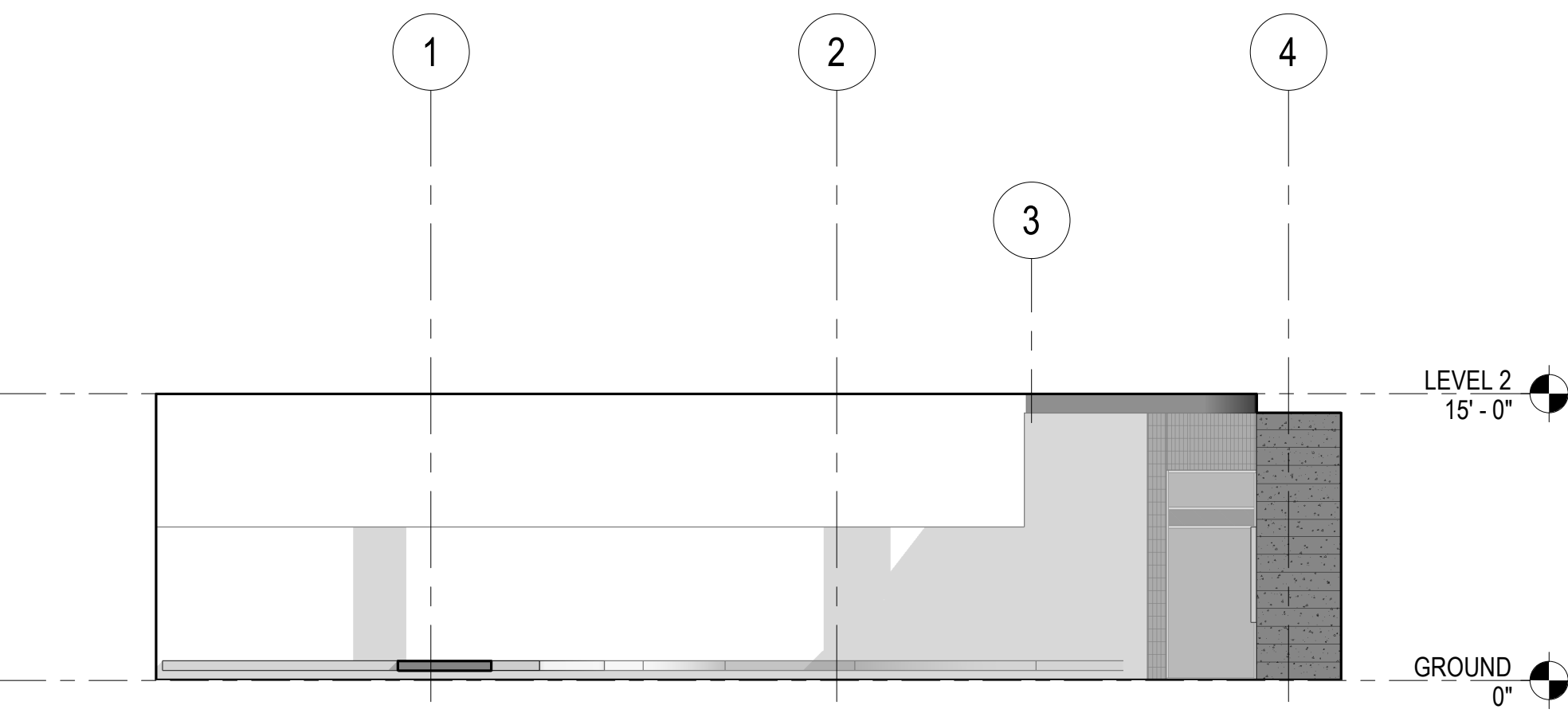


1 PROPOSED - ROOF
1/8" = 1'-0"

MATERIAL LEGEND:



2 PROPOSED - NORTH ELEVATION
1/8" = 1'-0"



4 ELEVATION AT LAUNDRY ROOM
1/8" = 1'-0"

1 PROPOSED - SOUTH ELEVATION
1/8" = 1'-0"



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OWNER
TENDERLOIN NEIGHBORHOOD DEVELOPMENT CORP.
201 EDDY STREET, SAN FRANCISCO CA, 94102

