# **Citywide Affordable Housing Loan Committee**

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

600 7<sup>th</sup> Street (FKA as 801 Brannan) \$84,277,411 Final Gap Loan Request, includes \$1,000,000 as

Affordable Housing Program (AHP) Bridge Loan and \$17,500,000 No Place Like Home funds

Evaluation of Request for: Gap Loan

Loan Committee Date: April 1, 2022

Prepared By: Judy Shepard-Hall, Sr. Project Manager

MOHCD Asset Manager: Omar Cortez, Asset Manager

MOHCD Construction Holly Babe Faust, Sr. Construction Representative

Representative:

Sources and Amounts of New Funds \$17,500,000 No Place Like Home (HCD)

Recommended: \$5,000,000 Housing Trust Fund (HCD)

\$5,100,000 Housing Trust Fund

\$5,705,680 LMIHAF

\$18,880,166 AHF Inclusionary

\$16,030,871 Jobs Housing Linkage Fee

\$11,560,694 ERAF

Sources and Amounts of Previous \$3,133,341 ERAF

Predevelopment City Funds Closed: \$366,659 Inclusionary EN SOMA

**TOTAL FINAL GAP REQUEST: \$84,277,411** 

NOFA/PROGRAM/RFP: 600 7<sup>th</sup> St Developer RFQ/Family Housing

Applicant/Sponsor(s) Name: Mercy Housing Calwest (MHC)

# **EXECUTIVE SUMMARY**

### **Sponsor Information:**

Project Name: 600 7<sup>th</sup> Street Sponsor(s): MHC

Project Address (w/ cross St): 855 Brannan (7<sup>th</sup> & Brannan) Ultimate Borrower Entity: Mercy Housing

California 97, L.P.

### **Project Summary:**

Mercy Housing Calwest (MHC), requests a final gap loan in the amount of \$84,277,411 for the construction of 221 new affordable housing units located at 600 7<sup>th</sup> Street (formerly known as 801 Brannan). The request for gap financing has increased since the last request to Loan Committee, mostly due to a 10% increase in the total unit count and costs associated with managing a supportive housing community.

The mix of units in the community will include 100 studios,120 family units (one- to three-bedroom units), and one manager's unit. These will include 100 units for family households with incomes ranging between 50%-80% Area Median Income ("SF MOHCD AMI"), and 100 studio units and 20 family 1 to 3-bedroom units set-aside for formerly homeless adults and families, to be subsidized by the City's Local Operating Subsidy Program ("LOSP").

The concept for 600 7<sup>th</sup> Street is an eight story Type I concrete building that will be built on a large, 37,800 square foot lot, with two distinct family and supportive housing wings, ground floor community serving commercial spaces, offices, community rooms, service spaces, and a 24-hour desk clerk. Construction is estimated to start in July 2022 and to be completed in March 2024.

Permanent financing includes tax-exempt bonds, 4% Low-Income Housing Tax Credits, Federal Home Loan Bank Affordable Housing Program (AHP) funds, a permanent mortgage, General Partner Equity, a MOHCD gap loan, and a City and County of San Francisco allocation of the State's No Place Like Home (NPLH) funds.

### **Project Description:**

Type I Construction Type: Project Type: **New Construction** Number of Stories: 8 Lot Size (acres and sf): 0.87 acres / 37,800 sf Number of Units: 221 Architect: Santos Prescott General Contractor: Suffolk - Guzman Total Residential Area: 127,074 sf Total Commercial Area: 4,223 sf Mercy Housing Property Manager: Management Group Total Building Area: 185,757 sf Supervisor and District: Supervisor Haney - D6 Land Owner: City/County of San Francisco **Total Development Cost** \$151,106,686 **Total Acquisition Cost:** \$10,000 (TDC): TDC/unit: TDC less land cost/unit: \$683,695 \$683,741 Loan Amount Requested: \$84,277,411 Request Amount / unit: \$381,346 **HOME Funds?** Ν Parking? Ν

### PRINCIPAL DEVELOPMENT ISSUES

- 1. Financing Plan The current financing plan proposed represents the allocation of all available sources of non-City funds, and reflects an application for HCD IIG funds that was not successful. The project received an allocation of tax-exempt bonds and 4% low income housing tax credits, and must close by July 13, 2022. Changes in the market for tax credit pricing and interest rate on the construction loan, and increased construction costs due to the war between Russia and Ukraine, contributed to this request, which is an increase over previous. See Section 6.5.1, permanent sources evaluation narrative, for the proposed permanent financing.
- 2. Programming The building will be occupied by a mix of adults and families experiencing homelessness, with different programmatic needs. The sponsor will provide 24/7 front desk coverage, using a shared schedule of full-time day shift staff and full-time desk clerks to maintain the guest policy and address other building needs. See Section 7.3, Staffing Summary Onsite Staff Positions.
- 3. Rent Levels –There are some concerns that the sponsor will have difficulty renting the units at the higher income levels and with meeting the needs of renters earning between 60 and 80% AMI. The currently proposed rent restrictions include a new tier for 70% and 75% AMI households, which is expected to facilitate smoother lease-up. See Sections 7.5 and 7.6 for more details, and Attachment M for the full AMI Analysis spreadsheet.
- 4. Commercial Space The proposed concept for the commercial space is an ambitious plan to provide over 4,200 sf of community serving commercial to the neighborhood. At this stage, no tenants have been identified. While it is difficult to identify potential retail tenants for a space that has not yet been built, this does put the project at risk of having empty ground floor commercial space once the residential project has been completed. To mitigate, MOHCD staff has recommended multiple commercial conditions to enable the commercial space development to be closely monitored during the construction period. See Section 4.5.

# **SOURCES AND USES SUMMARY**

Predevelopment Sources	Amount	Terms	Status
MOHCD	\$3,500,000	3 yrs @ 3% Res Rec	Committed
МНС	\$240,000	4%	Line of Credit
Total	\$3,740,000		

Permanent Sources	Amount	Terms	Status
MOHCD – Gap	\$65,777,411	55 yrs @ 0-3% / Res Rec	This Request
MOHCD – Gap HCD NPLH	\$17,500,000	0% / Res Rec	This Request
Permanent Loan – 1st Mortgage	\$12,397,000	15 yrs amortized over 35 yrs @ 4.89%	Not Committed
MOHCD Loan Accrued Interest	\$2,773,955	N/A	N/A
FHLB AHP Loan	\$1,000,000	0%	Not Committed
Tax Credit Equity	\$51,158,320	\$0.95 per Federal Credit	Not Committed
General Partner Equity	\$500,000		This Request
Total	\$151,106,686		

Uses	Amount	Per Unit	Per SF
Acquisition	\$10,000	\$45	\$0.05
Hard Costs	\$125,668,982	\$568,638	\$677
Soft Costs	\$21,392,704	\$96,800	\$115
Developer Fee	\$4,035,000	\$18,258	\$21
Total	\$151,106,686	\$683,741	\$813

### 1. BACKGROUND

## 1.1. Project History Leading to This Request.

MHC received Loan Committee approval on November 15, 2019 for a predevelopment loan in the amount of \$3,500,000, for the development of 200 units.

A California Department of Housing and Community Development ("HCD") Infill Infrastructure Grant (IIG) NOFA Application was released in July 2021; it stated a limited grant award to any Qualified Infill Project (QIP) of \$7.5MM. Based on the Project's self-score the Sponsor believed the project would not be competitive for an IIG award, however the Sponsor did apply for \$7.5MM, and ultimately MHC was not awarded any IIG funds.

In support of the IIG application and CDLAC application, the Loan Committee in July 2021 approved a preliminary gap request for a total City contribution of up to \$72,050,000, including \$17,500,000 in MOHCD administered HCD No Place Like Home (NPLH) funds, and a construction period-only bridge loan of \$1,000,000. This request was based on a construction estimate from the general contractor bid process to build 221 units.

With the preliminary gap loan commitment, on September 9<sup>th</sup> for the December 8<sup>th</sup> allocation meeting, the Sponsor applied for tax exempt bonds and tax credits; subsequent to the meeting, CDLAC and TCAC awarded the project as of December 31, 2021.

This request for gap financing will allow MHC to seek financial commitments to bring the project to construction closing and start of construction.

- 1.2. <u>Applicable NOFA/RFQ/RFP.</u> (See Attachment E for Threshold Eligibility Requirements and Ranking Criteria)
  - MHC was awarded funding under their response to the 801 Brannan Parcels Request for Qualifications that was issued on May 17, 2019, with Episcopal Community Services as the service provider. The Sponsor met the minimum threshold eligibility requirements and submitted qualifications for consideration to develop the site.
- 1.3. <u>Borrower/Grantee Profile.</u> (See Attachment B for Borrower Org Chart; See Attachment C for Developer Resume and Attachment D for Asset Management Analysis)
  - 1.3.1. <u>Borrower.</u> MHC created Mercy Housing California 97, L.P., a MHC affiliate.
  - 1.3.2. Joint Venture Partnership. N/A

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

### Mercy board of directors and staff:

	Sexual Orientation	Gender Identity	Race
			Asian: 2 African American: 4 Caucasian: 9
		M: 7	Latinx: 2
Mercy Housing California Board	Question not asked	F: 11	Biracial: 1
Mercy Housing, Inc. Board	Question not asked	M: 10 F: 10	Asian: 1 African American: 3 Latinx: 1 Caucasian: 15
		Female – 58%	2 or More Races – 3% American Indian/Alaska Native – 1% Asian – 11% Black or African American – 24% Hispanic or Latino – 22% Native Hawaiian/Other Pacific Islander – 1% Not specified – 1%
Mercy Housing, Inc All Staff	Question not asked		White – 37%
			American Indian/Alaska Native – 1% Asian – 21% Black or African American – 17% Hispanic or Latino – 31% Native Hawaiian/Other Pacific Islander – 2%
		Female – 57%	Not specified – 1%
Mercy Housing California - All Staff	Question not asked	Male – 43%	White – 22%
Mercy Housing California - Development Staff	Question not asked	Female – 50%	Asian – 20% Not specified – 20% White – 60%

For a breakdown of who Mercy serves by race/ethnicity, see Section 1.6.

- 1.3.4. <u>Racial Equity Vision</u>. Mercy recently created a Racial Equity, Diversity and Inclusion (REDI) organizational framework which was completed on November 10, 2021, see Attachment N, REDI Charter and Framework. The REDI organizational framework consists of 6 focus areas:
  - 1. Resident Empowerment
  - 2. Policy, Planning, and Practice
  - 3. Communication and Advocacy
  - 4. Education and Training
  - 5. People and Culture, Hiring, Recruitment and Promotion
- 1.3.5. <u>Relevant Experience</u>. MHC has significant experience in new construction projects for low income households, and has developed 4,217 properties in San Francisco over the past 35 years, and more than 10% are supportive housing communities.
- 1.3.6. Project Management Capacity. See Attachment C, staff resumes.

The following staff members assigned to 600 7<sup>th</sup> Street are:

- 1) William Ho (Senior Project Developer) 30% of his workload.
- 2) Kion Sawney (Project Developer) 60% of his workload.
- 3) Leigh Ann Llarena (Project Assistant) 30% of her workload.
- 4) Barbara Gualco (Director of Development) 10% of her workload.
- 5) Sharon Christen (Associate Director of Supportive Housing) 5% of her workload.
- 6) Amy Bayley (Vice President of Community Planning) 10% of her workload.

### 1.3.7 Past Performance.

1.3.7.1 <u>City audits/performance plans.</u> MHC 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. The MOHCD Marketing and Lease Up Report Card Assessment of Mercy's recent marketing efforts was completed on October 28, 2021 for 691 China Basin. The assessment conducted for Mercy shows they performed relatively well in their marketing efforts. The assessment report outlined the marketing activity findings as follows: a) Mercy relies on national staff who do not understand San Francisco policies; b) Mercy tends to be understaffed; c) Mercy's Resident Selection Criteria is too long and difficult to understand for the general public; and d) the Mercy development team was helpful with the marketing efforts, but the compliance and lease-up team were often disjointed because some staff were local and some were in Denver. Mercy was able to overcome a marketing challenge when the leasing staff found themselves in a position to have to creatively market higher income units to a broader range of income earners per the decline in market rate rents brought on by COVID-19. To compete with units with parking, washer and dryers, they creatively approached the remaining vacant 80% units, by emphasizing building features and offering move in specials.

The below chart represents the number of people currently living in MHC owned properties in San Francisco, disaggregated by race. MHC owns 4,217 units of affordable housing in San Francisco.

Race ▼	Count o	'	
Asian	2995	<b>Ethnicity</b>	Count o
White	1385	Not-Hispanic or Latino	5576
Black or African American	1155	Hispanic or Latino	1383
Other	1092	Member did not specify	180
Member Did Not Specify	212	Blank	32
Native Hawaiian or Other Pacific Is	il 173		
American Indian or Alaska Native	154		
Blank	10		
	7176		7171

To date, through end of 2021 there were 5 evictions in Mercy's 4,217-unit portfolio. Mercy does not currently track move out reasons, including evictions, by race at this time.

# 2. SITE (See Attachment F for Site Map with Amenities)

Site Description	
Maximum units allowed by current zoning (N/A if rehab):	Maximum housing units is not controlled by the size of the lot, but form- based density—the controls for height, bulk, massing, and unit mix set the "density" of the Site.
Seismic (if applicable):	Seismic Zone 4; PML SUL N/A
Soil type:	<ul> <li>Equity Residential, the developer of 801 Brannan, had Langan Treadwell &amp; Rollo (LTR) complete a geotechnical consultation report dated November 14,2011 for the overall 801 Brannan parcel. The report indicates that the general subsurface profile beneath the site consists of:</li> <li>Fill, loose to medium dense sand with varying amounts of silt, clay, gravel, concrete, brick, mortar and wood fragments at depths of 15 to 34feet;</li> <li>Bay Mud, a weak and compressible marine clay and silt deposit;</li> </ul>
	Continued on next page

- Old alluvium, relatively incompressible sand, stiff hard clay and silt:
- · Incompressible residual soil; and
- Bedrock, at elevations ranging from 102 to 180 feet below the groundsurface.

Around the site, groundwater was encountered at depths of 7.5 to 10 feet, with the groundwater level anticipated to fluctuate with the water level of the San Francisco Bay. Liquefaction analyses indicate loose to medium dense sandy fill below the design groundwater.

LTR's report stated that the developer should be prepared for dewatering, and that the foundation may require a more robust design e.g. drilled pier. See Section 4.2 for more information on the foundation system. Piles are recommended to be the most appropriate foundation for supporting. To reduce water vapor transmission through the slab-on-grade areas where moisture is undesirable, LTR recommended installing a capillary moisture break and a water vapor retarder beneath the floor.

In May 2015, as part of the land dedication and after the remediation of contaminated soils at the Site, Equity Residential agreed to remove the top 2-feet of fill soils at the Site and capped it with a temporary cap composed of crushed concrete grindings from the former Exhibition Hall that was demolished at 801 Brannan. LTR confirmed the crushed foundation grindings, would be suitable for use as a temporary cap as long as elevated metals and asbestos were not detected in the concrete. Since the material grade change between the underlying fill material and temporary cap are distinct colors, LTR determined a demarcation layer was not required. On November 10, 2017, the SF Department of Public Health (SFDPH) issued a letter approving LTR's determination.

The developer will need to remove the temporary cap and construct a permanent cap that may include the concrete foundations, concrete paved walkways, and/or a cap of two feet of cleaned soil underneath landscaping and areas covered with the permeable pavers. An updated geotechnical reportand site mitigation plan was issued January 18, 2021 during predevelopment.

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Environmental Review:	Stellar Environmental Solutions, Inc. (SES) completed a Phase I /II Environmental Report on October 28, 2011 for the 801 Brannan parcel. Thereport indicates soil samples with the highest levels lead concentration. However, Equity Residential remediated the contaminated soils as part of the land dedication in May 2015.
	A Phase I Environmental Site Assessment (ESA) was completed in October 2020 for the site and identified one REC in connection with the site. The site is located bayward of San Francisco's original shoreline within the Maher Ordinance area, and was constructed on top of undocumented fill material.
	Previous investigations of properties within the Maher Ordinance have found fill material contaminated with heavy metals and/or petroleum hydrocarbons.
	The results of Phase II ESA indicate that the site is underlain by approximately five to 13 feet of fill material with petroleum hydrocarbons and elevated concentrations of heavy metals. Based on the analytical results from the subsurface investigation and previous environmental testing, two soil samples exceed the State of California hazardous waste criteria and if disturbed will require disposal as Class I non-RCRA hazardous waste.
Adjacent uses (North):	808 Brannan is an office building.
Adjacent uses (South):	650 7 <sup>th</sup> Street is an office building for Airbnb.
Adjacent uses (East):	603 7 <sup>th</sup> Street is a vacant lot fenced off with perimeter fencing.
Adjacent uses (West):	855 Brannan Apartments is 434-unit market rate building managed by Equity Apartments.
Neighborhood Amenities within 0.5miles:	Trader Joe's is 0.3 miles away, Victoria Manalo Draves Park and BessieCarmichael Elementary School are 0.3 miles away, Wells Fargo Bank, and several Parks.
Public Transportation within 0.5 miles:	4 <sup>th</sup> Street Caltrain Station is 0.6 miles away. Muni lines within 0.5 miles are: 10, 14X 19, 27, 47, 83X
Article 34:	Received Authorization for 200 units Nov 15, 2019, and new authorization Mar 3, 2022, based on new unit count (221).
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Article 38:	Not exempt - The Site is located in an area with elevated pollutant concentrations. Sensitive use buildings, as defined in the Applicability section of the Ordinance, must comply with Health Code Article 38.
Accessibility:	Project will meet the minimum requirements of the California Building Code Chapter 11(B).
Green Building:	Project will meet the minimum TCAC Green Building requirements and the City's Green Building Code.
Recycled Water:	Exempt – see <a href="https://www.sfwater.org/index.aspx?page=687">https://www.sfwater.org/index.aspx?page=687</a>
Storm Water Management:	The Site is not located in the Storm Water Management Map.

- 2.1 <u>Description</u>. The infill site is a .87 acres/37,800 square foot lot adjacent on the north side to an office building on 808 Brannan Street. Since COVID-19, the site has been used as a testing and/or vaccination location by the City's Department of Public Health (DPH). DPH will vacate the site by April 1 so that Mercy can conduct a test pile program and then effectuate construction closing.
- 2.2 Zoning. On Dec 3, 2020, the Planning Department issued the Notice of Project Eligibility for SB35 approval of the final SB35 approval upon completion of the design review. The Design Review was approved on July 12, 2021. Under SB35 the project qualifies for streamlined approvals in conjunction with State Density Bonus that affords it expedited approvals for both CEQA (from which it is exempt) and land use entitlements.
- 2.3 <u>Probable Maximum Loss</u>. Not Applicable for new construction.
- 2.4 Local/Federal Environmental Review. Exempt from CEQA Review, per the streamlining allowed by SB35. However, MHC may complete NEPA at a later date, in anticipation of application to the Continuum of Care, a federally funded rental subsidy that will help subsidize the formerly homeless adults and families at the Site and supplant the LOSP subsidy, reducing the need for City subsidy.

### 2.5 Environmental Issues.

• Phase I/II Site Assessment Status and Results. SES's Phase I/II Environmental Report (completed on October 28, 2011) indicates soil samples with the highest concentration of lead concentration. However, Equity Residential remediated the contaminated soils as part of the land dedication in May 2015. An updated Phase I Environmental report was prepared in October 2020 during predevelopment. Further site testing is expected to begin in April 2022, after the interim uses have been closed down.

- Potential/Known Hazards. The 600 7<sup>th</sup> Street (dba 801 Brannan) parcel was developed in the late 1890s as warehouses, occupied by the Western Pacific Railroad Freight Depot from 1913 to 1980, and then the Concourse Exhibition Hall that was demolished for the 801 Brannan development. Asbestos- containing building materials were likely to have been used and may be contained as partof the temporary cap on the Site.
- 2.6 Adjacent uses and neighborhood amenities. The immediate neighborhood is comprised of mixture of industrial and commercial sites, includingan auto repair, office buildings, and apartment buildings. A number of small businesses including cafes are restaurants are near the Site. Specifically, for the formerly homeless adults and families, St. Vincent De Paul Society, a non-profit organization providing direct services to people experiencing homelessness and domestic violence, is 0.5 miles away.
- 2.7 <u>Green Building.</u> The building will meet the requirements for 4% low income housing tax credits and tax-exempt bonds and the City's Green Building Code. The project will operate on 100% electric power.

## 3 COMMUNITY SUPPORT

- 3.1 <u>Prior Outreach</u>. MHC developed website, conducted stakeholder meetings, circulated mailers to the community, and worked closely and collaborated with the community for input on conceptual design.
- 3.2 <u>Future Outreach</u>. 600 7<sup>th</sup> Street is the first of at least 5 sites in SoMa that are the result of land dedications. This neighborhood-wide opportunity to develop affordable housing and community amenities in SoMa is therefore especially important. Additionally, since this particular site was designated for land dedication, the SOMA Pilipinas Cultural District was created, which presents opportunities for MHC to collaborate with existing community organizations. Nevertheless, the Site sits kitty corner from the southeastern border of the District, though is expected to play a supporting role in the District goals.

MHC's philosophy for community outreach is to incorporate stakeholders early and regularly through an inclusive, iterative process. MHC has a dedicated staff member to lead the communityoutreach process for 600 7<sup>th</sup> Street, Amy Bayley, RSM, Vice President of Community Planning. Although the project will pursue SB35 for streamlined approvals for project entitlements, MHC will maintain relationships with key community stakeholders by communicating throughout key stages of the project and will continue to meet with the community as needed through operations.

Since the Site is in the Showplace Square/Potrero Area Plan and directly adjacent to Western SoMa, MHC will engage stakeholders from both areas, including surrounding residents, businesses, property owners, the Potrero Boosters Neighborhood Association, Potrero Hill Neighborhood House, South of Market Community Action Network, SOMA Pilipinas, Bayanihan

Community Center, Bill Sorro Housing Program, South of Market Business Association, SoMa West Central Business District, United Playaz, and

Friends of Bryant Street, in addition to the SOMA Community Stabilization Fund CAC, and Eastern Neighborhoods CAC.

The project will involve additional outreach to assess the community's desires for the neighborhood-serving commercial spaces, as the Site offers a particularly large amount of ground floor area for potential development of community use spaces.

To kickoff this plan, the MHC team has begun collaborating with MOHCD Cultural District Specialists to schedule individual meetings with the Executive Directors of the SOMA Pilipinas, American Indian Cultural District, and Leather LGBTQ District cultural districts in April 2022. MHC will subsequently develop a schedule with the cultural districts to continue to keep the community informed on how this project is developing as well as inform them of forthcoming opportunities around the project's public art requirement and commercial space, MHC plans to attend upcoming meetings for the cultural districts located in SoMa and the SoMa CAC. Furthermore, MHC's engagement strategy will not be limited to collaborating with existing community organizations, but will branchout to the broader SoMa neighborhood to cultivate new community partnerships.

3.3 <u>Proposition I Notification</u>. – Chapter 79 of the City's Administrative Code requires public noticing (Prop I) for initial City-funding made to any new construction project. MHC completed the 30-day noticing process following the Loan Committee's approval of the pre-development request.

## **4** DEVELOPMENT PLAN

- 4.1 <u>Site Control.</u> The LP has executed an Option to Ground Lease and will ground lease the site from the City at construction loan closing pending Board of Supervisors' approval. The terms outlined in the Option Agreement are for a standard term of 75 years from the date of construction completion of the Project, with an option to extend the term for an additional 24 years. The ground lease base rent is \$15,000 per year and residual rent is 10% of the land value of the Property.
- 4.2 <u>Proposed Design.</u> 600 7<sup>th</sup> St is an 8-story all concrete, all-electric building. The design is envisioned to foster an inviting, integrated community that is efficient, safe and functional for all residents. There is an entry court at the 7<sup>th</sup> Street frontage leading to two lobbies, one on each side of the entry court. The lobbies lead to distinct family and studio "wings," forming an "F" shape building footprint, featuring units and amenity space for each target population. A 24-hour desk clerk will cover the entrance to the adult studio wing in order to meet the various programmatic needs of the homeless and

family populations. Each wing features its own landscaped community area at grade.

There will be separate resident services program, property management, and meeting spaces for the formerly homeless adults and family households on the ground floor. On-site staff will share a "back of the house" office area. In the studio wing, there will be a lounge for residents to socialize and watch TV, and this wing's community room, with a community kitchen, opens to a spacious courtyard for a calm and quiet atmosphere. In the family wing, there will be a youth room, as well as designated units designed and marketed for in-unit childcare to residents and neighboring families. The spacious family community room, with a community kitchen, also opens to an outdoor courtyard. In addition, the family wing has small "break-out" spaces on each floor that can be programmed for small gatherings like tutoring or card games. The laundry rooms for each wing opens to their respective courtyards.

The design described here is 80% CD level drawings, with cost estimate, from January 2022, with these square footage assumptions:

Avg Unit SF by type:	Studio - 369 sf
	1-br - 497 sf
	2-br - 786 sf
	3-br – 1039 sf
Residential SF:	127,074 sf
Circulation SF:	See Common Area
Parking Garage SF:	N/A
Common Area SF:	54,460 sf (assumed 30% efficiency rate for circulation/common
Commercial Space SF:	4,223 sf
Building Total SF:	185,757 sf

There are 100 studios, and 23 one-bedroom, 83 two-bedroom, and 15 three-bedroom units. There is a limited number of variations of each unit type for maximum efficiency and stacking (only 12 variations across four-unit types).

## 4.3 Proposed Rehab Scope. N/A

## 4.4 Construction Supervisor/Construction Representative's Evaluation.

The design is straightforward and simple, and makes efficient use of the rectangular lot. The commercial spaces face on Brannan Street, with the residential entry on 7<sup>th</sup> Street, and service entries (trash, utilities) front along the

alley. The building design is effective at separating out the two resident programs with discreet spaces (entry lobbies, community rooms, etc.) designated for each group, while minimizing redundancies and maximizing construction efficiencies where possible (grouping together trash rooms and elevator cores, sharing a front desk, etc.). The "F" shaped of the plan creates two on-grade courtyards, one for each population, a thoughtful design decision. No parking is provided, which helps reduce the cost.

The soil conditions are very poor (loose sand, silt, and clay), as is typical in this area of the City, and the team has spent a substantial amount of effort investigating and designing the most cost-effective foundation system. Key to the structural integrity of the building is the system of roughly 420 drilled piles driven to depths of 135-145 feet (accounting for \$8.5 M in hard costs). A piles testing program, scheduled for March 2022 will affirm the exact number of piles needed and their lengths; the current budget includes an allowance of \$224K to provide longer piles (which allowance may be removed after piles testing depending on the test results). Construction is planned to start June 15, 2022, with a planned 24-month duration.

Through the design process, the Project team spent a considerable amount of time exploring various unit configurations and construction typologies in an attempt to increase the Project's competitiveness for CDLAC and reduce cost. The Project team did a comparative analysis of wood frame over Type I versus all-concrete and originally submitted plans to the Department of Building Inspections (DBI) in October 2020 for a wood-frame building. As the design progressed and the implications of the global supply chain and the pandemic affected construction costs, the premium price on lumber escalated in the market and the Project team shifted the design to Type I all concrete. Moving from the 100% DD drawings phase to the 50% Construction Documents (CD) set, the Project team had considered utilizing a Pueblo system of prefabricated steel to reduce the weight of the building and potentially add a floor, but the costs ultimately did not favor this solution. In addition to saving on materials, including for lumber and the associated fireproofing, Type I saves on overall development and long term operational and maintenance costs, and reduces the annual general liability insurance during operations. The site is vacant (currently the venue for a City COVID-19 testing operation), and there is no building demolition cost.

The total construction cost estimated for the Preliminary Gap financing proposal approved in July 2021 was \$118,229,595 based on the 100% Design Development (DD) drawings and included all GC costs/fees, \$10 M in bid/design/plan check contingencies, and 5% hard cost owner's contingency. Utilizing the 50% (CD) set approved by the MOHCD Construction Rep in October 2021, Suffolk Construction-Guzman General Contractors ("Suffolk-Guzman") provided a refined hard cost estimate. With extensive Value Engineering (VE) and proactive early trade bidding (with the subs most familiar with the market

swings), Suffolk-Guzman provided a revised preliminary maximum price. With 80% CD set, approved in January 2022, the Project team conducted additional VE exercises, incorporated early buy-outs of some trades to lock in costs, and built in allowances to accommodate approximately 2% escalation for the trades which would be bid out starting in late February 2022 (with the final Guaranteed Maximum Price (GMP) scheduled for May 2022) including a scaled back COVID-19 allowance. With these efforts, the design contingency of \$3.76 M was removed, escalation has been reduced, the bid contingency and plan check contingencies have been retained at 4% and 3% respectively for a total of \$7M, and the total construction cost has been reduced by \$974,482 from the budget presented for Loan Committee in July 2021. The total current construction cost is \$117,255,113. With this, the total construction cost as of February 2022 was \$117,255,113, which included all contingencies (including the hard cost 5%), the 4,223 SF commercial warm shell build-out (\$2.54 M), and offsite improvements of the alleyway (\$378K). At that time, the Project team believed it had appropriately accounted for market price escalation given the expert opinions provided by a reliable pool of subcontractors and the read of the industry and the volatile market. Once the subcontractors began submitting RFIs and preliminary costs for the bid sets, however, it became clear that recent international events have shaken up the industry even beyond the Covid-19-related and supply chain complications already factored in.

With a comprehensive line item-by-line item reassessment reviewed by the Project team on March 15, the direct construction cost has been increased by roughly 8%. This is mostly driven by dramatically increased cost of fuel (for shipping), metals (pipe for piles, rebar, metal studs), and petroleum-based products (vinyl windows, waterproofing, insulation, roofing). Because the new costs result from very recent sub bids, the 2% escalation (\$2.1M) that had been built into the previous budget is now removed, but we are retaining a 2% bid contingency (reduced from 4%) and the 3% plan check contingency for a total of \$5.52M. All tolled, factoring in the percentage-based increases in construction contingency, general contractor costs, and Owner's hard cost contingency, the total construction budget is now \$125,668,982. (This total factors in \$4.6 M in general contractor costs that had been misallocated to "Other Development Costs" in the February 2022 application workbook and in the analysis presented to the Credit Committee on March 8.)

