

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

San Francisco Housing Authority

4200 Geary Boulevard

\$18,482,086 Preliminary Gap Loan

**(\$17,482,086 Gap Loan, \$1,000,000 AHP Bridge
Loan)**

Evaluation of Request for:	Preliminary Gap Funding
Loan Committee Date:	March 4, 2022
Prepared By:	Ryan VanZuylen, Project Manager
MOHCD Asset Manager:	Omar Cortez
Sources and Amounts of New Funds Recommended:	\$1,984,061 2019 GO Bond, \$1,000,000 AHP
Sources and Amounts of Previous City Funds Committed:	\$15,195,243 2019 GO Bond, \$302,782 AHF Inclusionary, including \$3,444,613 predevelopment
NOFA/PROGRAM/RFP:	2019 Affordable Multifamily Rental Housing NOFA
Applicant/Sponsor(s) Name:	Tenderloin Neighborhood Development Corporation (TNDC)

EXECUTIVE SUMMARY

Sponsor Information:

Project Name:	4200 Geary	Sponsor(s):	Tenderloin Neighborhood Development Corporation
Project Address (w/ cross St):	4200 Geary Street (at 6 th Avenue) 94118	Ultimate Borrower Entity:	4200 Geary Associates, L.P.

Project Summary:

On behalf of 4200 Geary Associates, L.P., Tenderloin Neighborhood Development Corporation (TNDC) requests a preliminary MOHCD gap commitment of up to \$17,482,086 (\$178K/unit) to support its 4200 Geary project application for Round 1 California Debt Limit Allocation Committee (CDLAC) tax-exempt bond financing due March 16, 2022. This includes a \$1,984,061 increase in MOHCD gap loan from previous Loan Committee approval and a request for a commitment of a bridge loan in the amount of \$1,000,000 to cover an anticipated Federal Home Loan Bank Affordable Housing Program (AHP) loan. Loan Committee approved predevelopment and acquisition funds in January 2021, a preliminary gap loan in anticipation of an application for HCD Infill Infrastructure Grant (IIG) funds in July 2021, and a second preliminary gap loan in anticipation of an application for HCD Multifamily Housing Program (MHP) funds in September 2021.

4200 Geary (the “Project”) is a new construction 98-unit development in the Richmond District, located on the corner of 6th Avenue and Geary Boulevard. The Project will include 98 units, 41 studios and 57 1-bedrooms, for seniors that are low-income, including formerly homeless and veterans at risk of homelessness. TNDC was awarded funding under the 2019 Affordable Multifamily Rental Housing Notice of Funding Availability (NOFA) that was issued on December 27, 2019. The Project will include 20 Local Operating Subsidy Program (LOSP) units, 30 Senior Operating Subsidy (SOS) units, and 12 Veteran Affairs Supportive Housing (VASH) units. Rents will be restricted at 15%, 25% and 50% MOHCD AMI. Total project costs will be approximately \$72,000,502 or \$734,699 per unit. If awarded CDLAC financing, construction is projected to begin in September 2022 and be completed in June 2024.

Project Description:

Construction Type:	Type III/I	Project Type:	New Construction
Number of Stories:	7	Lot Size (acres and sf):	.39 acres / 16,738 sf
Number of Units:	98	Architect:	Y.A. Studio
Total Residential Area:	76,834 sf	General Contractor:	Nibbi Brothers
Total Commercial Area:	1,908 sf	Property Manager:	Tenderloin Neighborhood Development Corporation
Total Building Area:	79,945 sf	Supervisor and District:	Sup. Connie Chan (D1)
Land Owner:	4200 Geary Associates, L.P.		
Total Development Cost (TDC):	\$72,000,502	Total Acquisition Cost:	\$11,064,369 (not included in project budget)
TDC/unit:	\$734,699	TDC less land cost/unit:	\$734,699
Loan Amount Requested:	\$17,482,086	Request Amount / unit:	\$178,389
HOME Funds?	N	Parking?	N

PRINCIPAL DEVELOPMENT ISSUES

- State funding assumptions (MHP, credits and bonds).** On February 18, 2022, the Project was successfully awarded \$20 million from the California Department of Housing and Community Development (HCD) Multifamily Housing Program (MHP) and is now applying for tax-exempt bonds from the California Debt Limit Allocation Committee (CDLAC). With such a high tiebreaker score, the Project is not competitive for this CDLAC application round. Without a bond award, the Project may be delayed by at least six months. If not awarded, MOHCD and the Sponsor hope that this application will position the Project for future Housing Accelerator funds should another Housing Accelerator round become available. It is unclear how competitive the Project will be in the second 2022 CDLAC round under different regulations or whether the Housing Accelerator program will be extended. It is unlikely another Housing Accelerator round will occur in the next year so the Project will need to best position itself for a successful CDLAC award in future rounds. See Section 1.1 and 6.5.2.
- Construction cost increases.** The Sponsor and construction team have provided significant value engineering but hard costs have risen by roughly 2.5-4% since previous Loan Committee approvals. The current construction budget is higher than costs projected in the previous two evaluations brought before Loan Committee but significantly less than total construction costs in the predevelopment loan request in January 2021. Due to risks from supply chain issues, COVID-19 disruptions, and rising costs of materials, keeping construction costs low continues to be a challenge. See Section 4.3.
- SFMTA Geary Boulevard Improvement Project.** SFMTA requires the location of a bus stop on Geary Boulevard in front of the Project. This could potentially create conflicts with the construction schedule. The Project team does not anticipate additional hard costs associated with these plans and should SFMTA plan their schedule to coincide with the Project's schedule, it could result in Project savings. See Section 4.3.

SOURCES AND USES SUMMARY

Predevelopment Sources	Amount	Terms	Status
MOHCD	\$3,444,613	55 yrs @ 3% residual receipts	Committed
Total	\$3,444,613		

Permanent Sources	Amount	Terms	Status
MOHCD	\$17,482,086	57 yrs @ 3% Res Rec	This Request
LIHTC Equity	\$32,541,153	\$0.94 per credit pricing	Not Committed
HCD-MHP	\$20,000,000	55 yrs @ .42% plus 3% residual receipts	Not Committed
FHLB-AHP	\$1,000,000	55 yrs @ 0%	Not Committed
GP Equity	\$500,000	N/A	Not Committed
Deferred Fee	\$477,263	N/A	Not Committed
Total	\$72,000,502		

Permanent Uses	Amount	Per Unit	Per SF
Hard Costs	\$54,491,394	\$556,035	\$692.02
Soft Costs	\$13,583,476	\$138,607	\$172.51
Reserves	\$623,370	\$6,361	\$7.92
Developer Fee	\$3,302,263	\$33,697	\$41.94
Total*	\$72,000,502	\$734,699	\$914.39

* Additionally, MOHCD loaned \$11,064,369 to TNDC for the Acquisition of the site. This value is not included in the Total Development Cost for the Limited Partnership.

1. BACKGROUND

1.1. Project History Leading to This Request.

In response to November 2019's voter-approved Proposition A, 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:

- 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 allocated \$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.
- Address 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 units for 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.

TNDC was awarded funding under the 2019 Affordable Multifamily Rental Housing NOFA that was issued on December 27, 2019. In July 2021, Loan Committee approved a preliminary gap loan amount of \$17,806,152 to support applications to the State of California's Infill Infrastructure Grant (IIG) and MHP programs. In September 2021, Loan Committee approved another preliminary gap loan amount of \$16,748,025 for the Sponsor's MHP application submission.

To be more competitive for the MHP application, the Sponsor decided to withdraw its IIG application. The Sponsor was successfully awarded \$20 million in MHP funds and received its award letter on February 18, 2022.

In July 2021, TNDC was in discussion with the United States Department of Veterans Affairs and the San Francisco Housing Authority about the feasibility of including VASH vouchers in the project. TNDC secured a commitment for twelve project-based VASH vouchers, but now must be chosen through an RFP or competitive grant process. If the Project is successful in receiving an AHP award, as a competitive grant, then the RFP process will not be necessary and the Project will be awarded the vouchers without having to be selected through the RFP.

If awarded, the vouchers will facilitate adding 12 veteran referrals to the resident population and will lower maximum rents and the estimated MOHCD gap loan commitment. Since the VASH subsidies are project-based, these will carry SFHA project-based voucher values rather than VASH voucher values.

1.2. Applicable NOFA/RFQ/RFP. (See Attachment E for Threshold Eligibility Requirements and Ranking Criteria)

TNDC was awarded funding under the 2019 Affordable Multifamily Rental Housing NOFA that was issued on December 27, 2019.

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

1.3.1. Borrower. 4200 Geary Associates, L.P. TNDC is the manager of the L.P.'s general partner 4200 Geary LLC.

1.3.2. Joint Venture Partnership. N/A

1.3.3. Demographics of Board of Directors, Staff and People Served.

TNDC is a racially diverse organization with 85% of staff, 60% of the Board of Directors and 50% of executives identifying as BIPOC.

1.3.4. Racial Equity Vision. While TNDC has always centered underserved and underrepresented communities in development, management, and service provision work, TNDC's explicit focus on the racial components of inequity and injustice has come to the forefront since 2019. TNDC is committed to racial equity and becoming a truly anti-racist organization.

In 2004, TNDC launched its Cultural and Linguistic Competency Committee, which has since become the Committee on Equity (COE). In 2017, TNDC formed its Racial Justice Police Conduct Task Force to address police harassment issues in the Tenderloin, and to dialogue with the local precinct captain. These groups have provided regular racial equity presentations, including guest speakers, training, and forums, which are open to all staff. Furthering this work, TNDC launched its Racial Equity Initiative in 2019, an endeavor with representation from all departments. The Racial Equity Initiative has implemented several policies centered on racial equity during the current coronavirus pandemic, including increasing TNDC's minimum wage after internal research demonstrated that the lowest paid staff were disproportionately Black and Latinx. In its work on the pillars of homes, health, and voice, TNDC understands how critical it is to consider racial equity. It is actively implementing practices to be part of the solution for communities that have long been denied opportunities on account of race.

1.3.5. Relevant Experience. TNDC's Housing Development pipeline has grown to include over \$1 billion of affordable housing activity, and it will add nearly 1,500 units of affordable housing to their portfolio over the next five years. Many of these units will be Type I or Type III/Type V over I new construction projects. As evidenced with recent project completions at Eddy & Taylor and 1036 Mission, TNDC has demonstrated its ability to complete complex projects on-time, on-budget, and with the very best financial terms. 4200 Geary will serve low-income seniors, which is a population TNDC serves and understands very well; approximately 29 of TNDC's completed developments serve over 2,000 low-income senior residents and approximately 50% of TNDC tenant population are seniors.

TNDC’s experience includes all the major financing sources used in the production of low-income housing as well as challenging tenant occupied rehabilitations and new construction on tight, in-fill sites in San Francisco. In its more than 38 years of providing housing for the poorest of San Francisco’s residents, TNDC has developed an acute knowledge of the development, operations and services needs of supportive housing projects. In addition, TNDC considers itself a community development organization, as well, and is experienced in community-building in the neighborhoods in which it works.

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

- Colleen Ma (Project Manager): 30%
- Nicole Guzman (Project Manager): 30%
- Shreya Shah (Associated Director of Housing Development): 10%
- Katie Lamont (Senior Director of Housing Development): 4%

1.3.7. Past Performance.

1.3.7.1. City audits/performance plans. TNDC participated in the citywide fiscal and compliance monitoring program in the last couple of years and last year they were monitored by DCYF. There are no known findings or issues with the audit.

1.3.7.2. Marketing/lease-up/operations. MOHCD has confirmed that the Sponsor currently has no lease up issues and provides low-barrier access to lease up. MOHCD staff notes that the sponsor is responsive to inquiries and provides quality property management and services. An assessment of more recent marketing efforts related to racial equity and demographic information of residents will be provided at final gap loan.

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 sflot 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:	Grocery Stores: <ul style="list-style-type: none"> • Smart & Final • Safeway • M & K Market • Richmond New May Wah Supermarket • First Korean Market

	<ul style="list-style-type: none"> • Lien Hing <p>Schools:</p> <ul style="list-style-type: none"> • George Peabody Elementary School • Roosevelt Middle <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:	<p>1 – California 1BX – California B Express 1AX – California A Express 2 – Clement 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:	Not Exempt 4200 Geary Blvd is within the Exposure Zone Map Area for 2020
Accessibility:	<p>Project proposes the below:</p> <ul style="list-style-type: none"> • # of mobility units – 49 units (50%) • # of adaptable units – 39 units (40%) • # of communication units – 10 units (10%)
Green Building:	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
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.
General Plan Referral:	

2.1. Description. The site is an urban infill site and is currently a vacant mortuary (operations ceased in December 2020). The parking lot is currently operated by a parking lot vendor, and temporarily provides the preschool staff next door and limited neighbors with parking; the limited income will be used to offset property tax expenses the project is accruing. The parking lot operator has been notified to vacate the site by the end of March 2022; the tenant has a legally signed waiver of relocation benefits and rights, with a month to month tenancy.

2.2. 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.

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

2.4. Local/Federal Environmental Review. The project has a tentative allocation of Project Based VASH, which will require an RFP process through SFHA unless the project is awarded a competitive grant by another entity. This federal funding source requires the completion of a NEPA, which is currently underway on 4200 Geary in coordination with Rincon Consultants.

2.5. Environmental Issues. N/A

- Phase I/II Site Assessment Status and Results. VOCs, PCBs, TPHg and asbestos were not detected in soil or groundwater samples.
- Potential/Known Hazards.

Title 22 Metals: All detected concentrations of metal analytes were reported below their respective Environmental Screening Levels (ESLs) criteria with the exceptions of arsenic, hexavalent chromium, lead, and vanadium.

- Because the average arsenic concentration for the samples is similar to the background concentration range cited above for the San Francisco Bay Area, it is not anticipated that additional site characterization or remediation will be required for arsenic.

- The remaining three metals are all below the respective Residential and/or Construction Worker Scenario values.
- Asbestos results reported traces of actinolite below the analytical method reporting limit of 0.25% in all four composite samples

Soil Vapor:

- Tetrachloroethene (PCE) was detected in the soil vapor sample collected on January 22, 2021 at a concentration of 18ug/m³, which exceeded the Tier 1 and Residential subslab ESL of 15ug/m³.
- The four soil vapor samples collected on March 21, 2021 detected concentrations of PCE ranging from 12 to 24 micrograms per cubic meter (µg/m³).
- All other detected concentrations of VOC analytes were reported below their respective ESL values.

Based on the results of the sampling and chemical analyses, SFDPH required, reviewed, and approved a Site Mitigation Plan (SMP) to mitigate potential vapor intrusion impacts from subsurface PCE at 4200 Geary, as well as standard dust mitigation, management, and monitoring during construction. Among other mitigative measures, the SMP is designed to include a passive vapor intrusion mitigation system (VIMS), which will be inspected by a third-party inspector during construction. SFDPH approved the SMP on November 3, 2021.

2.6. 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, 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.

2.7. Green Building. 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.

3. COMMUNITY SUPPORT

3.1. Prior Outreach. Outreach efforts to neighborhood organizations started in Q1 of 2020. The owner and architect team introduced the project, and provided a general overview of the preliminary concept design and

programming for residential and commercial spaces. TNDC hosted a virtual community meeting in October 2020 to provide a general overview and Q&A session. While community members were generally supportive of the project, some expressed concerns about the building's height.