PROJECT
4200 GEARY
SAN FRANCISCO, CA 94118
19019



REVISIONS	NO.	DESCRIPTION	DATE

TITLE:
BUILDING ELEVATIONS - SOUTH AND NORTH

ISSUE: SITE PERMIT

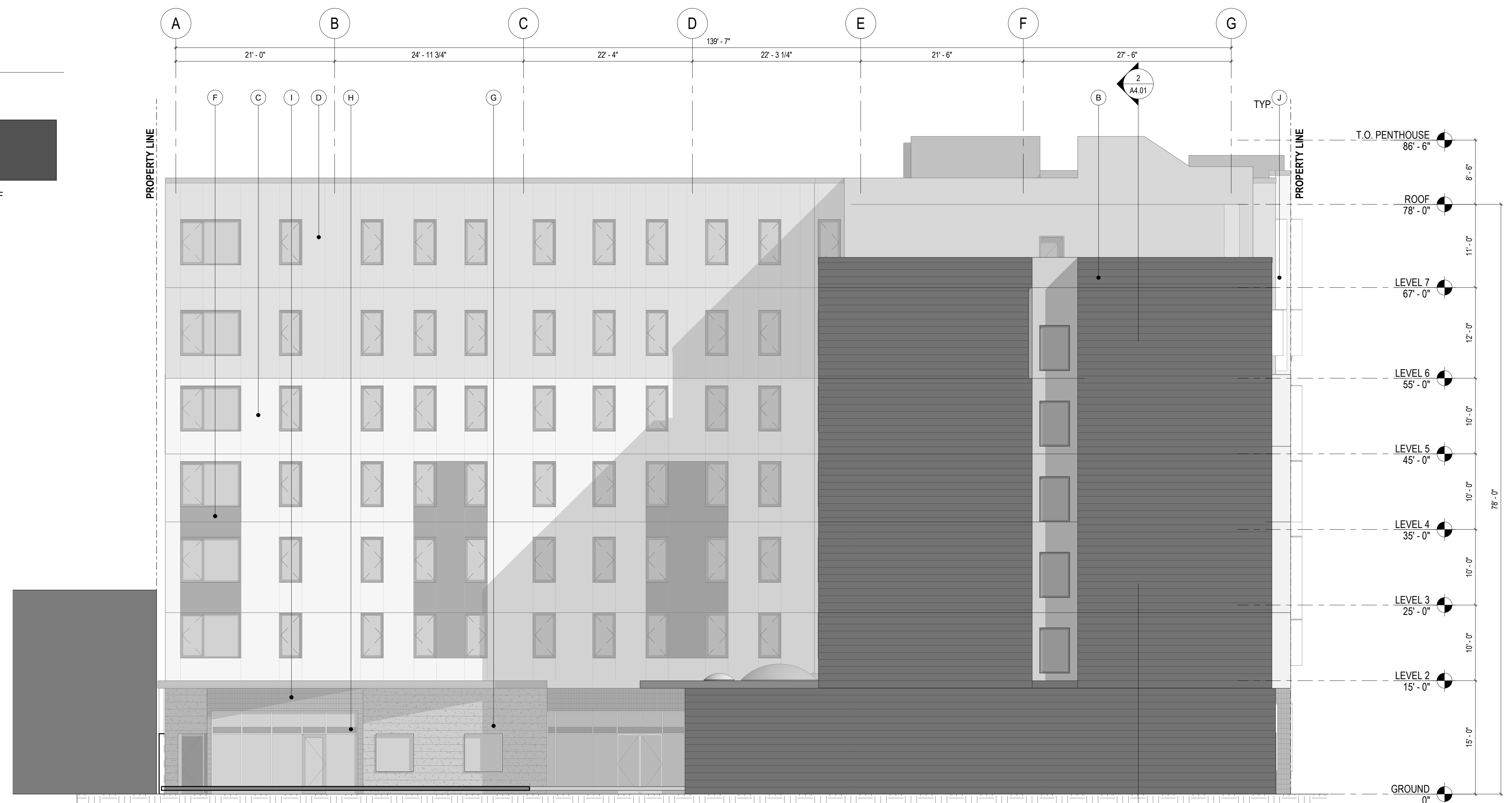
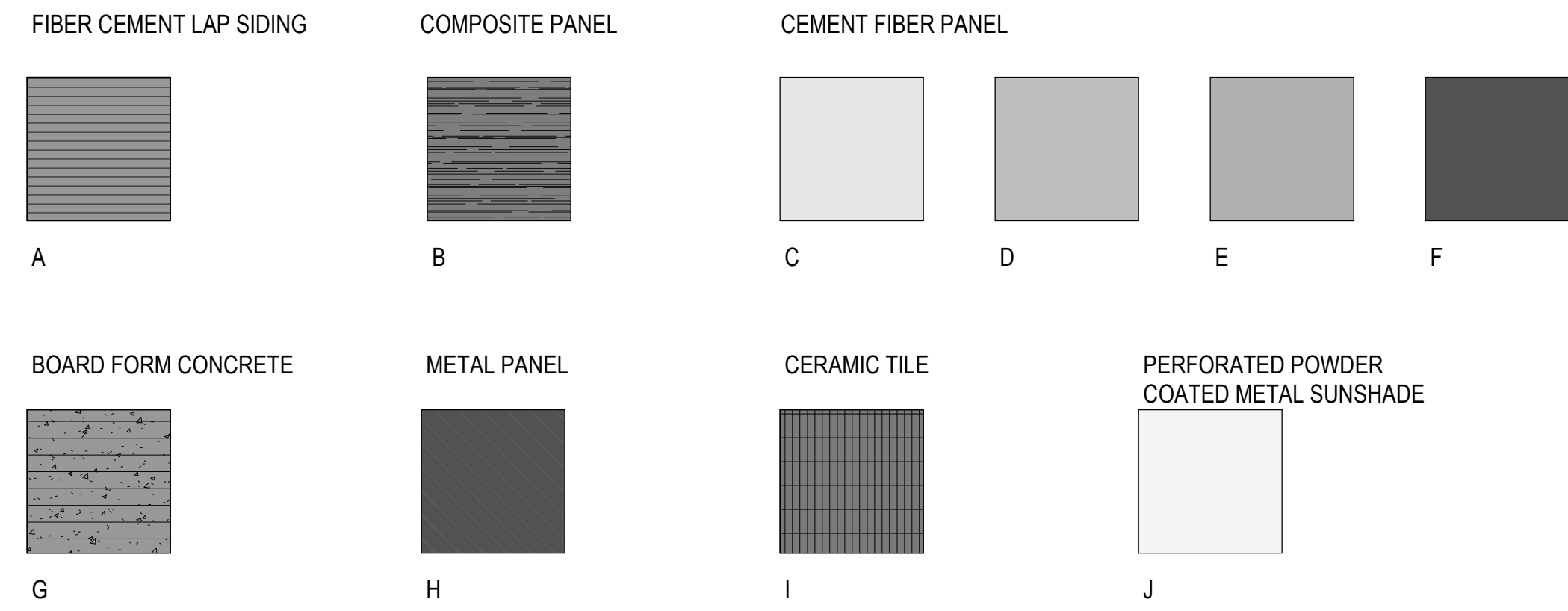
ISSUE DATE: 09/11/2020