At \$125.7 M in total construction costs, the Project comes in at \$568,638 per unit, \$376,254 per bedroom, and \$677 per SF. When compared to the average of comparable projects of similar scale, building type, and resident populations (in pre-development, in construction, and project completed since 2018), the square foot cost is 27% higher (comparable projects' square foot cost is \$533). The per unit cost compares favorably to the comps — the 600 7th cost is 8% lower than the average of the comparable projects (\$614,817/unit), which speaks to the efficient design.

The Project received the site permit in July 2021. Addendum 1 (deep foundation/piles/underground) and Addendum 2 (superstructure) were submitted in February 2022. The building permit is anticipated to be issued by June 15, 2022. The Street Improvement Plan application was submitted to the Department of Public Works in January 2022. The PG&E application for permanent power was submitted and PG&E deemed it complete in February 2022 (PG&E is underway with the next steps for temporary power, required load studies for permanent power, service designs, and approvals).

### 4.5 Commercial Space.

• Space Description. Per the last time this project was at Loan Committee, Mercy is proposing to create four separate commercial spaces. The corner space (at 1,822 sf) is proposed to be for a food-related business, such as a café. This space will have a separate entry, a type I hood, and a dedicated bathroom. The other three spaces (at 418 sf, 430 sf, and 1,187 sf) are proposed to be for community serving retail or artist studios. Each of these three spaces will have its own entry but they will share access to a corridor with bathrooms. The tenants have not yet been identified.

An LLC entity affiliated with Mercy will operate the commercial space and enter into subleases with individual tenants. As the master tenant, the LLC will enter into a master lease with Mercy Housing California 97, L.P., the master lessor. Per MOHCD's Commercial Underwriting Guidelines, the master tenant will pay 40% of commercial surplus cash to the LP as master lease rent and the LP will pay this identical amount to MOHCD as an additional ground lease payment.

- Commercial Leasing Plan. Prior to the gap loan request, Mercy
  was to submit an updated commercial space plan, commercial financial
  assumptions, and commercial development timeline for MOHCD
  review and approval. This has not been completed and will be a
  condition to MOHCD approving construction closing. See Section 9.2.
  Mercy is in the process of initiating outreach to cultural districts in
  SOMA to discuss both the project's commercial space opportunities
  and public art. See Section 9.3.
- Operating Pro Forma. Per the attached commercial pro forma, Mercy is proposing the master tenant expenses to be a management fee, property insurance, real estate taxes, common area maintenance (CAM), TI reserve deposits for future tenants upon turn-over, and capital replacement reserve deposits. Estimated rents for individual tenants are estimated to be between \$1.90/sf/mo and \$2.10/sf/mo in addition to reimbursing the master tenant for their pro rata share of CAM, insurance, and real estate taxes. The attached pro forma assumes a 50% vacancy rate throughout the 20-year pro forma and a negative cash flow. Mercy

must submit an updated pro forma along with the commercial space plan as a condition to MOHCD going to the Board of Supervisors for gap loan approval. Furthermore, Mercy will be required to provide market data supporting the proposed rents and lease up of the various commercial uses at 50% construction completion. See Section 9.2.

- <u>Tenant Improvement Build Out</u>. As a condition of closing, Mercy must submit a tenant improvement plan for MOHCD review and approval.
- 4.6 Service Space. MHC is proposing separate resident services program and meeting spaces for the formerly homeless adults and family households on the ground floor. Along 7th Street in the family wing, there are two service offices for the Resident Service Coordinator and Case Manager for the 20 formerly homeless families. The spacious family community room with a community kitchen opens to an outdoor courtyard—promoting family programming like after school academic support, health and wellness, and educational and community building activities. In the supportive housing wing, there are four case management offices facing the family courtyard for on-site mental health services. Nestled away from the street, the adult-wing community room with a community kitchen also opens to a spacious courtyard for a calm and quiet atmosphere. On-site medical and clinical services will be provided to the formerly homeless adults in the community room. Provisions to ensure residents' privacy during these services include resident sign-ups for appointments, separate waiting areas, and screens/partitions.
- 4.7 Interim Use. Interim use of the site has been managed by DPH for Covid-19 related vaccination and testing.
- 4.8 Infrastructure. N/A
- 4.9 <u>Communications Wiring and Internet Access.</u> The project will provide Ethernet cable design for data/internet. Service to the building from Public Right of Way to a MPOE and to IDF is designed to adequately accommodate fiber and cabling for multiple service providers, following the minimum specs included in the MOHCD Communication Systems Design Standards.
- 4.10 Public Art Component. Public Art is required for this project. The development will represent a significant invest to the community and the creation of public art is an essential element. The development team is interested in introducing innovative and impactful artwork into the project that will have a positive impact to the building's inhabitants, the local SoMa community and greater San Francisco. An important aspect of this process is the creation of a curatorial statement that will guide public art selection and potentially art within the property. The team is keenly interested in exploring how art can support economic development activities related to its commercial uses, the local artist community and placemaking within Soma. MHC identified potential project areas within

the building and solicited proposals from public art consultants. See Attachment O for details of the RFP. The project team selected Lynn Baer as its consultant. The total public art budget requirement is \$404,639.

- 4.11 Marketing, Occupancy, and Lease-Up. MHC has committed to conducting marketing and occupancy outreach for the Project in accordance with all applicable fair housing laws. MHC will work with neighborhood-based, non-profit organizations to develop relationships with their constituencies regarding the housing opportunity. Out of the 221 total units, the non-PSH units (100) that are not subsidized by LOSP, will be entered in the San Francisco DAHLIA lottery and subject to San Francisco preferences per City Ordinance. Among all eligible applicants, additional preference will be observed in the following order:
  - 1. San Francisco Redevelopment Agency Certificate of Preference (COP) Holders.
  - 2. Displaced Tenant Housing Preference (Ellis Act/OMI) Certificate (DTHP) Holders,
  - 3. Neighborhood Resident Preference<sup>1</sup>, and
  - 4. Live or Work in San Francisco.

In order to enhance the applications by COP holders, MHC would like to do specific outreach to COP holders and rental ready trainings similar to that which has been done for OCII sponsored projects. The developer will include this in their MOHCD required Marketing Plan for MOHCDs approval.

Marketing materials will be printed in Chinese, English, Spanish and Tagalog, and published in avariety of publications that represent a broad range of non-English speaking populations.

The other 120 units will be referred by HSH through its Coordinated Entry System (100 Adults and 20 Families.)

Target Population and Unit Type. At initial concept design and predevelopment request, MHC proposed 200 units. Now as design has progressed and with emphasis on low per unit development costs in the CDLAC tiebreaker, the Site offers 221 units, comprised of 100 studios and 120 family units (1- to 3-bedroom units), and a manager's unit. 120 of total units (or 54% of total units) will serve formerly homeless adults and families referred through the Coordinated Entry System administered by HSH—with 100 studios for formerly homeless adults and 20 units in 3-unit types (1-3 brs) for formerly homeless families. 70 of these studio units will be targeted to people who were either chronically homeless, homeless, or at-risk of chronic homelessness as defined by the NPLH Program, with the appropriate supportive services. The remaining 100 units (1brs, 2brs & 3brs) will serve family households earning a range between 50%-80% MOHCD AMI,

averaging to no more than 60% MOHCD AMI.

The average affordability for the overall project is 51% MOHCD AMI and 64.9% MOHCD AMI for the 120 family units.

With this gap loan request, MHC proposes to add a 70% and 75% MOHCD AMI tier to the development but maintain affordability at an average AMI of 51% to not negatively impact cash flow and the project's ability to support perm debt. The previously proposed AMI tiers were 30%, 50%, 60%, and 80%, which meant large rent jumps from 60% to 80%. From MHC's recent experience with leasing up 691 China Basin, they found that large AMI jumps create challenges and frustrations for both applicant households and the lease up team. MOHCD staff supports having a more consistent gradient of AMI's and the reallocation of units from the 60% and 80% AMI tiers to a newly created 70% AMI and 75% tier.

4.12 Relocation. N/A, this project is new construction.

### **5 DEVELOPMENT TEAM**

## 5.1 Procurement Plan.

The Contract Monitoring Division (CMD) set a 20% LBE/SBE goal for the Project in both professional services and the subcontractor participation. The Project Sponsor is meeting this goal through procuring the team members below:

Consultant Type	Name	SBE/LBE	Outstanding Procurement Issues
Architect	Santos Prescott Associates	Y	N
Construction Manager/Owner's Representative	Design Studio Gonzalo Castro	Y	N
General Contractor	Joint Venture – Suffolk Construction / Guzman General Contractors	N/Y	N
Geotechnical	Langan	Υ	Ν
Environmental	Langan	Υ	Ν
Methane & Vapor Mitigation	Langan	Υ	Ν
Market Study	Newport Realty Advisors	Υ	Ν
Civil Engineer	Luk & Associates	Υ	Ν
Structural Engineer	Mar Structural	Υ	Ν

Mechanical/Plumbing	Tommy Sui & Associates	Υ	N
Electrical Engineer	FW Associates	Ν	Ν
Landscape Architect	Cliff Lowe Associates	Υ	Ν
Waterproofing	Steelhead	Υ	Ν
Green/Title 24 Consultant	Stok	N	N
Financial Consultant	California Housing Partnership Corporation	N	N
Attorney	Gubb & Barshay	N	N

- 5.2 Opportunities for BIPOC-Led Organizations. MHC met CMD's 20% goal. To increase their contracting with BIPOC-led firms, the Sponsor is doing the following:
  - -Partnering with the San Francisco National Organization of Minority Architects to identify opportunities for participation in projects
  - -Creating a BIPOC-led or -owned professional firms list for distributing contracting opportunities.
  - -Including meaningful scoring in RFQ and RFP procurements for professional services (i.e., Owner's Rep, Architect and Engineers, and General Contractor) for firms with racial and gender equity-centered initiatives in regards to advancement within the organization, hiring and subcontracting. The General Contractor role is a joint venture between Suffolk and Guzman, a BIPOC-led firm.
- 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:

Loan Type/ Program	Loan Date	Loan Amount	Interest Rate	Maturity Date	Repayment Terms	Outstanding Principal Balance	Accrued Interest to 03/31/2022
Predevelopment	3/27/2020	\$3,500,000	3%	3 years	37 years	\$2,447,934	\$75,740.30
Total:		\$3,500,000					

- 6.2 <u>Disbursement Status.</u> To date, \$2,447,934 in predevelopment loan funds have been drawn down, with a balance available of \$1,052,065. MHC will provide working capital to the extent needed, estimated at \$240,000, to bring the project to construction loan closing.
- 6.3 <u>Fulfillment of Loan Conditions</u>. Below is the status of Loan Conditions since this project was last at Loan Committee on July 2, 2021 for preliminary gap loan funds for the development of the project:

### By April 30, 2020:

- Sponsor must provide a community outreach plan for the period of November 2019 through construction completion. The plan should identify key community stakeholders that will be outreached to, including families of Bessie Carmichael School as well as their Principal, School Site Coordinator, and the community-based organizations (United Playaz and West Bay) that support the school, describe the team's community outreach strategy, and overall timeline. Status: Completed.
- 2. Sponsor must provide the Architect RFQ for MOHCD review and approval. Status: **Completed.**
- 3. Sponsor must provide the Subconsultants RFQ for MOHCD review and approval. Status: **Completed.**
- 4. Sponsor must provide the construction manager RFQ for MOHCD review and approval. <u>Status</u>: **Completed.**
- 5. Sponsor must provide the general contractor RFQ for MOHCD review and approval. <u>Status:</u> **Completed.**
- 6. Sponsor must provide the contract for Construction Management for MOHCD review and approval. <u>Status:</u> **Completed.**

### By July 31, 2020 (100% Schematic Design & prior to Site Permit Submittal):

- 1. Sponsor must provide analysis of different construction types like the Pueblo Structural System, which could potentially provide cost savings and provide overall analysis to MOHCD for review. <u>Status:</u> **Completed.**
- Sponsor must submit a preliminary services plan and budget covering the formerly homeless households for HSH and MOHCD review and approval. <u>Status</u>: Completed.
- 3. Sponsor must submit application to the Planning Department for SB35 and Site Permit review. Status: **Completed.**
- 4. Sponsor must research alternate funding sources, such as Housing for Healthy California (HHC), and provide analysis to MOHCD for review to reduce MOHCD's gap. <u>Status:</u> **Completed.**
- Sponsor must explore adding more 3-bedroom units, provide the financing, and design analysis for MOHCD review and approval. <u>Status</u>: Completed.

- 6.5.1 <u>Permanent Sources Evaluation Narrative</u>: The Borrower proposes to use the following sources to permanently finance the project:
  - MOHCD Loan (\$65,777,411) Loan The estimated amount for MOHCD's gap loan on this project is \$65,777,411 or \$297,635 per unit.
  - MOHCD No Place Like Home (NPLH) Loan (\$17,500,000) –
    Through a county allocation from the State of California NPLH
    program, MOHCD will administer \$17.5MM or \$250,000 per unit to
    support 70 studio units, which make up 35% of total units. The
    regulatory limit for units to be subsidized by NPLH is 49% of total units.
  - Federal Home Loan Bank of San Francisco (FHLB-SF) Affordable Housing Program (AHP) (\$1,000,000) Loan – MHC believes the project will be competitive based on the unit mix and timing of submitting the application to maximize projectreadiness points, for a request of \$1.0MM or \$4,525 per unit. MHC applied for AHP financing March 10, 2022.

(Note: the total MOHCD Loan amount is \$84,277,411, includes an AHP bridge loan amount, and NPLH funds.)

- Private Mortgage (\$12,397,000) A private long-term permanent mortgage is included in the financing plan. MHC is assuming a 15-year term amortized over 35 years at 4.88%. This loan meets HCD requirements, as long as HCD's regulatory agreement is in senior position. The mortgage is underwritten on income from the non-LOSP units only.
- Federal Tax Credit Equity (\$51,158,320) MHC is assuming \$0.95
  perfederal credit pricing, which is consistent with the current credit
  market for projects with significant amounts of LOSP funding. Selection
  of the tax credit investor and lender is pending at same time as this
  evaluation process.
- General Partner Equity (\$500,000) This was the largest amount of GP Equity that was determined to maintain competitiveness for an allocation of tax-exempt bonds from CDLAC.
- Accrued Interest on MOHCD Loan (\$2,773,955).

### 6.5.2 Permanent Uses Evaluation:

Development Budget					
Underwriting Standard	Meets Standard? (Y/N)	Notes			
Hard Cost per unit are within standards	Y	\$530,566/unit			
Construction Hard Cost Contingency is at least 5% (new construction) or 15% (rehab)	Υ	Hard Cost Contingency is 5%			
Architecture and Engineering Fees are within standards	Y	Total Architectural & Design fees is \$3,633,000, which is within Underwriting guidelines.			
Construction Management Fees are within standards	Y	CM is sized at \$190,000 (26 months for predev and 22 months for construction) and meets UG standard for predev and construction period.			
Developer Fee is within standards, see also disbursement chart below	Y	PM Fee: \$1,100,000 At Risk: \$2,310,000 Commercial Developer Fee: \$125,000 GP Equity: \$500,000 Total Developer Fee: \$4,035,000			
Soft Cost Contingency is 10% per standards	Y	Soft Cost Contingency is 8.6%			
Capitalized Operating Reserves are a minimum of 3 months	Y	Capitalized operating reserve is \$1,738,222 for 6 months, set to attract an investor.			

6.5.4 Commercial Space Sources and Uses Narrative: Per the attached commercial space sources and uses, the budget to develop the commercial space warm shell is estimated to be \$2,667,258. This includes \$125,000 in commercial space developer fee (which conforms to MOHCD's Commercial Underwriting Guidelines) and \$2,542,258 in warm shell construction costs (\$600/sf). MOHCD is the sole source for the commercial space build out.

The per/sf estimate is comparable to the cost of small warm shell build outs happening at current MOHCD projects (i.e. Eddy and Taylor), including escalation and prevailing wages.

6.5.5 <u>Developer Fee Evaluation</u>: The milestones for the payment of the developer fee to the sponsor are specified below.

Total Developer Fee:	\$4,035,000	
Project Management Fee Paid to Date:	\$ 550,000	
Amount of Remaining Project Management	\$ 550,000	
Fee:		
Amount of Fee at Risk (the "At Risk Fee"):	\$2,130,000	
Amount of Commercial Space Developer Fee	\$125,000	
(the "Commercial Fee"):		
Amount of Fee Deferred (the "Deferred Fee"):	\$0	
Amount of General Partner Equity	\$500,000	
Contribution (the "GP Equity"):		
Milestones for Disbursement of that	Amount Paid at	Percentage
portion of Developer Fee remaining and	Milestone	Project
payable for Project Management		Management Fee
Construction close	\$55,000	5%
50% Construction Completion	\$220,000	20%
100% Construction Completion	\$220,000	20%
Project close-out	\$55,000	5%
Milestones for Disbursement of that		Percentage At
portion of Developer Fee defined as At-		Risk Fee
Risk Fee		
100% lease up and draft cost certification	\$462,000	20%
Permanent conversion	\$1,155,000	50%
Project close-out	\$693,000	30%
Milestones for Disbursement of that portion of		Percentage
Developer Fee defined as Commercial Fee		Commercial Fee
Executed LOIs with all commercial tenants	\$62,500	50%
100% occupancy of commercial space	\$62,500	50%
		-

# **PROJECT OPERATIONS (See Attachment I and J for Operating Budget and Proforma)**

<u>7.1</u> <u>Annual Operating Budget.</u> The proposed operating budget is \$11,391 per unit per year before reserves.

On the revenue side, the proposed Project will enter into a 20-year LOSP contract for 120 LOSP units (\$6,171/unit in Year 1). Other residential rents are projected at a range of AMIs that will support building operations, in addition to small amounts of revenue from building laundry.

Operating expenses are almost entirely divided between non-LOSP and LOSP units proportionate to percentage of total units. There are small deviations to this within Legal expenses, security, pest control, and electricity expenses. The most significant operating cost driver is the proposal to provide 24/7 front desk coverage (see 1st Year Operating Budget, Attachment K).

# 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	N	DSCR is 1.128 in Year 1. Cash flow stays positive through Year 20.		
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 1% for LOSP tenant rents		
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 \$11,391 per unit		
		Based on comparable total operating expense per unit figures.		
Property Management Fee is at allowable HUD Maximum	Υ	Total Property Management Fee is \$185,640 or \$70 PUPM		
Property Management staffing level is reasonable per comparables	Y	Refer to chart below.		
Asset Management and Partnership Management Fees meet standards	Υ	Annual AM and PM Fee is \$24,280/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	\$5,000/year with no escalation		

7.2 Staffing Summary. Onsite staff includes 12.0 FTEs assigned to the 221-unit property, with 3.5 Property Management FTEs, 4.5 Desk Clerks, 3.0 Maintenance Staff FTEs, and 1.0 Resident Services Staff FTEs.

Onsite Staff Positions	No. of FTEs
Senior Property Manager	1.0
Assistant Property Manager	2.0
Housing Support Specialist	.50
Resident Service Coordinator	1.0
Maintenance Manager	1.0
Maintenance Tech	2.0
Desk Clerk/Community Coordinator	1.0
Desk Clerks	3.5
Total Property Management Staff	12.0

Note – janitorial is being done by contract. And one of the desk clerks has a special function called "community coordinator".

7.5 <u>Income/Rent Restrictions for All Sources.</u> MOHCD, TCAC, CDLAC and FHLB AHP are the anticipated restrictions on the project.

UNIT SIZE		MAXIMUM INCOME LEVEL	
NON-LOTTERY	No. of Units	MOHCD AMI	TCAC AMI
Studio - LOSP	45	30%	30%
Studio - LOSP	0	35%	30%
Studio - LOSP	55	50%	50%
1 BR – LOSP	3	50%	50%
2 BR – LOSP	10	35%	30%
3 BR – LOSP	7	35%	30%
Sub-Total	120		
<u>LOTTERY</u>			
1 BR	3	50%	50%
2 BR	20	50%	50%
Sub-Total	23		
1 BR	7	60%	60%
2 BR	16	60%	60%
3 BR	3	60%	60%
Sub-Total	26		
1 BR	5	70%	60%
2 BR	22	70%	60%
3 BR	3	70%	60%
Sub-Total	30		
1 BR	4	75%	60%
Sub-Total	4		
2 BR	15	80%	60%
3 BR	22	80%	60%
Sub-Total	17		
STAFF UNITS			
2 BR	1	N/A	N/A
TOTAL	221		
OVERALL PROJECT AMI AVERAGE	51%		
AVERAGE FOR LOTTERY UNITS ONLY	64.90%		

221-unit formerly homeless adult and family development will include:

- 100 studios
- 23 one-bedrooms
- 83 two-bedrooms (including a manager's unit)
- 15 three-bedrooms

The overall average AMI restriction for the unsubsidized units is 51% MOHCD AMI, which is lower than the stated goal in the RFQ of an average of no more than 60% MOHCD AMI.

7.6 <u>MOHCD Restrictions.</u> New Proposed AMI-Unit Mix (See Attachment M, for the complete AMI Analysis) as follow:

Unit Size	No. of Units	Maximum Income Level
Studio	45	30% of Median Income
Studio	0	35% of Median Income
Studio	55	50% of Median Income
<b>Total Studios</b>	100	
1BR	0	30% of Median Income
1BR	3	35% of Median Income
1BR	4	50% of Median Income
1BR	7	60% of Median Income
1BR	5	70% of Median Income
1BR	4	75% of Median Income
1BR	0	80 % of Median Income
Total 1BRs	23	
2BR	0	30% of Median Income
2BR	10	35% of Median Income
2BR	19	50% of Median Income
2BR	16	60% of Median Income
2BR	22	70% of Median Income
2BR	0	75% of Median Income
2BR	15	80% of Median Income
2BR	1	Manager's Unit
Total 2BRs	83	
3BR	0	30% of Median Income
3BR	7	35% of Median Income
3BR	0	50% of Median Income
3BR	3	60% of Median Income
3BR	3	70% of Median Income
3BR	0	75% of Median Income
3BR	2	80% of Median Income
Total 3BRs	15	

### **8 SUPPORT SERVICES**

### 8.1 Services Plan.

Episcopal Community Services (ECS) will be the service provider for the 120 formerly homeless population and MHC will provide services to the 100 family households.

70 PSH adult households will funded through the NPLH program, which will require specific mental health services and reporting for the population. The final draft Services Plan and Budget was submitted to MOHCD and HSH in May 2021. Prior to loan closing, the Sponsor must submit the finalized services plan and budget for HSH and MOHCD review and approval.

ECS and MHC are proposing the following on-site support services staff to support the households referred from Coordinated Entry, funded by HSH:

Staff Position	Employed	FTE	Residents Served	Staff to Resident Ratio	Funding Source
Family Building					
Case Manager III (Bilingual)	ECS	1 FTE	20 PSH (family units)	1:20	HSH
Supportive Services Manager	ECS	0.2 FTE	20 PSH (family units)	1:20	HSH
	Total	1.2			
Single Adult Building					
Case Manager III	ECS	3 FTE	100 PSH (studio)	1:25	HSH
Case Manager III (Bilingual)	ECS	1 FTE	100 PSH (studio)	1:25	HSH
Supportive Services Manager	ECS	0.8 FTE	100 PSH (studio)	1:20	HSH
	Total	4.8			

The next section is the detailed breakdown of the service staffing that will be paid through the HSH service contract and operating budget.

### Supportive Services Staffing – ECS

Service staffing for the 120 PSH units will be provided by ECS and paid through a separate HSH contract. Onsite staff includes 4.0 FTE Case Managers at a 1:25 ratio for the 100 PSH adult households and 1.0 FTE Case Manager at a 1:20 ratio for the 20 PSH family households; with a 1.0 FTE Support Services Manager to supervise the 5 Case Managers. The case management ratio is in line with MOHCD's expectations that was outlined in the original 600 7th St RFQ. Total service staffing is 5.3 FTE for PSH adults and 1.70 FTE for the PSH family units—comparable to LOSP projects of this size.

Onsite Staff	100 PSH Adults 1: 25 staffing ratio	20 PSH Families 1:20 staffing ratio		
Position	% FTE	% FTE		
Case Manager III	3			
Bilingual Case Manager III	1	1		
Support Services Manager	0.8	0.2		
Roving/Offsite				

Position	% FTE	% FTE
Director - Housing Services	0.07	0.07
Associate Director - Housing Services	0.14	0.14
Admin Asst/Quality Assurance Specialist	0.07	0.07
Database Specialist/Compliance Monitor	0.14	0.14
Director of Impact & Analytics	0.02	0.02
Director of Healthy Aging	0.02	0.02
Clinical Services Manager	0.03	0.03
Director of Housing Dev/Asset Management	0.02	0.02
Total Services Staff	5.30	1.70

### MHC will provide services to Lottery Families.

There will be 1.0 FTE Resident Services Coordinator at a 1:100 service coordinator ratio to provide services to the 100 family households (income ranges between 50%–80% MOHCD AMI). The staffing ratio meets MOHCD's 1:100 service staffing ratio for non-LOSP units.

### 8.2 Services Budgets.

### Supportive Services Budget – ECS

Separate from the operating budget, supportive services will be funded through an HSH contract. ECS's service expenses are estimated start at \$715,281 (\$7,153 unit/year) for adults and \$293,021 (\$14,461 unit) for families—totaling an annual total of \$1,008,302 per year. Per NPLH funding requirements, the City must provide at least 20 years of mental health services to the NPLH target population. As a result, the per unit services amount-- particularly for the PSH family households is significantly higher than comparable LOSP projects. Prior to the Project's LOSP request, ECS will need to revise the services budget to be within HSH's estimated per unit services commitment.

The budget is estimated in the table below:

Expenditure	100 PSH Adults	20 PSH Families	Total	Adults Per Unit	Families Per Unit
Staffing	5.30 FTE	1.70 FTE			
Salaries & Benefits	\$546,423	\$195,205	\$741,628	\$5,464	\$9,760
Operating Expenses	\$92,220	\$66,420	\$158,640	\$922	\$3,321
Indirect Costs (12%)	\$76,638	\$31,396	\$108,034	\$766	\$1,570
Total	\$715,281	\$293,021	\$1,008,302	\$7,153	\$14,651

### Family Services Budget - MHC

Annual MHC services expenses are estimated to total \$108,790 for salary and

\$10,000 for supplies per year for 1.0 FTE Resident Services Coordinator. Family services will be funded through the operating budget. The budget is estimated in the table below:

UNITS	100 FAMILY 1:100 staffing ratio
Staffing	1.0 FTE
Resident Service Coordinator II	\$65,000
Benefits @ 28%	\$18,200
Total Salary	\$83,200
Programming Supplies	\$10,000
Training	\$1,000
Travel	\$400
Supervision	\$14,190
Total	\$108,790
Cost Per Unit/Year	\$544

8.3 <u>HSH Assessment of Service Plan and Budget.</u> HSH will finalize and approve the service plan and budget before closing.

# 9 STAFF RECOMMENDATIONS

As the Project nears commencement of construction, MOHCD staff recommends approval of the gap loan to Mercy Housing Calwest for the construction of 221 family affordable housing units located at 600 7th Street. Pending approval from the Loan Committee, MHC will close construction financing no later than July 13, 2022.

### 9.2 Proposed Loan/Grant Terms.

Financial Description of Proposed Loan				
Loan Amount:	\$65,777,411 City Sources			
Loan Term:	55 years			
Loan Maturity Date:	2080			
Loan Repayment Type:	Residual Receipts			
Loan Interest Rate:	0-3%			
Date Loan Committee approves prior expenses can be paid:	November 15, 2019			
Financial Description of Proposed Loan				
Loan Amount:	\$17,500,000 NPLH – separate Note			
Loan Term:	55 years			
Loan Maturity Date:	2080			
Loan Repayment Type:	Deferred			
Loan Interest Rate:	0%			
Date Loan Committee approves prior expenses can be paid:	November 15, 2019			

Financial Description of Proposed Bridge Loan						
Loan Amount:	1,000,000 – AHP Bridge Loan separate Note					
Loan Term:	2 years					
Loan Maturity Date:	2024					
Loan Repayment Type:	Due in full on maturity date					
Loan Interest Rate:	0%					
Date Loan Committee approves prior expenses can be paid:	November 15, 2019					

### 9.3 Recommended Loan Conditions

### Prior to Loan Closing:

- Sponsor must submit an updated commercial space plan, commercial financial assumptions, and commercial development timeline for MOHCD review and approval. This must include an updated commercial pro forma.
- Sponsor must submit an updated services plan and budget for HSH and MOHCD Review and approval.
- Sponsor must submit a tenant improvement plan (i.e. estimated budget and proposed sources) for MOHCD review and approval.

### At 50% Construction Completion:

 Sponsor must provide market data supporting the proposed rents and lease up of the various commercial uses and must evidence what will make the commercial uses community serving. For potential commercial uses and tenants, the Sponsor should refer to the Planning Department's Greater SoMa Community Facility Needs Assessment and the City's Cultural, History, Housing and Economic Sustainability Strategy Report ("CHESS Report") for the nearby cultural districts.

### At 100% Construction Completion:

 Sponsor must provide executed Letters of Intent (LOIs) with neighborhood serving commercial tenants, a commercial development budget, and a tenant improvement proforma for MOHCD review and approval.