Since the hosted community meetings in October 2020, TNDC has continued to engage with the community through email updates on project status, mailers to adjacent neighbors regarding shadow impacts, and has joined existing meetings to provide information or updates regarding either the project or the commercial RFP with the Planning Association for the Richmond and the Richmond Community Coalition. In September 2021, TNDC participated in the Richmond District Autumn Moon Festival to provide more information about the project and TNDC.

Throughout Q4 2021, TNDC engaged with neighbor Peekadoodle to ensure that the business was aware of upcoming construction and developed plans to help mitigate the construction impacts to the best of the team's ability. The conversations are ongoing.

Future Outreach. In 2022 TNDC will maintain, at a minimum, quarterly email updates to the listserv. Beginning March 2022, TNDC will engage with existing community organizations to attend and share information about abatement, construction, and the potential schedule (where relevant) to the community. The team aims to host office hours in order to be easily accessible to residents who may have questions and will focus more heavily on mailers for the surrounding neighborhood, in case they are not a part of the listserv. Meetings about abatement and construction will include the Nibbi Brothers team and consultants, if applicable, to speak as experts, in detail, about abatement or settlement monitoring.

Throughout March and April 2022, TNDC will market the Public Art RFQ and Commercial Tenant RFQ to the broader community, and will talk about the vision for these spaces, how to apply, and more, during scheduled public meetings.

The Sponsor is preparing another RFP for the commercial space with Ventura Partners to lower barriers for potential commercial tenants.

3.2. Proposition I. Neighborhood notification is required and the Sponsor posted the Prop I sign in September 2020.

4. DEVELOPMENT PLAN

4.1. Site Control. TNDC acquired the project site with a Housing Accelerator Fund (HAF) loan on May 12, 2020. Funds from MOHCD for acquisition and predevelopment were used to repay the HAF loan and associated accrued interest. 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. This is a 7-story building with five floors of wood frame over two floors of concrete encompassing 98 units with 41 studios and 57 one-bedrooms. The residential entry is situated along 6th Avenue. A spacious lobby connects and opens up to a community room and private, landscaped courtyard. 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 1,908 sf of commercial space is planned along Geary Boulevard. Urban agriculture featured at the west-facing upper courtyard and the east-facing upper courtyard will be available to tenants and programs. There is an Urban Agriculture office on the ground floor. The roof features outdoor common space. 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. The exterior is articulated by multi-colored bands and recesses giving the building a dynamic quality.

Avg Unit SF by type:	Studio avg sf: 350 sf 1-brdm avg sf: 690 sf
Residential SF:	76,834 sf
Circulation SF:	12,301 sf
Outdoor spaces (ground floor and 7th floor courtyards):	4,763 sf
Community room and laundry:	2,403 sf
Ground floor offices	2,405 sf
Ground floor maintenance and services spaces (i.e. bike room, electric room, janitor, trash)	4,056 sf
Total Residential Building SF:	76,834 sf
Total Retail/commercial:	1,908 sf

4.3. Construction Supervisor/Construction Representative’s Evaluation. The Project team has completed 65%, 80%, and 95% construction drawings (CD) sets and conducted value engineering (VE) with each round to

contain costs. The team will put the bid set out to bid for final costs in May, with the prime contract scheduled for execution by August 2022. Construction is scheduled to start September 2022. The Site Permit was issued July 28, 2021.

The proposed design makes an efficient use of the 16,738 sf site located at the corner of Geary and 6th where there is currently an abandoned mortuary planned for demolition as part of the project. The apartments, common areas, and office/service spaces are all typical for a senior building of this size with the addition of two terraces on the 7th floor. There are 15 types of units, with minor variations, half of which are mobility and half adaptable with voluntary mobility upgrades, which stack efficiently. To further maximize efficiency, there is very little variation in kitchens and baths. The ground floor includes beautifully landscaped and seating areas of 3,560 SF. The current plan for public art is a mural on the West property line wall, approximately 2,716 SF of wall space.

The current total hard costs of \$54,491,394 (\$556,035 /unit and \$692/square foot) includes fees, GCs and 5% hard cost contingency, as well as 5% escalation allowance through to construction start in mid-September 2022. The costs are based on the 95% CD/Addendum 1 (Grading/Foundation/Superstructure) & 2 (Architecture/MEP/Landscape) set and several rounds of rigorous Value Engineering (VE) with the general contractor (Nibbi Brothers) in consultation with subcontractors and the Project team. Given the VE analyses, add-alternatives, allowances and escalation built into the current budget, the final GMP is not expected to diverge significantly from the current budget. However, the Project team continues to seek opportunities for additional savings.

The staff acknowledges that current construction costs have increased from the July 2021 Loan Committee proposal for the Infill Infrastructure Grant program (IIG) funding (\$53,016,162) and the September 2021 Multifamily Housing Program (MHP) Loan Committee request (\$52,568,360) by 2.8% and 3.65% respectively. The IIG proposal construction costs were calculated at \$540,981/unit and \$665/SF, and the MHP construction costs came to \$536,412/unit and \$661/SF. While the current total construction budget is higher than the costs projected with IIG and MHP proposals, it is significantly less (11%) than the total construction cost of \$60M and \$709/SF estimated for the predevelopment loan committee request approved in January 2021.

The current construction budget removes all contingencies, except for the \$100,000 plan check contingency for structural review. The budget maintains a 5% escalation allowance (\$2.2 M) to manage general market inflation as well as the risks of the supply chain and COVID-19 disruptions affecting market pricing. (It should be noted that without this conservative

escalation factor, the budget would align with the IIG and MHP proposals.) The Engineering News-Record (ENR) publishes the Construction Cost Index (CCI) History for San Francisco upon which the construction industry relies for cost data, and as of December 2021 the CCI was 8% across all trades. The escalation is particularly affecting the costs of all metals (estimated 12% increase in the past year), cementitious materials, and lumber. This trend is predicted to continue through 2022. This budget maintains the 5% escalation, instead of the 8% from the ENR, because it will be going to bid in May 2022 before a full year of inflation. The current budget also maintains a modest COVID-19 Allowance of \$92K.

The Project team has undergone several rounds of VE over the last three months to offset the market escalation that is now reflected in the current costs (not including the escalation allowance). Some key changes since the July and September budgets include the omission of the very expensive switchgear system (due to changes with PG&E requirements). While this should have rendered a savings, PG&E has required a second vault in the sidewalk. The owner also elected to repurpose the switchgear room. Other costly scope adds included fencing at the rear yard, required insulation under concrete slabs, and additional cement plaster wall finishes. Line items significantly affected by escalation between the budgets of six months ago and current include plumbing (up \$195K), building reinforcing (up \$190K, 22%), roofing, lath & plaster, and miscellaneous metals. VE savings have been achieved primarily with revisions in interior lighting, sunshades, façade finish treatments, and flooring, among other items, amounting to approximately \$600K to offset the added scope and escalation.

Staff acknowledges that the per square foot cost is 10% higher than average costs for comparable projects of similar type, scale, and population served in the pre-development pipeline and in construction, and those projects completed since 2018 (\$692/SF compared to the \$627/SF average for the comparable projects). The high per square foot costs are primarily attributable to the very tight site, the relatively less efficient mid-rise nature of the building, and costs associated with escalation. The per unit cost (\$556K/unit) is only slightly higher than average of comparable projects (\$543K/unit).

The site permit was issued in July 2021. Addendum 1 and Addendum 2 have been submitted to the building department, and the Project team is in the process of responding to comments received and resubmitting. The PG&E application for permanent power was submitted in January 2022.

As part of the Geary Boulevard Improvement Project, SFMTA requires the location of a bus stop on Geary Boulevard in front of the Project. SFMTA

is responsible for building a “bulb out” sidewalk and shelter. This has the potential to create conflicts with construction schedules between SFMTA and the Project team and the relocation of a PG&E vault should SFMTA build their sidewalk after completion of the Project improvements. All agencies have agreed to regular communication and due diligence to ensure cooperation and a seamless construction process to prevent delays and conflicts with scaffolding and construction. The Project team does not anticipate additional hard costs associated with SFMTA’s plans. In the event SFMTA schedules their construction to coincide with the Project schedule, the Project would save money by not having to build the sidewalk currently in the plan.

4.4. Commercial Space.

- Space Description. The proposed ground floor commercial space, oriented along Geary Boulevard, is approximately 1,908 sf. It is intended to be flexible and can accommodate either one or two small tenants.
- Commercial Leasing Plan. The commercial space is planned to serve a community serving nonprofit tenant, and will be directly leased from the Sponsor. The Sponsor will re-release a scaled down Request for Qualifications (RFQ) in April 2022 in order to find a suitable tenant for the space. A detailed Request for Proposals (RFP) was issued in April 2021, with little response. The Sponsor will conduct direct outreach to local organizations, businesses, and will also connect further with Ventura Partners, Community Vision, and OEWD to identify potential tenants, with a focus on identifying local San Franciscans and local businesses, especially those that are BIPOC owned. The Sponsor aims to have a signed LOI with a potential tenant before construction closing, with a commercial lease signed at least 3 months prior to TCO, if not sooner.
- Operating Pro Forma. The budget and drawings currently include cold shell and warm shell construction assuming the confirmed tenant is a community serving nonprofit. The space is not subdivided at this point to allow maximum flexibility. TNDC’s commercial space plan conforms with MOHCD’s commercial underwriting guidelines.

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.

- Tenant Improvement Build Out. No tenant has been identified yet. TNDC has negotiated for YA Studio to design the chosen tenant’s

Schematic Designs at no cost to the tenant, and TNDC will provide support to connect the tenant to the right resources (nonprofit organizations like Community Vision, city departments, etc.) as needed. The cold and warm shell is anticipated to be approximately \$1.3 million, with warm shell costs at roughly \$100/SF.

- 4.5. Service Space. The service space will include two offices, each 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.
- 4.6. Interim Use. The current interim use is as a parking lot for the nearby preschool and residents but will be discontinued in preparation for abatement work by the end of March.
- 4.7. Infrastructure. Coordination will be required between SFMTA and the Sponsor during construction, as SFMTA will be relocating the 38-Geary bus to this block in line with the Bus Rapid Transit (BRT) plans.
- 4.8. Communications Wiring and Internet Access. The project incorporates direct unit access to data/internet, television/cable/video, and wired telephone service at 4200 Geary. Providers include at a minimum: AT&T, Comcast, and City Fiber. The design aligns with the system and infrastructure guidelines required for the MPOE room and IDF closets. The Sponsor's IT Department guidelines overlap with the MOHCD Communication Wiring Standards.
- 4.9. Public Art Component. TNDC will release an RFQ for artists in April 2022. Once an artist is selected, the artist will be required to engage in a community listening and outreach session to generate ideas for the public art and will solicit feedback through community meetings on at least two draft iterations. The final draft will be submitted to the Arts Commission for final approval. The value of the public art, at 1% of hard costs, is \$133,198.
- 4.10. Marketing, Occupancy, and Lease-Up. MOHCD's marketing policies and procedures will be applied to all units in the lottery, except the on-site manager's unit. The following preferences will apply:
 1. Certificate of Preference Program
 2. Displaced Tenants Housing Preference
 3. Neighborhood Resident Housing Preference
 4. Live/Work in San Francisco

Referrals for LOSP units will be through HSH’s Coordinated Entry, and referrals for VASH units will be through the SFHA.

4.11. Relocation. N/A

5. DEVELOPMENT TEAM

Development Team			
Consultant Type	Name	SBE/LBE	Outstanding Procurement Issues
Architect	Y.A. Studio	Y	N
Landscape Architect	Miller Company	Y	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	CHPC	N	N
Legal	Gubb & Barshay	N	N
Property Manager	TNDC	N	N
Services Provider	TNDC	N	N
Joint Trench	Urban Design Consulting Engineers (UDCE)	Y	N

5.1. Procurement Plan. The Sponsor has met with CMD to establish professional services goals at 20%. The project team has far exceeded the goals and achieved the following to date by project dollars spent:

- SBE: 64%
- LBE: 77%
- MBE: 55%

The construction contracting goal is for 20% LBEs, State Prevailing Wage, and 30% mandatory local hire for workforce. The project has not yet gone out to bid.

5.2. Opportunities for BIPOC-Led Organizations. The Sponsor is working to engage at the neighborhood level through direct outreach and communications, as well as through existing neighborhood groups, to increase community engagement and participation on 4200 Geary and has hired and continues to intentionally seek to hire local and BIPOC businesses and consultants.

TNDC has partnerships and joint ventures with BIPOC-led nonprofits venturing into affordable housing development, such as a 50/50 partnership with MEDA on 1990 Folsom and 681 Florida, which will collectively add over 270 affordable apartments and house community institutions like Galeria de la Raza, Carnaval, and HOMEY, organizations that have been fighting displacement from the Mission. Additionally, TNDC is co-developing 921 Howard with Curtis Development, a Black

woman-owned development firm. These partnerships provide bilateral learning opportunities and amplify the work that each organization could do on its own. TNDC strives to support underserved, BIPOC, San Franciscans, and are prioritizing the work required to achieve this goal.

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. On January 22, 2021, Loan Committee approved an acquisition and predevelopment loan of \$14,538,982. The loan term is 55 years with an interest rate of 3% to be paid through residual receipts. The acquisition loan will be written down ... when the land
- 6.2. Disbursement Status. As of February 14, 2022, there is a remaining balance of \$807,040.75 on the above loan.
- 6.3. Fulfillment of Loan Conditions. Below is the status of Loan Conditions since this project was last at Loan Committee for preliminary gap loan, September 17, 2021. Conditions that have not yet been satisfied will be fulfilled before the Final Gap Loan Committee date:
- 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). **Status: In progress.**
 - Sponsor will provide operating and development budgets that meet MOHCD underwriting guidelines and commercial space policy requirements. **Status: In progress.**
 - 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. **Status: Complete/in progress.**
 - 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. **Status: Complete/in progress.**
 - Sponsor will provide signed LOI from commercial tenants prior to MOHCD's gap loan closing. **Status: In progress.**
 - 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. **Status: Complete/in progress.**

- Sponsor will provide conforming capitalized operating reserves in final budget. **Status: Complete.**
- Sponsor will provide Commercial Space Plan to MOHCD no less than 90 days prior to Loan Committee date for gap loan. **Status: In progress.**
- Sponsor to work with MOHCD and HSH to establish the LOSP budget and income restrictions for the referrals from Coordinated Entry. **Status: Complete/in progress.**
- Sponsor will provide for MOHCD review any Request for Proposals (RFPs) for equity investors before it is finalized and released for investors. **Status: In progress.**
- Sponsor will provide for MOHCD review all raw financial data from developer or financial consultant prior to selection. **Status: In progress.**
- Sponsor will provide for MOHCD review and approval all selected investors. **Status: In progress.**
- Sponsor will provide for MOHCD review and approval all Letters of Intent from financial partners. **Status: In progress.**
- Sponsor will submit a services plan for units subsidized by SOS to DDAS. **Status: Complete.**
- Sponsor to work with MOHCD staff with goal of increasing hard cost contingency to 5%. **Status: Complete.**

6.4. Proposed Permanent Financing

6.4.1. Permanent Sources Evaluation Narrative: The Borrower proposes to use the following sources to permanently finance the project:

- 4% Tax Credit Equity (\$32,541,153): The proforma assumes \$0.94 per credit in 4% equity.
- MHP Loan (\$20,000,000): 3% interest rate over 55-year term with annual payment of \$84,000 not including residual receipts debt service.
- MOHCD Loan (\$17,482,086): 3% interest rate of 57-year term.
- AHP (\$1,000,000)
- Deferred Developer Fee (\$477,263): Will be paid from 50% surplus cash before Year 15.
- General Partner Equity (\$500,000)
- Construction Loan (estimated \$37,682,372)

The Project's AHP self-score is 70 making it moderately competitive for the grant.