TEAM: YA/PW/DP/NR/UI/MN

SHEET NO.

A3.01

MATERIAL LEGEND:



2 PROPOSED - WEST ELEVATION
1/8" = 1'-0"



1 PROPOSED - EAST ELEVATION
1/8" = 1'-0"



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PROJECT
4200 GEARY
SAN FRANCISCO, CA 94118
19019

OWNER
TENDERLOIN NEIGHBORHOOD DEVELOPMENT CORP.
201 EDDY STREET, SAN FRANCISCO CA, 94102



NO.	DESCRIPTION	DATE

TITLE:
BUILDING ELEVATIONS - EAST AND WEST

ISSUE: SITE PERMIT

ISSUE DATE: 09/11/2020

TEAM: YA/PW/DP/NR/UM/N

SHEET NO.

Attachment G: Comparison of City Investment in Other Housing Developments

Attachment H: Sources and Uses

Application Date: 11/28/20 # Units: 98
 Project Name: 4200 Geary # Bedrooms: 98
 Project Address: 4200 Geary Blvd # Beds:
 Project Sponsor: Tenderkirk Neighborhood Development Corporation

LOSP Project

	Total Sources					Comments
SOURCES	14,538,982	-	-	-	-	14,538,982
USES	MOHCD/CPII					

ACQUISITION							
Acquisition cost or value	10,500,000	0				10,500,000	\$500,000 is TNDC equity for acq.
Legal / Closing costs / Broker's Fee	95,780	0				95,780	Acq closing costs with HAF (notary, cogency, title, recording, appraisal), closing extension and seller fee, HAF legal
Holding Costs	468,589	0				468,589	Loan fees (\$130,650), interest through end of March 2021 (\$337,939)
Transfer Tax	0	0				0	
TOTAL ACQUISITION	11,064,369	0	0	0	0	11,064,369	

CONSTRUCTION (HARD COSTS)							
Unit Construction/Rehab	125,000					125,000	Escalation and design build (fire only)
Commercial Shell Construction						0	
Demolition						0	
Environmental Remediation						0	
Onsite Improvements/Landscaping						0	
Offsite Improvements						0	
Infrastructure Improvements						0	
Parking						0	
GC Bond Premium/GC Insurance/GC Taxes						0	
GC Overhead & Profit						0	
GC General Conditions						0	
Sub-total Construction Costs	125,000	0	0	0	0	125,000	
Design Contingency (remove at CO)						0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Bid Contingency (remove at bid)						0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Plan Check Contingency (remove/reduce during Plan Review)						0	4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+
Hard Cost Construction Contingency						0	5% new construction / 15% rehab
Sub-total Construction Contingencies	0	0	0	0	0	0	
TOTAL CONSTRUCTION COSTS	125,000	0	0	0	0	125,000	

Construction line item costs as a % of hard costs

SOFT COSTS							
Architecture & Design							
Architect design fees	838,900					838,900	
Design Subconsultants to the Architect (incl. Fees)	719,070					719,070	Structural, CIV/Stormwater, Joint trench, MEP, landscape, urban agriculture, waterproofing, acoustic, EBM, trash, specifications
Architect Construction Admin	15,000					15,000	
Reimbursables	0					0	
Additional Services	0					0	
Sub-total Architect Contract	1,572,970	0	0	0	0	1,572,970	
Other Third Party design consultants (not included under Architect contract)	148,250					148,250	low voltage, commissioning, spec reproduction
Total Architecture & Design	1,721,220	0	0	0	0	1,721,220	