# 10 LOAN COMMITTEE MODIFICATIONS

# LOAN COMMITTEE RECOMMENDATION

Appr	oval indic	ates app	roval	with modification	ns, when	so a	letermined by the Committee.	
[ ]	APPR	OVE.	[ ]	DISAPPRO	√E. [	]	TAKE NO ACTION.	
							Date:	
Eric D. Shaw, Director Mayor's Office of Housing								
[ ]	APPR	OVE.	[ ]	DISAPPRO\	VE. [	]	TAKE NO ACTION.	
							Date:	
Salvador Menjivar, Director of Housing Department of Homelessness and Supportive Housing								
[ ]	APPR	OVE.	[ ]	DISAPPRO	VE. [	]	TAKE NO ACTION.	
-							Date:	
James Morales, Interim Executive Director Office of Community Investment and Infrastructure								
[ ]	APPR	OVE.	[ ]	DISAPPRO	VE. [	]	TAKE NO ACTION.	
-							Date:	
Anna Van Degna, Director Controller's Office of Public Finance								
Attac	chments:	B. Borro C. Deve D. Asse E. Thres F. Site M G. Eleva H. Com I. N/A J. Devel K. 1st Ye L. 20-ye M. Area	ower C eloper t Mana shold I Map w ations pariso lopme ear Op ear Op Media al, Equ	ith amenities and Floor Plans of City Investrent Budget erating Budget erating Pro Form Income (AMI) ity, Diversity, ar	sis of Sporements as, if availatinent in O	and F able other	Ranking Criteria  Housing Developments  REDI) Framework	

## Chavez, Rosanna (MYR)

**From:** Ely, Lydia (MYR)

**Sent:** Thursday, April 7, 2022 10:11 AM

**To:** Chavez, Rosanna (MYR)

**Subject:** Re: 600 7th St Final Gap Loan Eval v2 Loan Committee 4-1-2022

Hi Rosie,

I approve the updated request for financing for 600 7<sup>th</sup> Street.

Thanks, Lydia

From: Chavez, Rosanna (MYR) <rosanna.chavez@sfgov.org>

Sent: Friday, April 1, 2022 3:18 PM

To: Ely, Lydia (MYR) < lydia.ely@sfgov.org>; Salvador H. Farias < shfarias@bridgehousing.com>; Colomello, Elizabeth (CII)

<elizabeth.colomello@sfgov.org>; Pereira Tully, Marisa (CON) <marisa.pereira.tully@sfgov.org>

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

Subject: 600 7th St Final Gap Loan Eval v2 Loan Committee 4-1-2022

Hello Loan Committee members,

Please find updated 600 7th St Final Gap Loan Eval, as described in today's loan committee. If you could please review and provide your votes at your earliest.

Thank you and have a great weekend,

**Rosie Chavez** 

Assistant Housing Loan Administrator Mayor's Office of Housing and Community Development 1 South Van Ness, 5th Floor, San Francisco, CA 94103

## Chavez, Rosanna (MYR)

**From:** Menjivar, Salvador (HOM)

Sent: Wednesday, April 13, 2022 3:34 PM

**To:** Shaw, Eric (MYR)

**Cc:** Chavez, Rosanna (MYR)

**Subject:** 600 7th Street

I approve Mercy Housing Calwest (MHC), requests for a final gap loan in the amount of \$84,277,411 for the construction of 221 new affordable housing units located at 600 7th Street.

#### 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: <a href="https://hearts.color.org/learn-12">hsh.sfgov.org</a> | Follow: <a href="mailto:@SF\_HSH">@SF\_HSH</a> | Like: <a href="mailto:@SanFranciscoHSH">@SanFranciscoHSH</a>

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#### Chavez, Rosanna (MYR)

From: Colomello, Elizabeth (CII)

Sent: Friday, April 1, 2022 4:18 PM

**To:** Chavez, Rosanna (MYR); Ely, Lydia (MYR)

**Cc:** Shaw, Eric (MYR)

Subject: RE: 600 7th St Final Gap Loan Eval v2 Loan Committee 4-1-2022

#### Hi Rosie,

I approve the updated request for financing for the subject project on behalf of OCII. Also-in case you haven't noticed already, I think you included the wrong Salvador on this email.

Thanks-

Elizabeth



#### **Elizabeth Colomello**

**Housing Program Manager** 

One South Van Ness Avenue, 5th Floor San Francisco, CA 94103



www.sfocii.org

From: Chavez, Rosanna (MYR) <rosanna.chavez@sfgov.org>

Sent: Friday, April 1, 2022 3:19 PM

To: Ely, Lydia (MYR) < lydia.ely@sfgov.org>; Salvador H. Farias < shfarias@bridgehousing.com>; Colomello, Elizabeth (CII)

<elizabeth.colomello@sfgov.org>; Pereira Tully, Marisa (CON) <marisa.pereira.tully@sfgov.org>

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

Subject: 600 7th St Final Gap Loan Eval v2 Loan Committee 4-1-2022

Hello Loan Committee members,

Please find updated 600 7th St Final Gap Loan Eval, as described in today's loan committee. If you could please review and provide your votes at your earliest.

Thank you and have a great weekend,

**Rosie Chavez** 

Assistant Housing Loan Administrator Mayor's Office of Housing and Community Development 1 South Van Ness, 5th Floor, San Francisco, CA 94103

#### Chavez, Rosanna (MYR)

From: Pereira Tully, Marisa (CON)

Sent: Friday, April 1, 2022 3:20 PM

To: Chavez, Rosanna (MYR)

Cc:Shaw, Eric (MYR)Subject:600 7th St Gap Loan

Approve per revised memo

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

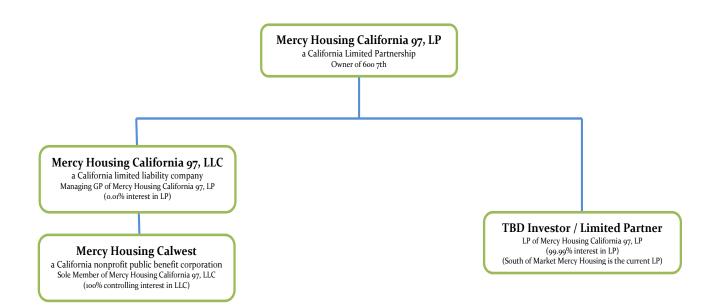
Please note that as of 4/4/22 I will be part-time with the Office of Public Finance and may take longer to respond to emails.

### **Attachment A: Project Milestones and Schedule**

No.	Performance Milestone	Estimated or Actual Date	Contractual Deadline
A.	Prop I Noticing (if applicable)		
1	Acquisition/Predev Financing Commitment	February 2021	
2.	Site Acquisition	<u>April 2022</u>	<u>June 2022</u>
3.	Development Team Selection		
a.	Architect	December 2019	
b.	General Contractor	<u>April 2020</u>	
c.	Owner's Representative	February 2020	
d.	Property Manager	September 2019	
e.	Service Provider	September 2019	
4.	Design		
a.	Submittal of Schematic Design & Cost Estimate	September 2020	October 2020
b.	Submittal of Design Development & Cost Estimate	November 2020	
c.	Submittal of 50% CD Set & Cost Estimate	March 2021	
d.	Submittal of Pre-Bid Set & Cost Estimate (75%-80% CDs)	July 2021	
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>N/A</u>	
d.	CUP/PUD/Variances Submission	October 2020	
7.	PUC/PG&E		
a.	Temp Power Application Submission		
b.	Perm Power Application Submission		
8.	Permits		
a.	Building / Site Permit Application Submitted	October 2020	<u>August 2020</u>
b.	Addendum #1 Submitted	September 2021	

c.	Addendum #2 Submitted	September 2021	
9.	Request for Bids Issued	<u>August 2021</u>	
10.	Service Plan Submission		
a.	Preliminary	<u>August 2021</u>	
b.	Interim	November 2021	
c.	Update	October 2022	
11.	Additional City Financing		
a.	Predevelopment Financing Application #2	<u>N/A</u>	
b.	Gap Financing Application	March 2022	
12.	Other Financing		
a.	MHP Application	N/A	
b.	IIG Application	N/A	
c.	AHP Application	March 2021	
d.	CDLAC Application	September 2021	
e.	TCAC Application	September 2021	
f.	Construction Financing RFP	October 2021	
g.	Other Financing Application		
13.	Closing		
a.	Construction Closing	April 2022	
b.	Permanent Financing Closing	December 2024	
14.	Construction	July 2022 - July 2024	
a.	Notice to Proceed	April 2022	July 2022
b.	Temporary Certificate of Occupancy/Cert of Substantial Completion	February 2024	May 2024
15.	Marketing/Rent-up		
a.	Marketing Plan Submission	May 2023	August 2023
b.	Commence Marketing	August 2023	
c.	95% Occupancy	August 2024	October 2024
16.	Cost Certification/8609	February 2025	
	Close Out MOH/OCII Loan(s)	March 2025	

#### **Attachment B: Borrower Org Chart**



#### **Attachment C: Development Staff Resumes**

Mercy Housing California (MHC) will be the sole Developer, acting as Sponsor and Managing General Partner of the eventual ownership partnership. MHC has developed over 50 properties in San Francisco over the past 35 years. Many of these properties were the result of strong affordable housing expertise, commitment and perseverance to combine unique financing sources to create innovative housing models. Additionally, MHC has a long track record in developing, leasing, and managing commercial space, with a current portfolio of approximately 117,000 sq ft of community- serving retail or service spaces in San Francisco.

Completing projects on time and on budget: MHC has a well-established track record of moving projects guickly through development within established budget parameters. For example, at 280 Beale, MHC was tasked with delivering 70 units in a standalone Type I building for \$200k per unit in OCII subsidy. This was achieved by creating an efficient, affordable building program and exterior treatment. The project's schedule was tied to the schedule of the neighboring market-rate tower, requiring the affordable project to break ground within 18 months from the start of predevelopment in order to coordinate the concrete pours of both projects to maximize efficiencies. MHC achieved this by working with the same contractor as the tower and working effectively with the architect and OCII to design an efficient, contextual exterior treatment. Another example is 95 Laguna, where MHC delivered 79 units of senior housing on-time and onbudget through an efficient exterior treatment and by increasing the unit count by seven within the existing building envelope by developing a more efficient interior layout. The TDC is \$554k per unit including the 7,600 sq ft commercial shell but excluding land.

Obtaining competitive financing terms: MHC's success at obtaining competitive funding is evidenced by over 50 HCD loans or commitments and its strong track record in obtaining competitive 9% tax credits, AHP, and HUD 202/811. MHC accesses very competitive tax credit pricing terms due to our extensive experience and relationships with limited partners. The size and success of our portfolio assures investors that MHC has the expertise needed to ensure that their credits will not be jeopardized. MHC has a breadth of experience across California, with multiple tax credit deals a year, and is backed by the national strength of Mercy Housing, Inc. This allows us to negotiate for better terms, and MHC has received better than average pricing in numerous projects, most recently receiving \$1.03 on three active deals in San Francisco.

**Developing Type V/I, III/I, I construction:** MHC has strong experience developing a wide range of construction types, including the following: *Type V/I:* 1100 Ocean, Columbia Park, 1028 Howard, 1101 Howard, School House Station (Daly City), Vista Grande (Daly City). *Type III/I:* 1180 Fourth, 95 Laguna,

455 Fell (under construction), Mission Bay 6W (under construction). *Type V/I:* Bill Sorro Community, Vera Haile Senior Housing, Edith Witt Senior Community, 280 Beale, 10th and Mission Family, Mission Creek, 111 Jones, Presentation Senior.

Developing for low-income families and formerly homeless households: MHC has decades of experience developing for low-income families and formerly homeless households. In San Francisco, MHC has developed 18 properties (1,493 units) for families and 11 properties (748 units) for formerly homeless households. Total in California, MHC has developed 74 properties (4,857 units) for families and 22 properties (1,414 units) for formerly homeless households. MHC has experience working with LOSP, Shelter + Care, VASH, and Project-Based Section 8 subsidies, among others, and wide range of funding sources including HCD (MHP, NPLH, AHSC, IIG), HUD, AHP, and state and federal low-income housing tax credits.

Working in SoMa neighborhood: MHC has a strong history of providing family and supportive housing in SoMa. MHC has successfully developed 14 properties (1,214 units) in SoMa over the past 20 years. MHC's pipeline includes two large projects in SoMa serving formerly homeless households: 1064 Mission (258 units) and 833 Bryant (146 units). MHC has a special relationship working with ECS in SoMa, collaborating on the development of Canon Kip Senior and Canon Barcus Community House and currently working together on 1064 Mission.

Community outreach: MHC works closely and collaboratively with the community for input and support. For example, MHC led outreach for the Richardson Apartments, Essex Hotel, Bayview Hill Gardens, Arlington Hotel, and Rose Hotel, all of which are 100% permanent supportive housing. Of these, only Richardson Apartments experienced opposition and MHC worked closely with partner CHP to convene extensive community meetings to describe the services and property management approach. With this information, neighbors came to accept the proposed program. MHC formed a neighborhood advisory committee to work with those who remained concerned about the site's use and operations. MHC worked with this group to identify a strategy for two retail spaces, resulting in an affordable eatery and a frame shop.

**Staffing:** MHC maintains development offices in San Francisco (headquarters), Sacramento, and Los Angeles. The San Francisco office presently has over 2,622 units in development, from feasibility to project closeout, with a staff of 14 people solely devoted to new development. This project would be led William Ho, Senior Project Developer, with supervision by Barbara Gualco, Director of Development, and input from Sharon Christen, Associate Director of Supportive Housing Development.

### Kion D. Sawney

1840 Turk Street #7 San Francisco, CA 94115 ksawney@gmail.com | 516-404-6943 | www.kionsawney.com

The work I do has been led by a simple question, "What can we build together?" I believe that innovative ideas are the byproduct of existing knowledge rearranged into new, useful combinations. My role in this process is to identify those nodes of information, nourish that exchange, and most importantly, bring those ideas to reality. Over my 9+ years in leading teams, projects, boards, and initiatives; I've been fortunate to build the future with a diverse set of thinkers with proven results and lasting impact

#### Professional Experience:

#### **Project Developer**

August 2020 - Present

Mercy Housing California, San Francisco, CA

- Directly overseeing the development of over 280 units of affordable housing in San Francisco servicing formerly homeless adults, families and low-income families.
  - 600 7<sup>th</sup> Street \$146 Million Dollars, 221 Units; Construction start: 6/1/22; Construction Completion: 4/15/24
  - o 2530 18th Street \$75 Million Dollars; 67 Units; Construction start: 3/1/23; Construction Completion: 1/1/25

#### Senior Launch Manager

May 2019 – May 2020

Side Brokerage, San Francisco, CA

- Administered the onboarding of over 20 business accounts across multiple business units (Sales, Customer Success, Training, Brokerage, and Engineering) - representing \$1.5M in expanded annual revenue.
- Development of individuals system architectures for real agent teams and implemented of project plans based on business
- Concurrently oversaw approx. 10 accounts and led various company wide initiatives the market expansion into the State of Florida, improvements for the state of Texas, and adoption of new marketing stack elements with clients.
- Introduced a team-level project management tool for account tracking that developed into a
  department-wide task tracking application (Taskfeed). The tool reduced variances of service
  quality, provided clarity to the exec. team and clients on account progress and identified process
  roadblocks driving greater efficiency.
- Managed team performance and reviewed the completeness of all team account's prior to transition to Customer Success team.

#### **Housing Developer**

August 2016 – April 2019

Beacon Development Group, Pleasanton, CA

- Directly managed an affordable housing development portfolio worth over \$150 million in Northern California and concurrently supporting projects in Southern California and Washington State the portfolio included urban infill construction, re-syndications, acquisition rehabs, new markets TC and 4% non-competitive.
- Oversaw all aspects of project development, working closely with clients and project teams on site
  acquisition, predevelopment, entitlements, design, financing, construction, and project close out.
  Negotiated development, loan, and partnership agreements with public and private equity
  partners.
- Implemented an energy efficient initiative for new and existing multifamily properties which utilizes PGE funding via rebates, tax credits and on-bill financing.
- Supported the repositioning of HumanGood AH's social service program to become more

competitive for public funds through a strategic partnership with Kaiser Permanente and a newly developed tenant advocacy initiative.

#### **Development Associate**

January 2015 – June 2016

Urban Housing Solutions, Nashville, TN

- Oversaw acquisition and rehab development activities with focus on affordable preservation producing a projected increase of owned and managed units of 33% by end of 2016 and preservation of 200 at-risk units.
- Facilitated the switch of all units to Google Fiber Internet service, a partnership that produced the largest free digital access program in Nashville for residents.
- Introduced community inclusive placemaking initiatives into organization real estate projects –
  resulting in Nashville's largest community mural, a Rose Architecture fellow for 2 years and an
  Artplace proposal to combat youth violence through mentorship.
- Secured \$657,000 in grants for real estate, social service, and community developments initiatives with 81% success rate. 44% of grants from newly identified funding sources.

#### Research Fellow

May 2014 – June 2016

The Nashville Civic Design Center, Nashville, TN

- Authored, "Creating Inclusive Communities," a publication describing 7 topic areas for Nashville to
  pursue that improve housing accessibility for low to moderate-income individuals. The report
  assembled statistical demographic changes, engaged with over 50 community stakeholders, and
  showcased national best practices.
- Advised and consulted with the Mayor's Office, government agencies and officials, community
  organizations and trade groups on tools to increase the city's affordable housing stock and
  improve non-profit capacity.
- In partnership with the Chamber of Commerce and the Urban Land Institute, proposing an innovation district in the city's midtown and began preliminary work for its creation.

#### **Education:**

Vanderbilt University; Nashville, TN

May 2014 Bachelor of Arts in Urban Planning

Posse Foundation Full Tuition Scholarship The University of Edinburgh; Edinburgh, United Kingdom

June 2012 Independent Researcher – Percy Johnson Marshall Project

#### Affiliations:

**Appointments:** San Francisco Residential Rent Stabilization and Arbitration Board, Tenant-Alt (2021 – Present)

Organizations: Urban Land Institute SF, SPUR, USGBC N. California, YIMBY California, NPH N. California, San Francisco Bicycle Coalition, San Francisco Parks Alliance

**Volunteer:** Board President for Street Works (2016-2020), Planting Leader for Friends of the Urban Forest (2017-Present), Project Lead for YIMBY Action (2020 – Present)

#### Skills:

Certificate LEED Green Building Associate

**Capable** in: Microsoft Office, Microsoft Projects, Asana, Salesforce, Trello, Jira, Taskfeed, Autodesk Revit, Adobe InDesign

#### **Attachment D: Asset Management Evaluation of Project Sponsor**

Mercy Housing California's California Asset Management staff will provide asset management staff for the asset management duties. Mercy's Denver compliance and accounting staff would continue to perform compliance and accounting duties for the 600 7<sup>th</sup> Street project during operations.

<u>Total Number of Projects and Average Number of Units Per Project Currently in</u> Developer's Asset Management Portfolio

MHI's Asset management department currently oversees 126 buildings with 8,398 units in the state of California.

<u>Developer's Current Asset Management Staffing Including Job Titles, Full Time</u>
<u>Employees, an Organizational Chart and the Status of Each Position</u>
(filled/vacant)

MHI's Asset management department currently has a staff of 10 people. Four (4 FTEs) Asset Managers oversee the entire California portfolio. Four (4 FTEs) Asset Management Analysts provide support to the Asset managers. There is a Director of Portfolio Analysis (1 FTE) that oversees all of the analysts. The department head is the Senior Vice President of Portfolio Management (1 FTE) that oversees the entire department. All positions are currently filled and they are all full time. The breakdown of MHI's asset management staff positions is as follows:

- (1) Senior Vice President of Portfolio management
- (1) Director of Portfolio Analysis
- (4) Asset Managers
- (4) Asset Management Analysts

#### Description of Scope and Range of Duties of Developer's Asset Mgmt Team

MHI's Asset Management staff has oversight over all operations of the properties in the portfolio. All of the Asset Management staff mentioned above fall under the umbrella of the property management department. Asset Management reviews financials, approves budgets, approves substantial capital initiatives, is a part of the team that determines long term capital projects. The asset management staff oversee build out for all existing commercial spaces and do all of the reporting and communication to all of financial partners. Asset management approves all annual budgets for the properties and approve all operating reserve draws or internal line of credit requests when a property is short of cash and needs a temporary funding to meet property operations costs. Asset management submits grants and loan applications for the properties to secure or continue operating funding.

<u>Description of Developer's Coordination Between Asset Management and Other Functional Teams, Including Property Management, Accounting, Compliance, Facilities Management, etc.</u>

There is constant coordination between Property Management, related departments and Asset Management. Asset management oversees all aspects of operations so there is constant coordination with property management on a daily basis in regards to those issues. Asset and Property Management work together on the annual audits and budgets. In addition, there is constant coordination around cash management and the financial oversight of the property. There is also contact around preparation of the financials. Asset Management and Compliance primarily coordinate around compliance issues that directly affect ownership and the partnership. Asset management and facilities coordinate around preparation the budget and capital projects. The Asset Management staff also coordinates around emergencies.

Developer's Budget for Asset Mgmt Team Shown as Cost Center for SF Project

Asset Management staffing budget is \$1,585,000.

Number of Projects Expected to be in Developer's Asset Management Portfolio in 5 Years and, If Applicable, Plans to Augment Staffing to Manage Growing Portfolio

MHI anticipates that the portfolio will grow from 126 buildings to approximately 136 buildings in the next 5 years.

#### MOHCD Asset Management Staff's Final Assessment of Developers Asset Management Capacity

The Developer's description of their asset management functions, duties and coordination with related teams within the organization demonstrates an adequate asset management operation for their existing portfolio. With 4 FTE asset managers and a portfolio of 126 projects in California, the projects/AM staff ratio is 32, which is considered high based on the industry standard of 20-25 taught by NeighborWorks America; however, the Developer's asset management staff also includes 4 FTE asset management analysts who support the asset managers. Assuming that the full range of asset management responsibilities are covered by the asset managers and the asset management analysts, a total of 8 FTEs provides asset management services at a ratio of 16 projects per staff person, not including staff supervision and oversight. With an increase of 10 projects in the Developer's portfolio anticipated over the next 5 years, the ratio will increase to 17 and remain within the industry standard.

#### **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 N. Breed**Mayor

Daniel Adams
Acting Director

#### **MEMO**

Date: August 23, 2019

To: Daniel Adams

From: The 600 7th St Selection Panel through Joyce Slen

**RE:** 600 7th St Street RFQ Developer Selection Recommendation

#### **Background**

On May 17, 2019, MOHCD issued a Request for Qualifications seeking a qualified developer to work with the City to develop permanently affordable family rental housing, including units serving formerly homeless households, and ground-floor commercial use servicing the surrounding neighborhood located at 600 7th Street, formerly known as 801 Brannan Street (the "Site"). The selected developer will be a single corporate entity or partnership that will prepare the development proposal and carry out that proposal through community outreach, planning, design, financing, construction, ownership, and operation of the Site.

The RFQ outlined the general type of development sought by the City, the process to transfer a leasehold interest in the Site to the developer, the scoring criteria used to select a developer, and the submission requirements for those responding to this request. A Pre-Submission Conference was held on May 29, 2019 at MOHCD to review the RFQ and answer questions from interested parties. The selection panel was comprised of six people who evaluated the submittals and interviewed the teams. This included two representatives from MOHCD Housing Development (covering development and affordable housing finance), one representative from OCII (development), two representatives from the Department of Homelessness and Supportive Housing (HSH) (permanent supportive housing and services for the formerly homeless adults and families) and one representative from San Francisco's South of Market ("SoMa") neighborhood (SoMa neighborhood focus and community outreach).

Three highly qualified teams submitted their qualifications by the deadline of June 26, 2019 and all teams met the minimum scoring threshold. On August 1, 2019, the selection panel held one-hour interviews for the teams who presented and explained the major characteristics of their qualifications, particularly as they relate to the scoring criteria, and responded to questions from the selection panel. According to the scoring criteria set forth below, the panel evaluated the respondent teams on their experience with comparable projects, capacity, and the ability to deliver and maintain an excellent permanently affordable family rental and supportive housing project for formerly homeless residents,

with a ground floor use servicing the SoMa neighborhood. The selection panel held a two and a half hour session after the interview to evaluate the submittals and interviews, and reached a consensus scoring of the submittals on August 1, 2019.

#### The City's expectations of the Selected Developer are the following:

- Provide an affordable housing structure containing a minimum of 150 units with ground-floor commercial use servicing the surrounding neighborhood;
- Maximize the number of units and density within a mid-rise construction type;
- Serve low-income families (in 1-3 bedroom units) unsubsidized with an income range between 30%-80% MOHCD Unadjusted San Francisco Area Median Income;
- Serve formerly homeless adults in a minimum of 75 studio units, subsidized by the City's Local Operating Subsidy Program ("LOSP") and a City services contract at a case management ratio of approximately 1:25;
- Serve formerly homeless families with dependent children (in 1-3 bedroom units), subsidized by the City's Local Operating Subsidy Program ("LOSP") and a City services contract for case management;
- Establish a building design that creates distinct wings, inclusive of common areas, for the studio (adult) units and the 1-3 bedroom (family) units;
- Income average the available and total tax-credit units to no more than 60% MOHCD Unadjusted San Francisco Area Median Income;
- Provide ground floor commercial spaces serving as neighborhood serving uses, through programs determined through a comprehensive community outreach process;
- Conduct community outreach to engender support for the Project;
- Secure construction and permanent financing that minimizes City General Fund resources to the
  greatest extent possible. For example, a State of California, Housing & Community
  Development (HCD) loan and/or the City's No Place Like Home (NPLH) loan for homeless
  households;
- Commence construction on the Project as soon as possible, using streamlined ministerial approval processes. For example, SB35, which may be used in conjunction with the Affordable Housing Density Program or the State Density Bonus Program.

#### **RFQ Respondents**

Development Team		Mercy Housing California (MHC) & Episcopal Community	Tenderloin Neighborhood Development
	Catholic Charities of the Archdiocese of SF	Services (ECS)	Corporation (TNDC)
	(Catholic Charities)		
Developer	Chinatown CDC	MHC	TNDC
Owner (GP)	Chinatown CDC	MHC	TNDC
Property Manager	Chinatown CDC	MHC	TNDC
Service Provider	Catholic Charities	MHC	TNDC
Homeless Service Provider	Catholic Charities	ECS	TNDC

#### **RFQ Scoring Criteria**

The selection panel recommends the selection of the highest scoring team, **MHC& ECS**, for the reasons outlined below.

Category	Possible Points	Chinatown CDC & Catholic Charities	MERCY & ECS	TNDC
<b>EXPERIENCE</b> (subtotal):	50	43.75	49	49
Developer (15 pts)  ➤ Experience with the following:  ○ Completing projects on time and on budget  ○ Obtaining competitive financing terms  ○ Developing Type V/I or III/I construction  ○ Developing for low-income families and formerly homeless households  ○ Working in SoMa neighborhood  ➤ Building community support through outreach  ➤ Current staff capacity and experience to take on this project type	15	13.5	15	15
<ul> <li>Owner (5 pts)</li> <li>Track record successfully owning housing financed with Low-Income Housing Tax Credits</li> <li>Experience owning affordable housing for low-income families and formerly homeless households</li> <li>Current asset management structure, staffing and portfolio</li> <li>Capacity for assuming asset management of an expanded portfolio once the development is complete</li> </ul>	5	5	5	5
<ul> <li>Property Manager (15 pts)</li> <li>➤ Experience property managing for low-income families and formerly homeless households</li> <li>➤ Experience achieving high rates of housing retention</li> <li>➤ Implementing low barrier tenant selection policies</li> <li>➤ Contributing to long-term sustainability of the development</li> <li>➤ Achieving cost efficiencies in operations</li> </ul>	15	13.25	14	14
<ul> <li>Service Provider/s (15 pts)</li> <li>Experience delivering services to low-income families and formerly homeless households</li> <li>Experience linking residents to the City's safety net of services</li> <li>Working with property management to achieve high rates of housing retention</li> <li>Supporting positive outcomes for residents around health and economic mobility</li> <li>If applicable, provides explanation for service contracts terminated prematurely within the last 5 years</li> </ul>	15	12	15	15
<ul> <li>VISION (subtotal):</li> <li>Program Concept (15 pts)</li> <li>➤ Describes vision for a development program at this site, while best achieving the project goals, and includes:</li> </ul>	50 15	44.75 13	46 13	45 15

	Possible Points	Chinatown CDC & Catholic Charities	MHC & ECS	TNDC
> TOTAL POSSIBLE POINTS	100	88.5	95	94
used) direct or indirect cost-cutting strategies relevant to overall development, construction or operating expenses.				
Describes any innovative (i.e. non-standard, routine or commonly				
Includes innovative strategies intended to minimize MOHCD's projected capital gap financing.				
development costs.				
<ul> <li>Describes the Development Team's financing approach to the project.</li> <li>Includes the Team's process for structuring the project and controlling</li> </ul>				
Finance and Cost Containment Approach (10 pts)  ➤ Describes the Development Team's financing approach to the project.	10	8.75	10	9
Describes how services for residents will be coordinated with the existing network of services in the neighborhood and community.	10	0.75	10	0
the strategy of engaging residents and encouraging access to services.				
A brief description of the desired outcome of the services to be provided and innovative approaches to services provision, including				
<ul><li>provision of amenities such as front desk clerks, if applicable);</li><li>The services goals of the proposed vision.</li></ul>				
homeless residents (including case management ratio and				
<ul> <li>Model for providing any anticipated services to formerly</li> </ul>				
o The overall service philosophy;				
Describes the Development Team's services delivery strategy and includes:				
Services Delivery Strategy (15 pts)	15	13.5	14	12
achieved and the development is in operations.				
building community relationships after entitlements have been				
Describes the Team's approach to achieving entitlements for the project expeditiously and the Team's approach to maintaining and				
City's Language Access Ordinance.				
<ul> <li>How the Development Team intends to comply with the</li> </ul>				
including monolingual non-English speaking members of the community;				
o Efforts designed to engage all interested community members,				
with surrounding neighbors and the larger community;				
<ul> <li>The team's philosophy on community engagement;</li> <li>Process for establishing and/or building positive relationships</li> </ul>				
Describes community engagement strategy and includes:  The team's philosophy on community engagement:				
Community Engagement Strategy (10 pts)	10	9.5	9	9
children, teens, young adults, adults, elderly, disabled etc.).				
SoMa neighborhood.  Indicates particular groups served by the programs and spaces (tots,				
the lives of the proposed target population and the surrounding				
<ul> <li>Indicates how the proposed uses and amenities will enhance</li> </ul>				
<ul> <li>A residential program and other envisioned uses;</li> </ul>				

#### **Summary of Qualifications Submitted**

Chinatown Community Development Center (Chinatown CDC) & Catholic Charities of the Archdiocese of SF (Catholic Charities)

Category	Points
	Earned
EXPERIENCE (subtotal):	43.75
Developer (15 pts) Chinatown CDC's portfolio includes 1,681 apartments that are all-concrete construction or woodframe over a concrete podium. In 2015, Chinatown CDC completed Broadway Sansome Apartments, a 75-unit apartment building for low-income families and formerly homeless families, with two commercial spaces. During this time, Chinatown CDC also began the renovation on 576 units of public housing for low-income families and adults. Although Chinatown CDC has only developed one project in SoMa—Veterans Commons, the organization is developing a property similar to the proposed design for 600 7th St at1150 Third Street a 119-unit apartment building that will house low-income families and formerly homeless veterans in separate wings with shared amenities. Through Chinatown CDC's current development partnerships with Swords to Plowshares and the Mission Economic Development Agency, the organization is only now gaining more experience developing for formerly homeless residents.	13.5
Chinatown CDC has four projects completing construction this year and has capacity to take on 600 7th Street. Genise Choy will be the Project Manager for 600 7th St, with support from Sheng Shi, Assistant Project Manager, and Kim Piechota, Associate Director of Housing Development. Genise will have capacity to take on this project, as 50% of her workload, while managing the Hamlin Hotel and Ping Yuen, which is scheduled to convert to permanent financing this January.  Owner (5 pts)  Chinatown CDC has 34 properties in San Francisco neighborhoods, providing affordable housing to over 4,500 low-income families, adults, and seniors. Chinatown CDC's first tax credit project served formerly homeless residents and has three new construction properties with a set aside for formerly homeless individuals and families at Parkview Terrace, Mary Helen Rogers Senior Community, and Broadway Sansome Apartments.	5
The panel noted that Chinatown CDC has successfully demonstrated housing ownership through their existing portfolio: with a staff consisting of a Director, a Senior Asset Manager, an Asset Manager, and an Administrative Assistant. The two Asset Managers oversee 17 properties, which is on the low side of industry norms and leaves some capacity for new projects. The panel feels confident that Chinatown CDC will have the staff capacity to take on ownership of 600 7th St.	
Property Manager (15 pts) Chinatown CDC's Property Management Division currently manages 30 properties containing 837 apartments for low-income families and 220 restricted to formerly homeless households, with a vacancy rate that is below 2% and collection rates that exceed 98%. Poor credit does not atomically disqualify an applicant, nor do previous evictions. Chinatown CDC achieves high rates of housing retention through close coordination between on-site property management, resident and supportive services staff, with weekly on-site meetings to discuss any issues affecting residents.	13.25
The panel acknowledges that Chinatown CDC has taken feedback from the City and has begun to increase rents at their unsubsidized, extremely low-income properties, understanding the need for financial sustainability during operations. However, the panel felt that Chinatown CDC did not speak to how their	

property management experience served formerly homeless households, have achieved cost efficiencies in operations, and would contribute to the long-term sustainability of the development.