6.5.2 CDLAC Tax-Exempt Bond Application:

CDLAC Self-Score	
Opportunity Map Resource Level	Check TCAC/HCD Opportunity Map: https://www.treasurer.ca.gov/ctcac/opportunity.asp
TCAC Housing Type (new construction only)	Check TCAC regs: https://www.treasurer.ca.gov/ctcac/programreg/regulations.asp
Bond Allocation Request Amount	\$37,682,372
Total Self-Score (out of 120 points)	119
Tiebreaker Score	~\$285,000

The tiebreaker score for the Project is not competitive when compared to similar projects in previous rounds. This is also the final CDLAC round to apply in before regulations change. While MOHCD and the Sponsor hope for a positive outcome in this round, we believe applying now will position the Project advantageously if any future California Housing Accelerator funds become available.

6.5.4 Commercial Space Sources and Uses Narrative: The commercial space tenant will be community serving. The budget and drawings currently include cold and warm shell construction. The Sponsor's commercial space plan conforms with MOHCD's commercial underwriting guidelines.

Permanent Uses Evaluation:

Development Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Hard Cost per unit is within standards	Y	\$556,035/unit and \$692/sf
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	Architecture fees are \$2,364,194 and Engineering fees are \$338,955.
Construction Management Fees are within standards	Y	Construction management fees are \$179,998
Developer Fee is within standards, see also disbursement chart below	Y	Project management fee: \$1,100,000 At risk fee: \$1,100,000 Deferred fee: \$477,263

		GP equity: \$500,000 Commercial fee: \$125,000 Total fee: \$3,302,263
Consultant and legal fees are reasonable	Y	Legal fees are \$180,000. Financial consultant fees are \$82,500.
Entitlement fees are accurately estimated	Y/N	Entitlement and permit fees are \$1,027,947.
Construction Loan interest is appropriately sized	Y	Construction loan is \$37,682,372 with a 3.25% interest rate.
Soft Cost Contingency is 10% per standards	Y	Soft Cost Contingency is 5.2%
Capitalized Operating Reserves are a minimum of 3 months	Y	Capitalized Operating Reserve is equal to 3 months

6.5.5 Developer Fee Evaluation: The milestones for the payment of the developer fee to the sponsor are specified below:

Total Developer Fee:	\$3,302,263	
Project Management Fee Paid to Date:	\$440,000	
Amount of Remaining Project Management Fee:	\$660,000	
Amount of Fee at Risk (the "At Risk Fee"):	\$1,100,000	
Amount of Commercial Space Developer Fee (the "Commercial Fee"):	\$125,000	
Amount of Fee Deferred (the "Deferred Fee"):	\$477,263	
Amount of General Partner Equity Contribution (the "GP Equity"):	\$500,000	
Milestones for Disbursement of that portion of Developer Fee remaining and payable for Project Management	Amount Paid at Milestone	Percentage Project Management Fee
Acquisition/Predevelopment	\$165,000	15%
Predevelopment – close, HCD & CDLAC	\$385,000	35%
Construction close	\$220,000	20%
Construction completion	\$220,000	20%
Project close-out	\$110,000	10%
Milestones for Disbursement of that portion of Developer Fee defined as At Risk Fee		Percentage At Risk Fee
100% lease up and draft cost certification	\$220,000	20%
Permanent conversion	\$550,000	50%
Project close-out	\$330,000	30%
Milestones for Disbursement of that portion of Developer Fee defined as Commercial Fee		Percentage Commercial Fee

Execute LOI with tenant	\$37,500	30%
Execute lease with tenant	\$43,750	35%
Occupancy by tenant	\$43,750	35%

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

7.1. Annual Operating Budget. Proposed operating expenses are \$1,406,442 or \$14,351 per unit per year.

4200 Geary will include 30 Senior Operating Subsidy (SOS) units. Under the SOS program approach, MOHCD pipeline projects serving seniors are automatically eligible for a 15-year contract providing operating subsidies for seniors at 15% and 25% AMI. The Year 1 SOS subsidy is anticipated to be \$359,928.

The Year 1 LOSP subsidy supporting 20 units is anticipated to be \$262,256.

Project-based VASH vouchers have 15-year contracts with one automatic 15-year extension. If the subsidy ends for any reason, the expectation is that the units would revert to the most restrictive AMI limit for that unless other operating subsidies can be found.

7.2. Annual Operating Expenses Evaluation.

Operating Proforma		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Debt Service Coverage Ratio is minimum 1.1:1 in Year 1 and stays above 1:1 through Year 17	Y	DSCR is 2.01 at Year 1 and 1.33 at Year 17.
Vacancy rate meets TCAC Standards	Y	Vacancy rate is 5%
Annual Income Growth is increased at 2.5% per year or 1% for LOSP tenant rents	Y	Income escalation factor is 2.5% for non-LOSP and 1% for LOSP
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 \$14,351 per unit. This is slightly higher than other LOSP projects. Four other senior projects with comparable total and LOSP units (990

		Polk, Mission Creek, Parkview and Armstrong Place) averaged \$12,221/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	Refer to chart below.
Asset Management and Partnership Management Fees meet standards	Y	Annual AM Fee is \$21,900/yr. Annual PM Fee is \$20,000/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 below-the-line.

7.3. Staffing Summary. Property management staff paid out of the operating budget include 1 FTE General Manager, 1 FTE Asst. General Manager, 0.4 FTE Night Manager, 2 FTE Maintenance, 1.5 FTE Janitorial, and 1 FTE Social Worker Site Coordinator. See Sections 8.1 and 8.2 for more detail on support services.

7.4. Income Restrictions for All Sources.

UNIT SIZE		MAXIMUM INCOME LEVEL		
<u>NON-LOTTERY</u>	No. of Units	MOHCD Regulatory	TCAC/HCD Regulatory	Subsidies
STUDIO	10	15% MOHCD AMI	15% TCAC AMI	LOSP
Sub-Total	10			
1 BR	12	50% MOHCD AMI	40% TCAC AMI	VASH
1 BR	10	15% MOHCD AMI	15% TCAC AMI	LOSP
Sub-Total	22			
<u>LOTTERY</u>				
STUDIO	16	50% MOHCD AMI	40% TCAC AMI	
STUDIO	7	15% MOHCD AMI	15% TCAC AMI	SOS
STUDIO	8	25% MOHCD AMI	20% TCAC AMI	SOS
Sub-Total	31			

1 BR	19	50% MOHCD AMI	40% TCAC AMI	
1 BR	8	15% MOHCD AMI	15% TCAC AMI	SOS
1 BR	7	25% MOHCD AMI	20% TCAC AMI	SOS
Sub-Total	34			
<u>STAFF UNITS</u>				
1 BR	1			
TOTAL	98			
PROJECT AVERAGE		33.51%	27.89%	
AVERAGE FOR LOTTERY UNITS ONLY		36.15%	29.93%	

7.5. MOHCD Restrictions.

Unit Size	No. of Units	Maximum Income Level	Subsidy
0 BR	17	15% of Median Income	10 LOSP, 7 SOS
1 BR	18	15% of Median Income	10 LOSP, 8 SOS
0 BR	8	25% of Median Income	8 SOS
1 BR	7	25% of Median Income	7 SOS
0 BR	16	50% of Median Income	
1 BR	31	50% of Median Income	12 VASH
1 BR	1	Manager's Unit	

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. One (1) FTE will serve the 20 LOSP units and one (1) FTE will serve the remaining units, which include 10 veterans and 30 SOS households. Full-time Social Workers work on-site to provide free comprehensive, culturally and age appropriate, voluntary and confidential services to 100% of the tenants living at the project.

The goal of TNDC's Support Services is to assist tenants in stabilizing in and retaining permanent housing, improving health and self-sufficiency, maintaining self-sufficiency and independent living and fostering the growth and development of a supportive community. Services are intended to assist tenants in breaking the cycle of homelessness and addressing their mental

health, substance use and medical needs. These services are always available to all tenants and include; Outreach and Engagement, Intake, Individualized Care Planning, Case Management, Housing Stabilization and Retention Services, Crisis Intervention, Community Building Activities and After-Care Services. The on-site support service staff work with tenants to explore available resources related to building financial freedom and wealth. This includes making referrals to and following-up with community agencies that focus on opening bank accounts, budgeting, saving for emergencies and the future, and reducing debt.

The staffing plan has been preliminarily approved by HSH. The San Francisco Department of Disability and Aging Services (DDAS) has also reviewed and preliminarily approved the services plan.

The VA Medical Center (VAMC) will provide off-site services to tenants that are associated specifically with the weekly counseling sessions, medication monitoring, individual therapy, money management, assistance with benefits counseling and advocacy, and coordinated referrals for outside services (e.g., medical, dental, vision, psychological assessments, neuropsychological testing, benefits). Tenants living in VASH units will also have access to substance and alcohol abuse treatment and counseling services directly from the VA. The VA provides a shuttle service to tenants who ask for or require this service, and VA case managers will perform wellness checks at the property as needed. All tenants living in VASH units will be able to access and receive services by TNDC social workers on a voluntary basis.

Households referred for the project-based VASH units will have a case manager assigned to them through the VA. However, since these services are not always maintained over time, and it is anticipated that the ELI SOS households will have overlapping services needs with the LOSP referred households, staff recommends funding additional services at a ratio of 1:77 units rather than 1:100 units as is the underwriting standard.

8.2. Services Budget. While 2 FTE social workers and overhead will cost \$278,936 total, after deducting payments from HSH and TNDC, MOHCD will contribute \$164,721 in the first year.

Staff Position	Employed	FTE	Residents Served	Staff to Resident Ratio	Funding Source
Social Worker	TNDC	1 FTE	20 PSH (studio and 1 BR)	1:20	HSH
Social Worker	TNDC	1 FTE	Remaining units, including 30 SOS and 10 VASH	1:77	Operating Budget
Total		2 FTE			

8.3. HSH Assessment of Service Plan and Budget. HSH and DDAS have preliminary approved the service plan and budget.

9. STAFF RECOMMENDATIONS

9.1. Proposed Loan/Grant Terms

Financial Description of Proposed Loan	
Loan Amount:	\$17,482,086
Loan Term:	57 years
Loan Maturity Date:	2079
Loan Repayment Type:	Residual Receipts
Loan Interest Rate:	3%
Date Loan Committee approves prior expenses can be paid:	October 1, 2019

Financial Description of Proposed Bridge Loan	
Loan Amount:	\$1,000,000
Loan Term:	3 years
Loan Maturity Date:	2025
Loan Repayment Type:	Due in full on maturity date
Loan Interest Rate:	3%
Date Loan Committee approves prior expenses can be paid:	October 1, 2019

9.2. Recommended Loan Conditions

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 final services plan with 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 will continue 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 will provide signed LOI from commercial tenants prior to MOHCD's gap loan closing.
6. 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.
7. Sponsor will provide Commercial Space Plan to MOHCD no less than 90 days prior to Loan Committee date for gap loan.
8. Sponsor to work with MOHCD and HSH to finalize the LOSP budget and income restrictions for the referrals from Coordinated Entry.
9. Sponsor must: a) provide for MOHCD review of the Request for Proposals (RFP) for equity investors and lenders before it is finalized and distributed; b) provide for MOHCD review of all raw financial data from developer or financial consultant prior to selection; c) provide for MOHCD review and approval of all selected investors and lenders; and, d) provide for MOHCD review and approval of all Letters of Intent from financial partners.
10. Sponsor will submit a final services plan for units subsidized by SOS to HSH and DDAS.
11. 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.

12. Sponsor must provide quarterly updated response to any letters requesting corrective action.
13. Sponsor must submit an updated 1st year operating budget and 20-year cash flow – if any changes have occurred – by November 1st before the year the project will achieve TCO so that MOHCD may request the LOSP subsidy.
14. Sponsor to work with MOHCD to consider ways to improve CDLAC tie-breaker score.

10. 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.

James B. Morales, 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: _____

APPROVE. DISAPPROVE. TAKE NO ACTION.

Tonia Lediju, Director
Housing Authority of the City and County of San Francisco

Date: _____

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

Chavez, Rosanna (MYR)

From: Shaw, Eric (MYR)
Sent: Friday, March 4, 2022 11:34 AM
To: Chavez, Rosanna (MYR)
Subject: PRELIMINARY GAP FINANCING FOR 4200 GEARY

approve

Eric D. Shaw
Director/ Interim Director HopeSF

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: Monday, March 7, 2022 3:58 PM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR)
Subject: REQUEST FOR PRELIMINARY GAP FINANCING FOR 4200 GEARY BLV.

I approve Tenderloin Neighborhood Development Corporation (TNDC) request for a preliminary MOHCD gap loan commitment of up to \$17,482,086 (\$178K/unit) to support its 4200 Geary project application for Round 1 California Debt Limit Allocation Committee (CDLAC) tax-exempt bond financing due March 16, 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: hsh.sfgov.org | **Follow:** [@SF_HSH](https://twitter.com/SF_HSH) | **Like:** [@SanFranciscoHSH](https://www.facebook.com/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.