Engineering & Environmental Studies							
Survey	20,000					20,000	
Geotechnical studies	153,691					153,691	
Phase I & II Reports	69,875					69,875	
CEQA / Environmental Review consultants	0					0	
NEPA / 136 Review	0					0	
CMARNA (rehab only)	0					0	
Other environmental consultants	41,945					41,945	GPR (\$27,945) + Title 24 (\$14,000)
Total Engineering & Environmental Studies	285,481	0	0	0	0	285,481	

Financing Costs							
Construction Financing Costs							
Construction Loan Origination Fee	0					0	
Construction Loan Interest	0					0	
Title & Recording	0					0	
CDLAC & CDJAC fees	0					0	
Bond Issuer Fees	0					0	
Other Bond Cost of Issuance	0					0	
Other Lender Costs (specify)	0					0	
Sub-total Const. Financing Costs	0	0	0	0	0	0	
Permanent Financing Costs							
Permanent Loan Origination Fee	0					0	
Credit Enhance. & Appl. Fee	0					0	
Title & Recording	0					0	
Sub-total Perm. Financing Costs	0	0	0	0	0	0	
Total Financing Costs	0	0	0	0	0	0	

Legal Costs							
Borrower Legal fees	0	0				0	
Land Use / CEQA Attorney fees	0					0	
Tax Credit Counsel	0					0	
Bond Counsel	0					0	
Construction Lender Counsel	0					0	
Permanent Lender Counsel	0					0	
Other Legal (specify)	0	0				0	
Total Legal Costs	0	0	0	0	0	0	

Other Development Costs							
Appraisal	31,500					31,500	
Market Study	20,000					20,000	
Insurance	0					0	
Property Taxes	123,900					123,900	Property taxes during predev
Accounting / Audit	0					0	
Operational Costs	15,000					15,000	
Entitlement / Permit Fees	15,000					15,000	Zoning and planning fees
Marketing / Rent-up	2,000					2,000	Community outreach
Furnishings	0					0	
PGE / Utility Fees	130,000					130,000	\$2,000/Unit. See MOHCD UIW Guidelines: http://mohcd.org/documents/report-and-forms
TCAC App / Alloc / Monitor Fees	39,512					39,512	
Financial Consultant fees	50,000					50,000	
Construction Management fees / Owner's Rep	70,000					70,000	20 months of predev. at \$3,500/month
Security during Construction	0					0	
Relocation	0					0	
Other consultants - Historic and Archeological	42,500					42,500	
	0					0	
Total Other Development Costs	539,412	0	0	0	0	539,412	

Total Soft Cost Contingency as % of Total Soft Costs 18.9%

Soft Cost Contingency							
Contingency (Arch, Eng, Fin, Legal & Other Dev)	253,500					253,500	Should be either 10% or 5% of total soft costs.
TOTAL SOFT COSTS	2,789,613	0	0	0	0	2,789,613	

RESERVES							
Operating Reserves	0					0	
Replacement Reserves	0					0	
Tenant Improvements Reserves	0					0	
Other (specify)	0					0	
Other (specify)	0					0	
TOTAL RESERVES	0	0	0	0	0	0	

DEVELOPER COSTS							
Developer Fee - Cash-out Paid at Milestones	550,000					550,000	
Developer Fee - Cash-out At Risk	0					0	
Commercial Developer Fee	0	0				0	
Developer Fee - GP Equity (also show as source)	0					0	
Developer Fee - Deferred (also show as source)	0					0	
Development Consultant Fees	0					0	Need MOHCD approval for this cost, N/A for most projects
Other (specify)	0					0	
TOTAL DEVELOPER COSTS	550,000	0	0	0	0	550,000	

TOTAL DEVELOPMENT COST							
Development Cost/Unit by Source	148,357	0	0	0	0	148,357	
Development Cost/Unit as % of TDC by Source	100.0%	0.0%	0.0%	0.0%	0.0%	100.0%	

Acquisition Cost/Unit by Source							
	107,143	0	0	0	0	107,143	

Construction Cost (inc Const Contingency)/Unit by Source							
	1,276	0	0	0	0	1,276	
Construction Cost (inc Const Contingency)/SF	1.57	0.00	0.00	0.00	0.00	1.57	

*Possible non-eligible GO Bond/COP Amount:
 City Subsidy/Unit 148,357

Tax Credit Equity Pricing: 0.880
 Construction Bond Amount: 52,215,750
 Construction Loan Term (in months): 30 months
 Construction Loan Interest Rate (as %): 3.77%

Attachment I: Development Budget

Application Date: 11/28/20 # Commercial Spaces: 1
 Project Name: 4200 Geary
 Project Address: 4200 Geary Blvd
 Project Sponsor: Tenderlon Neighborhood Development Corporation

Commercial Use - Description	Space 1	Space 2	Space 3	Space 4	Space 5	Page Total Building Costs in Commercial Budget
Nonprofit use Gross SF	1,150					1,150
Total Commercial SF						1,150

SOURCES	Name of Sources:	MOHCD					Total Sources	Comments
		1,475,036	-	-	-	-	1,475,036	This commercial breakout is included as a part of the existing permit sources and costs.