#### Service Provider/s (15 pts)

12

Catholic Charities currently provides case management, service coordination, and/or clinical care at eight permanently supportive housing properties in San Francisco with over 700 residents. Two of the properties –  $10^{th}$  & Mission and Edith Witt—are successfully using the exact housing model that this RFQ envisions: low-income families and formerly homeless residents. The core part of Catholic Charities' case management approach involves linking residents to the over 100 benefits and service partners in their referral network. Known as s a local expert in housing retention, Catholic Charities is a lead agency in the Family Eviction Prevention Collaborative of San Francisco. While pairing direct subsidies for back rent and security deposits, with budget counseling, service referrals, and/or case management, Catholic Charities have successfully seen 94% of the residents at  $10^{th}$  & Mission able to maximize benefits, stabilize their income, and maintain a budget.

Catholic Charities' support services included clinical support and working with entire family households and tracking their progress. However, the panel did not get a clear sense on the organization's service provider experience, including the specific populations Catholic Charities serves currently.

VISION (subtotal):

44.75

#### **Program Concept (15 pts)**

13

Chinatown CDC and Catholic Charities' vision for 600 7<sup>th</sup> Street is a six-story Type III over Type I construction, with 160 apartments: 80 studios for formerly homeless adults, 16 one-bedrooms, 32 two-bedrooms and 32 three-bedrooms for families, 16 of which will be for formerly homeless families. The number of three bedroom units answer to a need for intergenerational family housing in SoMa, expressed by community organizations in the neighborhood. Switching to nine stories of Type I construction would yield about 230 apartments at the same unit mix. The building will have separate residential wings, with controlled-access that would address perceived safety concerns. There proposed design will have resident-serving amenities like a community room, multi-purpose room, and offices for service staff and guest clinicians, clustered around a central courtyard at the ground level, creating a town-square feeling at the heart of the development and providing "eyes" on the courtyard. Chinatown CDC will also provide 24-hour front desk clerks as part of property management staffing for the site. The proposed residential program at 600 7<sup>th</sup> St is a modest scaling-up (around 30%) of 1150 Third St, a 119-unit under construction in Mission Bay (See Developer Experience).

Chinatown CDC's proposed ground floor uses is 10,000 square feet comprised of a therapist office operated by Catholic Charities, serving both residents and community members; an after-school program to welcome students in the neighborhood and resident children at 600 7<sup>th</sup> St; and a small retail space for a small business referred by Kultivate Labs, SOMA Pilipina's small business incubator.

The panel felt that Chinatown CDC's program concept was informed by their current experience developing 1150 3<sup>rd</sup> Street and discussions with community organizations, and reflected the need to build more two- and three-bedroom units for intergenerational family housing in SoMa. The proposed ground floor uses was an innovative way to respond to the needs of the mixed population proposed at 600 7<sup>th</sup> St and the community need for more after-school programming, and potentially supporting a SoMa small business. Nonetheless, the panel felt that Chinatown CDC and Catholic Charities' program concept was narrow in supporting on the Filipino community in the neighborhood. With tech offices surrounding the site and a market rate apartment building next door, the inward focus towards the Filipino community, left out opportunity for 600 7<sup>th</sup> St to build community with the larger, socioeconomically diverse SoMa neighborhood.

Community Engagement Strategy (10 pts)	9.5
Chinatown CDC's core work is engaging low-income and monolingual Chinatown residents in planning	9.0
processes for projects that affect their neighborhood. To carry this philosophy out in SoMa, Chinatown	
CDC will leverage their existing relationships with key services providers like BiSHoP and SOMA	
Pilipinas, who have already offered to lead parts of the community outreach process. Chinatown CDC plans	
to minimize the risks of public approvals by adhering to the site's existing zoning. Should Chinatown CDC	
choose to pursue a density bonus program, the organization would draw upon their project experience on	
1296 Shotwell, and Broadway Family Apartments, and Broadway Sansome Apartments obtaining	
community support.	
The panel clearly recognized that Chinatown CDC has already engaged with SoMa service providers for	
community outreach. However, presented an engagement strategy that more or less "looked inward"	
towards existing community organization, not necessarily branching out to the broader SoMa neighborhood	
to cultivate new community partnerships. In addition, Chinatown CDC did not mention utilizing SB-35 for	
entitlements in their written narrative, but clarified at the interview the organization would utilize the	
entitlement program for the project.	
Services Delivery Strategy (15 pts)	13.5
Based on their expertise serving both families and homeless households, Catholic Charities will be the	
service provider for 600 7 <sup>th</sup> St. Their vision is for both families and formerly homeless households to	
participate in community events and create neighborly relationships that support the homeless	
households' re-entry into housing. Catholic Charities' Intern Program will provide 10-20 hours a	
week of on-site individual and group therapy and/or substance abuse counseling with graduate-level	
clinical students seeking licensure. If Catholic Charities Clinical Division can secure Medi-Cal	
approval for a ground-floor therapist's office, the Program Coordinator will provide joint	
programming with Catholic Charities' clinical therapists as well. On-site services for children and	
youth will be coordinated with West Bay at the prospective ground-floor after-school program.	
youth will be coordinated with west bay at the prospective ground-floor after-school program.	
The proposed services staffing for 600 7 <sup>th</sup> St is a 1.0 FTE Resident Service Coordinator (RSC), 4.0 FTE	
Case Managers (CM), preferably with a Masters of Social Work, 1.0 FTE Program Coordinator (PC),	
Licensed Clinical Social Worker or Licensed Marriage & Family Therapist, and 0.5 FTE Program Director.	
Case Managers will serve the 16 formerly homeless families and 80 formerly homeless adults at a 1:24	
ratio. To encourage residents to engage in services, the RSC and CMs will perform door-to-door outreach	
and develop personal service plans to promote self-sufficiency and housing stability.	
and any conf frame confirmed to be a second and a second a	
Being the primary agency managing the SoMa and Bayview Access Point, Catholic Charities has	
demonstrated experience working with residents coming through the Coordinated Entry System. The panel	
was impressed with the team's innovative concept of establishing a therapist office on the ground floor for	
the formerly homeless residents to access, while potentially offsetting cost in the services budget. However,	
the panel expressed concern that Catholic Charities would be taking on a significant undertaking at 600 7 <sup>th</sup>	
Street, with such a robust service staffing and potential therapist office on site, and the partnership with	
Chinatown CDC as the proposed property management is new.	
Finance and Cost Containment Approach (10 pts)	8.75
Chinatown CDC proposed to target \$20 million of No Place Like Home (NPLH) funds, a minimum of \$3.4	
million from the Infill Infrastructure Grant (IIG), \$1.5 million from the Affordable Housing Program (AHP)	
of the Federal Home Loan Bank, and a large permanent loan, in addition to tax credit and bond financing	
sources. Chinatown CDC will income average by targeting a portion of the family units at 80% AMI, in	
effort to house under housed Filipino families currently living in SoMa, with incomes too high to qualify	
for most affordable housing, but too low to rent an appropriate-sized unit on the private market. Chinatown	
CDC and SOMA Pilipinas would also work with the selected commercial tenants to access funds from the	

SoMa Community Stabilization Fund to build out their space. Innovative strategies include income averaging with units up to 80% AMI, using cross-laminated timber to provide a cheaper and faster alternative to concrete construction, and potentially seeking outside funding for the level of service provision necessary to house families and homeless adults with mental health disorders together successfully.

The panel appreciated Chinatown CDC's assessment on targeting the income levels to house current families in the SoMa neighborhood. Chinatown CDC's capital stacking unfortunately did not consider utilizing the state's Multifamily Housing Program (MHP), which MOHCD expects to be substantial capital source that will minimize the City's anticipated gap loan for the project. Chinatown CDC felt that based off the RFQ's project description, the expected project will not be competitive for MHP without a significant change in income targeting.

#### Chinatown CDC & Catholic Charities TOTAL POINTS

88.5

#### Mercy Housing California (MHC) & Episcopal Community Services (ECS)

Category	Points Earned
EXPERIENCE (subtotal):	49
Developer (15 pts)	15
MHC has developed over 50 properties in San Francisco over the past 35 years, with 18 of those properties (1,495 units) for families and 11 properties (748 units) for formerly homeless households, including a current portfolio of approximately 117,000 square feet of community-serving retail or service spaces in San Francisco. MHC has experience completing projects on time and on budget, obtaining competitive financing terms, developing Type V or III over Type I construction, and working in the SoMa neighborhood on their current formerly homeless household projects: 1064 Mission (258 units) and 833 Bryant (146 units).	
William Ho, Senior Project Developer, will staff the project at 40% FTE, with supervision by Barbara Gualco, Director of Development, and input from Sharon Christen, Associate Director of Supportive Housing Development.	
Owner (5 pts)	5
MHC currently owns 50 properties in San Francisco, 20 in the greater Bay Area, and 144 statewide. In San Francisco, with an increase of 18 projects to the portfolio anticipated over the next 5 years, and with 7 asset management staff not including staff supervision, the ratio of projects per staff person will be 23 and remain within the industry standard, which is 1:25.	
Property Manager (15 pts)	14
MHC works very closely with Mercy Housing Management Group (MHMG), a national affiliate to MHC. MHMG manages 48 properties in San Francisco and 20 supportive housing properties (1,354 units) in California, with a 98% retention rate across its supportive housing portfolio. As part of MHC's work to develop supportive housing best practices, MHC is improving processes in three critical areas: onboarding and continuing education for staff, onboarding residents, and lowering barriers to housing. MHMG created a system of evaluating and controlling property operations through systematic approach to their business called Operational Excellence, which measures success of key performance indicators including Standardized Practices, Educational Programs, Pay and Incentive Compensation, Management and Financial Oversight and Employee Recognition.	

The panel highlighted that MHC did not explain how their extensive property management experience would contribute to the long-term sustainability of the development and expressed concern with MHC's high tenant selection barrier seen on recent projects going through lease up, which may include international background checks. Service Provider/s (15 pts) 15 Both MHC and ECS have an established track record of coordinating and delivering services to households in affordable, service-enriched housing in SoMa; with retention rates of 98% and 96% in FY17, respectively. ECS's supportive housing portfolio consists of 13 supportive housing sites, home to more than 1,300 formerly homeless individuals. ECS currently provides supportive services at two MHC properties, serving 75 single adults at The Rose, and 50 formerly homeless families at 1180 4th Street, and will provide supportive services for 33 formerly homeless families at MHC's 455 Fell project that is currently under construction. For service needs not offered on-site, ECS provides information and referrals to City agencies and other organizations to ensure the needs of all households are met. To evaluate and build on the successes of current programs and focus strategically on programs of maximum benefit, MHC will survey residents and track resident services outcomes through its Mercy Measurement Initiative. **VISION** (subtotal): 46 Program Concept (15 pts) 13 The MHC and ECS team envision 600 7th St as a vibrant, mixed-use development that activates the street front and serves the diverse needs of the surrounding SoMa and Showplace Square areas. The proposed program and design includes approximately 200 units of housing, comprised of 100 studios and 100 family units (one- to three-bedroom units). All 100 studios and 20 of the family units will serve formerly homeless households. Entry to the site will be from Brannan or 7th Street into an entry court leading to two lobbies, one on each side, with a 24/7 desk clerk in the studio lobby, with direct sight line to the family lobby. The family wing will have a youth room, with designated units designed and marketed for in-unit childcare. Construction innovations include using the Pueblo steel structural system on an eight-story Type I construction building. As steel is 50% lighter than a comparable structure of cast-in-place concrete, MHC anticipates seeing significant savings in foundation costs and the number of piles needed given the soils conditions. MHC proposed approximately 6,000 square feet of ground floor community-serving uses, which includes a 2,000 square feet corner local grocery store, affordable artist studio and gallery space, and a retail space for a La Cocina program graduate. The panel appreciated MHC's ground floor place-making uses, but felt that the program could have incorporated more feedback from leading SoMa service organizations, including those associated with Bessie Carmichael School. **Community Engagement Strategy (10 pts)** 9 Mercy's philosophy for community outreach is to incorporate stakeholders early and regularly through an inclusive, iterative process. Amy Bayley, RSM, Vice President of Community Planning will be MHC's lead in community outreach, working closely with Sister Amy and the proposed Project Manager for the project, William Ho. MHC has already formed relationships with SoMa stakeholders through their current supportive housing development projects at 1064-68 Mission, with ECS and 833 Bryant, with the Tipping Point Foundation. For the project's entitlements, MHC would consider using AB-2162, given the applicability and shorter review timeline compared to SB-35.

Although MHC proposes to engage the nearby community throughout key stages of the project, MHC does

not discuss how the organization would continue to meet with the community through operations.

Services Delivery Strategy (15 pts) MHC and ECS will be the service providers at 600 7 <sup>th</sup> St, with MHC administering the services program for all households and ECS providing supportive services and case management to the 120 formerly homeless households. Operating from a Housing First, Harm Reduction, tenant-centered philosophy, ECS will provide clinical case management and other supportive services to the formerly homeless households. ECS will collaborate with residents to create individualized service plans built around their preferences and goals, often resulting in increased resident motivation and engagement.  ECS on-site staffing will be one Support Services Manager, three Case Manager IIIs, and two Bilingual Case Manager IIIs for the 120 formerly homeless households. Each Case Manager will have a caseload of approximately 25 hours in the studios and 20 households in the family units. MHC proposes to have 3.5 Resident Service Coordinators serving all 200 households. In addition to services staff, MHC property management staff will include a 24/7 desk clerk and a manager living on-site.	14
Given MHC and ECS's continuing partnership in supportive housing projects, the panel feels confident that both organizations will deliver the appropriate services to both the low-income families and formerly homeless households.	
Finance and Cost Containment Approach (10 pts)  MHC's financing strategy is to leverage non-competitive Federal 4% LIHTC and tax-exempt bonds with HCD's Multifamily Housing Program (MHP) and No Place Like Home (NPLH) Program as the basis for financing. In addition, MHC believes the project will be competitive for state tax credits, HCD's Infill Incentive Grant (IIG) Program, and the Federal Home Loan Bank's Affordable Housing Program (AHP) to help fill the feasibility gap of this 200-unit project. MHC has significant experience with all of these sources. MOHCD will fill the remainder of the gap with a soft loan of \$22 million.  In addition to using the cost-efficient Pueblo steel structural system, MHC would use standardized dimensions for drywall, lumber, and windows to reduce material waste and costs. MHC will have an "Owner Project Requirement (OPR)" cost containment process, involving an intensive, multi-day charrette at the beginning of schematic design with all consultants to identify the most economical, efficient systems	10
for the project.  MHC & ECS TOTAL POINTS	95

#### $Tenderloin\ Neighborhood\ Development\ Corporation\ (TNDC)$

Category	Points
	Earned
EXPERIENCE (subtotal):	
Developer (15 pts)	15
TNDC has extensive development experience in all of the areas listed in the RFQ and has developed, owned, and managed 3,800 units, with another 143 units under construction and 1,300 in	
predevelopment (5,260 in total). Approximately 20 of TNDC's completed and proposed developments serve families, and overall nearly 30% of TNDC's portfolio is dedicated to serving residents that have experienced homelessness. TNDC has developed and owned for 17 years a property similar to 600 7 <sup>th</sup>	
St: SoMa Family and Studios (168-unit property that includes 74 units for families and 88 studios, including units for residents who have experienced homelessness and who are living with HIV/AIDS).	
Colleen Ma will be the Project Manager for 600 7th St, under the direction of Senior Project Manager,	
Chris Cummings. Both staff will have capacity to take this project on after 1036 Mission and 626	

Mission Bay projects convert to permanent financing this summer. Collen will have the capacity to	
take on 600 7th St at 45% of her workload and Chris at 25%.	
Owner (5 pts)	5
TNDC owns one of the largest portfolios of low-income tax-credit housing in San Francisco, with their	
548-unit Citizen's Housing Portfolio Acquisition and 726-unit RAD Acquisition. TNDC maintains a	
portfolio of investments in the TNDC Supporting Fund (TSF), which has a balance of \$17.8 million, which	
is unrestricted cash to provide operating support and leverage financial strength. For ownership, the panel	
noted that TNDC has successfully demonstrated housing ownership through their existing portfolio.	
Property Manager (15 pts)	14
TNDC has extensive property management experience including many permanent supportive housing	
properties, use of tax credit financing, LOSP, and Section 8. Property management works closely with	
on-site support services staff. TNDC's Service Integration Manual provides a framework for property	
management and service collaboration. HUD's Better Building Challenge recently recognized TNDC	
as the first developer nationally to reduce both energy and water consumption by 20%.	
The state of the s	
TNDC has 50 commercial spaces throughout their operating portfolio, with only one vacancy. The	
organization's commercial leasing experience includes leasing commercial spaces to arts and culture	
organizations, non-profits and small business. TNDC did not discuss how their extensive property	
management experience would contribute to the long-term sustainability of the development.	
Service Provider/s (15 pts)	15
\ 1 /	15
Annually TNDC serves nearly 2,000 single adults, 30% of which report a history of homelessness.	
TNDC support services staff provide services to families in 19 properties. Within these buildings,	
there are 170 apartments set aside for families experiencing homelessness.	
In 2018, within TNDC's portfolio, 84% of tenants engaged in services, 82% of residents' achieved	
their Individual Service Plan goals, 93% of families engaged in community activities, and 98% of	
parents engaged in Child Protective Services remained unified with their children. Social Workers	
provided 1,575 referrals, 90% of which resulted in successful linkages. Referrals included cash and	
non-cash benefits, food resources, and in-home support.	
VISION (subtotal):	50
Program Concept (15 pts)	15
TNDC's vision for 600 7 <sup>th</sup> St is to develop with 150-217 units of affordable housing with on-site supportive	
services, residential amenity spaces, including on-site management offices, 24/7 front desk clerk, resident	
lounges, outdoor courtyards and roof desk, and community serving ground floor. TNDC would pursue a	
partnership with Adobe cafeteria service staff to develop a program for distributing excess food to tenants	
of the building.	
In a 2-phase scenario (further described in the Finance and Cost Containment Approach section), TNDC	
envisions the site as two buildings, one lining 7th St, the other lining the mews, with the two buildings	
centered around an interior courtyard and internally connected by a single story entry lobby on Brannan St.	
The lobby would include space for 24-hour front desk clerks to monitor entryway activity and allow	
efficient operations, amortized over 217 units.	
ontoin operations, amortized over 217 amos	
For the commercial component, TNDC proposed roughly 10,000 square feet of ground floor that	
include a mix of spaces for Science Technology Engineering Arts and Math (STEAM)-focused youth	
programing, maker spaces and art spaces for neighborhood-based arts and culture organizations and a	
restaurant, leased in partnership with Kultivate Labs, SOMA Pilipinas and La Cocina. The proposed	
STEAM programming for youth will be focused on introducing young people to careers in tech and	
partner with providers and nearby tech companies for on-site classes and workshops. The ground floor	

commercial spaces will further enhance the support TNDC's services offer to tenants through community benefits that may include job training and employment, participation in out-of-school time programming, and access to arts and culture programming at low or no cost to our tenants.	
The panel felt that TNDC's ground floor commercial programming was by far the most innovative of the responses. The commercial programming involves a broader range of SoMa residents of different socioeconomic backgrounds and provides a rich mix of community uses for future residents at 600 7th and the surrounding neighborhood.	
Community Engagement Strategy (10 pts)	9
TNDC's guided principles throughout the community engagement process will be the organization's values of Excellence, Integrity, Inclusion, Equity, and Collaboration. TNDC will draw upon their existing relationships within SoMa neighborhood organizations like Filipino CDC, SOMA Pilipinas, and SOMCAN for community outreach. Similar to their work at SOMA Family and Studios, 1036 Mission, 626 Mission Bay, TNDC will work closely with community groups and neighbors to ensure that the commercial spaces and housing are marketed effectively so that the community is well informed about the opportunity to lease both the apartments and commercial spaces.	•
TNDC would plan to submit the project's SB-35, density bonus, and site permit applications in the 1 <sup>st</sup> quarter of 2020, and for the process to be complete by the 3 <sup>rd</sup> quarter of 2020.	
Services Delivery Strategy (15 pts) By delivering culturally responsive, trauma informed services and using a harm reduction philosophy, TNDC supportive services "meet tenants where they are," demonstrating respect for choice, self- determination and cultural identity. TNDC uses an integrated model of services and service plan development that recognizes residents' chronic trauma and stress, especially for tenants with histories of homelessness.	12
TNDC will have on-site Social Workers at 600 7th St, resulting in a 1:25 ratio of Social Workers to tenants for LOSP funded units and 1:100 for general affordable units. Social Workers will work evening hours to host activities when families are available to attend. Doing so allows the entire community to be together, get to know each other, and be in community with staff and neighbors in a positive way.	
The panel felt that TNDC's service delivery strategy did not adequately discuss how services for residents would be coordinated with the existing network of services in the neighborhood and community. There was also significant concern from a few panelists who recently worked with TNDC that the workload for the case managers were much higher, making difficult to provide the necessary services required for the formerly homeless residents at 600 7 <sup>th</sup> St.	
Finance and Cost Containment Approach (10 pts)  TNDC proposed three strategies to finance and develop the project, achieving the overarching goal to minimize MOHCD's soft gap loan. By diving the site into 2 projects, each project can maximize state funding sources, while minimally leveraging MOHCD's limited resources.	9
To control cost, TNDC has developed a thorough set of design guidelines to develop the project's schematic design. During operations, TNDC anticipates a 25% reduction in operating efficiencies with the 2-phase scenario and ensures cost-cutting opportunities by the nearly 15 projects within a one-mile radius of 600 7 <sup>th</sup> Street.	

	Option 1	Option 2a	Option 2b	Option 3a	Option 3b
Phasing:	Sole Phase	First Phase	2nd Phase	First Phase	2nd Phase
No. Units:	165 units	110 units	107 Units	110 units	107 Units
Height:	6 stories	8 stories	8 stories	8 stories	8 stories
Financing Sources:	4% LIHTC	4% LIHTC	9% LIHTC	4% LIHTC	4% LIHTC
	Perm Debt	Perm debt	4% LIHTC	Perm debt	Perm Debt
	MHP	MHP	State Credits	MHP	MHP/AHSC
	MOHCD	MOHCD	MOHCD	MOHCD	MOHCD
	AHP	AHP	AHP	AHP	AHP
	Deferred Fee	Deferred Fee	Deferred Fee	Deferred Fee	Deferred Fee
Average Affordability:	60%	60%	40%	60%	60%
Construction Start:	June 2021	June 2021	Dec 2021	June 2021	Dec 2021
Total Units provided:	165	217		217	

The panel was impressed with TNDC's creative financing approach, phasing the project into two phases, in effort to maximize unit count, state financing and tax credits. However, the panel was a bit weary of this approach, given the extended construction schedule and that a 4%/9% tax credit project has only once before been completed in San Francisco.

TNDC TOTAL POINTS

94

#### Recommendation

The 600 7th St selection panel recommends that the **MHC & ECS** team be selected to develop, own, and operate the housing proposed for 600 7th St for the following reasons:

- Outlined a ground-floor concept that promotes strong place-making, which serves both the future residents and the diverse surrounding neighborhood;
- Continues an effective partnership between Mercy and ECS, a supportive service provider with extensive experience for both the adult and family populations;
- Both MHC and ECS are aware of needing to build internal and organizational capacity to support formerly homeless residents MHC is building more supportive housing expertise and capacity by creating an Associate Supportive Housing Director position and ECS is building staff capacity and creating organizational structure to address this;
- Provided a development approach which anticipated a maximized unit count, utilized AB-2162 for entitlements, and using Pueblo steel as a cost-containment innovation; and
- Proposed a financing approach, which prioritized minimizing the City's gap loan, maximized state funding sources, using demonstrated experience with obtaining various state funding sources and strong relationships with banks for competitive tax credit pricing.

In addition, the selection panel proposes the following conditions to the predevelopment loan to the MHC & ECS team:

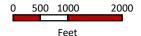
- <u>Community Outreach</u> As part of extensive community outreach, insure connection to families of Bessie Carmichael School as well as their Principal, School Site Coordinator, and the CBOs (United Playaz and West Bay) that support the school.
- <u>Ground Floor Evaluation</u> Reevaluate size of the ground floor commercial space to maximize and create space to connect any on-site education to jobs in the surrounding SoMa neighborhood. (I.e. afterschool program, partnerships with nearby tech businesses in the neighborhood with low-income

- families or a family/children's therapist office to better connect formerly homeless residents to mental health services).
- <u>Support Services</u> Start tracking implementations on the housing support plans and tools to help housing stability with the formerly homeless residents by submitting annual report to HSH and MOHCD.
- <u>Leasing</u> Track implementation changes to screening process for applicants and reduce tenant selection barriers (i.e. reduce the 5-year background check to 2-3 years, per industry standard) by reviewing annually with HSH and MOHCD.

#### **Attachment F: Site Map with Amenities**

(SEE ATTACHED)







#### **Attachment G: Elevations and Floor Plans**

(SEE ATTACHED)

# IMPROVEMENT PLAN

## 600 SEVENTH STREET

SAN FRANCISCO, CALIFORNIA

## GENERAL NOTES

- 1. THE ENGINEER ASSUMES NO RESPONSIBILITY BEYOND THE ADEQUACY OF HIS DESIGN CONTAINED HEREIN.
- 2. SHOULD IT APPEAR THAT THE WORK TO BE DONE, OR ANY MATTER RELATIVE THERETO, IS NOT SUFFICIENTLY DETAILED OR EXPLAINED ON THESE PLANS, THE CONTRACTOR SHALL CONTACT LUK AND ASSOCIATES AT (510) 724-3388 FOR SUCH FURTHER EXPLANATIONS AS MAY BE NECESSARY.
- 3. THE CONTRACTOR SHALL PROVIDE EMERGENCY TELEPHONE NUMBERS FOR PUBLIC WORKS, AMBULANCE, POLICE AND FIRE DEPARTMENTS AT THE JOB SITE.
- 4. THE CONTRACTOR SHALL PROVIDE, AT ALL TIMES, LIGHTS, SIGNS, BARRICADES, FLAGMEN OR OTHER DEVICES NECESSARY TO PROVIDE FOR PUBLIC SAFETY PER CALTRANS TRAFFIC CONTROL SPECIFICATIONS CURRENT EDITION. IT IS THE RESPONSIBILITY OF THE CONTRACTOR TO MAINTAIN PROPER TRAFFIC CONTROL AT ALL TIMES.
- 5. THE CONTRACTOR SHALL PROVIDE FOR INGRESS AND EGRESS FOR THE WORK AREA THROUGHOUT THE PERIOD OF CONSTRUCTION.
- 6. ENCROACHMENT PERMIT REQUIRED FOR WORK WITHIN EXISTING PUBLIC RIGHTS-OF-WAY SHALL BE OBTAINED BY THE OWNER AND THE FEE PAY BY OWNER. AN ENCROACHMENT PERMIT SHALL BE OBTAINED FROM THE PUBLIC WORKS DEPARTMENT PRIOR TO THE START OF ANY IMPROVEMENT WITHIN THE PUBLIC RIGHT-OF-WAY.
- 7. THE CONTRACTOR SHALL NOT DISTURB OR DESTROY ANY PERMANENT SURVEY POINTS WITHOUT THE CONSENT OF THE CITY ENGINEER. ANY PERMANENT MONUMENTS OR POINTS DISTURBED OR DESTROYED SHALL BE REPLACED BY A LICENSED ENGINEER OR LICENSED SURVEYOR AT THE CONTRACTOR'S EXPENSE.
- 8. THE CONTRACTOR SHALL NOTIFY THE CITY OF SAN FRANCISCO STREET USE AND BUILDING DEPARTMENT 48 HOURS PRIOR TO THE START OF THE WORK AND OBTAIN A GRADING PERMIT AND BUILDING PERMIT FROM THE BUILDING DEPARTMENT.
- 9. ALL WORK SHALL BE DONE IN COMPLIANCE WITH THE CITY OF SAN FRANCISCO STANDARD SPECIFICATIONS AND STANDARD PLANS LATEST EDITION FOR OFF-SITE IMPROVEMENTS.
- 10. DURING GRADING OPERATIONS, CONTRACTOR SHALL IMPLEMENT DUST CONTROL MEASURES ON SITE.
- 11. IF ARCHAEOLOGIC MATERIALS ARE UNCOVERED DURING GRADING, TRENCHING OR OTHER EXCAVATION, EARTHWORK WITHIN 100 FEET OF THESE MATERIALS SHALL BE STOPPED UNTIL A PROFESSIONAL ARCHAEOLOGIST WHO IS CERTIFIED BY THE SOCIETY OF CALIFORNIA ARCHAEOLOGY (SCA) AND/OR THE SOCIETY OF PROFESSIONAL ARCHAEOLOGY (SOPA) HAS HAD AN OPPORTUNITY TO EVALUATE THE SIGNIFICANCE OF THE FIND AND SUGGEST APPROPRIATE MITIGATION MEASURES IF THEY ARE DEEMED NECESSARY.
- 12. THE CONTRACTOR IS RESPONSIBLE FOR MATCHING EXISTING STREETS, SURROUNDING LANDSCAPE AND OTHER IMPROVEMENTS WITH A SMOOTH TRANSITION IN PAVING, CURBS, GUTTERS, SIDEWALKS, GRADING ETC., AND AVOIDING ANY ABRUPT OR APPARENT CHANGES IN GRADES OR CROSS SLOPES, LOW SPOTS OR HAZARDOUS CONDITIONS
- 13. THE ENGINEER ASSUMES NO RESPONSIBILITY FOR FINAL GRADE OF CONCRETE UNLESS FORMS ARE CHECKED PRIOR TO POURING.
- 14. IT SHALL BE THE RESPONSIBILITY OF THE CONTRACTOR TO COORDINATE ALL NECESSARY UTILITY RELOCATIONS WITH THE APPROPRIATE UTILITY COMPANIES.
- 15. PAVING CONFORMS SHALL BE MADE AT A SMOOTHLY TRIMMED BUTT JOINT. DO NOT OVERLAP EXISTING PAVEMENT, UNLESS OTHERWISE SPECIFIED ON THE PLANS.
- 16. IT SHALL BE THE CONTRACTOR'S RESPONSIBILITY TO IMMEDIATELY NOTIFY THE CITY INSPECTOR AND THE DESIGN ENGINEER UPON DISCOVERY OF ANY FIELD CONFLICTS.
- 17. THE CONTRACTOR SHALL NOTIFY THE CITY INSPECTOR 24 HOURS PRIOR TO REQUIRED INSPECTION.