Chavez, Rosanna (MYR)

From: Colomello, Elizabeth (CII)
Sent: Friday, March 4, 2022 11:34 AM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR)
Subject: Preliminary Gap Financing for 4200 Geary

Hi Rosie,
On behalf of OCII, I approve the subject request.
Thanks!
E



Elizabeth Colomello
Housing Program Manager

📍 One South Van Ness Avenue, 5th Floor
San Francisco, CA 94103
📞 415.701-5518, Cell 415.407-1908
🏠 www.sfocii.org

Chavez, Rosanna (MYR)

From: Pereira Tully, Marisa (CON)
Sent: Friday, March 4, 2022 11:34 AM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR)
Subject: Preliminary Gap Funding for 4200 Geary

Approve

Marisa Pereira Tully (she/her)
Controller's Office of Public Finance
City and County of San Francisco

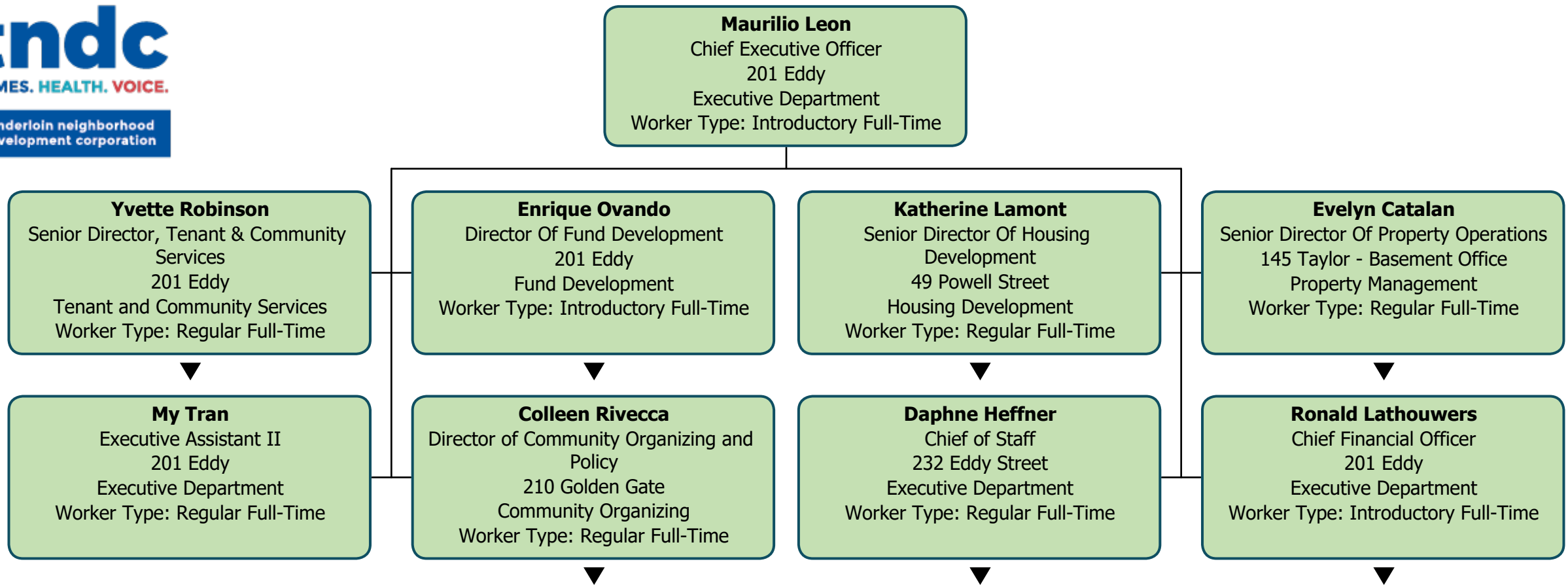
Attachment A: Project Milestones and Schedule

No.	Performance Milestone	Estimated or Actual Date	Notes
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		
d.	Submittal of Pre-Bid Set & Cost Estimate (75%-80% CDs)	<u>02/12/2021</u>	
5.	Commercial Space		
a.	Commercial Space Plan Submission		
b.	LOI/s Executed		
6.	Environ Review/Land-Use Entitlements		
a.	SB 35 Application Submission	_____	
b.	CEQA Environ Review Submission	<u>N/A</u>	
c.	NEPA Environ Review Submission	<u>In progress</u>	
d.	CUP/PUD/Variances Submission	<u>N/A</u>	
7.	PUC/PG&E		
a.	Temp Power Application Submission	<u>1/15/2022</u>	
b.	Perm Power Application Submission	<u>1/15/2022</u>	
8.	Permits		

a.	Building / Site Permit Application Submitted – permit issued	<u>7/20/2021</u>	
b.	Addendum #1 Submitted –	<u>8/5/2021</u>	
c.	Addendum #2 Submitted 8/5/2022 – approved date	<u>2/1/2022</u>	
9.	Request for Bids Issued	<u>May 1, 2022</u>	
10.	Service Plan Submission		
a.	Preliminary	<u>09/17/2021</u>	
b.	Final	_____	
11.	Additional City Financing		
a.	Preliminary Gap Financing Application	<u>03/04/2022</u>	
b.	Gap Financing Application		
12.	Other Financing		
a.	MHP Application	<u>09/17/2021</u>	
b.	Construction Financing RFP	_____	
c.	AHP Application	_____	
d.	CDLAC Application	<u>03/16/2022</u>	
e.	TCAC Application	<u>03/16/2022</u>	
f.	Other Financing Application	_____	
g.	LOSP Funding Request	_____	
13.	Closing		
a.	Construction Loan Closing	<u>09/01/2022</u>	
b.	Conversion of Construction Loan to Permanent Financing	<u>09/01/2024</u>	
14.	Construction		
a.	Notice to Proceed	<u>9/1/2022</u>	
b.	Temporary Certificate of Occupancy/Cert of Substantial Completion	<u>6/15/2024</u>	
15.	Marketing/Rent-up		
a.	Marketing Plan Submission	_____	
b.	Commence Marketing	_____	
c.	95% Occupancy	_____	
16.	Cost Certification/8609	_____	
17.	Close Out MOH/OCII Loan(s)	_____	

Attachment B: Borrower Org Chart

See attached



Attachment C: Development Staff Resumes

Colleen Ma is a Project Manager with TNDC Housing Development. She joined TNDC in June 2017 and has helped to manage acquisition, new construction, and rehabilitation projects in all 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 a Project Manager with TNDC Housing Development. She joined TNDC in April 2019 and has helped manage several rehabilitation projects. She is currently leading the occupied rehabilitation of the Ritz Hotel. Prior to her time at TNDC, Nicole worked at the Mission Economic Development Agency (MEDA) as a Project Assistant and assisted on new construction projects. Nicole holds a Master's in Urban Planning from San Jose State University and was a part of the 2018-2019 Bay Area Housing Internship Program (BAHIP) Cohort.

Shreya Shah is an Associate Director of Housing Development at TNDC. She joined TNDC in February 2021 and brings over a decade of professional affordable housing real estate and civil engineering experience. At TNDC, she oversees acquisition, new construction, and business development opportunities. Prior to TNDC, Shreya was a Senior Project Manager with EAH Housing, developing affordable housing in the greater Bay Area. Shreya holds an MBA from Antioch University New England, a Master's in Real Estate Development from Columbia University, and a Bachelor's in Civil Engineering from CEPT University.

Katie Lamont is a Senior Director of Housing Development at TNDC. Katie 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 for Eden Housing for nine years, most recently as an 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's 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. Their 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 Recapitalizaion 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: Threshold Eligibility Requirements and Ranking Criteria

See attached.

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



London Breed
Mayor

Daniel Adams
Acting Director

NOTICE OF FUNDING AVAILABILITY

Acquisition and Predevelopment Financing for AFFORDABLE MULTIFAMILY RENTAL HOUSING, Supported by the 2019 General Obligation Housing Bond – Proposition A

Issue Date: December 27, 2019
Application Due Date: January 30, 2020

*Issued by the Mayor's Office of Housing and Community Development
of the City and County of San Francisco (City)*

Available Funds: up to **\$30,000,000**, including:

- \$15,000,000 for projects located in Districts 1, 2, 4, 7, and 8 and intending to serve low-income seniors; and
- \$15,000,000 for projects located in Districts 1, 2, 4, 7, and 8 intending to serve low and moderate-income families

TABLE OF CONTENTS

A. Introduction.....	Page 2
B. Important Dates and Submission Process.....	Page 3
C. Minimum Qualifications	
a. Minimum Development Team Characteristics.....	Page 4
b. Minimum Development Team Experience.....	Page 5
c. Minimum Developer and Owner Capacity Requirements.....	Page 6
d. Minimum Proposal Requirements.....	Page 7
D. Eligible Uses of Funds.....	Page 8
E. Financing Plan and Affordability Restrictions.....	Page 8
F. Design.....	Page 10
G. Supportive Services and Tenant Selection.....	Page 10
H. Evaluation Criteria, Scoring, and Selection Process.....	Page 11

information is provided in response to questions raised at this meeting, it will also be posted on the MOHCD website and will be emailed to all parties that have attended the pre-submission meeting or otherwise requested that they be included on the NOFA emailing list. Subsequent to this meeting, questions or requests for interpretation will only be accepted by email and all questions and responses will be answered by email and posted on the MOHCD website. No questions or requests for interpretation will be accepted after **4:00 p.m. on January 16, 2020**. Emailed questions and information requests should be submitted to Jonathan Gagen at: jonathan.gagen@sfgov.org.

3. Submittal Date and Method.

Submittal of **7** hard copies of the Proposal must be received by the MOHCD receptionist and an emailed copy sent to jonathan.gagen@sfgov.org no later than **4:00 p.m. on January 30, 2020**.

4. Final Review and Commitment of Funds.

Selected applications will be scheduled for review and funding commitment by the Citywide Affordable Housing Loan Committee. All commitments recommended by the Loan Committee are subject to final approval by the Mayor. Commitments may be conditional; actual closings and disbursements of funds may be contingent on applicants' achievement of certain development benchmarks or performance goals. The City reserves the right to commit funds to a successful applicant in an amount that differs from the originally requested amount. The City also reserves the right to award an aggregate amount that exceeds the amount identified as available under this NOFA if necessary to fully fund a selected project.

C.a. Minimum Development Team Characteristics.

Only applicants who meet all of the following criteria will be considered eligible for selection and funding under this NOFA.

The proposed Development Team must include:

- At least one San Francisco-based non-profit development entity whose mission includes the development of affordable housing in low-income communities with experience developing housing for low-income families with experience developing housing and/or assisted living for low-income seniors and frail elderly, acting either as sole developer or as a partner in a joint venture, or joint-venture partner, defined as a nonprofit organization;
- A property owner entity with experience owning housing for low-income communities, including senior residents, and formerly homeless households;
- A property management entity with experience managing housing for low-income communities, including senior residents, and formerly homeless households;
- At least one services-providing entity with experience providing services appropriate for formerly homeless residents or services for seniors.

Letters of Intent or Memoranda of Understanding from service providers and property management entities that are not affiliated with the developer must be submitted with the application.

C.b. Minimum Development Team Experience.

Minimum experience must be demonstrated by identifying specific **Qualifying Projects** in which team members have participated, as further described below. The proposed Development Team must submit **Form 5 - Qualifying Project Form**, to document how the Qualifying Project characteristics meet each of the experience categories below (developer, owner, property manager, service provider.)

To demonstrate the minimum required development team experience, each team should submit one project for each experience category. When appropriate, teams may submit the same project as evidence of experience across multiple experience categories, or may use different projects to demonstrate experience across categories. In all cases, no more than four (4) total Qualifying Projects should be submitted. **Qualifying Projects will not be scored, but are used to identify if the proposed Development Team meets the minimum development team experience required to develop the Site.**

For Developer and Owner, a **Qualifying Project** must have all of the following characteristics:

- new construction (not a requirement for Minimum Service Provision Experience) in a construction type appropriate for the proposed site development (not a requirement for Minimum Property Manager and Service Provision Experience)
- at least 75 units in size
- majority multiple-bedrooms (larger than studios – this is applicable only for proposed family developments)
- mixed-use including residential (not a requirement for Minimum Service Provision Experience)
- affordable to low- and very low-income households¹
- includes formerly homeless residents and/or senior residents
- financed by use of Low-Income Housing Tax Credits.

1. **Minimum Development Experience:** The proposed Developer must have completed within the past ten years at least **one** Qualifying Project located in San Francisco. The definition of “completed” of a Qualifying Project means having received Temporary Certificate of Occupancy by the date of the issuance of the NOFA.
2. For joint venture Developer teams, the experience of the lead entity may suffice for the joint-venture partnership. A signed Memorandum of Understanding or Term Sheet between joint-venture Development partners that outlines roles and responsibilities, proposed ownership structure, etc. must be submitted with the application. Furthermore, a Respondent can qualify for development experience by contracting with a development consultant for comprehensive project management services. Finally, the requirement to have served formerly homeless residents and/or senior residents may be satisfied in a

¹ “Low Income” is defined as 60% MOHCD AMI and below. “Very Low Income” is defined as 30% MOHCD AMI and below.

non- Type V over I or Type III over I building. In such a case, the proposed Developer must provide evidence of having completed a Type V over I or Type III over I affordable housing building, and separately, an affordable housing building that serves formerly homeless residents and/or senior residents.

3. **Minimum Ownership Experience:** The proposed Owner must have owned at least **one** Qualifying Project for at least four years prior to the Submittal Deadline of this NOFA. For purposes of this requirement, the member of the general partner of the tax credit partnership that will own the completed project is the proposed “Owner.”
4. **Minimum Property Management Experience:** The proposed Property Manager must have managed at least **one** Qualifying Project for at least 24 months.
5. **Minimum Service Provision Experience:** The proposed service provider(s) must have at least 36 months experience providing services to low-income family or senior residents (as applicable) within a Qualifying Project.

Note Regarding Experience: For any Respondent team member, the experience of key staff members may be substituted for the experience of the organization as a whole as long as the staff members’ experience in other firms was substantive and involved responsibilities similar to those that they are anticipated to perform during the proposed development of the Site. Any substitution should be clearly identified in Attachment 4, Qualified Project Form.

C.c. Minimum Developer and Owner Capacity Requirements.

The proposed Developer and Owner must demonstrate the financial and staffing capacity to successfully complete the project and manage the asset in the long-term, as further described below.

1. **Financial Capacity:** The proposed Developer (or Guarantor where another entity is providing required guarantees) must demonstrate its ability to obtain competitive financing, as evidenced by submitting the latest (2) years of either signed federal income tax returns (including schedules or attachments, if any); or audited financial statements (with management letters, if any). The proposed Developer must also submit **Attachment 5 – Financing Terms for Developer’s Qualifying Project** documenting the equity pricing and debt terms for the Qualifying Project submitted under Minimum Developer Experience.
2. **Staffing Capacity:** The proposed Developer must document its capacity to successfully plan, design, and develop the Project, throughout the period of development, either through staff with appropriate experience and capacity, contracted services, or collaboration with other organizations. To document this, the proposed Developer must submit a written narrative **no more than one page** (in Times New Roman font, 12 font size, and 1-inch margins) to document the experience and capacity of key staff, their workloads, and the organizational structure for supporting staff. The proposed Developer must also submit **Attachment 6 – Projected Staffing Workload Form** to document the work assignments (existing or contemplated) associated with each staff person expected to work on the Project for Developer.

H. Evaluation Criteria and Scoring Summary.

Staff Review: MOHCD staff will review all submittals for completeness and satisfaction of minimum experience and capacity requirements.

Low-Income Housing (Citywide) Selection Panel: The Director of MOHCD will appoint a Selection Panel composed of persons with expertise in areas that may include development, affordable housing financing, architecture, property management and resident supportive services. The Selection Panel may interview Respondents who meet the NOFA's threshold eligibility requirements, at which time Respondents will be asked to present and explain the major characteristics of their proposal, particularly as they relate to the Scoring Criteria, and respond to questions from the Selection Panel. After all interviews have been completed, the Selection Panel will meet to determine the final ranking of all responses and present this ranking to the Director.

Both Selection Panels' proposals scoring will be done by consensus and will be final: no appeals of the scores determined by either Selection Panel will be accepted.

The Director will then select Applicants for both the Family and Senior funding pool, and MOHCD and the selected teams will enter into acquisition and predevelopment loan agreements with specific milestone achievement requirements established in accordance with the terms of this NOFA.

Selection criteria will include priority for:

1. Applicant Experience and Capacity
2. Readiness (including ability to use SB 35)
3. Cost-Effectiveness
4. Neighborhood Location
5. Extended Community Benefits
6. Commitment to Racial Equity Framework

All applications that meet the Threshold Eligibility Criteria identified in Section C will be rated and ranked according to the following scoring criteria.

	Category	Points
A. EXPERIENCE:		40
i.	<p>Developer (20 pts)</p> <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 housing in the proposed construction type ○ Developing for low-income families, including senior and formerly homeless residents ➤ Building community support through outreach ➤ Current staff capacity and experience to take on this project type 	
ii.	<p>Owner (10 pts)</p> <ul style="list-style-type: none"> ➤ Track record successfully owning housing financed with Low-Income Housing Tax Credits <ul style="list-style-type: none"> ○ Experience owning affordable housing for low-income ➤ Current asset management structure, staffing and portfolio ➤ Capacity for assuming asset management of an expanded portfolio once the development is complete 	
iii.	<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 	
iv.	<p>Service Providers (5 pts)</p> <ul style="list-style-type: none"> ➤ Experience delivering services to low-income families, including senior and formerly housing residents ➤ 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 	
B. SITE CHARACTERISTICS AND VISION:		60
i.	<p>Program Concept (30 pts)</p> <ul style="list-style-type: none"> ➤ Proposes site whose location, size, configuration and zoning are propitious for the development of affordable housing, including ability to maximize unit yield in a cost-effective construction type and make use of entitlement expediting such as SB 35. ➤ 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. 	