USES

ACQUISITION							
Acquisition cost or value		151,624				151,624	
Legal / Closing costs / Broker's Fee		159				159	
Holding Costs		7,261				7,261	
Transfer Tax		729				729	
TOTAL ACQUISITION		159,773	0	0	0	0	159,773

CONSTRUCTION (HARD COSTS)

Unit Construction/Rehab						0			
Commercial Warm Shell Construction	126,500					126,500		See MOHCD Commercial Underwriting Guidelines: http://s://mohcd.org/documents-reports-and-forms	
Commercial Cold Shell Construction	668,875					668,875			
Demolition	4,429					4,429			
Environmental Remediation	866					866			
Onsite Improvements/Landscaping						0			
Offsite Improvements						0			
Infrastructure Improvements						0			
Parking	45,471					45,471	ESCALATION - commercial share of 5% escalation + COVID fees	Construction line item costs as a % of hard costs	
GC Bond Premium/GC Insurance/GC Taxes	10,433					10,433	1.2%		
GC Overhead & Profit	20,147					20,147	2.4%		
CG General Conditions	28,907					28,907	3.2%		
Sub-total Construction Costs	903,719	0	0	0	0	903,719			
Design Contingency (remove at DD)	25,675					25,675	Commercial share of contingency		3.0%
Bid Contingency (remove at bid)	25,675					25,675	Commercial share of contingency		3.0%
Plan Check Contingency (remove/reduce during Plan Review)	25,675					25,675	Commercial share of contingency		3.0%
Hard Cost Construction Contingency	33,534					33,534		4.0%	
Sub-total Construction Contingencies	110,559	0	0	0	0	110,559			
TOTAL CONSTRUCTION COSTS	1,014,278	0	0	0	0	1,014,278			

SOFT COSTS

Architecture & Design

Architect design fees	22,498					22,498	Includes share of consultants
Architecture design fees for Schematic Drawings for tenant-paid tenant improvements						0	
Design Subconsultants to the Architect (incl. Fees)						0	
Architect Construction Admin	5,965					5,965	
Reimbursables	1,139					1,139	
Additional Services	1,423					1,423	
Sub-total Architect Contract	31,025	0	0	0	0	31,025	
Other Third Party design consultants (not included under Architect contract)	6,465					6,465	
Total Architecture & Design	37,490	0	0	0	0	37,490	

Engineering & Environmental Studies

Survey	578					578	
Geotechnical studies	2,219					2,219	
Phase I & II Reports	1,059					1,059	
CEQA / Environmental Review consultants						0	
NEPA / 106 Review	0					0	
CNA/PNA (rehab only)						0	
Other environmental consultants						0	
Total Engineering & Environmental Studies	3,806	0	0	0	0	3,806	

Financing Costs

Construction Financing Costs							
Construction Loan Origination Fee	433					433	
Construction Loan Interest	36,981					36,981	
Title & Recording	1,011					1,011	
CD/LAC & CD/LAC fees						0	
Bond Issuance Fees						0	
Other Bond Cost of Issuance	13,961					13,961	
Other Lender Costs (specify)						0	
Sub-total Const. Financing Costs	52,386	0	0	0	0	52,386	
Permanent Financing Costs							
Permanent Loan Origination Fee						0	
Credit Enhance. & Appl. Fee						0	
Title & Recording						0	
Commercial Loan Origination Fee						0	
Sub-total Perm. Financing Costs	0	0	0	0	0	0	
Total Financing Costs	52,386	0	0	0	0	52,386	

Legal Costs

Borrower Legal fees	289					289	
Land Use / CEQA Attorney fees						0	
Tax Credit Counsel	1,300					1,300	
Bond Counsel	0					0	
Construction Lender Counsel	578					578	
Permanent Lender Counsel						0	
Lender inspection	397					397	
Total Legal Costs	2,563	0	0	0	0	2,563	

Other Development Costs

Appraisal	455					455	
Market Study	289					289	
Insurance	16,743					16,743	
Property Taxes	3,581					3,581	Incurred during predev
Accounting / Audit	866					866	
Organizational Costs	325					325	
Entitlement / Permit Fees	14,720					14,720	Zoning and planning fees
Marketing / Lease-up	316					316	Community outreach
Furnishings						0	
PGE / Utility Fees	8,792					8,792	
TCAC App / Alloc / Monitor Fees						0	
Financial Consultant fees	1,191					1,191	
Construction Management fees / Owner's Rep	2,599					2,599	
Security during Construction						0	
Relocation						0	
Other consultants	15,183					15,183	
Other (specify)						0	
Total Other Development Costs	65,060	0	0	0	0	65,060	