### BASIS OF SURVEY

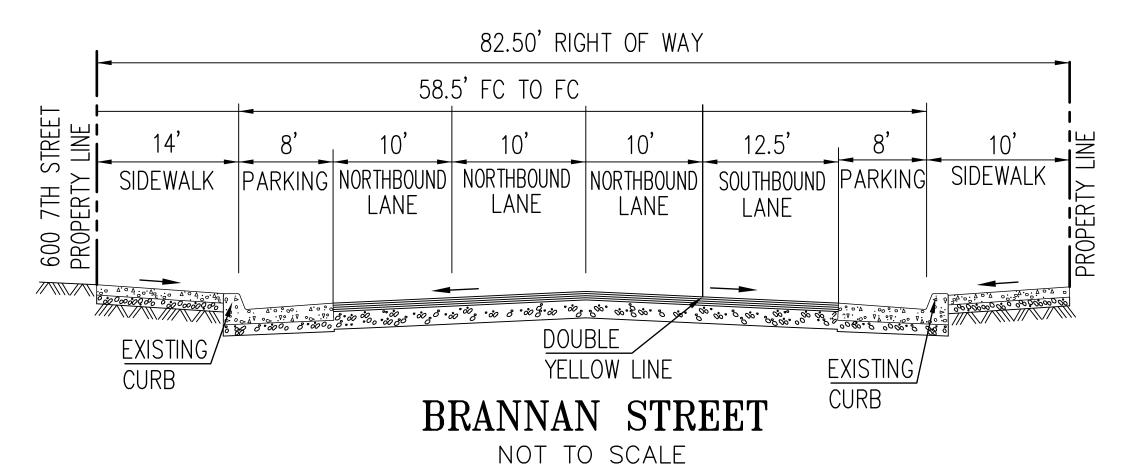
THE MONUMENT LINE ALONG BRANNAN STREET AS SHOWN UPON MONUMENT MAP NO 286 ON FILE WITH THE OFFICE OF THE CITY AND COUNTY SURVEYOR.

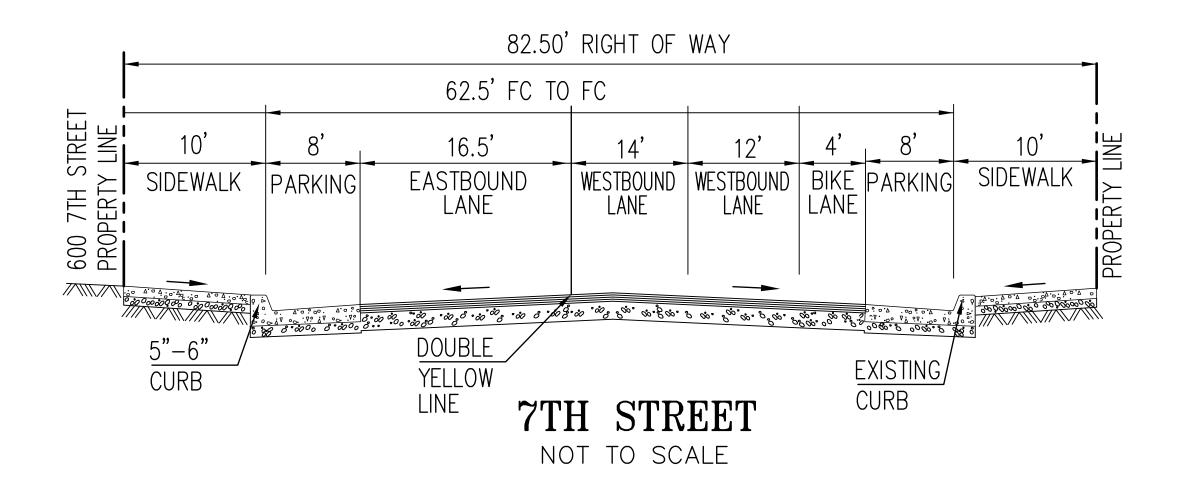
ON FILE WITH THE OFFICE OF THE CITY AND COUNTY SURVETOR.

## **BENCHMARK**

BENCHMARK AS SHOWN ON CITY OF SAN FRANCISCO BENCHMARK BOX 4, BOOK 489 AT PAGE 67, BEING THE LETTER "O" IN "OPEN" AT THE TOP OF THE HPFS HYDRANT AT THE SOUTHWEST CORNER OF TOWNSEND STREET AND 7TH STREET. ELEVATION = 6.032 FEET, OLD HISTORIC SAN FRANCISCO CITY DATUM (SFCD).

# STREET SECTIONS





## SHEET INDEX

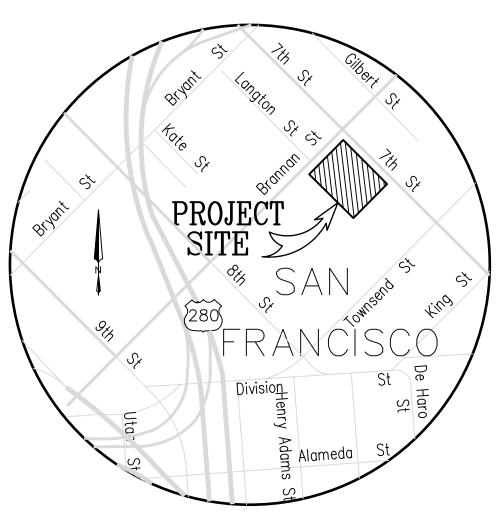
SHEET NO.	<u>DESCRIPTION</u>
C-1	GENERAL NOTES, LEGEND & SHEET INDEX
C-2	CONSTRUCTION DETAILS
C-3	DEMOLITION PLAN
C-4	GRADING PLAN
C-5	UTILITY PLAN

### LEGEND

DEGEND			
<b>SYMBOLS</b>	<u>DESCRIPTIONS</u>		
	BOUNDARY LINE BUILDING LINE CHAINLINK FENCE DIRECTION OF DRAIN DRIVEWAY AND CURB GRADE BREAK LIMIT OF WORK WOOD FENCE		
X 18.37	BACK OF SIDEWALK ELEVATION		
X 18.63	CONCRETE ELEVATION		
X 18.03	FLOW LINE ELEVATION		
X 18.69	TOP OF CURB ELEVATION		
X 18.03	TOP OF PAVING ELEVATION		
X 18.03	LIP OF GUTTER/PARKING STRIP		
Δ Δ Δ	CONCRETE SIDEWALK		
	GRADE TO DRAIN		
4	CONSTRUCTION NOTES INFORMATION		

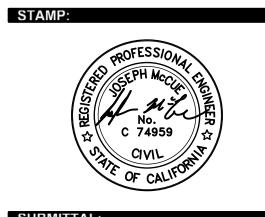
	DECODIDATION
BBREVIATIONS	DESCRIPTION
AB	AGGREGATE BASE
AC	ASPHALTIC CONCRETE
В.	BOTTOM
BSW	BACK OF SIDEWALK
С	CONCRETE
CO	CLEANOUT
(E)	EXISTING
FĹ	FLOW LINE
GB	GRADE BREAK
GV	GAS VALVE
LIP	LIP OF GUTTER
	STREET LIGHT
SLB	STREET LIGHT BOX
TC	TOP OF CURB
TEL	TELEPHONE BOX
TP	TOP OF PAVEMENT
WM	WATER METER
LIP SL SLB TC TEL TP	LIP OF GUTTER STREET LIGHT STREET LIGHT BOX TOP OF CURB TELEPHONE BOX TOP OF PAVEMENT

FACE OF CURB



VICINITY MAP

NOT TO SCALE



Santos Prescott and Associates

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Luk and Associates

Civil Engineering Land Planning

Land Surveying

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1228 Folsom Street #102 San Francisco, California 94103

bruce@santosprescott.com

415.908.3767

### 80% CD DECEMBER 23, 2021

REVIS	SIONS:	
<b>A</b>	DATE	DESCRIPTION
3	5/21/21	DBI, SFFD, MOD PLAN CHECK CORRECTIONS
4	6/8/21	DRI SEED MOD DI ANI

PROJECT INFORMATION:
600 7TH STREET

San Francisco, CA 94107

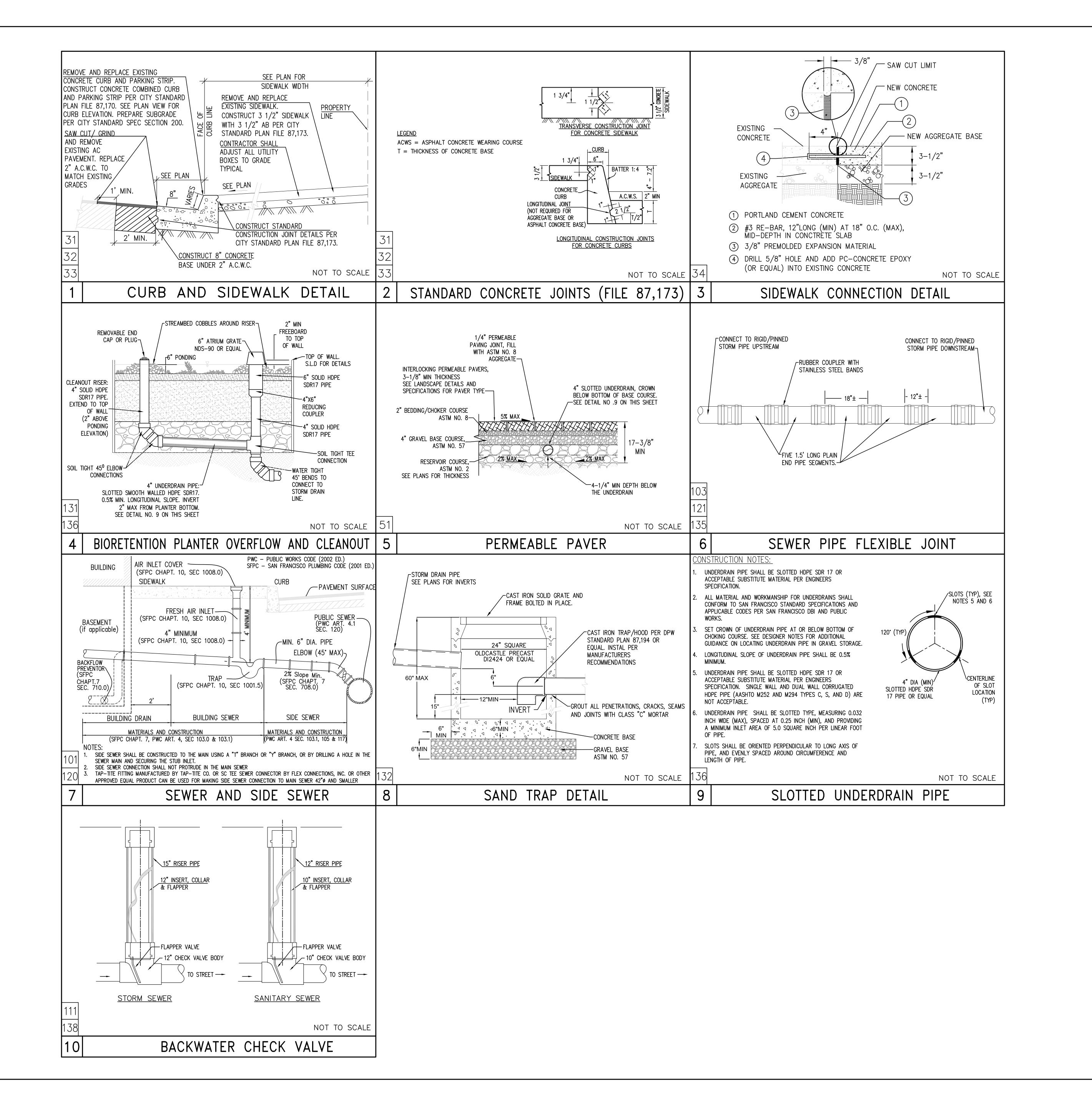
Owner Mercy Housing California

GENERAL NOTES, LEGEND & SHEET INDEX

PROJECT NUMBER:

11073A20

NOWB-R.



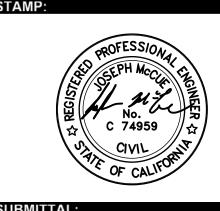
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# 80% CD

5/21/21

4 6/8/21

**DECEMBER 23, 2021 REVISIONS:** # DATE DBI, SFFD, MOD PLAN CHECK CORRECTIONS

PROJECT INFORMATION:

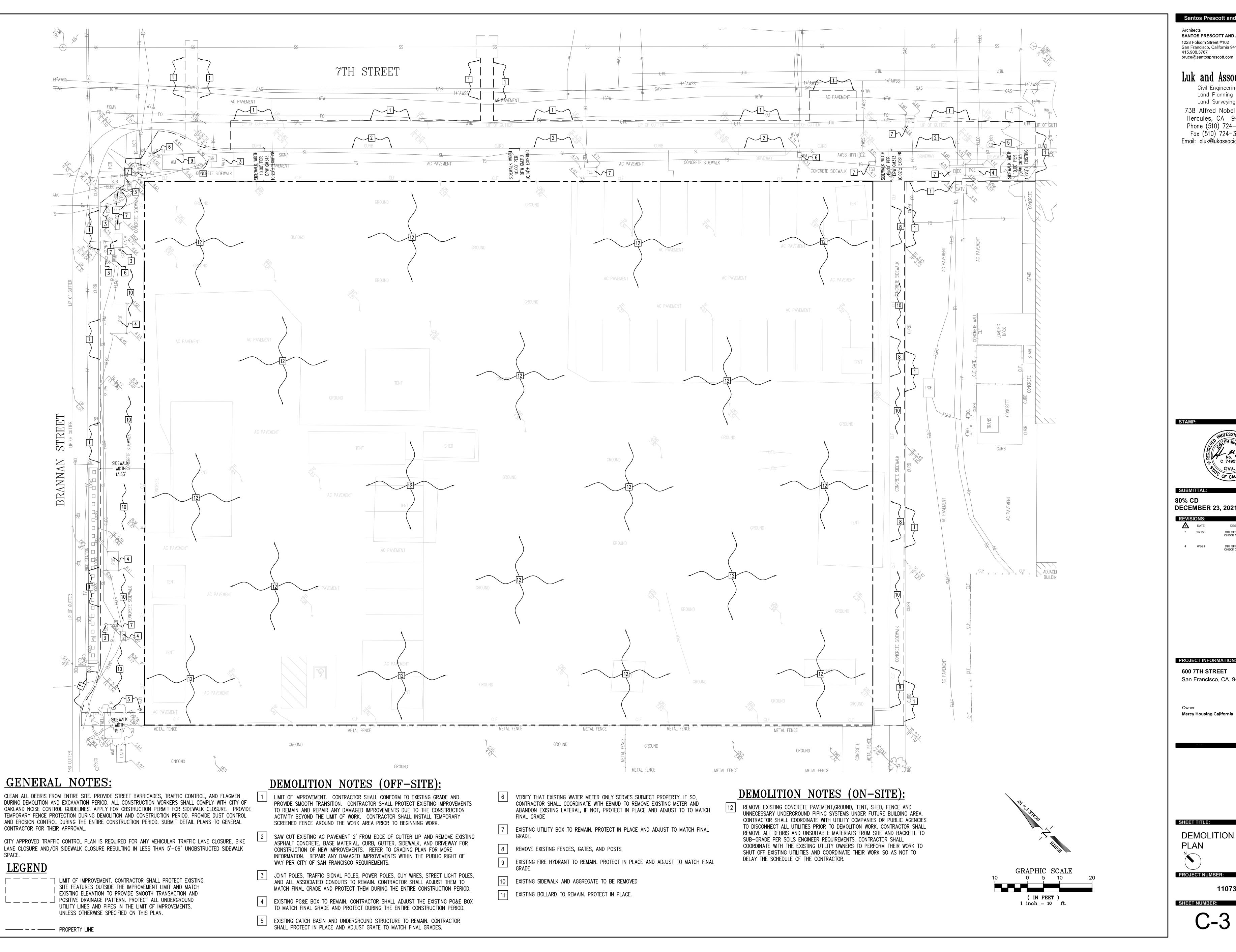
600 7TH STREET San Francisco, CA 94107

Mercy Housing California

CONSTRUCTION

**DETAILS** 

11073A20

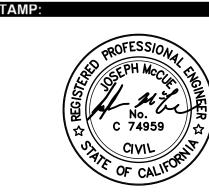


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80% CD DECEMBER 23, 2021

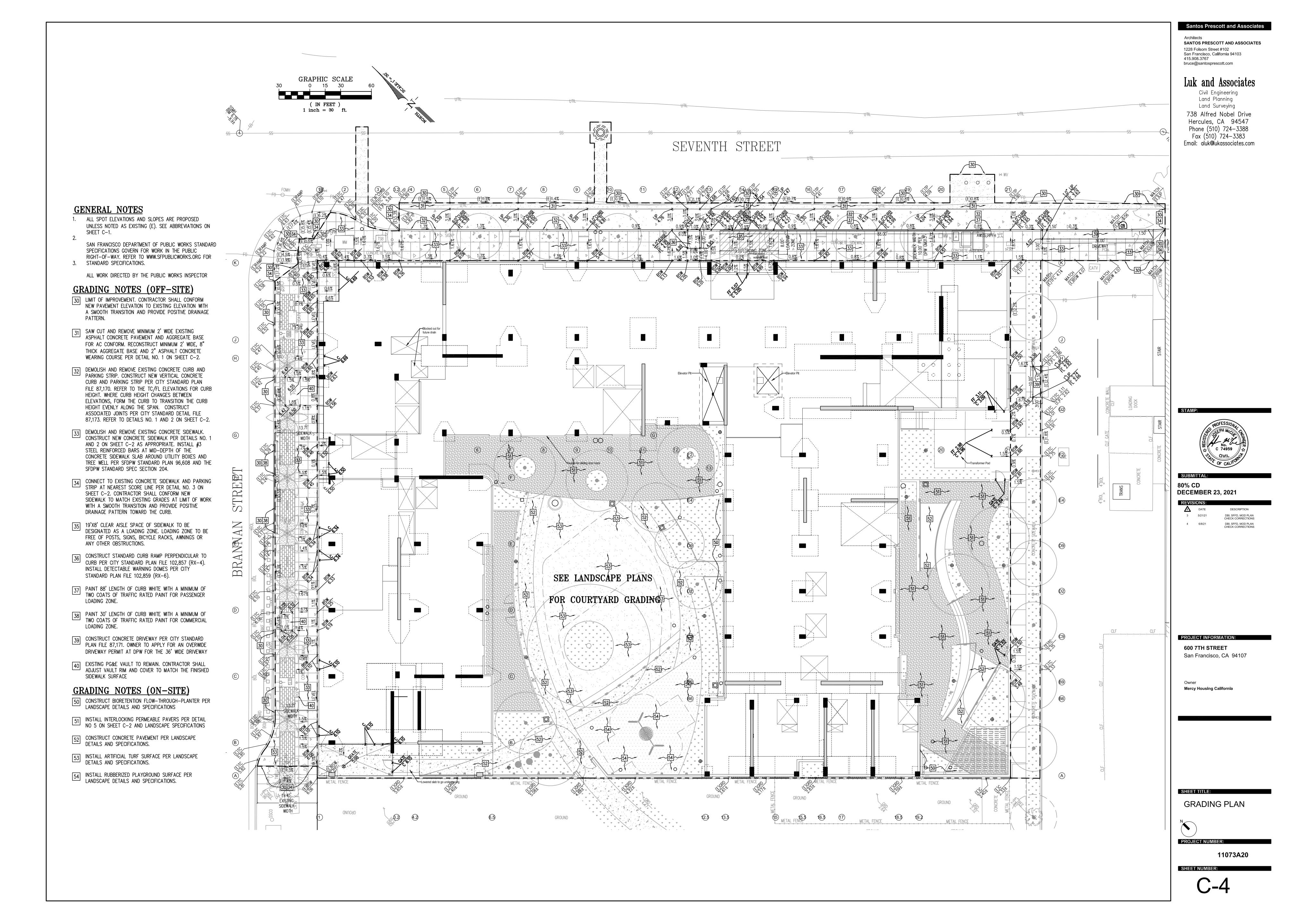
600 7TH STREET San Francisco, CA 94107

SHEET TITLE: DEMOLITION

PLAN

PROJECT NUMBER:

11073A20



### SEWER NOTES (OFF-SITE)

- INSTALL NEW PRECAST CONCRETE MANHOLE OVER THE EXISTING 5'-6" DIAMETER COMBINED SEWER MAIN PER CITY STANDARD PLAN FILE 87,183.
- INSTALL NEW SANITARY SEWER LATERAL FROM THE BUILDING WITH CLEANOUT AND P-TRAP 2.0' FROM THE FACE OF CURB PER CITY STANDARD PLAN FILE 87,196 AND CONNECT LATERAL TO THE NEW MANHOLE. CONTRACTOR MAKE THE SIDE SEWER CONNECTION TO THE MANHOLE PRIOR TO BUILDING PLUMBING INSTALLATION. MAINTAIN MINIMUM 2% SLOPE IN LATERAL. IF THERE IS A CONFLICT, CONTRACTOR SHALL NOTIFY THE CIVIL ENGINEER FOR AN ALTERNATE DESIGN. CONNECT BUILDING LATERAL TO THE SEWER CLEANOUT, VERIFY PIPE SIZE AND FLOW LINE INFO ON THE PLUMBING PLAN PRIOR TO INSTALLING SIDE SEWER PIPE. REFER TO DETAIL NO. 7 ON SHEET C-2.
- INSTALL NEW SANITARY SEWER LATERAL FROM THE BUILDING WITH CLEANOUT AND P-TRAP 2.0' FROM THE FACE OF CURB PER CITY STANDARD PLAN FILE 87,196. CONNECT LATERAL TO THE EXISTING 5'-6" DIAMETER COMBINED SEWER MAIN AT THE SPRINGLINE. CONTRACTOR MAKE THE SIDE SEWER CONNECTION TO THE MAIN PRIOR TO BUILDING PLUMBING INSTALLATION. MAINTAIN MINIMUM 2% SLOPE IN LATERAL. IF THERE IS A CONFLICT, CONTRACTOR SHALL NOTIFY THE CIVIL ENGINEER FOR AN ALTERNATE DESIGN. CONNECT BUILDING LATERAL TO THE SEWER CLEANOUT, VERIFY PIPE SIZE AND FLOW LINE INFO ON THE PLUMBING PLAN PRIOR TO INSTALLING SIDE SEWER PIPE. REFER TO DETAIL NO. 7 ON SHEET
- INSTALL FLEXIBLE EXPANSION JOINT BY CONNECTING MIN. 5 SEGMENTS OF 1FT LONG SECTIONS OF PLAIN END PVC PIPE WITH RUBBER COUPLINGS. PIPE SHALL BE CUT PER MANUFACTURERS RECOMMENDATIONS AS NEEDED. RUBBER COUPLINGS SHALL BE LISTED FOR USE ON PVC PIPE AND HAVE STAIINLESS STEEL BANDS. REFER TO DETAIL NO 6 ON SHEET C-2

### SEWER NOTES (ON-SITE)

- CONNECT SANITARY SEWER LATERAL TO BUILDING. SEE PLUMBING PLANS FOR CONTINUATION WITHIN THE BUILDING.
- INSTALL BACKWATER CHECK VALVE IN LINE WITH THE SANITARY SEWER LATERAL UPSTREAM FROM THE FLEXIBLE PIPE. REFER TO DETAIL NO. 10 ON SHEET C-2.

### STORM DRAIN NOTES (OFF-SITE)

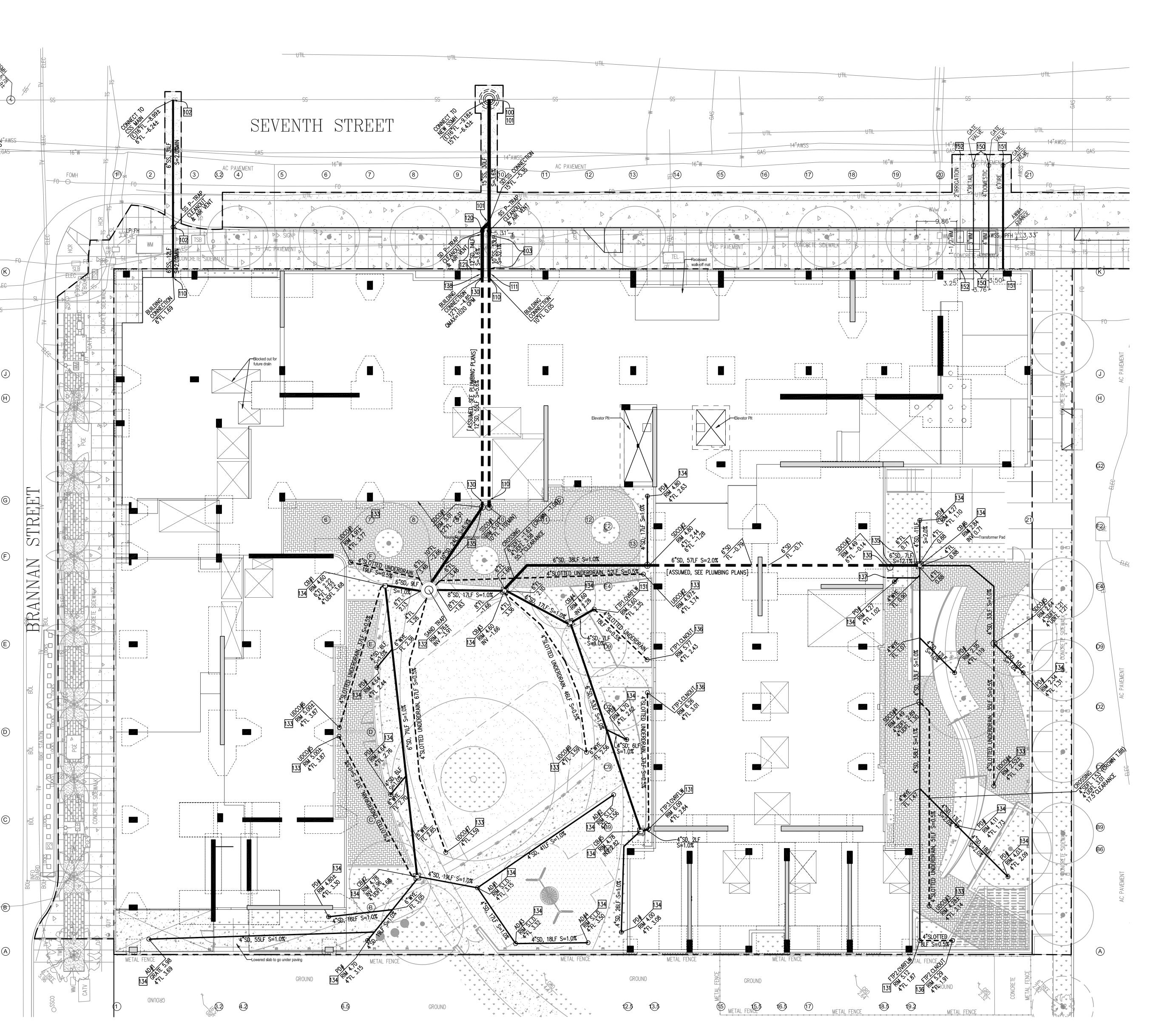
- INSTALL NEW STORM DRAIN LATERAL FROM BUILDING WITH CLEANOUT, AIR VENT, AND P-TRAP. INSTALLATION TO BE CONSISTENT WITH CITY STANDARD PLAN FILE 87,196. CONNECT TO SANITARY SEWER LATERAL WITH A WYE FITTING. REFER TO DETAIL NO. 6 ON SHEET C-2.
- CONSTRUCT FLEXIBLE PIPE CONNECTION FROM THE BUILDING CONNECTION POINT TO THE CLEANOUT, P-TRAP AND AIR VENT PER DETAIL NO. 6 ON SHEET C-2. INSTALL AS MANY PIPE SECTIONS AS FEASIBLE TO FIT UNDER THE SIDEWALK. PIPE SHALL BE CUT PER MANUFACTURERS RECOMMENDATIONS AS NEEDED.