	<ul style="list-style-type: none"> ➤ Indicates particular groups served by the programs and spaces (tots, children, teens, young adults, adults, elderly, disabled etc.). 	
ii.	<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 non-English speaking members of the community; ○ How the Development Team intends to comply with the City’s Language Access Ordinance. ➤ 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. 	
iv.	<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 and presents preliminary financing plan that shows a feasible project consistent with current MOHCD underwriting practice. ➤ 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. 	
v.	<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 	
TOTAL POSSIBLE POINTS		100

I. Funding Requirements and Guidelines.

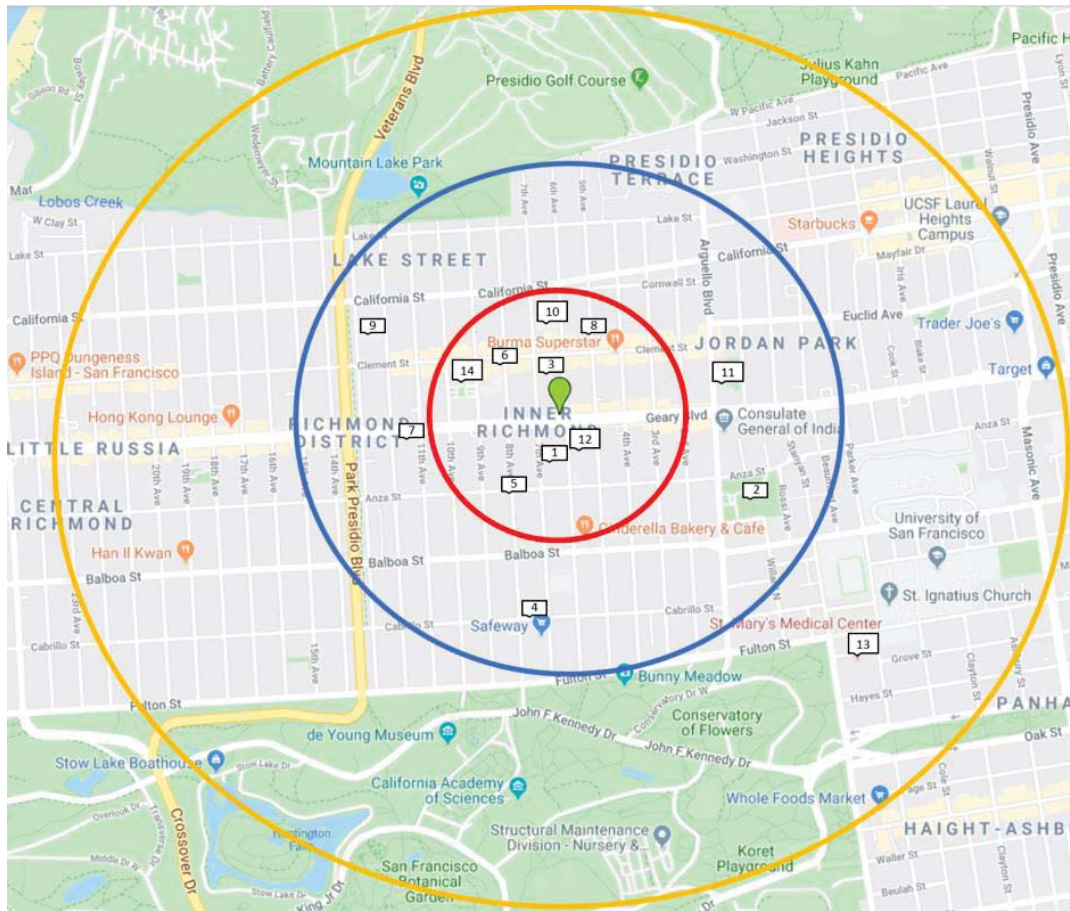
Funding Terms

Funds will be provided as residual receipts loans. Loans will be interest bearing, or may be interest free if needed to ensure the financial feasibility of the project. For all loans, however, in the event of uncorrected default under the loan agreement, interest shall be charged at the

Attachment F: Site Map with amenities

See attached.

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 G: Elevations and Floor Plans

See attached.

ED 13-01
100% AFFORDABLE HOUSING VIA MOHCD



Y.A. studio
ARCHITECTS
101 CALIFORNIA ST. SUITE 500 SAN FRANCISCO, CA 94111
OFFICE: 415.398.1400 FAX: 415.398.1401
www.yastudio.com

PROJECT: 4200 GEARY
SAN FRANCISCO, CA 94118
OWNER: SAN FRANCISCO HOUSING DEVELOPMENT CORPORATION
301 Eddy Street, San Francisco, CA 94102



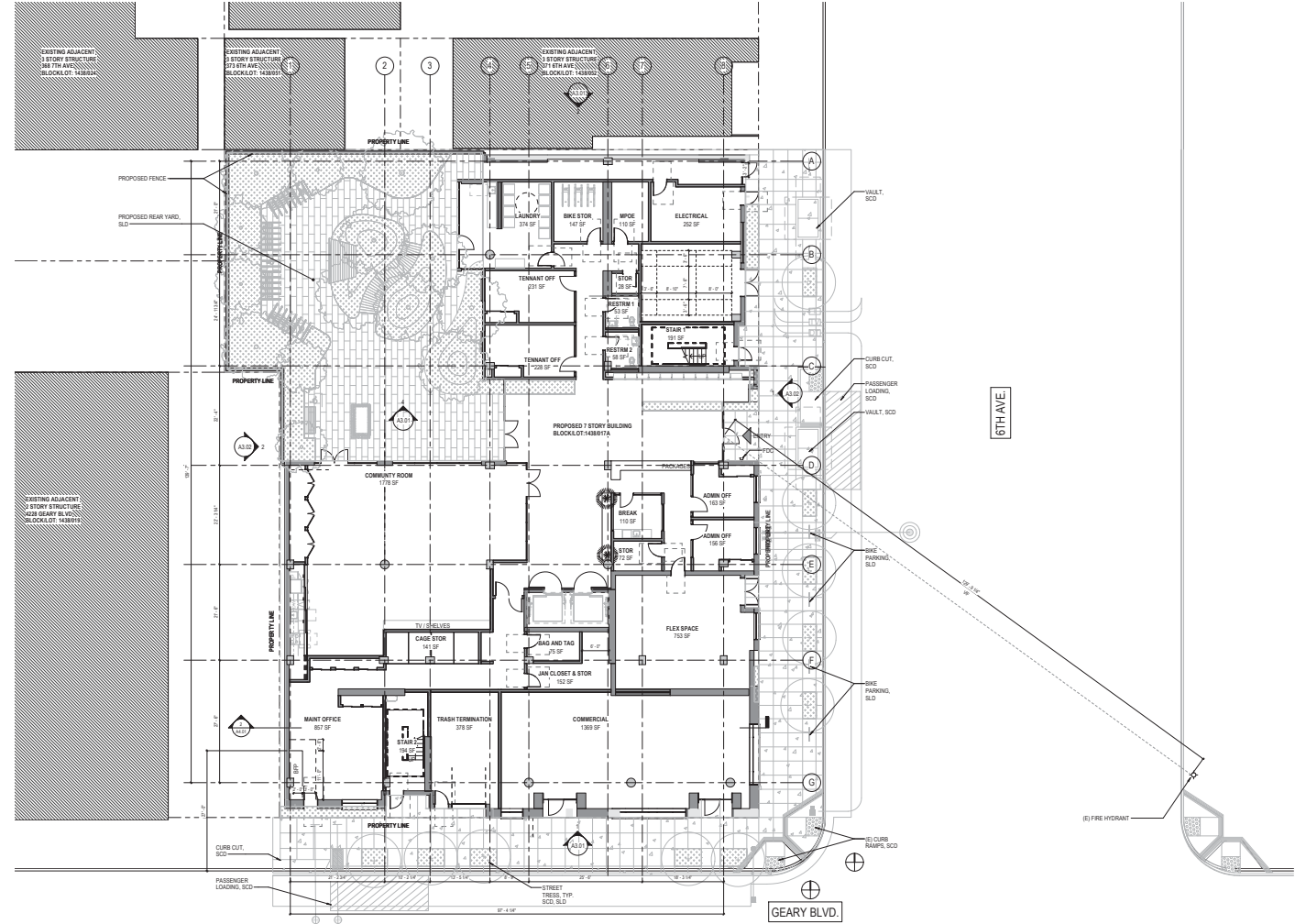
REVISIONS	NO.	DESCRIPTION	DATE

TITLE: PROPOSED SITE PLAN

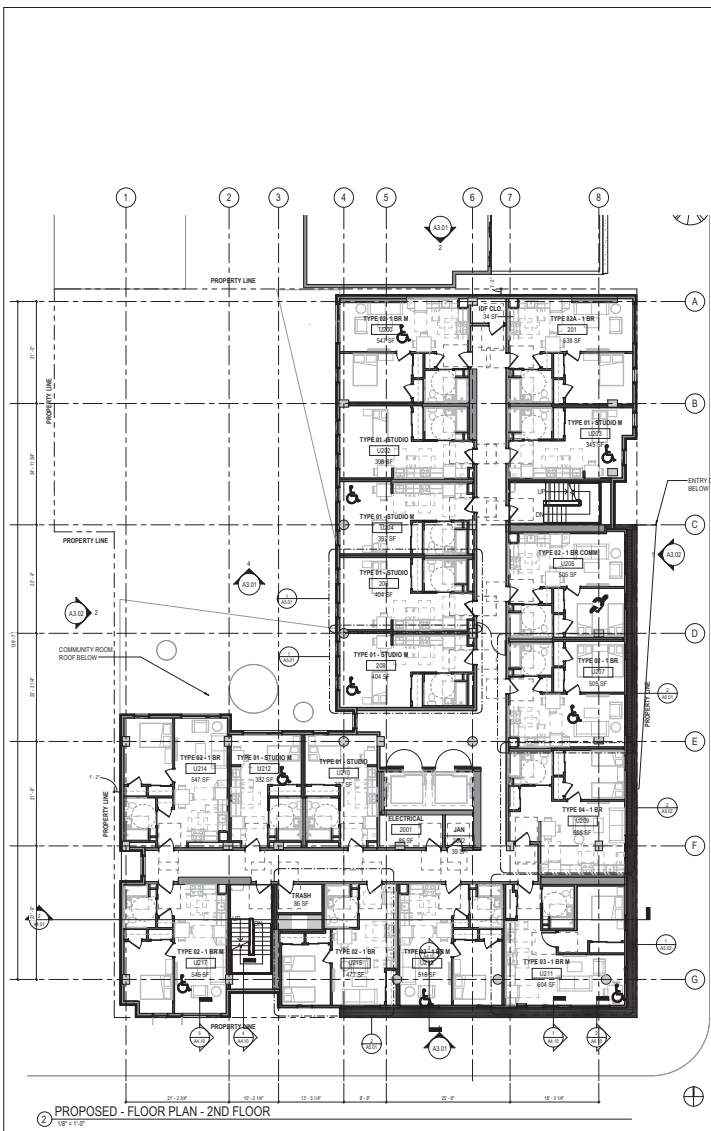
ISSUE: SITE PERMIT
ISSUE DATE: 09/11/2020
TEAM: YAPFOCORP/CIUJIAN

A1.03

SHEET NO. 01A.0620



PROPOSED SITE PLAN
1" = 31' 10"



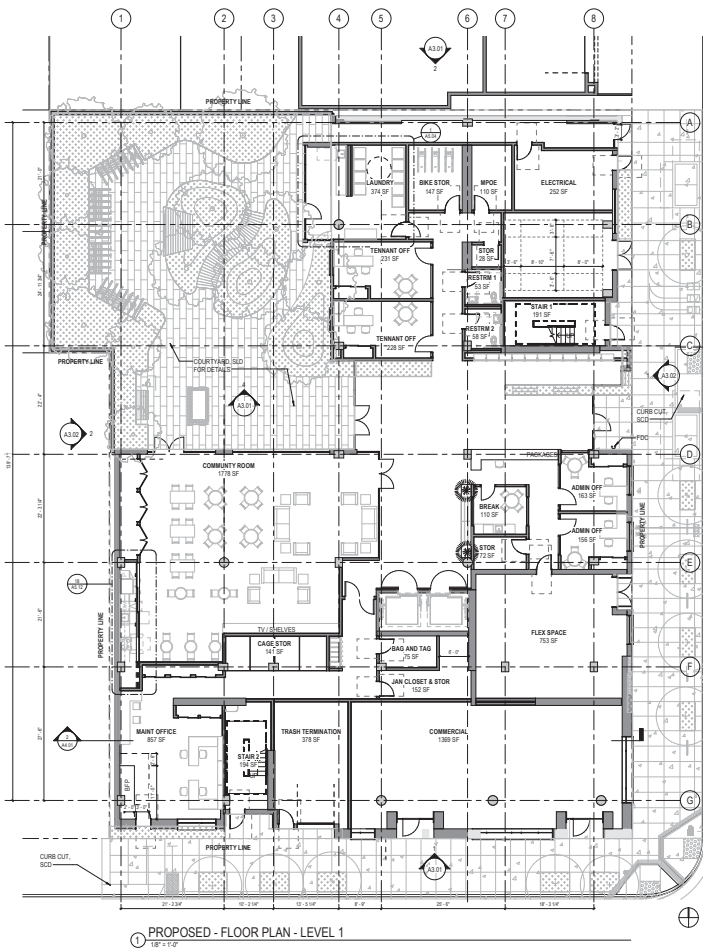
GENERAL FLOOR PLAN NOTES:

1. SEE SCHEDULES G101 AND G102 FOR ADDITIONAL WALL RATING INFORMATION. SEE ALSO PROJECT DATA FOR ADDITIONAL RATING REQUIREMENTS BASED ON CONSTRUCTION NOTES.
2. ALL EXTERIOR WALLS ARE DIMENSIONED FROM F.O. SHEATHING OR CONCRETE S/C.
3. ALL INTERIOR WALLS ARE DIMENSIONED FROM F.O. FINISH.
4. ALL DOORS ADJACENT TO WALLS ARE 4" FROM FACE OF JAMB TO FACE OF FINISH OF ADJACENT WALL U.O.N.
5. SEE ALSO G103 FOR PARTITION AND HORIZONTAL ASSEMBLY.
6. TYPE L SERIES SHEETS FOR LIFE SAFETY INFORMATION.
7. SEE G104 FOR ACCESSIBILITY COMPLIANCE NOTES AND DETAILS.
8. SEE G104 FOR ACCESSIBILITY DIMENSIONS AND CLEARANCES AT TOILET ROOMS AND BATHROOMS.
9. ALL SPOT ELEVATIONS FROM T.O. CONC. OR T.O. GYPSUM CEMENT, UNLESS OTHERWISE NOTED.