Soft Cost Contingency

Contingency (Arch, Eng, Fin, Legal & Other Dev)	14,680					14,680	Total Soft Cost Contingency as % of Total Soft Costs 9.1%
TOTAL SOFT COSTS	175,984	0	0	0	0	175,984	

RESERVES

Operating Reserves						0	
Replacement Reserves						0	
Tenant Improvements Reserves						0	
Commercial Lease-Up Reserves						0	
Other (specify)						0	
TOTAL RESERVES	0	0	0	0	0	0	

DEVELOPER COSTS

Commercial Developer Fee - Cash-out Paid at Milestones	125,000					125,000	
Other (specify)						0	
Other (specify)						0	
TOTAL DEVELOPER COSTS	125,000	0	0	0	0	125,000	

TOTAL DEVELOPMENT COST

Development Cost/SF by Source	1,475,036	0	0	0	0	1,475,036	
Development Cost/Unit as % of TDC by Source	1,263						

Acquisition Cost/SF by Source

	139					139	
--	-----	--	--	--	--	-----	--

Construction Cost (inc Const Contingency)/SF By Source

	882					882	
--	-----	--	--	--	--	-----	--

Construction Cost (inc Const Contingency)/SF

	881.98					881.98	
--	--------	--	--	--	--	--------	--

Commercial Loan Amount:

	N/A					N/A	
--	-----	--	--	--	--	-----	--

Commercial Loan Term (in years):

	N/A					N/A	
--	-----	--	--	--	--	-----	--

Commercial Interest Rate (as %):

	N/A					N/A	
--	-----	--	--	--	--	-----	--

Attachment J: 1st Year Operating Budget

Application Date: 11/28/20 2024
LCSOP Units: 25
MOHCD Units: 75
Project Name: 4200 Geary
Project Address: 4200 Geary Blvd
Project Sponsor: Tenderloin Neighborhood Development Corporation

Table with columns: INCOME, Description, LCSOP, MOHCD, Total, Comments. Rows include Residential - Tenant Rents, Residential - Tenant Assistance Payments, Commercial Rents, etc.

Table with columns: OPERATING EXPENSES, Description, LCSOP, MOHCD, Total, Comments. Rows include Management, Sub-total Management Expenses, Salaries/Benefits, etc.

Table with columns: Administration and Marketing, Description, LCSOP, MOHCD, Total, Comments. Rows include Office Expenses, Lease Expenses, Professional Services, etc.

Table with columns: Utilities, Description, LCSOP, MOHCD, Total, Comments. Rows include Electricity, Gas, Sewer, etc.

Table with columns: Taxes and Licenses, Description, LCSOP, MOHCD, Total, Comments. Rows include Real Estate Taxes, Payroll Taxes, Miscellaneous Taxes, etc.

Table with columns: Insurance, Description, LCSOP, MOHCD, Total, Comments. Rows include Property and Liability Insurance, Health Insurance, etc.

Table with columns: Maintenance & Repair, Description, LCSOP, MOHCD, Total, Comments. Rows include Paint, Carpentry, Electrical, etc.

Table with columns: Supporting Services, Description, LCSOP, MOHCD, Total, Comments. Rows include Commercial Expenses, etc.

Table with columns: TOTAL OPERATING EXPENSES, Description, LCSOP, MOHCD, Total, Comments. Rows include Reserves/Operating Lease Base Rent/Bond Fees, etc.

Table with columns: NET OPERATING INCOME (MOHCD), Description, LCSOP, MOHCD, Total, Comments. Rows include Debt Service, etc.

Table with columns: CASH FLOW (NOI minus DEBT SERVICE), Description, LCSOP, MOHCD, Total, Comments. Rows include Available Cash Flow, etc.

Table with columns: RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD), Description, LCSOP, MOHCD, Total, Comments. Rows include Residual Receipts, etc.

Table with columns: SOFT DEBT LENDERS WITH RESIDUAL RECEIPTS OBLIGATIONS, Description, LCSOP, MOHCD, Total, Comments. Rows include MOHCD Residual Receipts, etc.

Table with columns: REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE, Description, LCSOP, MOHCD, Total, Comments. Rows include Non-MOHCD Residual Receipts, etc.

Table with columns: FINANCIAL STATEMENTS, Description, LCSOP, MOHCD, Total, Comments. Rows include Final Balance, etc.