## STORM DRAIN NOTES (ON-SITE)

- CONNECT STORM CONVEYANCE PIPELINE TO BUILDING. SEE PLUMBING PLANS FOR CONTINUATION WITHIN THE BUILDING.
- INSTALL BIORETENTION FLOW-THROUGH-PLANTER OVERFLOW PIPE WITH ATRIUM GRATE. CONNECT TO THE STORM MAIN CONVEYANCE PIPELINE AT THE ELEVATION PROVIDED USING TWO 45° BENDS. REFER TO DETAIL NO 4 ON SHEET C-2.
- INSTALL SAND TRAP. CONNECT STORM CONVEYANCE PIPELINES TO APPROPRIATE FLOW LINE ELEVATION PROVIDED. FLOW LINE ELEVATIONS ARE DIFFERENTIATED BY THE NORTH[N], SOUTH[S]. EAST[E] AND WEST[W] ORIENTATION OF THE PIPE PROTRUSION RELATIVE TO THE CENTER OF THE SAND TRAP STRUCTURE. REFER TO DETAIL NO 8 ON SHEET C-2.
- 133 INSTALL PERMEABLE PAVEMENT/ARTIFICIAL TURF UNDERDRAIN AND CLEANOUT STRUCTURE.
- INSTALL AREA DRAIN AT THE GRATE AND FLOW LINE ELEVATIONS PROVIDED. REFER TO LANDSCAPE PLANS FOR DRAIN TYPE AND SPECIFICATIONS. CONNECT TO STORM CONVEYANCE
- CONSTRUCT FLEXIBLE PIPE CONNECTION FROM THE SAND TRAP TO THE BUILDING CONNECTION POINT PER DETAIN NO. 6 ON SHEET C-2. PIPE SHALL BE CUT PER MANUFACTURERS RECOMMENDATIONS AS NEEDED.
- INSTALL FLOW-THROUGH-PLANTER CLEANOUT RISER AND SLOTTED UNDERDRAIN PIPE.
  REFER TO DETAILS 4 AND 9 ON SHEET C-2. CONNECT TO OVERFLOW PIPELINE WITH A TEE FITTING
- CONNECT ROOF DOWNSPOUT TO STORM DRAIN PIPELINE. SEE PLUMBING PLAN FOR CONTINUATION TO ROOF DRAIN.
- 138 INSTALL BACKWATER CHECK VALVE IN LINE WITH THE STORM LATERAL UPSTREAM FROM THE FLEXIBLE PIPE. REFER TO DETAIL NO. 10 ON SHEET C-2.

### WATER NOTES (OFFSITE)

- OWNER SHALL APPLY FOR A WATER SERVICE CONNECTION TO THE BUILDING. OWNER TO PAY FOR ALL RELATED FEES. CONTRACTOR SHALL COORDINATE WITH WATER DEPARTMENT FOR THEM TO INSTALL THEIR WATER LATERAL, ISOLATION VALVE AND METER. CONNECT TO THE BUILDING WATER SYSTEM PER PLUMBING PLANS AND REFER TO PLUMBING PLANS FOR PIPE SIZES AND EXACT POINTS OF CONNECTION TO BUILDING. INSTALL PRESSURE REDUCING VALVE AS NEEDED. CONTRACTOR SHALL VERIFY AND REFER TO THE ARCHITECTURAL AND PLUMBING DRAWINGS FOR FINAL BACKFLOW PREVENTER LOCATION INSIDE BUILDING, AND ENSURE THAT THE DISTANCE BETWEEN THE POINT OF CONNECTION AND THE BACK FLOW PREVENTER DOES NOT EXCEED 25 FEET. CONTRACTOR SHALL OBTAIN APPROVAL FROM THE WATER QUALITY CONTROL DIVISION FOR THE TYPE OF BACK FLOW DEVICE PRIOR TO INSTALLATION. REFER TO PLUMBING DRAWINGS FOR WATER DEMAND.
- OWNER SHALL APPLY FOR FIRE WATER CONNECTIONS TO BUILDING. OWNER AND CONTRACTOR TO COORDINATE WITH SAN FRANCISCO WATER DEPARTMENT FOR THEM TO PLACE THE LATERAL, ISOLATION VALVE AND AWWA C110 FLANGE. OWNER TO PAY FOR ALL RELATED FEES. CONTRACTOR SHALL INSTALL THE DOUBLE DETECTOR CHECK VALVE PER WATER QUALITY CONTROL DIVISION REQUIREMENTS. CONTRACTOR SHALL OBTAIN APPROVAL FROM THE WATER QUALITY CONTROL DIVISION FOR THE TYPE OF BACKFLOW DEVICE PRIOR TO INSTALLATION. INSTALL BACK FLOW PREVENTER PER WATER QUALITY CONTROL DIVISION REQUIREMENTS, AND ENSURE THAT THE DISTANCE BETWEEN THE POINT OF CONNECTION AND THE BACK FLOW PREVENTER DOES NOT EXCEED 25 FEET. CONTRACTOR SHALL SUBMIT SHOP DRAWING TO THE WATER QUALITY CONTROL DIVISION FOR THEIR APPROVAL PRIOR TO INSTALLING ANY FIRE WATER SYSTEM. REFER TO FIRE PROTECTION PLAN AND PLUMBING PLAN FOR DETAILED INFORMATION.
- OWNER SHALL APPLY FOR AN IRRIGATION SERVICE CONNECTION TO THE BUILDING. OWNER TO PAY FOR ALL RELATED FEES. CONTRACTOR SHALL COORDINATE WITH WATER DEPARTMENT FOR THEM TO INSTALL THEIR WATER LATERAL AND METER. CONNECT TO THE BUILDING WATER SYSTEM PER PLUMBING PLANS AND REFER TO PLUMBING PLANS FOR PIPE SIZES AND EXACT POINTS OF CONNECTION TO BUILDING. INSTALL PRESSURE REDUCING VALVE AS NEEDED. CONTRACTOR SHALL VERIFY AND REFER TO THE ARCHITECTURAL AND PLUMBING DRAWINGS FOR FINAL BACKFLOW PREVENTER LOCATION INSIDE BUILDING, AND ENSURE THAT THE DISTANCE BETWEEN THE POINT OF CONNECTION AND THE BACK FLOW PREVENTER DOES NOT EXCEED 25 FEET. CONTRACTOR SHALL OBTAIN APPROVAL FROM THE WATER QUALITY CONTROL DIVISION FOR THE TYPE OF BACK FLOW DEVICE PRIOR TO INSTALLATION. REFER TO LANDSCAPE DRAWINGS FOR WATER DEMAND.



# Santos Prescott and Associates

SANTOS PRESCOTT AND ASSOCIATES

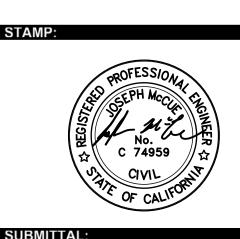
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Fax (510) 724-3383
Email: aluk@lukassociates.com



# 80% CD

DECEMBER 23, 2021

DATE DESCRIPTION

3 5/21/21 DBI, SFFD, MOD PLAN CHECK CORRECTIONS

4 6/8/21 DBI, SFFD, MOD PLAN CHECK CORRECTIONS

PROJECT INFORMATION:
600 7TH STREET

San Francisco, CA 94107

Owner

Mercy Housing California

SHEET TITLE:

UTILITY PLAN

N

PROJECT NUMBER:

11073A20

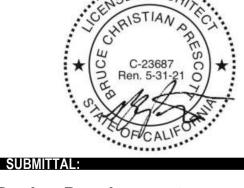
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Architects
SANTOS PRESCOTT AND ASSOCIATES

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1228 Folsom Street #102
San Francisco, California 94103
415.908.3767
bruce@santosprescott.com

**Santos Prescott and Associates** 



Design Development January 11, 2021

DATE DESCRIPTION
1 12/11/20 RESPONSE TO PCL #1

PROJECT INFORMATION

600 7TH STREET

San Francisco, CA 94107

Owner

Mercy Housing California

2" X 3" AREA FOR STAMPS

Code Analysis Plans

N

SHEET TITLE

2001

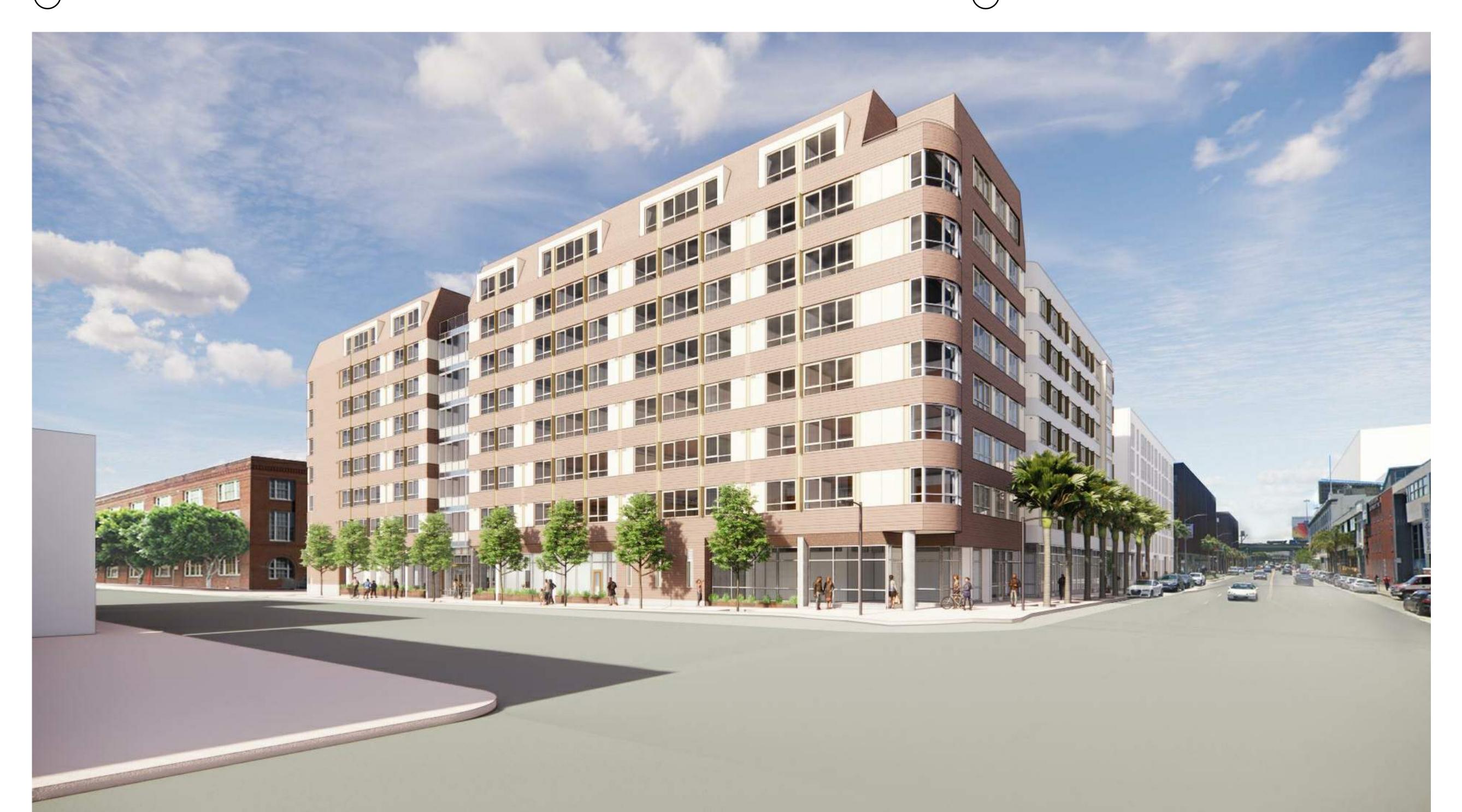
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PROJECT NUMBER

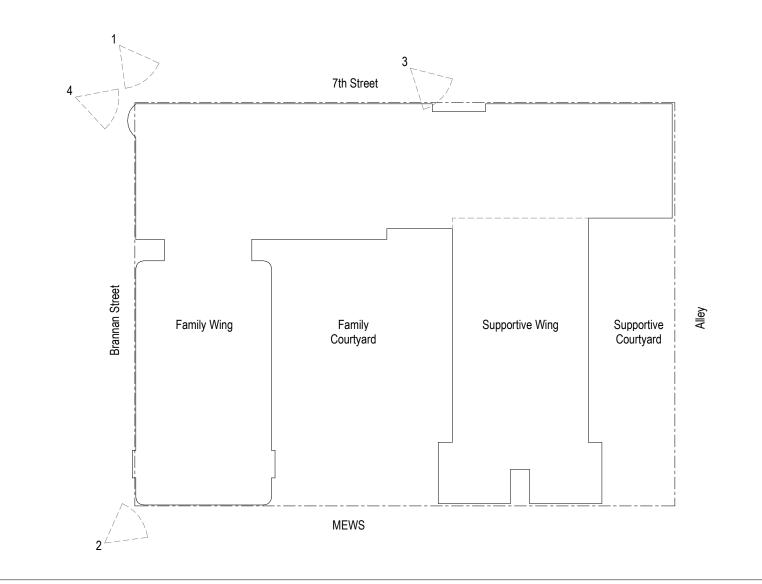
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1228 Folsom Street #102 San Francisco, California 94103 415.908.3767 bruce@santosprescott.com

Santos Prescott and Associates



DATE DESCRIPTION
1 12/11/20 RESPONSE TO PCL #1
2 1/4/21 PLANNING CLARIFICATION

PROJECT INFORMATION 600 7TH STREET

San Francisco, CA 94107

Mercy Housing California

2" X 3" AREA FOR STAMPS

Illustrative Views

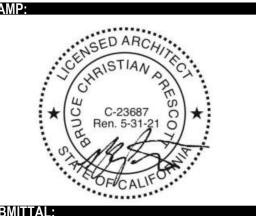


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**Santos Prescott and Associates** 

Santos Prescott and Associates

Architects
SANTOS PRESCOTT AND ASSOCIATES
1228 Folsom Street #102
San Francisco, California 94103
415.908.3767
bruce@santosprescott.com



Design Development
January 11, 2021

DATE DESCRIPTION
1 12/11/20 RESPONSE TO PCL #1
2 1/4/21 PLANNING CLARIFICATION

**600 7TH STREET**San Francisco, CA 94107

Owner

Mercy Housing California

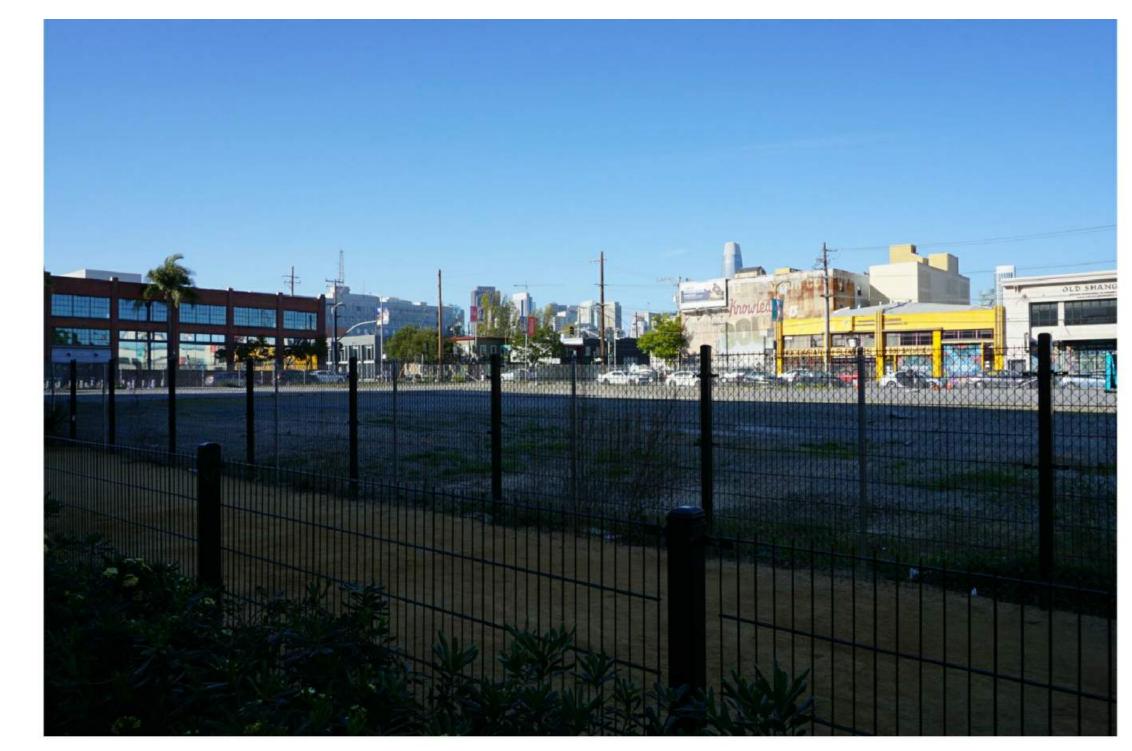
2" X 3" AREA FOR STAMPS

Facade Details

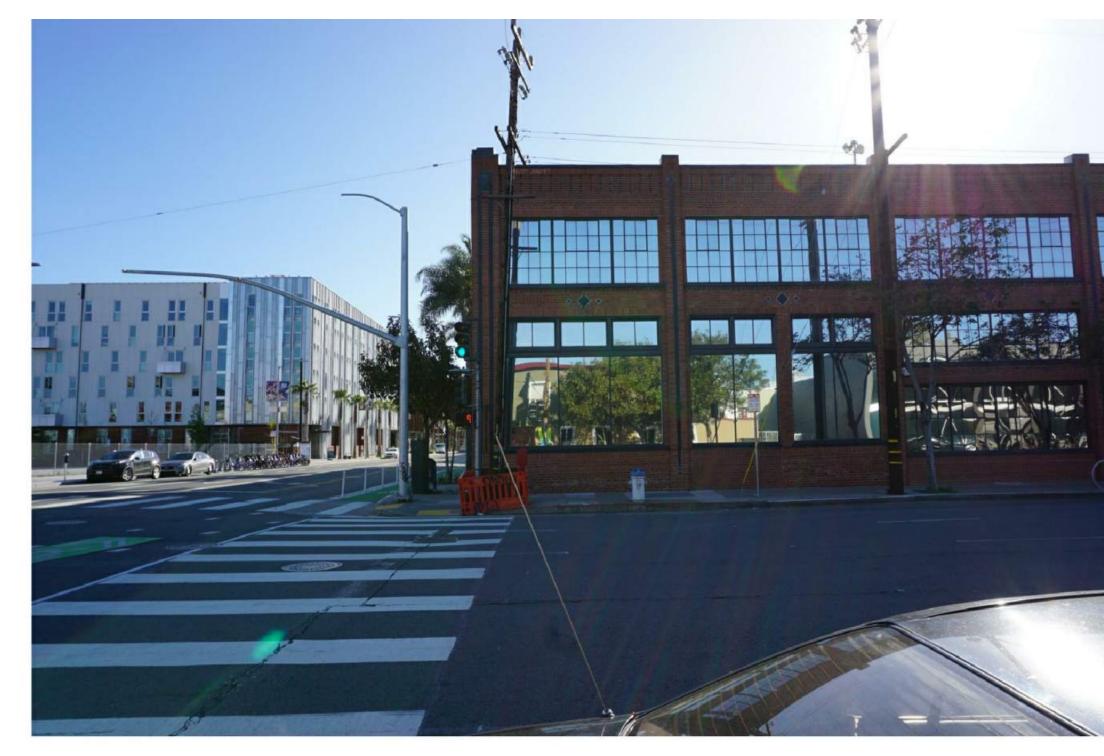
PROJECT NUMBER

200 I BER

Private Alley (site at right)



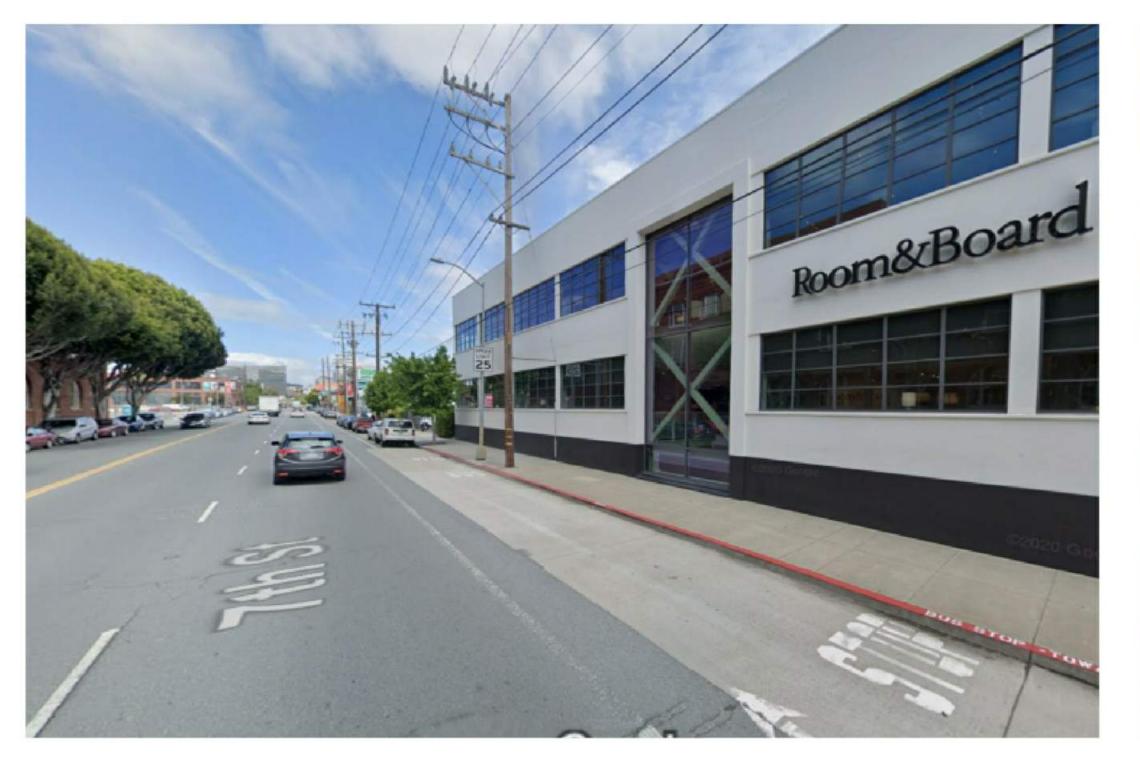
View from MEWS of Site



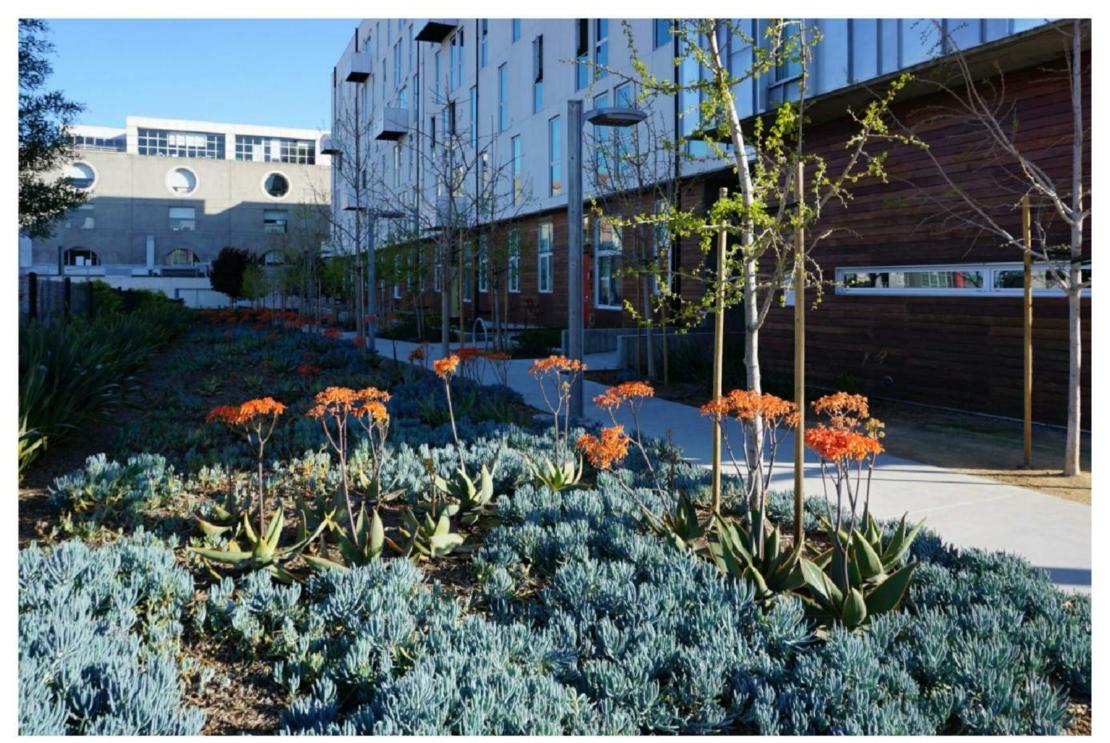
View from 7th Street (site at left)



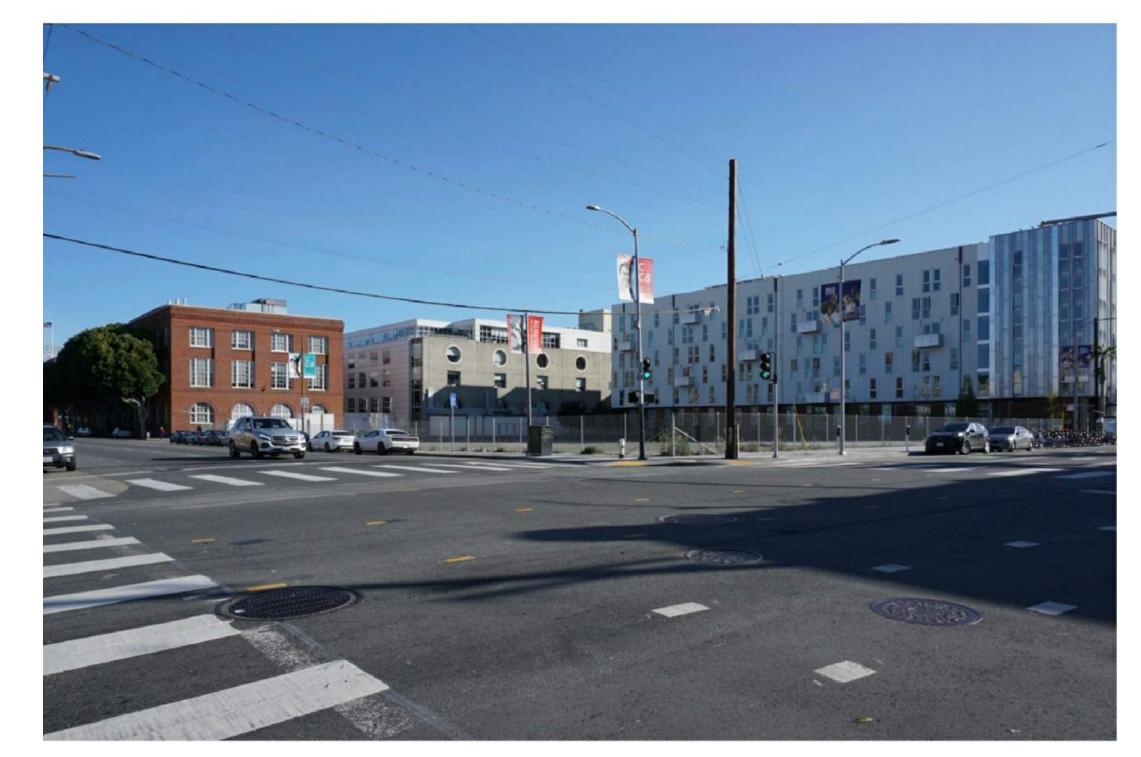
650 7th Street with Site at far right



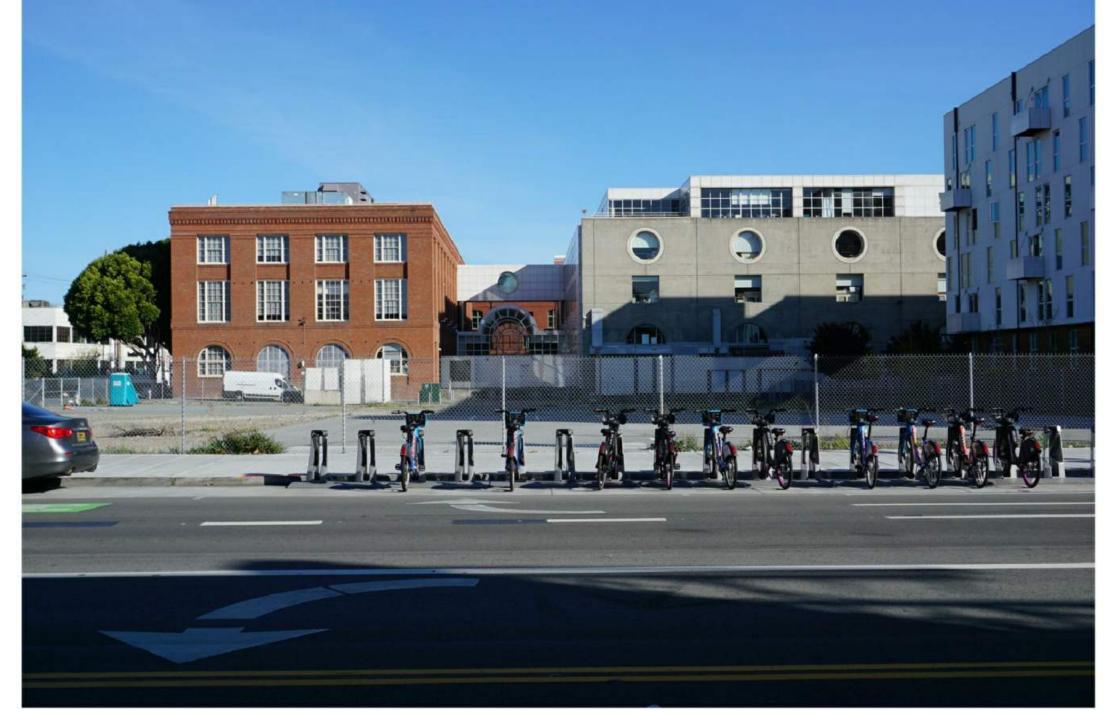
View from 7th Street of 650 7th Street (left) and 685 7th Street (right). Site to the right of 650 7th Street.