WALL LEGEND:

PARTITION AS SCHEDULED

SEE PROJECT DATA G102 AND LIFE SAFETY G101 FOR SHEETS FOR ADDITIONAL HORIZONTAL AND VERTICAL ASSEMBLY REQUIREMENTS.



ED 13-01
100% AFFORDABLE HOUSING VIA MOHCD



Y.A. studio
ARCHITECTS
OFFICE: 4200 GEARY BLVD. #100 SAN FRANCISCO, CA 94118
STUDIO: 1000 MARKET STREET, SAN FRANCISCO, CA 94102

PROJECT: 4200 GEARY
SAN FRANCISCO, CA 94118



REVISIONS	NO.	DESCRIPTION	DATE

TITLE: PROPOSED - FLOOR PLAN - LEVEL 1 & 2

ISSUE: SITE PERMIT
ISSUE DATE: 09/11/2020

TEAM: YAP/WOP/QUAN
SHEET NO.

A2.01

© Y.A. studio



REVISIONS	NO.	DESCRIPTION	DATE

TITLE: PROPOSED - FLOOR PLAN - TYP FLOOR & LEVEL 5
ISSUE: SITE PERMIT
ISSUE DATE: 09/11/2020
TEAM: YAPPOPOULOU
SHEET NO.

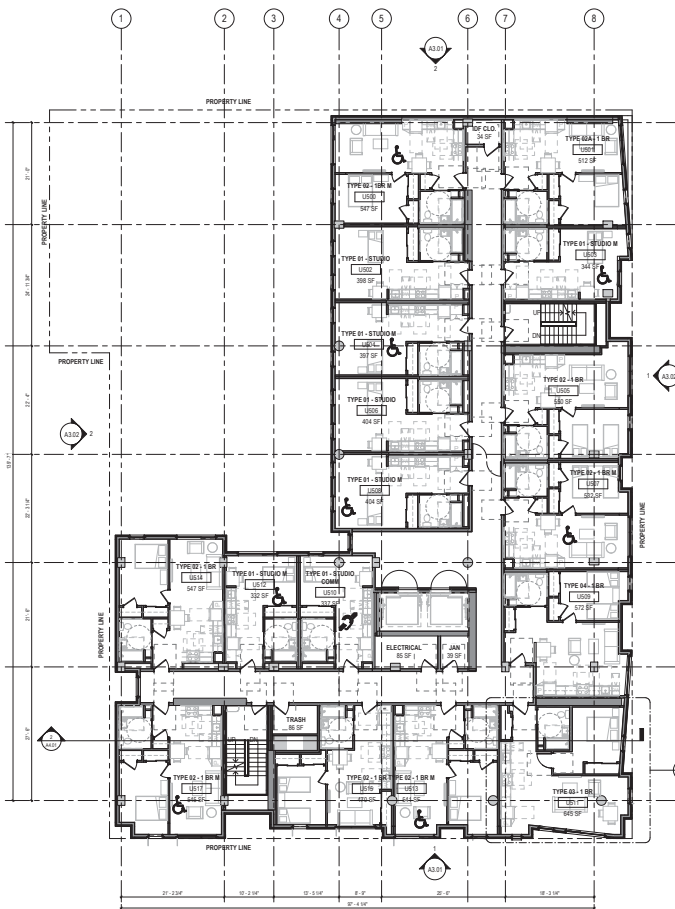
GENERAL FLOOR PLAN NOTES:

- SEE CROSS SECTIONS Q1-01 AND Q1-02 FOR ADDITIONAL WALL RATING INFORMATION. SEE ALSO PROJECT DATA FOR ADDITIONAL RATING REQUIREMENTS BASED ON CONSTRUCTION NOTES.
- ALL EXTERIOR WALLS ARE DIMENSIONED FROM F.O. SHEATHING OR CONCRETE I.C.M.
- ALL INTERIOR WALLS ARE DIMENSIONED FROM F.O. FINISH.
- ALL DOORS ADJACENT TO WALLS ARE 4" FROM FACE OF LAMB TO FACE OF FINISH OF ADJACENT WALL I.C.M.
- SEE ALSO A3.03 FOR PARTITION AND HORIZONTAL ASSEMBLY.
- TYPE L-SERIES SHEETS FOR LIFE SAFETY INFORMATION.
- SEE Q2.04 FOR ACCESSIBILITY COMPLIANCE NOTES AND DETAILS.
- SEE Q2.04 FOR ACCESSIBILITY DIMENSIONS AND CLEARANCES AT TOILET ROOMS AND BATHROOMS.
- ALL FLOOR ELEVATIONS FROM I.C. CONC. OR T.O. GYPSUM CEMENT, UNLESS OTHERWISE NOTED.

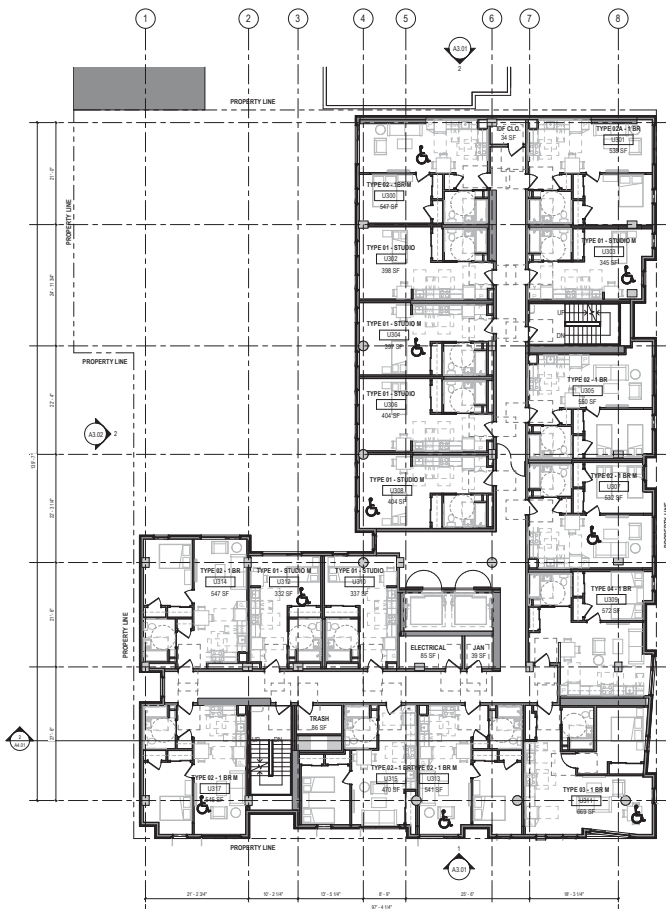
WALL LEGEND:



SEE PROJECT DATA Q2.02 AND LIFE SAFETY Q1.01-03 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: YAPPOPOULOU

SHEET NO. **A2.03**

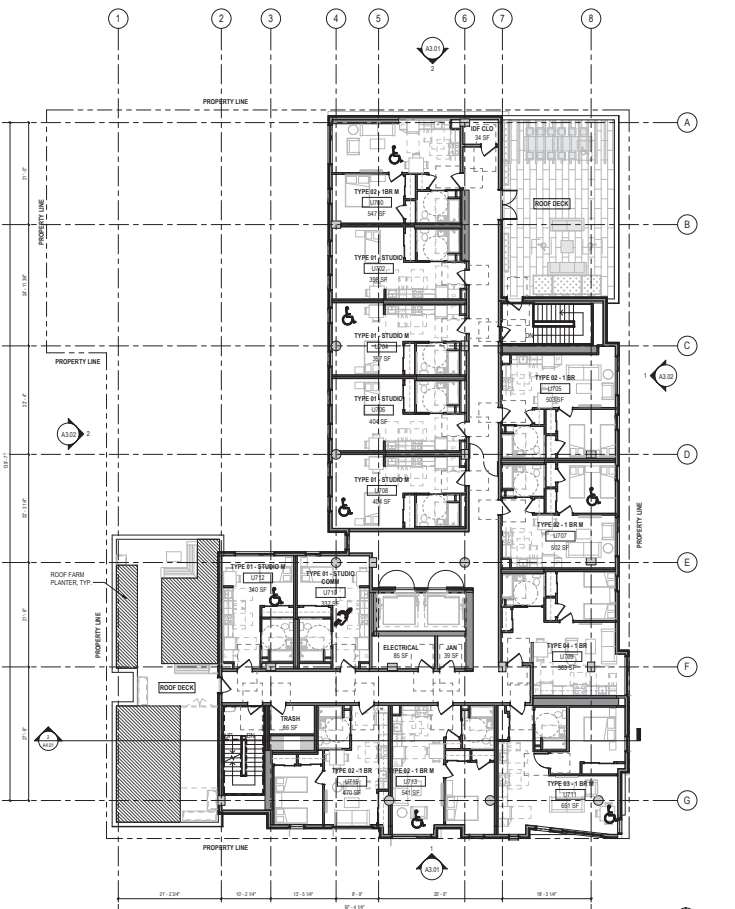
GENERAL FLOOR PLAN NOTES:

- SEE CROSS DIAGRAMS 01-01 AND 01-02 FOR ADDITIONAL WALL RATING INFORMATION. SEE ALSO PROJECT DATA FOR ADDITIONAL RATING REQUIREMENTS BASED ON CONSTRUCTION NOTES.
- ALL EXTERIOR WALLS ARE DIMENSIONED FROM F.O. SHEATHING OR CONCRETE S/C.
- 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 ALSO A3.03 FOR PARTITION AND HORIZONTAL ASSEMBLY.
- TYPE L-SERIES SHEETS FOR LIFE SAFETY INFORMATION.
- SEE 02.04 FOR ACCESSIBILITY COMPLIANCE NOTES AND DETAILS.
- SEE 02.04 FOR ACCESSIBILITY DIMENSIONS AND CLEARANCES AT TOILET ROOMS AND BATHROOMS.
- ALL FLOOR ELEVATIONS FROM T.O. CONC. OR T.O. GYPSUM CEMENT, UNLESS OTHERWISE NOTED.

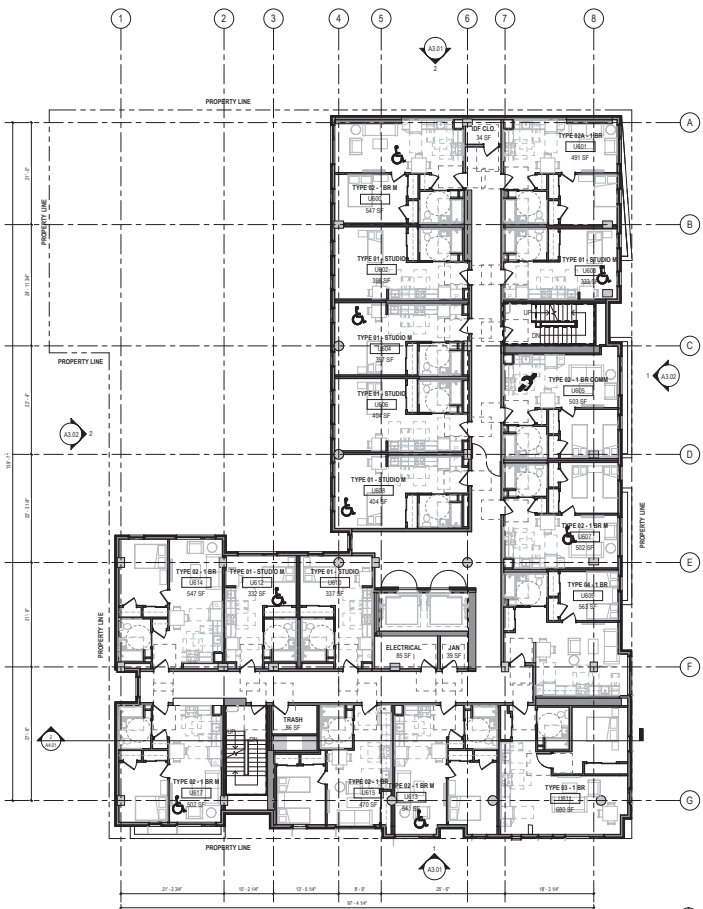
WALL LEGEND:



SEE PROJECT DATA 02.02 AND LIFE SAFETY 01-01 OR SHEETS FOR ADDITIONAL HORIZONTAL AND VERTICAL ASSEMBLY REQUIREMENTS.



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



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

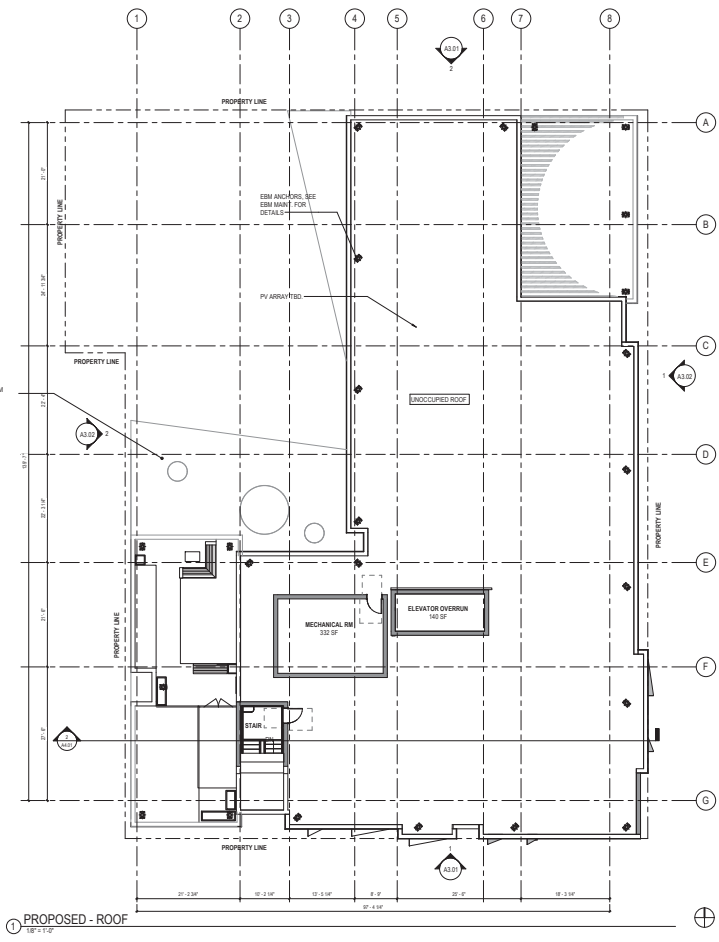
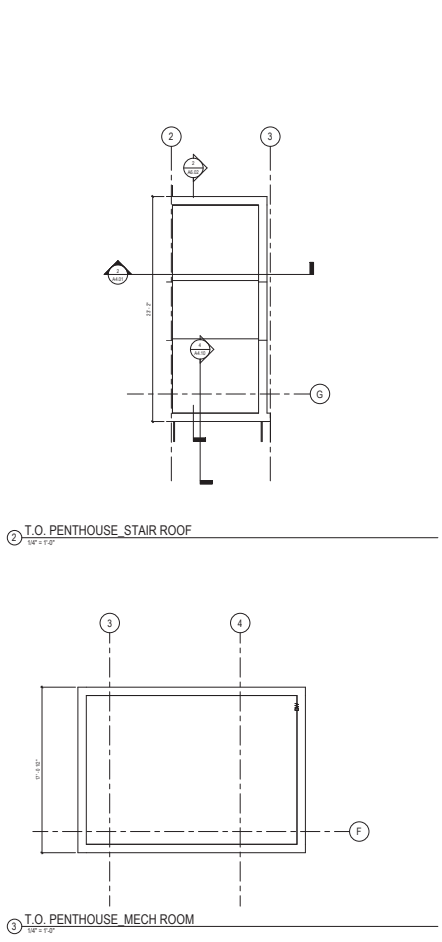
GENERAL FLOOR PLAN NOTES:

1. SEE CROSS DIAGRAMS Q1-D1 AND Q1-D2 FOR ADDITIONAL WALL RATING INFORMATION. SEE ALSO PROJECT DATA FOR ADDITIONAL RATING REQUIREMENTS BASED ON CONSTRUCTION NOTES.
2. ALL EXTERIOR WALLS ARE DIMENSIONED FROM F.O. SHEATHING OR CONCRETE I.C.M.
3. ALL INTERIOR WALLS ARE DIMENSIONED FROM F.O. FINISH.
4. ALL DOORS ADJACENT TO WALLS ARE 4" FROM FACE OF JAMB TO FACE OF FINISH OF ADJACENT WALL I.O.D.
5. SEE ALSO A3.03 FOR PARTITION AND HORIZONTAL ASSEMBLY.
6. TYPE L SERIES SHEETS FOR LIFE SAFETY INFORMATION.
7. SEE Q3.04 FOR ACCESSIBILITY COMPLIANCE NOTES AND DETAILS.
8. SEE Q3.04 FOR ACCESSIBILITY DIMENSIONS AND CLEARANCES AT TOILET ROOMS AND BATHROOMS.
9. ALL FLOOR ELEVATIONS FROM 1.0 CONC. OR T.O. GYPSUM CEMENT, UNLESS OTHERWISE NOTED.