Attachment K: 20-year Operating Proforma

4200 Geary

Total # Units:	LOSP Units		Non-LOSP Units			Year 1 2024			Year 2 2025			Year 3 2026			Year 4 2027			Year 5 2028			Year 6 2029						
	20	78	20.00%	80.00%		LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total				
INCOME																											
Residential - Tenant Rents																											
Residential - Tenant Assistance Payments (Non-LOSP)																											
Residential - LOSP Tenant Assistance Payments																											
Commercial Space																											
Other Income																											
Gross Potential Income																											
Vacancy Loss - Residential - Tenant Rents																											
Vacancy Loss - Residential - Tenant Assistance Payments																											
Vacancy Loss - Commercial																											
EFFECTIVE GROSS INCOME																											
OPERATING EXPENSES																											
Management																											
Salaries/Benefits																											
Administration																											
Utilities																											
Taxes and Licenses																											
Insurance																											
Maintenance & Repair																											
Supportive Services																											
Commercial Expenses																											
TOTAL OPERATING EXPENSES																											
PUPA (w/o Reserves/GL Base Rent/Bond Fees)																											
Reserves/Ground Lease Base Rent/Bond Fees																											
Ground Lease Base Rent																											
Bond Monitoring Fee																											
Replacement Reserve Deposit																											
Operating Reserve Deposit																											
Other Required Reserve 1 Deposit																											
Other Required Reserve 2 Deposit																											
Required Reserve Deposits, Commercial																											
Sub-total Reserves/Ground Lease Base Rent/Bond Fees																											
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)																											
PUPA (w/ Reserves/GL Base Rent/Bond Fees)																											
NET OPERATING INCOME (INCOME minus OP EXPENSES)																											
DEBT SERVICE/MUST PAY PAYMENTS ("hard deb" amortized loans)																											
Hard Debt - First Lender																											
Hard Debt - Second Lender (HCD Program 0.42% pmt, or other 2nd Lender)																											
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)																											
Hard Debt - Fourth Lender																											
Commercial Hard Debt Service																											
TOTAL HARD DEBT SERVICE																											
CASH FLOW (NOI minus DEBT SERVICE)																											
USES OF CASH FLOW BELOW (This row also shows DSCR)																											
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL																											
Deferred Developer Fee (Enter amt <= Max Fee from row 131)																											
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)																											
Partnership Management Fee (see policy for limits)																											
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)																											
Other Payments																											
Non-amortizing Loan Pmt - Lender 1																											
Non-amortizing Loan Pmt - Lender 2																											
TOTAL PAYMENTS PRECEDING MOHCD																											
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)																											
Does Project have a MOHCD Residual Receipt Obligation? Yes																											
Will Project Defer Developer Fee? Yes																											
1st Residual Receipts Split - Lender/Deferred Developer Fee 50% / 50%																											
MOHCD RESIDUAL RECEIPTS DEBT SERVICE																											
MOHCD Residual Receipts Amount Due																											
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 2 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)																											
RR Running Balance																											
OR Running Balance																											
Other Required Reserve 1 Running Balance																											
Other Required Reserve 2 Running Balance																											
DEFERRED DEVELOPER FEE - RUNNING BALANCE																											
Developer Fee Starting Balance																											
Deferred Developer Fee Earned in Year																											
Developer Fee Remaining Balance																											