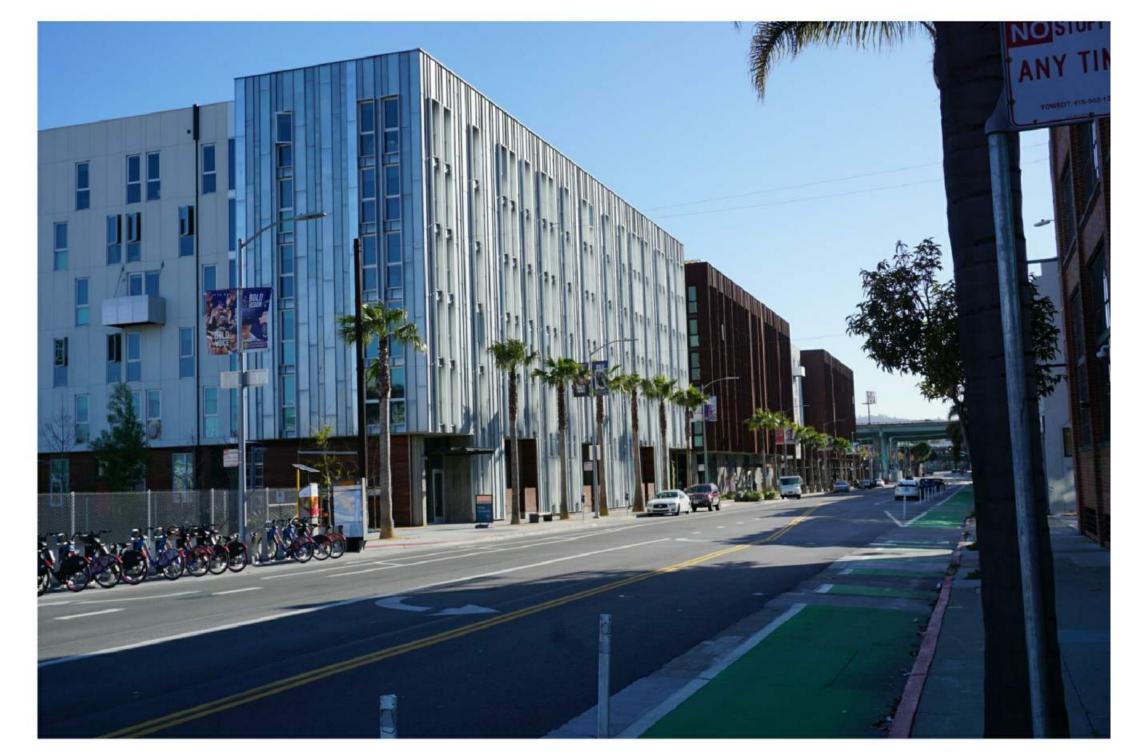
MEWS Separates Site (Left) and 801 Brannan Street (Right)



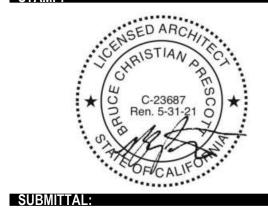
Diagonal View of Site (7th Street and Brannan Street Intersection)



Site from Brannan Street



View from Brannan Street with 801 Brannan Street Beyond



Santos Prescott and Associates

1228 Folsom Street #102 San Francisco, California 94103 415.908.3767 bruce@santosprescott.com

Architects
SANTOS PRESCOTT AND ASSOCIATES

Design Development
January 11, 2021

# DATE DESCRIPTION
1 12/11/20 RESPONSE TO PCL #1

PROJECT INFORMATION

600 7TH STREET

San Francisco, CA 94107

Owner

2" X 3" AREA FOR STAMPS

Site Photos

PROJECT NUMBER

2001

Santos Prescott and Associates

Architects

Architects
SANTOS PRESCOTT AND ASSOCIATES
1228 Folsom Street #102
San Francisco, California 94103
415.908.3767
bruce@santosprescott.com



Design Development
January 11, 2021

DATE DESCRIPTION
1 12/11/20 RESPONSE TO PCL #1
2 1/4/21 PLANNING CLARIFICATION

**600 7TH STREET**San Francisco, CA 94107

Owner

Mercy Housing California

2" X 3" AREA FOR STAMPS

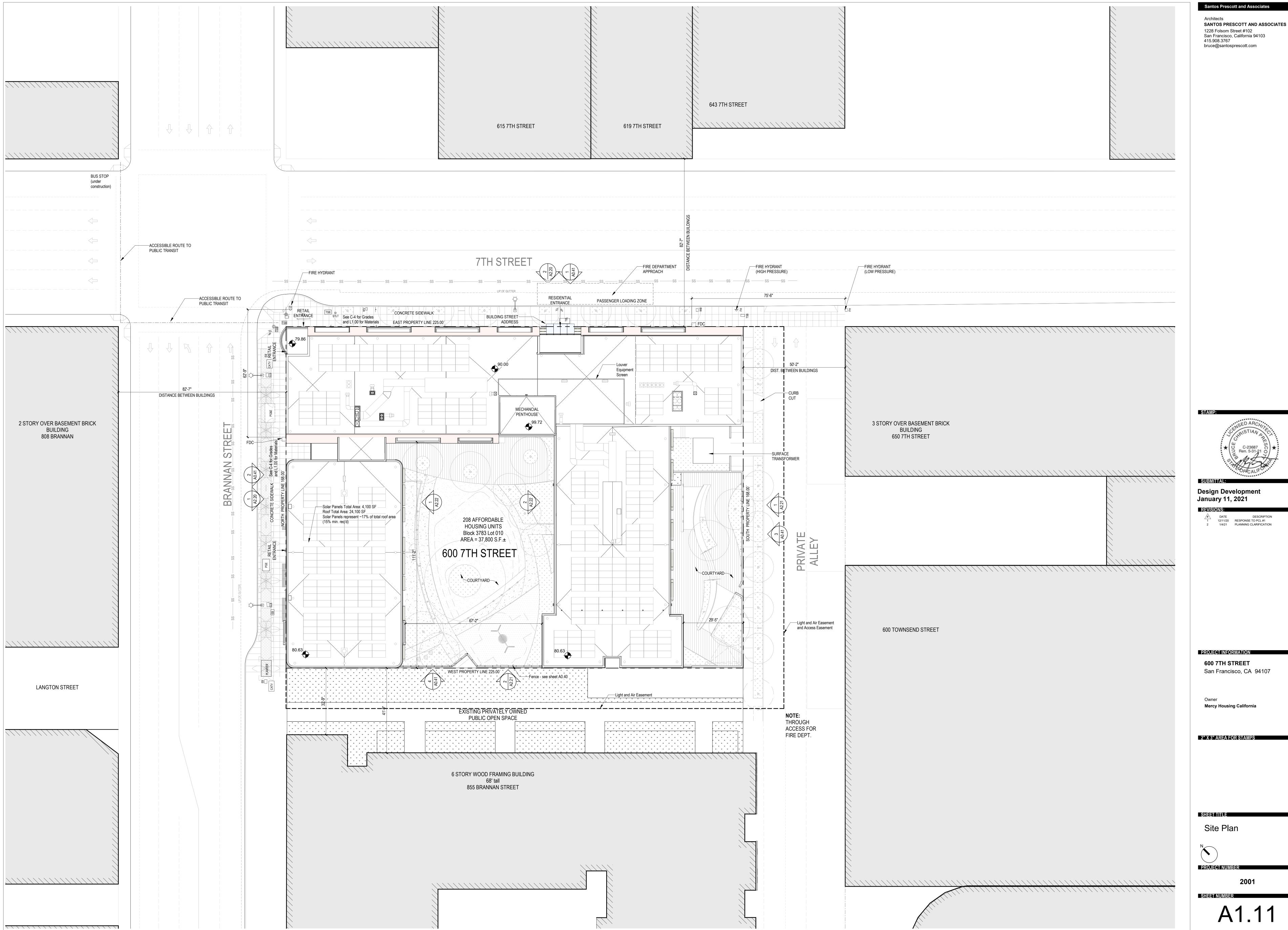
SHEET TITLE

Vicinity Plan



2001

A1.10

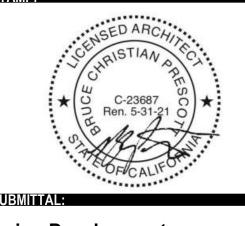




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Design Development January 11, 2021

PROJECT INFORMATION

600 7TH STREET

San Francisco, CA 94107

Owner

Mercy Housing California

2" X 3" AREA FOR STAMPS

Ground Floor Slab Plan

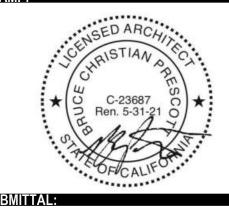
PROJECT NUMBER

2001

A1.20

Santos Prescott and Associates

SANTOS PRESCOTT AND ASSOCIATES 1228 Folsom Street #102 San Francisco, California 94103 415.908.3767 bruce@santosprescott.com



**Design Development** 

DATE DESCRIPTION
1 12/11/20 RESPONSE TO PCL #1
2 1/4/21 PLANNING CLARIFICATION

PROJECT INFORMATION 600 7TH STREET

First Level Plan

# Attachment H: Comparison of City Investment in Other Housing <u>Developments</u>

# Affordable Multifamily Housing New Construction Cost Comparison

Updated	3/16/2022																		
		Ac	juisiti	ion by Unit/B	ed/SF		Constru	ction by Unit	/Bed/SF		Soft	Costs By Unit	/Bed/SF		Total Dev	relopment Cost (In	ıcl. Land)	Subs	idy
		Acq/un	t	Acq/BR	Acq/lot sq.ft	c	Const/unit	Const/BR	Const/ sq.ft <sup>6</sup>	Soft/uı	nit	Soft/BR	Soft/ sq.ft <sup>6</sup>	Gros	s TDC/unit	Gross TDC/BR	Gross TDC/ sq.ft <sup>6</sup>	Subsidy / unit	Leveraging <sup>7</sup>
Delta of Subject an	nd Comparable Projects	\$ (29	819)	\$ (17,387)	\$ (141)	) \$	(46,179)	\$ 17,689	\$ 144	\$ (41	,020)	\$ (14,895)	\$ 2	\$	(119,636)	\$ (16,120)	\$ 117	\$ (257,783)	
	Delta Percentage	-1	00%	-100%	-100%	0	-8%	5%	27%		-26%	-16%	1%		-15%	-3%	17%	-95%	
SUBJECT PROJECT	600 7th Street		45	\$ 30	\$ 0	\$	568,638	\$ 376,254	\$ 677	\$ 115	,057	\$ 76,131	\$ 137	\$	683,741	\$ 452,415	\$ 813	\$ 12,552	98.2%
Comparable Projects	Average:	\$ 29,	364	\$ 17,417	\$ 141.60	\$	614,817	\$ 358,566	\$ 533	<b>\$ 156</b> ,	,077	\$ 91,025	\$ 135	\$	803,377	\$ 468,535	\$ 696	\$ 270,335	66.4%

Costs <u>higher</u> than Costs similar to comparable Costs lower than comparable average Building Square Footage Total Project Costs **Total Dev. Cost** Total Dev. Cost Notes on **Building Type** Acq. Cost<sup>3</sup> # of BR1 Soft Cost **Stories** Start date # of Units Res.<sup>2</sup> Total sg. ft. **Local Subsidy** Lot sq.ft Constr. Cost<sup>4</sup> Comments Sq. ft. w/land w/o land Comparable Projects \$ 4,811,233 | \$ 78,232,025 | \$ 16,605,899 | \$ 99,649,156 | \$ 31,097,572 | \$ 94,837,923 29,305 129 123,943 21,510 145,452 Average: 233 Completed (filtered) Comparable Projects Under \$ 4,893,499 \$ 80,065,551 \$ 27,549,850 \$ 112,508,900 \$ 37,979,969 \$ 107,615,401 Average: 25,309 143 217 149,755 12,722 162,477 Construction (filtered) Comparable Projects In 30,648 132 137,783 20,577 158,360 **\$ 2,367,875 \$ 90,242,169 \$ 18,938,485 \$ 112,607,087 \$ 40,205,436 \$ 110,239,212** 243 Average: Predevelopment (filtered) \$ 4,024,202 \$ 82,846,582 \$ 21,031,411 \$ 108,255,048 \$ 36,427,659 \$ 104,230,845 28,420 135 231 137,160 18,269 155,430 Total Comparable Projects Average: Type I 80% CD drawings (est 3.15.2022; LC 4/1/2022) SUBJECT PROJECT 600 7th Street 10,000 \$ 125,668,982 \$ 25,427,704 151,096,686 37,800 Jul-22 221 334 181,534 4,223 185,757 \$ 151,106,686 \$ 2,773,955 \$ Delta of Subject and Comp 9,380 86 (\$4,014,202) \$42,822,400 \$4,396,293 \$42,851,638 (\$33,653,704) \$46,865,841 103 44,374 -14,046 30,327 **Project Averages** Delta Percentage 33% 64% 45% 32% -77% 20% -100% 52% 21% 40% -92% 45%

	PROJECT	S COMPLETED	ס			Buildir	ng Square Fo	ootage	To	otal Project Cos	ts							
Project Name	Address	Lot sq.ft	Compl. Date	# of Units	# of BR <sup>1</sup>	Res. <sup>2</sup>	Non-Res.	Total	Acq. Cost3	Constr. Cost4	Soft Cost	Total Dev. Cost w/land	Local Subsidy5	Total Dev. Cost w/o land	Notes on Financing	Building Type	Stories	Comments
Transbay 7 - Natalie Gubb Comm	222 Beale Street	29,209	Oct-18	120	208	118,251	5,000	123,251	\$ 35,000 \$	67,781,262	\$ 16,314,468	\$ 84,130,730	\$ 25,560,000	\$ 84,095,730	HCD AHSC Loan	Type I Podium	4-8	shell
Eddy and Taylor Family Housing	222 Taylor	22,344	Jun-19	113	211	108,440	21,086	129,526	\$ 9,300,000	63,215,406	\$ 14,837,459	\$ 87,352,865	\$ 22,187,436	\$ 78,052,865	2 HCD Loans (MHP &	Type IB	8	Extensive PG&E regional switch required
1950 Mission Street	1950 Mission Street	36,590	Mar-21	157	262	113,432	48,142	161,574	\$ 9,775,000	\$ 100,834,317	\$ 15,171,496	\$ 125,780,813	\$ 44,945,740	\$ 116,005,813	HCD AHSC Loan	Type IA	9	30% of sf art and PDR spaces and Paseo Des Artes
2060 Folsom Street	2060 Folsom	29,075	May-21	127	252	155,648	11,810	167,458	\$ 134,931	81,097,114	\$ 20,100,172	\$ 101,332,217	\$ 31,697,110	\$ 101,197,286	HCD AHSC Loan	Type IB	9	Improvements of \$6MM

	PROJECTS	UNDER CONS	TRUCTION			Buildir	ng Square Fo	ootage	T	otal Project Cos	ts							
Project Name	Address	Lot sq.ft	Compl. Date	# of Units	# of BR <sup>1</sup>	Res. <sup>2</sup>	Non-Res.	Total	Acq. Cost3	Constr. Cost4	Soft Cost	Total Dev. Cost w/land	Local Subsidy5	Total Dev. Cost w/o land	Notes on Financing	Building Type	Stories	Comments
1990 Folsom Street	1990 Folsom	29,047	Sep-21	143	226	138,824	15,063	153,887	\$ 8,407,380	\$ 73,760,332	\$ 25,616,512	\$ 107,784,224	\$ 46,711,496	\$ 99,376,844		Type I and Type VA	2 & 8	Mixed type - Townhomes + 8 story Type I
500 Turk Street (555 Larkin)	500 Turk Street	18,906	Mar-22	108	186	82,805	26,586	109,391	\$ 1,853,895	\$ 54,251,461	\$ 29,815,020	\$ 85,920,376	\$ 32,400,000	\$ 84,066,481	HCD AHSC Loan	Type I	8	Type I 8 stories on constrained site
681 Florida	681 Florida Street	19,000	Sep-22	130	199	126,830	9,250	136,080	\$ 125,091	\$ 69,184,293	\$ 20,545,793	\$ 89,855,177	\$ 33,826,507	\$ 89,730,086	HCD MHP Loan	Type IB	9	8,400+/- PDR
921 Howard	921 Howard Street	28,893	Nov-22	203	259	235,680	1,970	237,650	\$ 14,081,129	\$ 111,260,260	\$ 36,248,774	\$ 161,590,163	\$ 46,468,120	\$ 147,509,034	CalHfa MIP/ 4% LIHTO	Type IA	18	Incl 3 parking spaces & retail (GMP 4/19/21)
BPUY	2430 San Jose Ave	30,699	May-23	131	217	164,636	10,741	175,377	\$ -	\$ 91,871,410	\$ 25,523,152	\$ 117,394,562	\$ 30,493,722	\$ 117,394,562	4% Credits; HCD IIG 8	Type IB	8-9	Land not incl. (GMP Draft Contract 5/21)

	PROJECTS IN	PREDEVELOP	MENT			Buildii	ng Square Fo	ootage	Τ	otal Project Cos	ts							
Project Name	Address	Lot sq.ft	Start Date (anticipated)	# of Units	# of BR <sup>1</sup>	Res. <sup>2</sup>	Non-Res.	Total	Acq. Cost3	Constr. Cost4	Soft Cost	Total Dev. Cost w/land	Local Subsidy	Total Dev. Cost w/o land	Notes on Financing	Building Type	Stories	Comments
Mission Bay S. Bl. 9A-HomeOwn	400 China Basin Street	29,939	May-22	148	281	129,712	50,351	180,063	\$ -	\$ 105,209,208	\$ 29,936,428	\$ 135,145,636	\$ 75,184,522	\$ 135,145,636	OCII, IIG	Type I	8	Homeownership, (Loan Eval August 2021 data)
730 Stanyan	730 Stanyan Street	37,813	Apr-23	160	282	173,030	19,728	192,758	\$ - 5	\$ 116,761,252	\$ 13,958,549	\$ 130,719,801	\$ 34,325,853	\$ 130,719,801	4% Credits; HCD MHF	Туре І	8	Svcs spaces, complex dsgn (100% SD 12/1/21)
2550 Irving	2550 Irving Street	19,125	Apr-23	98	187	105,390	2,228	107,618	\$ 9,426,500	\$ 64,386,652	\$ 15,972,611	\$ 94,019,992	\$ 25,573,912	\$ 84,593,492	4% LIHTC; HCD - IIG,	Type I	7	Incl TI space, 11 pkg. 12/14/21 SD estimate
1515 SVN	1515 South Van Ness Ave	35,714	May-24	122	220	143,000	10,000	153,000	\$ 45,000	\$ 74,611,565	\$ 15,886,352	\$ 90,542,917	\$ 25,737,456	\$ 90,497,917	4% credits, HCD MHP	TBD	6	No design; 10k sf retail, no pkg (10/19/21 LE est)

PROJECTS CO	MPLETED	Acquisi	tion by Unit/B	ed/SF	Constru	ction by Unit	/Bed/SF	Soft	Costs By Unit	Bed/SF	Total Dev	elopment Cost (In	cl. Land)	Subsi	idy
Project Name	Compl. Date	Acq/unit	Acq/BR	Acq/lot sq.ft	Const/unit	Const/BR	Const/sq.ft <sup>6</sup>	Soft/unit	Soft/BR	Soft/sq.ft <sup>6</sup>	Gross TDC/unit	Gross TDC/BR	Gross TDC/sq.ft <sup>6</sup>	Subsidy / unit	Leveraging <sup>7</sup>
Natalie Gubb Commons (TB7)	Oct-18	292	168	1	\$ 564,844	\$ 325,871	\$ 550	\$ 135,954	\$ 78,435	\$ 132	\$ 701,089	\$ 404,475	\$ 683	\$ 213,000	69.6%
Eddy & Taylor Family Housing	Jun-19	82,301	44,076	416	\$ 559,428	\$ 299,599	\$ 488	\$ 131,305	\$ 70,320	\$ 115	\$ 773,034	\$ 413,995	\$ 674	\$ 196,349	74.6%
1950 Mission Street	Mar-21	62,261	37,309	267	\$ 642,257	\$ 384,864	\$ 624	\$ 96,634	\$ 57,906	\$ 396	\$ 801,152	\$ 480,079	\$ 778	\$ 286,279	64.3%
2060 Folsom Street	May-21	1,062	535	5	\$ 638,560	\$ 321,814	\$ 484	\$ 158,269	\$ 79,763	\$ 204	\$ 797,891	\$ 402,112	\$ 605	\$ 249,584	68.7%

CONSTRUCTION	4	Acquisition		(	Construction			Soft Costs		Total Dev	elopment Cost (In	cl. Land)	Subsi	idy
Compl. Date	Acq/unit	Acq/BR	Acq/lot sq.ft	Const/unit	Const/BR	Const/sq.ft <sup>6</sup>	Soft/unit	Soft/BR	Soft/sq.ft <sup>6</sup>	Gross TDC/unit	Gross TDC/BR	Gross TDC/sq.ft <sup>6</sup>	Subsidy / unit	Leveraging <sup>7</sup>
Sep-21	58,793	37,201	289	\$ 515,807	\$ 326,373	\$ 479	\$ 179,136	\$ 113,347	\$ 166	\$ 753,736	\$ 476,921	\$ 700	\$ 326,654	56.7%
Mar-22	17,166	9,967	98	\$ 502,328	\$ 291,675	\$ 496	\$ 276,065	\$ 160,296	\$ 273	\$ 795,559	\$ 461,938	\$ 785	\$ 300,000	62.3%
Nov-22	69,365	54,367	487	\$ 548,080	\$ 429,576	\$ 468	\$ 178,565	\$ 139,957	\$ 153	\$ 796,011	\$ 623,900	\$ 680	\$ 228,907	71.2%
May-23	-	-	-	\$ 701,308	\$ 423,371	\$ 524	\$ 194,833	\$ 117,618	\$ 146	\$ 896,142	\$ 540,989	\$ 669	\$ 232,777	74.0%
	Sep-21 Mar-22 Nov-22	Compl. Date         Acq/unit           Sep-21         58,793           Mar-22         17,166           Nov-22         69,365	Compl. Date         Acq/unit         Acq/BR           Sep-21         58,793         37,201           Mar-22         17,166         9,967           Nov-22         69,365         54,367	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft           Sep-21         58,793         37,201         289           Mar-22         17,166         9,967         98           Nov-22         69,365         54,367         487	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit           Sep-21         58,793         37,201         289         \$ 515,807           Mar-22         17,166         9,967         98         \$ 502,328           Nov-22         69,365         54,367         487         \$ 548,080	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/BR           Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/BR         Const/sq.ft <sup>6</sup> Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373         \$ 479           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675         \$ 496           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576         \$ 468	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/BR         Const/sq.ft <sup>6</sup> Soft/unit           Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373         \$ 479         \$ 179,136           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675         \$ 496         \$ 276,065           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576         \$ 468         \$ 178,565	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/BR         Const/sq.ft <sup>6</sup> Soft/unit         Soft/BR           Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373         \$ 479         \$ 179,136         \$ 113,347           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675         \$ 496         \$ 276,065         \$ 160,296           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576         \$ 468         \$ 178,565         \$ 139,957	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/BR         Const/sq.ft <sup>6</sup> Soft/unit         Soft/BR         Soft/sq.ft <sup>6</sup> Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373         \$ 479         \$ 179,136         \$ 113,347         \$ 166           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675         \$ 496         \$ 276,065         \$ 160,296         \$ 273           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576         \$ 468         \$ 178,565         \$ 139,957         \$ 153	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/BR         Const/sq.ft <sup>6</sup> Soft/unit         Soft/BR         Soft/sq.ft <sup>6</sup> Gross TDC/unit           Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373         \$ 479         \$ 179,136         \$ 113,347         \$ 166         \$ 753,736           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675         \$ 496         \$ 276,065         \$ 160,296         \$ 273         \$ 795,559           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576         \$ 468         \$ 178,565         \$ 139,957         \$ 153         \$ 796,011	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/BR         Const/sq.ft <sup>6</sup> Soft/Unit         Soft/BR         Soft/Sq.ft <sup>6</sup> Gross TDC/unit         Gross TDC/BR           Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373         \$ 479         \$ 179,136         \$ 113,347         \$ 166         \$ 753,736         \$ 476,921           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675         \$ 496         \$ 276,065         \$ 160,296         \$ 273         \$ 795,559         \$ 461,938           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576         \$ 468         \$ 178,565         \$ 139,957         \$ 153         \$ 796,011         \$ 623,900	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/sq.ft <sup>6</sup> Soft/unit         Soft/BR         Soft/sq.ft <sup>6</sup> Gross TDC/unit         Gross TDC/sq.ft <sup>6</sup> Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373         \$ 479         \$ 179,136         \$ 113,347         \$ 166         \$ 753,736         \$ 476,921         \$ 700           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675         496         \$ 276,065         \$ 160,296         \$ 273         \$ 795,559         \$ 461,938         \$ 785           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576         468         178,565         \$ 139,957         \$ 153         \$ 796,011         \$ 623,900         \$ 680	Compl. Date         Acq/unit         Acq/BR         Acq/lot sq.ft         Const/unit         Const/BR         Const/sq.ft <sup>6</sup> Soft/unit         Soft/BR         Soft/sq.ft <sup>6</sup> Gross TDC/unit         Gross TDC/BR         Gross TDC/sq.ft <sup>6</sup> Subsidy / unit           Sep-21         58,793         37,201         289         \$ 515,807         \$ 326,373         \$ 479         \$ 179,136         \$ 113,347         \$ 166         \$ 753,736         \$ 476,921         \$ 700         \$ 326,654           Mar-22         17,166         9,967         98         \$ 502,328         \$ 291,675         496         \$ 276,065         \$ 160,296         \$ 273         \$ 795,559         \$ 461,938         \$ 785         \$ 300,000           Nov-22         69,365         54,367         487         \$ 548,080         \$ 429,576         468         178,565         139,957         153         796,011         \$ 623,900         680         \$ 228,907

PROJECTS IN PRED	DEVELOPMENT		Acquisition		(	Construction			Soft Costs		Total Dev	elopment Cost (In	cl. Land)	Subs	idy
Project Name	Start Date (anticipated)	Acq/unit	Acq/BR	Acq/lot sq.ft	Const/unit	Const/BR	Const/sq.ft <sup>6</sup>	Soft/unit	Soft/BR	Soft/sq.ft <sup>6</sup>	Gross TDC/unit	Gross TDC/BR	Gross TDC/sq.ft <sup>6</sup>	Subsidy / unit	Leveraging <sup>7</sup>
Mission Bay S. Block 9A (ownership)	May-22	-	-	-	\$ 710,873	\$ 374,410	\$ 584	\$ 202,273	\$ 106,535	\$ 166	\$ 913,146	\$ 480,945	\$ 751	\$ 508,004	44.4%
730 Stanyan	Apr-23	-	-	-	\$ 729,758	\$ 414,047	\$ 606	\$ 87,241	\$ 49,498	\$ 72	\$ 816,999	\$ 463,545	\$ 678	\$ 214,537	73.7%
2550 Irving	Apr-23	96,189	50,409	493	\$ 657,007	\$ 344,314	\$ 598	\$ 162,986	\$ 85,415	\$ 148	\$ 959,388	\$ 502,781	\$ 874	\$ 260,958	72.8%
1515 S. Van Ness Avenue	May-24	369	205	1	\$ 611,570	\$ 339,143	\$ 488	\$ 130,216	\$ 72,211	\$ 104	\$ 742,155	\$ 411,559	\$ 592	\$ 210,963	71.6%