WALL LEGEND:

———— PARTITION AS SCHEDULED

SEE PROJECT DATA Q3.05-DX AND LIFE SAFETY Q1.01-DX SHEETS FOR ADDITIONAL HORIZONTAL AND VERTICAL ASSEMBLY REQUIREMENTS.



ED 13-01
100% AFFORDABLE HOUSING VIA MOHCD



Y.A. studio
ARCHITECTURE & INTERIOR DESIGN
OFFICE: 445 S. BAY ST., SAN FRANCISCO, CA 94111
www.yastudio.com

PROJECT: 4200 GEARY
SAN FRANCISCO, CA 94118
OWNER: YAP WOPAN KUIAN INC. 100% AFFORDABLE HOUSING DEVELOPMENT
301 EDDY STREET, SAN FRANCISCO, CA 94102

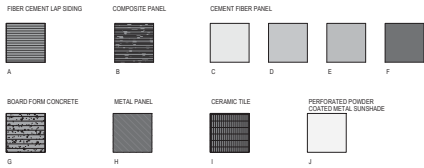


REVISIONS	NO.	DESCRIPTION	DATE

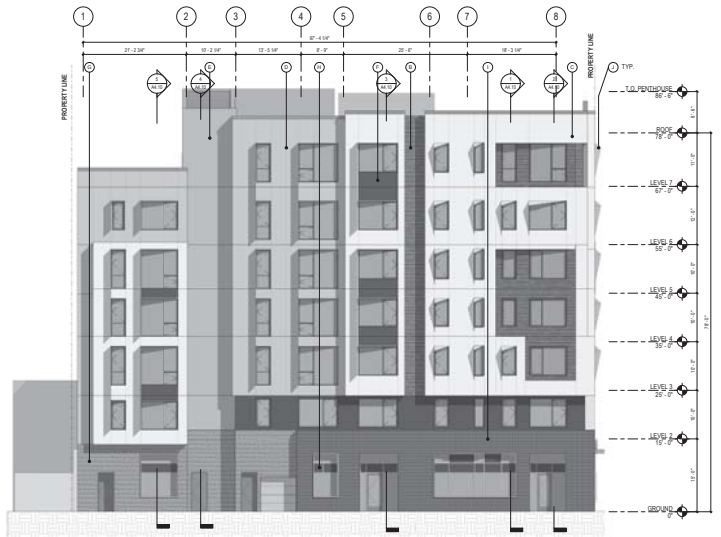
TITLE: PROPOSED - FLOOR PLAN - ROOF
ISSUE: SITE PERMIT
ISSUE DATE: 09/11/2020
TEAM: YAP WOPAN KUIAN
SHEET NO.

A2.04
© Y.A. studio

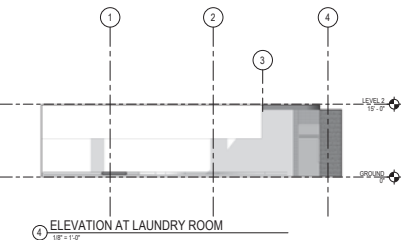
MATERIAL LEGEND:



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



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



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

ED 13-01
100% AFFORDABLE HOUSING VIA MOHCD



YA studio

PROJECT LOCATION: 371 6TH AVE, SAN FRANCISCO, CA 94118
OFFICE: 371 6TH AVE, SAN FRANCISCO, CA 94118
www.yastudio.com

PROJECT: 4200 GEARY
SAN FRANCISCO, CALIFORNIA
94118

OWNER: SAN FRANCISCO PUBLIC WORKS DEPARTMENT
371 6TH AVE, SAN FRANCISCO, CALIFORNIA 94118

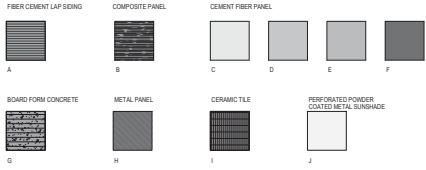


REVISIONS	NO.	DESCRIPTION	DATE

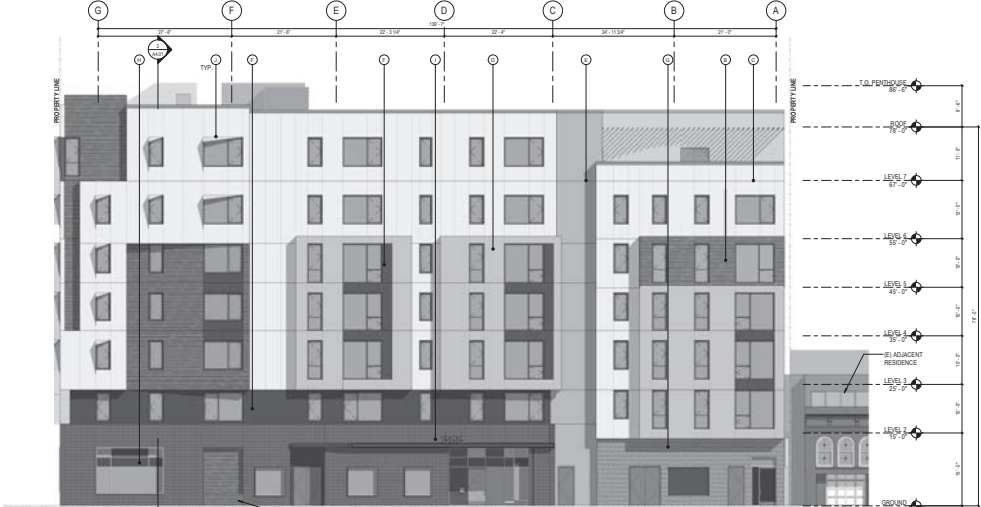
TITLE: BUILDING ELEVATIONS - SOUTH AND NORTH
ISSUE: SITE PERMIT
ISSUE DATE: 09/11/2020
TEAM: YAP/WORKPARIJUAN
SHEET NO.

A3.01

MATERIAL LEGEND:



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



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

ED 13-01
100% AFFORDABLE HOUSING VIA MOHCD



YA.ya.studio
ARCHITECTS
OFFICE 408 BAY ST. SAN FRANCISCO, CA 94110
WWW.YA.YA.STUDIO.COM

PROJECT: 4200 GEARY
SAN FRANCISCO, CALIFORNIA
19111
OWNER: SAN FRANCISCO HOUSING DEVELOPMENT CORP.
301 EDDY STREET, SAN FRANCISCO, CALIF.



REVISIONS	NO.	DESCRIPTION	DATE

TITLE: BUILDING ELEVATIONS - EAST AND WEST
ISSUE: SITE PERMIT
ISSUE DATE: 09/11/2020
TEAM: YAPWOPORQUIM
SHEET NO.

A3.02
©YA, 2020

**Attachment H: Comparison of City Investment in Other Housing
Developments**

See attached.

Attachment I: Development Budget

See attached.

Application Date: 2/10/22 # Units: 98
Project Name: 4200 Geary # Bedrooms: 98
Project Address: 4200 Geary Blvd # Beds:
Project Sponsor: Tenderloin Neighborhood Development Corporation

Table with columns: Name of Sources, LIHTC Equity, HCD-MHP, FHLB-AHP, GP Equity, Deferred Fee, Total Sources, Comments

USES

ACQUISITION

Table for Acquisition costs: Acquisition cost or value, Legal / Closing costs / Broker's Fee, Holding Costs, Transfer Tax

CONSTRUCTION (HARD COSTS)

Table for Construction Hard Costs: Unit Construction/Rehab, Commercial Shell Construction, Demolition, Environmental Remediation, etc.

SOFT COSTS

Table for Soft Costs: Architecture & Design, Engineering & Environmental Studies, Financing Costs, Legal Costs, Other Development Costs, Soft Cost Contingency

RESERVES

Table for Reserves: Operating Reserves, Replacement Reserves, Tenant Improvements Reserves

DEVELOPER COSTS

Table for Developer Costs: Developer Fee - Cash-out Paid at Milestones, Developer Fee - Cash-out At Risk, Commercial Developer Fee

TOTAL DEVELOPMENT COST

Summary table for Total Development Cost, Acquisition Cost/Unit by Source, Construction Cost, etc.

Attachment J: 1st Year Operating Budget

See attached.

Application Date: 2/10/2022
Total # Units: 98
First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations): 2024

Non-LOSP Units	
LOSP Units	Non-LOSP Units
20	78

Project Name: 4200 Geary
Project Address: 4200 Geary Blvd
Project Sponsor: Tenderloin Neighborhood Development Corporation

LOSP/non-LOSP Allocation	
20%	80%

INCOME	LOSP	non-LOSP	Total	Comments	
Residential - Tenant Rents	67,200	806,820	874,020	Links from 'New Proj - Rent & Unit Mix' Worksheet	Alternative LOSP Split
Residential - Tenant Assistance Payments (Non-LOSP)	0	571,464	571,464	Links from 'New Proj - Rent & Unit Mix' Worksheet	Residential - Tenant Assistance Payments (N
Residential - LOSP Tenant Assistance Payments	262,256		262,256		
Commercial Space			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	
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	1,223	4,892	6,115	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	0	0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	Alternative LOSP Split
Withdrawal from Capitalized Reserve (deposit to operating account)	0	0	0		Withdrawal from Capitalized Reserve (deposi
Gross Potential Income	330,679	1,383,176	1,713,855		
Vacancy Loss - Residential - Tenant Rents	(3,360)	(40,341)	(43,701)	Vacancy loss is 5% of Tenant Rents.	
Vacancy Loss - Residential - Tenant Assistance Payments	0	(28,573)	(28,573)	Vacancy loss is 5% of Tenant Assistance Payments.	
Vacancy Loss - Commercial			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	
EFFECTIVE GROSS INCOME	327,319	1,314,262	1,641,581	PUPA: 16,751	

OPERATING EXPENSES					
Management					
Management Fee	16,321	63,647	79,968	1st Year to be set according to HUD schedule.	Alternative LOSP Split
Asset Management Fee	4,470	17,430	21,900		Management Fee
Sub-total Management Expenses	20,791	81,077	101,868	PUPA: 1,039	Asset Management Fee

Salaries/Benefits					
Office Salaries	57,420	57,420	114,840	Desk Clerk salaries at 2.4 FTE - 50% coverage by LOSP	Alternative LOSP Split
Manager's Salary	24,533	95,667	120,200	GM and AGM + night manager	Office Salaries
Health Insurance and Other Benefits	14,837	57,860	72,697		Manager's Salary
Other Salaries/Benefits	4,929	19,223	24,152	General office salaries, 403(b) Plan under benefits, credit for night manager	Health Insurance and Other Benefits
Administrative Rent-Free Unit	1,470	5,730	7,200		Other Salaries/Benefits
Sub-total Salaries/Benefits	103,189	235,900	339,089	PUPA: 3,460	Administrative Rent-Free Unit

Administration					
Advertising and Marketing	0	0	0		
Office Expenses	1,622	6,488	8,110	Combined total for Office supplies and office equipment lease or rental	
Office Rent	222	890	1,112	Screening and other renting expenses	Projected LOSP Split
Legal Expense - Property	1,200	4,800	6,000		Legal Expense - Property
Audit Expense	2,646	10,582	13,228		
Bookkeeping/Accounting Services	2,234	8,938	11,172		Projected LOSP Split
Bad Debts	364	1,457	1,821		Bad Debts
Miscellaneous	9,411	37,646	47,057	Combined total for printing, computers/software, telephone & communication, subscription &	
Sub-total Administration Expenses	17,700	70,800	88,500	PUPA: 903	

Utilities					
Electricity	8,649	34,595	43,243	All electric building	Projected LOSP Split
Water	18,054	72,216	90,271	Includes Water & Sewer	Electricity
Gas	0	0	0		
Sewer	0	0	0		
Sub-total Utilities	26,703	106,811	133,514	PUPA: 1,362	

Taxes and Licenses					
Real Estate Taxes	3,209	12,514	15,723		Alternative LOSP Split
Payroll Taxes	6,745	26,301	33,046		Real Estate Taxes
Miscellaneous Taxes, Licenses and Permits	376	1,503	1,879		Payroll Taxes
Sub-total Taxes and Licenses	10,329	40,318	50,647	PUPA: 517	

Insurance					
Property and Liability Insurance	34,155	136,621	170,776	Type III (wood) building insurance expense	
Fidelity Bond Insurance	0	0	0		Alternative LOSP Split
Worker's Compensation	7,588	29,588	37,176		Worker's Compensation
Director's & Officers' Liability Insurance	0	0	0		
Sub-total Insurance	41,743	166,209	207,952	PUPA: 2,122	

Maintenance & Repair					
Payroll	36,247	141,349	177,596	Combined total for Janitor & Cleaning Payroll and Maintenance Payroll and Asst. Facilities	Alternative LOSP Split
Supplies	5,002	20,009	25,012		Payroll
Contracts	7,472	29,136	36,608	Combined total for Exterminating/Contract, Grounds Contract, Maintenance Contract, and	Supplies
Garbage and Trash Removal	6,496	25,985	32,482		Contracts
Security Payroll/Contract	0	0	0		Alternative LOSP Split
HVAC Repairs and Maintenance	2,148	8,593	10,741		Security Payroll/Contract
Vehicle and Maintenance Equipment Operation and Repairs	192	770	962	Vehicle & Transportation	
Miscellaneous Operating and Maintenance Expenses	7,350	29,401	36,751	Combined total for Life Safety Equipment, Fire Systems, Staff Work Clothes, Plumbing	
Sub-total Maintenance & Repair Expenses	64,908	255,242	320,151	PUPA: 3,267	

Supportive Services	0	164,721	164,721	2.00 FTE Social Workers (one site coordinator, one social worker). This is value of services	Alternative LOSP Split
Commercial Expenses			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	Supportive Services