4200 Geary

Total # Units:	LOSP Units		Non-LOSP Units		Year 20		
	20	78	2043				
	20.00%	80.00%	% annual inc LOSP	% annual increase	LOSP	non-LOSP	Total
INCOME							
Residential - Tenant Rents			2.5%	2.5%	95,519	1,494,130	1,590,049
Residential - Tenant Assistance Payments (Non-LOSP)			n/a	n/a	-	591,916	591,916
Residential - LOSP Tenant Assistance Payments			n/a	n/a	382,390	-	382,390
Commercial Space			n/a	2.5%	-	-	37,666
Other Income					-	-	-
Gross Potential Income					480,264	2,093,867	2,611,797
Vacancy Loss - Residential - Tenant Rents			n/a	n/a	(4,796)	(74,707)	(79,502)
Vacancy Loss - Residential - Tenant Assistance Payments			n/a	n/a	-	(29,596)	(29,596)
Vacancy Loss - Commercial			n/a	n/a	-	-	(9,418)
EFFECTIVE GROSS INCOME					475,468	1,989,565	2,493,282
OPERATING EXPENSES							
Management	3.5%	3.5%			39,968	155,874	195,841
Salaries/Benefits	3.5%	3.5%			114,867	447,983	562,851
Administration	3.5%	3.5%			34,028	136,113	170,142
Utilities	3.5%	3.5%			51,336	205,344	256,680
Taxes and Licenses	3.5%	3.5%			18,041	70,431	88,472
Insurance	3.5%	3.5%			65,677	262,709	328,387
Maintenance & Repair	3.5%	3.5%			123,909	494,189	618,099
Supportive Services	3.5%	3.5%			-	128,308	128,308
Commercial Expenses					-	-	12,752
TOTAL OPERATING EXPENSES					447,827	1,900,952	2,361,531
Reserves/Ground Lease Base Rent/Bond Fees							
Ground Lease Base Rent					3000	12000	15,000
Bond Monitoring Fee					398	1592	1,990
Replacement Reserve Deposit					10000	39000	49,000
Operating Reserve Deposit					0	0	0
Other Required Reserve 1 Deposit					0	0	0
Other Required Reserve 2 Deposit					0	0	0
Required Reserve Deposits, Commercial					200	800	1,000
Sub-total Reserves/Ground Lease Base Rent/Bond Fees					13,398	52,592	65,990
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)					461,225	1,953,544	2,427,521
NET OPERATING INCOME (INCOME minus OP EXPENSES)					14,243	36,020	65,761
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)							
Hard Debt - First Lender					-	-	-
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)					17,143	66,857	84,000
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)					-	-	-
Hard Debt - Fourth Lender					-	-	-
Commercial Hard Debt Service					-	-	-
TOTAL HARD DEBT SERVICE					17,143	66,857	84,000
CASH FLOW (NOI minus DEBT SERVICE)					(2,899)	(30,837)	(18,239)
USES OF CASH FLOW BELOW (This row also shows DSCR.)							
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL							
Deferred Developer Fee (Enter amt <= Max Fee from row 131)					-	-	-
"Below-the-line" Asset Mgt Fee (uncommon in new projects, see policy)	3.5%	3.5%			-	-	-
Partnership Management Fee (see policy for limits)	3.5%	3.5%			-	-	-
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)					-	-	-
Other Payments					-	-	-
Non-amortizing Loan Pmt - Lender 1					-	-	-
Non-amortizing Loan Pmt - Lender 2					-	-	-
TOTAL PAYMENTS PRECEDING MOHCD							
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)					0	(19,239)	(18,239)
Does Project have a MOHCD Residual Receipt Obligation?					Yes		
Will Project Defer Developer Fee?					Yes		
1st Residual Receipts Split - Lender/Deferred Developer Fee					50% / 50%		
MOHCD RESIDUAL RECEIPTS DEBT SERVICE							
MOHCD Residual Receipts Amount Due							
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					34.46%		
Lender 4 Residual Receipts Due					0.00%		
Lender 3 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)							
RR Running Balance							980,000
OR Running Balance							-
Other Required Reserve 1 Running Balance							-
Other Required Reserve 2 Running Balance							-
DEFERRED DEVELOPER FEE - RUNNING BALANCE							
Developer Fee Starting Balance							640,808
Deferred Developer Fee Earned in Year							-
Developer Fee Remaining Balance							640,808

Attachment L: Sponsor Audit Findings

City and County of San Francisco



London Breed, Mayor

Human Services Agency

Department of Human Services
Department of Aging and Adult Services
Office of Early Care and Education

Trent Rhorer, Executive Director

May 23, 2019

Don Falk
Executive Director
Tenderloin Neighborhood Development Corporation
201 Eddy Street
San Francisco, CA 94102

Subject: Fiscal Monitoring of HSA Grants for Tenderloin Neighborhood Development Corp for FY18-19

Department/Program	Contract Name/Description
HSA	320-330 Clementina-RAD Seniors
HSA	430 Turk-RAD Seniors
HSA	939-951 Eddy - RAD Seniors
HSA	1251 Turk Rosa Parks - RAD Seniors

Dear Mr. Falk:

This letter conveys the results of the Citywide fiscal and compliance desk audit monitoring conducted on 05/03/2019.

The fiscal monitoring included the review of the following documents:

1. Agency-wide budget and cost allocation plan
2. Board minutes
3. Recent 990 form
4. Recent DE 9, DE 9C, and 941 reports
5. Most recent audited financial statements
6. Financial reports, balance sheets, and profit loss statements
7. Supporting documentation for invoices for two current year billing months
 - A. For 430 Turk RAD:
 - NCPHS-Office Supplies - \$690.02
 - Utilities - \$474.60
 - B. For the 939 Eddy RAD:
 - NCPHS – Rent \$28.22

The compliance monitoring included the review of the following documents:

1. Board roster, bylaws, meeting minutes

We are pleased to report that there were no findings identified in our fiscal and compliance monitoring.

Monitoring staff also reviewed governance practices (based on Section 3 of the Standard Monitoring Form: Board of Director Best Practices). While governance best practice results are not classified as “findings” for the purposes of this Monitoring Report Letter, they are important indicators of healthy nonprofit agencies. We are pleased to report that your agency is also in conformance with all governance best practices.

Please extend our appreciation to your staff for their preparation in advance of the monitoring and assistance during the process. We thank you for your work in serving the San Francisco community.

Sincerely,

A handwritten signature in black ink, reading "Esperanza Zapien". The signature is fluid and cursive, with the first name "Esperanza" written in a larger, more prominent script than the last name "Zapien".

Esperanza Zapien
Senior Contract Manager
Human Services Agency

cc: Paul Carney – TNDC-Fiscal Officer
Lisa Blakely – TNDC- Board President
Ofelia Trevino – HSA Program Manager