TOTAL OPERATING EXPENSES 285,364 1,121,078 1,406,442 PUPA: 14,351

Reserves/Ground Lease Base Rent/Bond Fees					
Ground Lease Base Rent	3,000	12,000	15,000	Ground lease with MOHCD Provide additional comments here, if needed.	
Bond Monitoring Fee	500	2,000	2,500		Alternative LOSP Split
Replacement Reserve Deposit	10,001	38,999	49,000		Replacement Reserve Deposit
Operating Reserve Deposit	0	0	0		Operating Reserve Deposit
Other Required Reserve 1 Deposit	0	0	0		Other Required Reserve 1 Deposit
Other Required Reserve 2 Deposit	0	0	0		
Required Reserve Deposits/Commercial			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	
Sub-total Reserves/Ground Lease Base Rent/Bond Fees	13,501	52,999	66,500	PUPA: 679	

TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)	298,865	1,174,077	1,472,942	PUPA: 15,030	Min DSCR: 1.09 Mortgage Rate: 5.00%
---	----------------	------------------	------------------	---------------------	--

NET OPERATING INCOME (INCOME minus OP EXPENSES) 28,454 140,185 168,639 PUPA: 1,721

DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)					
Hard Debt - First Lender	0	0	0		Alternative LOSP Split
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Len)	17,144	66,856	84,000	HCD - MHP Provide additional comments here, if needed.	Hard Debt - First Lender
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	0	0	0		Hard Debt - Second Lender (HCD Program 0
Hard Debt - Fourth Lender	0	0	0		Hard Debt - Third Lender (Other HCD Program
Commercial Hard Debt Service			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	Hard Debt - Fourth Lender
TOTAL HARD DEBT SERVICE	17,144	66,856	84,000	PUPA: 857	

CASH FLOW (NOI minus DEBT SERVICE)					
Commercial Only Cash Flow			0		
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)	0	0	0		Alternative LOSP Split
AVAILABLE CASH FLOW	11,310	73,329	84,639		Allocation of Commercial Surplus to LOSP/non-LOSP

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	0		
Partnership Management Fee (see policy for limits)	4,692	18,768	23,460	2022 limit, 2nd	
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	1,000	4,000	5,000	1st	Alternative LOSP Split
Other Payments	0	0	0		Other Payments
Non-amortizing Loan Pmnt - Lender 1 (select lender in comments field)	0	0	0		Provide additional comments here, if needed.
Non-amortizing Loan Pmnt - Lender 2 (select lender in comments field)	0	0	0		Provide additional comments here, if needed.
Deferred Developer Fee (Enter amt <= Max Fee from call 1130)	5,618	22,471	28,089	Def. Develop. Fee split: 50%	Provide additional comments here, if needed.
TOTAL PAYMENTS PRECEDING MOHCD	11,310	45,239	56,549	PUPA: 577	Deferred Developer Fee (Enter amt <= Max Fe

RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)					
Residual Receipts Calculation	0	28,090	28,090		

Does Project have a MOHCD Residual Receipt Obligation? **Yes** Project has MOHCD ground lease? **Yes**
 Will Project Defer Developer Fee? **Yes**
 Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1: 50% Max Deferred Developer Fee Amt (Use for data entry above. Do not link.): **28,089** Sum of DD F from LOSP and non-LOSP:
 % of Residual Receipts available for distribution to soft debt lenders in 50% Ratio of Sum of DDF and calculated 50%:

Soft Debt Lenders with Residual Receipts Obligations	Total Principal Amt	Distrib. of Soft Debt Loans
MOHCD/OCIL - Soft Debt Loans	All MOHCD/OCIL Loans payable from res. rectx	\$17,201,073 45.89%
MOHCD/OCIL - Ground Lease Value or Land Acq Cost	Ground Lease Value	\$281,014 0.75%
HCD (soft debt loan) - Lender 3	HCD - MHP	\$20,000,000 53.36%
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	13,101	13,101	13,101	50% of residual receipts, multiplied by 46.64% -- MOHCD's pro rata share of all soft debt	
Proposed MOHCD Residual Receipts Amount to Loan Repayment	13,101	13,101	13,101	Enter/override amount of residual receipts proposed for loan repayment.	
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	0	0	0	If applicable, MOHCD residual receipts amt due LESS amt proposed for loan repayment.	

REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE 14,988

NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE					
HCD Residual Receipts Amount Due			14,988	50% of residual receipts, multiplied by 53.36% -- HCD - MHP's pro rata share of all soft debt	
Lender 4 Residual Receipts Due			0		
Lender 5 Residual Receipts Due			0		
Total Non-MOHCD Residual Receipts Debt Service			14,988		

REMAINDER (Should be zero unless there are distributions below)					
Owner Distributions/Incentive Management Fee			0		
Other Distributions/Uses			0		
Final Balance (should be zero)			0		

Application Date: 2/10/2022
 Total # Units: 98
 First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations): 2024

INCOME			
Residential - Tenant Rents		non-LOSP	Approved By (reqd)
Residential - Tenant Assistance Payments (Non-LOSP)	0.00%	100.00%	
Residential - LOSP Tenant Assistance Payments			
Commercial Space			
Residential Parking			
Miscellaneous Rent Income	LOSP	non-LOSP	Approved By (reqd)
Supportive Services Income	0.00%	100.00%	
Interest Income - Project Operations			
Laundry and Vending	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Tenant Charges			
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			
Management Fee	20.41%	79.59%	Approved By (reqd)
Asset Management Fee	20.41%	79.59%	
Sub-total Management Expenses			
Salaries/Benefits			
Office Salaries	50.00%	50.00%	Approved By (reqd)
Manager's Salary	20.41%	79.59%	
Health Insurance and Other Benefits	20.41%	79.59%	
Other Salaries/Benefits	20.41%	79.59%	
Administrative Rent-Free Unit	20.41%	79.59%	
Sub-total Salaries/Benefits			
Administration			
Advertising and Marketing			
Office Expenses			
Office Rent	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Legal Expense - Property	20.00%	80.00%	
Audit Expense			
Bookkeeping/Accounting Services	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Bad Debts	20.00%	80.00%	
Miscellaneous			
Sub-total Administration Expenses			
Utilities			
Electricity	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Water	20.00%	80.00%	
Gas			
Sewer			
Sub-total Utilities			
Taxes and Licenses			
Real Estate Taxes	LOSP	non-LOSP	Approved By (reqd)
Payroll Taxes	20.41%	79.59%	
Miscellaneous Taxes, Licenses and Permits	20.41%	79.59%	
Sub-total Taxes and Licenses			
Insurance			
Property and Liability Insurance			
Fidelity Bond Insurance	LOSP	non-LOSP	Approved By (reqd)
Worker's Compensation	20.41%	79.59%	
Director's & Officers' Liability Insurance			
Sub-total Insurance			
Maintenance & Repair			
Payroll	LOSP	non-LOSP	Approved By (reqd)
Supplies	20.41%	79.59%	
Contracts	20.00%	80.00%	(LOSP-specific expenses must be tracked at entry level in project's)
Garbage and Trash Removal	20.41%	79.59%	
Security Payroll/Contract	LOSP	non-LOSP	Approved By (reqd)
HVAC Repairs and Maintenance	20.41%	79.59%	
Vehicle and Maintenance Equipment Operation and Repairs			
Miscellaneous Operating and Maintenance Expenses			
Sub-total Maintenance & Repair Expenses			
Supportive Services	LOSP	non-LOSP	Approved By (reqd)
Commercial Expenses	0.00%	100.00%	

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	20.41%	79.59%	
Operating Reserve Deposit	20.41%	79.59%	
Other Required Reserve 1 Deposit	20.41%	79.59%	
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)			
NET OPERATING INCOME (INCOME minus OP EXPENSES)			
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)			
Hard Debt - First Lender	LOSP	non-LOSP	Approved By (reqd)
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)	0.00%	100.00%	
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	20.41%	79.59%	
Hard Debt - Fourth Lender	0.00%	100.00%	
Commercial Hard Debt Service	0.00%	100.00%	
TOTAL HARD DEBT SERVICE			

CASH FLOW (NOI minus DEBT SERVICE)			
Commercial Only Cash Flow			
Allocation of Commercial Surplus to LOSP/non-LOSP (residual income)	20.00%	80.00%	
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	20.41%	79.59%	
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)	fe from cell I130)		
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:	28.089		
% of Residual Receipts available for distribution to soft debt lenders in	1.000012793		

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			
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)			

Attachment K: 20-year Operating Proforma

See attached.

4200 Geary

INCOME	Total # Units:	LOSP Units		Non-LOSP Units		Year 1			Year 2			Year 3			Year 4			Year 5			Year 6	
		20	78	2024			2025			2026			2027			2028			2029			
		% annual inc LOSP	% annual increase	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP		
Developer Fee Remaining Balance	98	20.00%	80.00%																			
								449,174			449,174			449,174			449,174			449,174		

4200 Geary

INCOME	Total # Units:	LOSP Units		Non-LOSP Units		Year 7			Year 8			Year 9			Year 10			Year 11		
		20	78	2030			2031			2032			2033			2034				
		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	
Developer Fee Remaining Balance	98																			
		% annual inc LOSP	% annual increase	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	
				449,174			449,174			449,174			449,174			449,174			449,174	

4200 Geary

INCOME	98	Total # Units:		Year 12			Year 13			Year 14			Year 15			Year 16			Year 17		
		LOSP Units	Non-LOSP Units	2035			2036			2037			2038			2039			2040		
		20	78	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
Developer Fee Remaining Balance		20.00%	80.00%																		
		% annual inc LOSP	% annual increase																		
				449,174			449,174			449,174			449,174			449,174			449,174		449,174

4200 Geary

Total # Units:	LOSP Units		Non-LOSP Units		Year 18			Year 19			Year 20		
	20	78	2041			2042			2043				
	20.00%	80.00%	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total		
INCOME													
Residential - Tenant Rents	1.0%	2.5%	79,585	1,227,672	1,307,257	80,381	1,258,364	1,338,745	81,185	1,289,823	1,371,008		
Residential - Tenant Assistance Payments (Non-LOSP)	n/a	4.0%	-	1,022,981	1,022,981	-	1,059,072	1,059,072	-	1,096,486	1,096,486		
Residential - LOSP Tenant Assistance Payments	n/a	n/a	473,143	-	473,143	490,504	-	490,504	508,492	-	508,492		
Commercial Space	n/a	2.5%	-	-	-	-	-	-	-	-	-		
Other Income			-	-	-	-	-	-	-	-	-		
Gross Potential Income			554,589	2,258,097	2,812,686	572,793	2,325,066	2,897,859	591,633	2,394,130	2,985,762		
Vacancy Loss - Residential - Tenant Rents	n/a	n/a	(3,979)	(61,384)	(65,363)	(4,019)	(62,918)	(66,937)	(4,059)	(64,491)	(68,550)		
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	n/a	-	(51,149)	(51,149)	-	(52,954)	(52,954)	-	(54,824)	(54,824)		
Vacancy Loss - Commercial	n/a	n/a	-	-	-	-	-	-	-	-	-		
EFFECTIVE GROSS INCOME			550,610	2,145,564	2,696,174	568,774	2,209,194	2,777,968	587,573	2,274,814	2,862,388		
OPERATING EXPENSES													
Management	3.5%	3.5%	37,314	145,506	182,820	38,620	150,599	189,219	39,971	155,870	195,841		
Salaries/Benefits	3.5%	3.5%	185,191	423,364	608,555	191,673	438,181	629,854	198,381	453,518	651,899		
Administration	3.5%	3.5%	31,766	127,063	158,829	32,878	131,511	164,388	34,028	136,113	170,142		
Utilities	3.5%	3.5%	47,923	191,691	239,614	49,600	198,400	248,000	51,336	205,344	256,680		
Taxes and Licenses	3.5%	3.5%	18,538	72,358	90,896	19,187	74,890	94,077	19,858	77,511	97,370		
Insurance	3.5%	3.5%	74,915	298,292	373,206	77,537	308,732	386,269	80,251	319,537	399,788		
Maintenance & Repair	3.5%	3.5%	115,183	459,384	574,567	119,214	475,463	594,677	123,387	492,104	615,490		
Supportive Services	3.5%	3.5%	-	295,621	295,621	-	305,967	305,967	-	316,676	316,676		
Commercial Expenses			-	-	-	-	-	-	-	-	-		
TOTAL OPERATING EXPENSES			510,829	2,013,279	2,524,108	528,708	2,083,743	2,612,451	547,213	2,156,674	2,703,887		
Reserves/Ground Lease Base Rent/Bond Fees													
Ground Lease Base Rent			3000	12000	15,000	3000	12000	15,000	3000	12000	15,000		
Bond Monitoring Fee			500	2000	2,500	500	2000	2,500	500	2000	2,500		
Replacement Reserve Deposit			10000.9	38999.1	49,000	10000.9	38999.1	49,000	10000.9	38999.1	49,000		
Operating Reserve Deposit			0	0	0	0	0	0	0	0	0		
Other Required Reserve 1 Deposit			0	0	0	0	0	0	0	0	0		
Other Required Reserve 2 Deposit			0	0	0	0	0	0	0	0	0		
Required Reserve Deposits/Commercial			0	0	0	0	0	0	0	0	0		
Sub-total Reserves/Ground Lease Base Rent/Bond Fees			13,501	52,999	66,500	13,501	52,999	66,500	13,501	52,999	66,500		
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)			524,330	2,066,278	2,590,608	542,209	2,136,743	2,678,951	560,714	2,209,674	2,770,387		
NET OPERATING INCOME (INCOME minus OP EXPENSES)			26,280	79,287	105,567	26,565	72,452	99,017	26,860	65,141	92,001		
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)			17,144	66,856	84,000	17,144	66,856	84,000	17,144	66,856	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			17,144	66,856	84,000	17,144	66,856	84,000	17,144	66,856	84,000		
CASH FLOW (NOI minus DEBT SERVICE)			9,136	12,431	21,567	9,421	5,596	15,017	9,715	(1,715)	8,001		
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%	8,136	32,543	40,679	8,421	33,682	42,103	8,715	34,861	43,577		
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			1,000	4,000	5,000	1,000	4,000	5,000	1,000	4,000	5,000		
Other Payments			-	-	-	-	-	-	-	-	-		
Non-amortizing Loan Pmnt - Lender 1			-	-	-	-	-	-	-	-	-		
Non-amortizing Loan Pmnt - Lender 2			-	-	-	-	-	-	-	-	-		
TOTAL PAYMENTS PRECEDING MOHCD			9,136	36,543	45,679	9,421	37,682	47,103	9,715	38,861	48,577		
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)			0	(24,112)	(24,112)	0	(32,086)	(32,086)	0	(40,576)	(40,576)		
Does Project have a MOHCD Residual Receipt Obligation?													
Will Project Defer Developer Fee?													
1st Residual Receipts Split - Lender/Deferred Developer Fee													
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 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)			-	-	-	-	-	-	-	-	-		
RR Running Balance					882,000			931,000			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					449,174			449,174			449,174		
Deferred Developer Fee Earned in Year					-			-			-		

4200 Geary

		Total # Units:		Year 18			Year 19			Year 20		
		LOSP	Non-	2041			2042			2043		
		Units	LOSP									
98		20	78									
		20.00%	80.00%									
		% annual	% annual									
		inc LOSP	increase	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
INCOME	Developer Fee Remaining Balance					449,174			449,174			449,174