# Attachment I: Predevelopment Budget - N/A

### **Attachment J: Development Budget**

# Units: 221 # Bedrooms: 334 # Beds: 6/7/21 600 7th Street 600 7th Street Mercy Housing Ca Total Sources Comments
151,106,686 Acquisition
Acquisition cost or value
Legal / Closing costs / Broker's Fee
Hedding Costs
Transfer Tax
TOTAL ACC 10,000 0 0 10,000 NSTRUCTION (HARD COSTS) Unit Construction/Rehab Commercial Shell Construction 98,706,663 Includes Escalation, GC Contingence 2.542.258 Includes Escalation, GC Contingence Demolition
Environmental Remediation
Consight Improvements/Landscaping
Offsite Improvements
Infrastructure Improvements 0 377,638 Alley Sidewalk Build Out Construction line item cost as a % of hard costs 5.4% 2.7% 3.2% Infrastructure Improvements
Parking
GC Bond Premium/GC Insurance/GC Taxes
GC Ownthead 8 Profit
CG General Conditions
Sub-total Constru
Design Contingency (remove at DD)
Bid Contingency (remove at DD)
Bid Contingency (remove at bid)
Plan Check Contingency (remove at bid) \$.053,792 3.3697,354 174,026,256 2.205,001 (5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$46) 2.205,001 (5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$46) 3.311,197 (4% up to \$30MM HC, 4% \$30-\$45MM, 2% \$46 3.600 (200 M) (5% up to \$30MM HC, 4% \$30-\$45MM, 2% \$46 3.600 (200 M) (5% 500 M) (5% 500 M) (5% 500 M) (5% 500 M) 3.600 (200 M) (5% 500 M) (5% 17,500,000 4,935,143 1,000,00 51.008.320 SOFT COSTS Architecture & Design Architect design fees
Design Subconsultants to the Architect (incl. Fees)
Architect Construction Admin
Reimbursables
Additional Services Additional Services
Sub-total Architect Contract
Other Third Party design consultants (not included under Architect contract) 3,490,00 3,490,000 (Architect contract)
Total Architecture & Design
Engineering & Environmental Studies
Survey 143,000 3,633,000 143,000 3,633,000 Survey
Geotechnical studies
Phase I. & Reports
CEOA / Environmental Review consultants
NEPA / 106 Review
CNAPPNA (rehate only)
Other environmental con/
Survey of the province 625,000 Name consultants & contract amounts
1,775,000 Total Engineering & .....
inancing Costs
Construction Financing Costs
Construction Loan Origination Fee 365.382
4.469.07 Proderv and Construction Loan Interest
75.000
75.000 Proderv Fin, Advisor, Issuer Fine Upfront and Annual
462.050 Transfer Fin. Officer, Issuer Fine Upfront and Annual
46.260 Transfer Fine. Officer Rep 25.00 Construction Loan Interest
Title & Recording
CDLAC & CDIAC fees
Bond Issuer Fees
Other Bond Cost of Issuance
Other Bond Cost of Issuance
Other Lender Costs (Sub-total Const. Financing Cost Permanent Financing Costs
Permanent Financing Costs
Permanent Loan Origination Fee
Credit Enhance. & Appl. Fee
Title & Recording
Sub-total Perm. Financing Costs
Total Financing Costs 89,130 89,130 25,000 114,130 5.663.635 Total Financina Costs
Borrower Leosi fees
Land Use / CEDA Attorner fees
Tax Credit Coursel
Controller Land Leosi fees
Controller Land Leosi Coursel
Controller Lander Coursel
Other Leosi (specific Course)
Total Leosi Costs 25.00 70,000 15,000 27,500 Org of Parts 462.500 27,500 377,500 Other Development Costs
Appraisal
Market Study
Insurance
Property Taxes
Accounting / Audit
Organizational Costs
The Cost of th 25,000 15,000 25,000 15,000 40,00 1.120.578 1.120.578 
 • Marketing / Rent-up
 846.922

 • Furnishings
 846.922

 PGE / Unitor Fees
 353.500

 TOAC App / Alloc / Monitor Fees
 145.481

 • Financial Consultant Fees
 800.000

 Construction Management Fees / Owner's Rep
 190.000

 Second Johns Construction
 240.000

 - Accrued Interest - HoHCD
 40.4539

 Other Island/M
 Total Other Development Costs
 A,010,820

 Soft Cost Contingency
 13335.572
 Consingency (Arch. Eng. Fp. Legal & Other Dev
 1335.572

 TOTAL SOFT COSTS
 11,156,892
 11,156,892
 846,522 353,600 2,773,955 404,639 Contingency as % of Total Soft Costs 2,773,95 6,784,775 1,335,572 Should be either 10% or 5% of total soft Operating Reserves
Replacement Reserves
Tenant Improvements Reserves
Other (specify) 1.738.222 Developer Fee - Cash-out Paid at Milestones
Developer Fee - Cash-out At Risk
Commercial Developer Fee
Developer Fee - GP Equity (also show as source)
Developer Fee - Deferred (also show as source)
Developer Fee - Deferred (also show as source)
Development Consultant Fees 1,098,000 2,162,000 125.000 Other (specify)

TOTAL DEVELOPER COSTS 3,385,000 0 4,035,00 65,777,411 17,500,000 12,397,000 2,773,955 297,635 79,186 56,095 12,552 43.5% 11.6% 8.2% 1.8% 1,000,000 51,158,320 4,525 231,486 0.7% 33.9% 500,000 2,262 0.3% 0 151,106,686 0 683,741 0.0% 100.0% TOTAL DEVELOPMENT COST

Development Cost/Unit by Source
Development Cost/Unit as % of TDC by Source 0 0 0.0% Acquisition Cost/Unit by Source 0 0 0 4,525 230,807 5.38 274.60 568,638 676,52 Construction Cost (inc Const Contingency)/Unit By Source Construction Cost (inc Const Contingency)/SF 231,790 275.77 79,186 22,331 94.21 26.57 0.00 0 0.00 0.00 0 \*Possible non-eligible GO Bond/COP Amount: City Subsidy/Unit 28,281,980 297,635

# Attachment K: 1st Year Operating Budget (Including New AMI Unit Mix)

Application Date: 6/7/2021 Total # Units: 221	LOSP Units	Non-LOSP Units 101		Project Name: Project Address:	600 7th Street 600 7th Street					
First Year of Operations (provide data assuming that Year 1 is a full year i.e. 12 months of operations): 2024				Project Sponsor:	Mercy Housing Calwest  Correct errors  Comments					
NCOME Residential - Tenant Rents Residential - Tenant Assistance Payments (Non-LOSP)	54% LOSP 432,000	28P Allocation 46% non-LOSP 2,130,636 0	Total 2,562,636	Links from New Proj - Rent & Links from New Proj - Rent &	Comments Unit Mix Worksheet	noted in Col No	Alternative LOSP Split		non-LOSP	Approved By (reqd)
Residential - Tenant Assistance Payments (Non-LOSP) Residential - LOSP Tenant Assistance Payments Commercial Space	1,032,952	0	1,032,952		Unit Mix Worksheet  Worksheet: Commercial to Residential alloca	ation: 0%	Residential - Terent Assistance Payments :	Non-LOSP)		
Residential Parking Miscellaneous Rent Income Supportive Services Income	0	0		Links from Utilities & Other In Links from Utilities & Other In	come' Worksheet		Alternative LOSP Split	LOSP	non-LOSP	Approved By (reqd)
Supportive Services Income Income - Project Operations Laundry and Vending	0 0 6.739	0 0 5.741	12.480	Links from 'Utilities & Other In Links from 'Utilities & Other In	come' Worksheet		Supportive Services Income  Projected LOSP Solit	LOSP	non-LOSP	forty acceptable if LOSP-specific expenses are being
Teners throws Miscellaneous Residential Income	0	0		Links from Utilities & Other In Links from Utilities & Other In	come' Worksheet		Teners Charges		illersser	tracked at entry level in the project's accounting system)
Other Commercial Income Withdrawal from Capitalized Reserve (deposit to operating account) Green Repeated Income	1.471.691	2.136.377	2 609 069	from 'Commercial Op. Budget		ation: 0%	Alternative LOSP Solit Withdrawel from Capitalized Reserve (depo	LOSP at to operating account)	non-LOSP	Approved By (repd)
Vacancy Loss - Residential - Tenant Rents Vacancy Loss - Residential - Tenant Assistance Payments	(21,600)	(106.532)	(128.132)	Vacancy loss is 5% of Tenan	t Rents.					
EFFECTIVE GROSS INCOME	1,450,091	2,029,845	3,479,936	from 'Commercial Op. Budget PUPA:	Worksheet; Commercial to Residential alloca 15,746	ation: 0%	1			
OPERATING EXPENSES Management	100,246	85,394					Alternative LOSP Solit Management Fee Asset Management Fee	LOSP	non-LOSP	Approved By (read)
Management Fee Asset Management Fee Sub-total Management Expenses	100,246 13,111 113,357	85,394 11,169 96,563	185,640 24,280 209,920	1st Year to be set according	to HUD schedule.		Management Fee Asset Management Fee			
Salaries/Benefits Office Salaries	97.620	83.157	180.777	(2.0 FTE) Assistant Property	Manager, (1.0 FTE) Property Manager, (0.5 F	TE) Housing	Office Salaries	LOSP	non-LOSP	Approved By (reqd)
Manager's Salary Health Insurance and Other Benefits	43,200 63,621	36.800 54,196	80.000 117,818	(1.0 FTE) Senior Property Ma	nager		Manager's Salary Health Insurance and Other Benefits			
Other Salahes-Henetts Administrative Rent-Free Unit Sub-total Salaries/Benefits	207,141	2.300 0 176,453	383,595	PUPA:	1.736		Administrative Rent-Free Unit			
Administration Advertising and Marketing	2,700	2,300	5,000				]			
Office Expenses Office Rent Legal Expense - Property	28,886 0 6,750	24,606 0 5,750	53,492 12,500				Projected LOSP Spik Legal Expense - Property	LOSP 54 00%	non-LOSP 46.00%	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Rookkeeping/Accounting Sequines	8,570 17,901	7,300 15,249	15,870 33,150				Projected LOSP Solit	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being
Bad Debts Miscellaneous Sub-total Administration Expenses	0 0 64.806	0 0 55,206	120,012	PUPA:	549		Bad Debts			tracked at entry level in the project's accounting system)
Utilities Electricity	104.052	88.636	192.688				Projected LOSP Split Electricity	LOSP 54.00%	non-LOSP 46.00%	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Water Gas	47.021 0	40.055 0	87.075	All Electric Building						
Sub-total Utilities Taxes and Licenses	69,389 220,461	59.109 187,800	128,498 408,261	PUPA:	1,847		Alternative LOSP Split	LOSP	non-LOSP	Approved By (reqd)
Real Estate Taxes	4,320	3,680	8,000	SOMA West CBD, etc.			Real Estate Taxes			
Payroll Taxes Miscellaneous Taxes, Licenses and Permits Sub-total Taxes and Licenses	8,532 12,852	7,268 10,948	15,800 23,800	PUPA:	108		Playrod Ticora			
Insurance Preparty and Liability Insurance	190,130		352,093				]			
Fidelity Bond Insurance Worker's Compensation Director's & Officers' Liability Insurance	12.420	10.580	23.000				Alternative LOSP Split Worker's Compensation	LOSP	non-LOSP	Approved By (read)
Directors & Officers' Liability insurance Sub-total Insurance Maintenance & Repair	202,550	172,543	375,093	PUPA:			Alternative LOSP Split	LOSP	non-LOSP	Approved By (repd)
Payroll Supplies	86,400 15,911	73,600 13.554	29,465	(1.0 FTE) Maintence Manage			Payroll Supplies	54.00%	46.00%	(LOSP-specific expenses must be tracked at entry level in project's
Contracts Garbage and Trash Removal Security Payroll/Contract	158,787 58,320	135,263 49,680 68,740	294,050 108,000 274,960	Grounds, Janitorial, Elevator, (2.5 FTE) Desk Clerk. (1.0 FT		Community	Contracts Alternative LOSP Split	LOSP	non-LOSP	Approved By (reqd)
HVAC Repairs and Maintenance	10,800	9,200 690	20,000	EDITE DELL'ONICHIO	E-FERRIS DESIR SHIRE TO A TELEVISION CHIRC	Continuity	Second Paperson Second	, , , , , , , , , , , , , , , , , , , ,	22000	
Vehicle and Maintenance Equipment Operation and Repairs Miscellaneous Operating and Maintenance Expenses Sub-total Maintenance & Repair Expenses	537,248	350,727	887,975	PUPA:	4,018		Alternative LOSP Solit	1 000		10.000
Supportive Services	0	108,790	108 790	MARKET Desident Conden						
Commercial Expenses			0	from 'Commercial Op. Budget	Worksheet, Commercial to Residential alloca	Case ation: 0%	Supportive Services	0.00%	100.00%	
Commercial Expenses  TOTAL OPERATING EXPENSES	1,358,416	1,159,030	108.790 0 2,517,446		Worksheet; Commercial to Residential alloca 11,391	Case ation: 0%	Supportive Services	0.00%	100.00%	
TOTAL OPERATING EXPENSES  Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent	8.100	1,159,030	2,517,446	PUPA:		Case ation: 0%	Supportive Services	2.00%	100.00%	
TOTAL OPERATING EXPENSES  Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent Eand Monitoring Fee Rentlament Reserve Deposit		1,159,030	2,517,446	PUPA:	11,391	Case ation: 0%	Supportive Services  Atternative LOSP Split Replacement Reserve Deposit	LOSP	non-LOSP	Approved By (rend)
TOTAL OPERATING EXPENSES Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent	8.100	1,159,030 6,900 6,900	2,517,446 15,000 15,000	PUPA:	11,391	Case ation: 0%	Supportive Services	LOSP	100.00% non-LOSP	Approved by Impdi
TOTAL OFFERTING EXPENSES RECEIVED/OUT Lass Base Received Fees Growt Mechanics for the Second	8.100	1,159,030 6,900 6,900	2,517,446 15,000 15,000 110,500	PUPA:	11,391  Provide additional comments here: if needed  Worksheet: Commercial to Residential allocation Min DSCR:	d ation: 0%	Supportive Services  Atternative LOSP Split Replacement Reserve Deposit	LOSP	100.00% non-LOSP	Approved by Ireads
TOTAL OPERATING EXPENSES  Reservestiflorund Lease Base Rent/Bond Fees Ground Lease Base Rent/Bond Fees Bond Monitoring Fee Bond Monitoring Fee Bond Monitoring Fee Bond Monitoring Fee Bond Repaired Reserve Lipones Dates Required Reserve 1 Deposes Dates Required Reserve 2 Deposes	8.100 8,100 59.670 0 0 75.870	1,159,030 6,900 6,900 50,830 0	2,517,446 15,000 15,000 110,500 0 140,500	PUPA:	11,391 Provide additional comments here. If needed Workshear Commental to Residential about Montpolich Montpolich Montpolich	d. ation: 0% 1.00 5.00%	Supportive Services  Atternative LOSP Split Replacement Reserve Deposit	LOSP	non-LOSP	Approved By Impdi
TOTAL OPERATING LEVENESS  Reserved/Orout Lesse Base Rent/Boof Fees  Concert Leans Base Family Con- Concert Leans Base Family Con- Concert Leans Base Family Con- Concert Leans Family Concert  Concert Rent Family Concert  TOTAL OPERATING EXPENSES (or Rentwood). Base Rent/ Bood  Family Concert Family Concert  TOTAL OPERATING NOOME (INCOME minus OP EXPENSES)	8.100 8,100 59.670 0 0 75.870	1,159,030 6,900 6,900 50,830 0 0 0	2,517,446 15,000 15,000 110,500 0 140,500 2,657,946	PUPA: Ground lease with MOHCD  from 'Commercial On Budget PUPA: 636	11,391 Provide additional comments here. If needed Workshear Commental to Residential about Montpolich Montpolich Montpolich	350n: 0% 1.00 5.00%	Supportive Services  Atternative LOSP Split Replacement Reserve Deposit	LOSP	100 207S	Approved the served.
TOTAL OFFARTNE EXPENSES  ARRESTRATION CONTROL AND SEASON FROM THE SEASON	8.100 8,100 59.670 0 0 75.870 1.434.286	1,159,030 6,900 6,900 50,830 0 0 0 64,630	2,517,446 15,000 15,000 110,500 0 140,500 2,657,946 821,991	PUPA: Ground lease with MOHCD  From Commercial On Budget PUPA: 636  PUPA: 12.027	11,391  Provide additional comments here: if needed  Worksheet: Commercial to Residential allocation Min DSCR:	d. ation: 0% 1.00 5.00%	Supportive Services  Atternative LOSP Split Replacement Reserve Deposit	LOSP	100.00% non-LOSP non-LOSP 100.00%	Agreement for proptil
TOTAL OPERATION EXPENSES  RESURVACIONATE LABOR SIZES RESURVADOR FINE  SECRETARIA SIZES RESURVADOR  SERVADOR SIZES RESURVADOR  SERVADOR SIZES SIZES SIZES SIZES SIZES SIZES  SERVADOR SIZES SIZES SIZES SIZES SIZES SIZES  SERVADOR SIZES SIZES SIZES SIZES SIZES SIZES SIZES SIZES  SERVADOR SIZES SIZES SIZES SIZES SIZES SIZES SIZES SIZES SIZES  SERVADOR SIZES SIZ	8.100 8,100 59.670 0 0 75.870 1.434.286	1,159,030 6,900 6,900 0 0 0 0 64,630 1,223,660 806,185	2,517,446 15,000 15,000 110,500 0 140,500 2,657,946 821,991	Ground lease with MCHCD  Ground lease with MCHCD  Inom Commercial Co. Budget PUPA: 436  PUPA: 12.027  PUPA: 3,719  Tax Exempt Perm Loan	17,981 Provide additional comments have if reacher Montabeet: Commental to Residential about Montage Team Geographic Team Presidential Geographic Team Team Team Team Team Presidential Section Comments Team Freedom Team Team Team Team Team Team Team Team	350n: 0% 1.00 5.00%	Abarnativa LOSP Spile Abarnativa LOSP Spile Resistance Research Descript Offen Respired Research 1 Oscoret Control Research 1 Oscoret	LOSP LOSP LOSP ADDITION ADDITI		Asproved the Intelligence of the Intelligence
TOTAL OPERATING EXPENSES  RESURVENITIONAL DELBA BESS REVERBOR FIXES  GOARD CLAUSE BLANK BESS REVERBOR FIXES  GOARD CLAUSE BLANK BESS REVERBOR FIXES  RESURVENITION FIXES REVERBOR FIXES REVERBOR FIXES  FIXES REVERBOR FIXES FIXES REVERBOR FIXES  BLANK BESS REVERBOR FIXES FIXES FIXES FIXES FIXES FIXES FIXES  BLANK BESS REVERBOR FIXES FIXES FIXES FIXES FIXES FIXES FIXES  BLANK BESS REVERBOR FIXES FIXES FIXES FIXES FIXES FIXES FIXES  BLANK BESS REVERBOR FIXES FIXES FIXES FIXES FIXES FIXES  BESS REVERBOR FIXES FIXES FIXES FIXES FIXES FIXES FIXES  BESS REVERBOR FIXES FIXES FIXES FIXES FIXES FIXES FIXES  BESS REVERBOR FIXES FIXES FIXES FIXES FIXES FIXES FIXES  BESS REVERBOR FIXES FIXES FIXES FIXES FIXES  BESS REVERBOR FIXES FIXES  BESS REVERBOR FIXES FIXES FIXES FIXES FIXES  BESS REVERBOR FIXES FIXES  FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIXES FIXES  FIXES FIXES FIX	8,100 8,100 59,870 0 0 0 75,870 1,434,286 15,806	1,159,030 6,900 6,900 0 0 0 0 64,630 1,223,560 806,185 728,346 0 0	2,517,446 15,000 15,000 110,500 110,500 2,657,946 821,991 728,846 0 0 0 728,846	Ground lease with MOHCO from Commercial On Budset PUPA: 388 PUPA: 3,719 Tas Exampl Plant Loan From Commercial On Budset From Commercial On Budset From Commercial On Budset From Commercial On Budset	17,981 Provide additional comments have if reacher Montabeet: Commental to Residential about Montage Team Geographic Team Presidential Geographic Team Team Team Team Team Presidential Section Comments Team Freedom Team Team Team Team Team Team Team Team	350n: 0% 1.00 5.00%	Abarnativa LOSP Spile Abarnativa LOSP Spile Resistance Research Descript Offen Respired Research 1 Oscoret Control Research 1 Oscoret	LOSP LOSP LOSP 6.00 Sept. 10 S		Aspensed to Impdi
TOTAL OPERATING EXPENSES  RESURVENITION LABOR SEAS REVERBOOR FIRES  STORAGE LABOR SEAS AND SE	8.100 8.100 59.670 0 0 0 75.870 1.434.286 15,806	1,159,030 6,900 6,900 0 0 0 0 64,630 1,223,660 806,185	2,517,446 15,000 15,000 110,500 140,500 2,657,946 821,991 728,846 0 0	Ground lease with MOHCO from Commercial On Budset PUPA: 388 PUPA: 3,719 Tas Exampl Plant Loan From Commercial On Budset From Commercial On Budset From Commercial On Budset From Commercial On Budset	17,981 Provide additional comments have if reacher Montabeet: Commental to Residential about Montage Team Geographic Team Presidential Geographic Team Team Team Team Team Presidential Section Comments Team Freedom Team Team Team Team Team Team Team Team	3 1.005 5.00% 5.00% 5.00% 5.11705.558 \$112,397,000 3 d d d d	Absonotes Genoral  Absonotes LOSP Spill  Secles amon Brases Decest  Content Sector Spill  Secles amon Brases Decest  Content Sector Spill  Absonotes LOSP Spill  Sector Sector Spill  Sector Sp	LOSP 0.00% D47% pyet, or other 2nd Landay or, or other 2nd Landay		Approved By Invadi
TOTAL OPERATING EXPENSES  RESURVENITION LABOR SEAS REVERBOOR FIRES  STORAGE LABOR SEAS AND SE	8.100 8.100 59.670 0 0 0 75.870 1.434.286 15,806	1,159,030 6,900 6,900 0 0 0 0 64,630 1,223,560 806,185 728,346 0 0	2,517,446 15,000 15,000 110,500 110,500 2,657,946 821,991 728,846 0 0 0 728,846	PUPA: Occurdates with MO+CO  Inter-Companies Co. Busber PUPA: 12.079  Tas Exempt Perm Loan  Tas Exempt Perm Loan  Tas Exempt Perm Loan	17,981 Provide additional comments have if reactive to the Dischardinal about Manager Face of the Dischardinal American Manager Face of	3 1.005 5.00% 5.00% 5.00% 5.11705.558 \$112,397,000 3 d d d d	Abarnativa LOSP Spile Abarnativa LOSP Spile Resistance Research Descript Offen Respired Research 1 Oscoret Control Research 1 Oscoret	LOSP 0.00% D47% pyet, or other 2nd Landay or, or other 2nd Landay		Agreement for investigation of the control of the c
TOTAL OPERATION EXPENSES  RESERVACIONES DE LAS ESSES RESIDENTES  GEORGIA CALLES ESSES RESIDENTES  GEORGIA CALLES ESSES RESIDENTES  GEORGIA CALLES ESSES RESIDENTES  GEORGIA CONTROLLES  TOTAL PARAMETER  CONTROLLES  CONTROLLE	8,100 8,100 59,670 0 0 75,870 1,434,286 15,806 0 0 0 15,806	1,159,030 6,900 6,900 9,800 0 0 0 0 64,630 1,223,660 806,185 728,846 0 0 773,339	2,517,446 15,000 15,000 110,500 140,500 2,657,946 821,991 728,846 90 0 0 0 72,846 93,145	PUPA: Commercial Co. Builder PUPA: 12.007	11,381  Provide additional companies have. Freedom and Manager Research Resear	3 1.005 5.00% 5.00% 5.00% 5.11705.558 \$112,397,000 3 d d d d	Assenties (OP pol)  Tree out (Fall Lord or	LOSP 0.000 pm c other 2nd Lender)  Sin LOSP pm c other 2nd Lender)  Sin LOSP Instituted incomes	nen4.05P	Approved By Inspili
TOTAL OPERATION EXPENSES  RESURVASIONATE ALEAS BEAR BRANDEN FEE  Ground Leader Blanch Bear  Ground Leader Blanch Bear  Ground Leader Blanch Bear  Ground Montage of Leader  Ground Leader Blanch Blanch  Ground Leader Blanch  Ground Leader Blanch  Ground Leader Blanch  Blanch Blanch  Blanch Blanch  Blanch Blanch  Blanch Blanch  Blanch Blanch  Blanch Blanch  Blanch Blanch  Blan	8.100 8.100 59.670 0 0 0 75.870 1.434.286 15,806	1,159,030 6,900 6,900 50,830 0 0 0 64,630 1,223,660 806,185 728,846 723,846 723,846	2,517,446 15,000 15,000 110,500 140,500 2,657,946 821,991 728,846 90 0 0 0 72,846 93,145	PUPA: Occurdates with MO+CO  Inter-Companies Co. Busber PUPA: 12.079  Tas Exempt Perm Loan  Tas Exempt Perm Loan  Tas Exempt Perm Loan	11,381  Provide additional community have. I resched  Widelsheet Community in Practices and Mo 100/cit.  More and More a	3 1.005 5.00% 5.00% 5.00% 5.11705.558 \$112,397,000 3 d d d d	Assenties (OP pol)  Tree out (Fall Lord or	LOSP 0.00% D47% pyet, or other 2nd Landay or, or other 2nd Landay		Aspensed by modi
TOTAL OPERATING EXPENSES  RESIDUALISTICAL SEAR SEAS SEASON FREE  Gloscal Season Season Season  Gloscal Season Season  Gloscal	8,100 8,100 59,670 0 0 75,870 1,434,286 15,806 0 0 0 15,806	1,159,030 6,900 6,900 9,800 0 0 0 0 64,630 1,223,660 806,185 728,846 0 0 773,339	2,517,446 15,000 15,000 110,500 140,500 2,657,946 821,991 728,846 90 0 0 0 72,846 93,145	PUPA.  Clound lases with MOPEO.  The Company of D. Budset PupPA. 328  FUPA. 3719  Tale Essengt Plemi Lase.  Note Company of D. Budset PupPA. 3719  MOSEO. Galactics to 2003.	11,381  Transis additional comments have. If each of the control o	5 100 500 1 100 500 500 500 500 500 500	Amendmen Colff Spill Amendmen	LOSP - 0.00% After part of other 20 of oth	men-LOSP	Approved By Inspili
TOTAL OPERATING EXPENSES  RESIDENCE AND ASSOCIATION OF THE STATE OF TH	8,100 8,100 59,670 0 0 75,870 1,434,286 15,806 0 0 0 15,806	1,159,030 6,900 6,900 9,800 0 0 0 0 64,630 1,223,660 806,185 728,846 0 0 773,339	2,517,446 15,000 15,000 110,500 140,500 2,657,946 821,991 728,846 90 0 0 0 72,846 93,145	PUPA.  Cloud base with MDPCO.  Then Companies Ch. Busher Pupp. 2 all Pupp. 2 all Pupp. 2 all Pupp. 3 a	11,381  Transis additional comments have. If seeding additional comments in Pseudostata distribution for the Color of the	5 100 500 1 100 500 500 500 500 500 500	Absonotes Services  Absonotes LOSP Self.  Service and Dearen Decear.  Content Service Decear.  Content Service Decear.  Assonotes LOSP Self.  Service Service Decear.  Assonotes LOSP Self.  Service Service Decear.  Assonotes LOSP Self.  Service Decear.  Assonotes LOSP Self.	LOSP - 0.00% After part of other 20 of oth	men-LOSP	Approach By Inspire
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TOTAL OPERATING EXPENSES  RESIDUALISTICS LEADS BASE REVISION FREE  GENERAL STATEMENT LEADS BASE REVISION FREE  GENERAL STATEMENT AND STATEMENT	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 50,830 0 64,630 1,223,660 806,185 728,846 773,339 7,339 0 1,1164 2,300 0 0 0 1,1164 2,300 0 0 1,1164 0 0 0 1,1164 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,517,446 15,000 16,000 110,500 110,500 10,500 10,500 10,500 0,000 728,846 93,145 1,131 24,270 5,000 0 0 0 0 0 0 23,145	PUPA: 2007  Ground bases with MOHEO.  The Companies CD. Busher PUPA: 22.007  PUPA: 27.79  See Companies CD. Busher PupA: 27.79  ACRES CO. Busher PupA: 27.79	11,391  Throats actional common here, if each of the common here is a common here. If each of the common here is a common here is a common here is a common here. If each of the common here is a common here.	5 100 500 1 100 500 500 500 500 500 500	Absonotes Services  Absonotes LOSP Self.  Service and Dearen Decear.  Content Service Decear.  Content Service Decear.  Assonotes LOSP Self.  Service Service Decear.  Assonotes LOSP Self.  Service Service Decear.  Assonotes LOSP Self.  Service Decear.  Assonotes LOSP Self.	LOSP - 0.00% After part of other 20 of oth	men-LOSP	Approach By Inspire
TOTAL OPERATING EXPENSES  RESIDUALISTICS LEADS BASE REVISION FREE  GENERAL STATEMENT LEADS BASE REVISION FREE  GENERAL STATEMENT AND STATEMENT	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 50,830 0 64,630 1,223,660 806,185 728,846 773,339 7,339 0 1,1164 2,300 0 0 0 1,1164 2,300 0 0 1,1164 0 0 0 1,1164 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,517,446 15,000 16,000 110,500 110,500 10,500 10,500 10,500 0,000 728,846 93,145 1,131 24,270 5,000 0 0 0 0 0 0 23,145	PUPA.  Stood State with MOYEO  In Commission On Busbur PUPA. 5279  FUPA. 12.779  The Exempt Pum Lean  MOYEO Character Co. Busbur PUPA.	11,391  Throats actional common here, if each of the common here is a common here. If each of the common here is a common here is a common here is a common here. If each of the common here is a common here.	3 1,000 100 100 100 100 100 100 100 100 1	Absonotes Services  Absonotes LOSP Self.  Service and Dearen Decear.  Content Service Decear.  Content Service Decear.  Assonotes LOSP Self.  Service Service Decear.  Assonotes LOSP Self.  Service Service Decear.  Assonotes LOSP Self.  Service Decear.  Assonotes LOSP Self.	LOSP - 0.00% After part of other 20 of oth	men-LOSP	Approach By Inspire
TOTAL OPERATING EXPENSES  RESURVENITURE LEADS BASE REVISION FREE  Glossel Asses Base Bed  Glossel Base Bed  Glossel Base Base Bed  Glossel Base Base Bed  Glossel Base Base Bed  Glossel Base Base Base Bed  Glossel Base Base Base Base Base Base Base Base	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 50,830 0 64,630 1,223,660 806,185 728,846 773,339 7,339 0 1,1164 2,300 0 0 0 1,1164 2,300 0 0 1,1164 0 0 0 1,1164 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,517,446 15,000 15,000 10,500 10,500 10,500 10,500 2,657,946 821,991 728,846 93,145 93,145 1,137 24,277 29,270 63,875	PUPA.  Stood State with MOYEO  In Commission On Busbur PUPA. 5279  FUPA. 12.779  The Exempt Pum Lean  MOYEO Character Co. Busbur PUPA.	11,391  Throat actional common has, if each of the control of the	5. 100 South State	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATING EXPENSES  RESIDUALISTICS LEADS BASE REVISION FREE  GENERAL STATEMENT LEADS BASE REVISION FREE  GENERAL STATEMENT AND STATEMENT	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 50,830 0 64,630 1,223,660 806,185 728,846 773,339 7,339 0 1,1164 2,300 0 0 0 1,1164 2,300 0 0 1,1164 0 0 0 1,1164 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,617,446 15,000 15,000 15,000 10,000	PUPA.  Clound base with MOPEO.  Then Commercial Ch. Busber PyPA. 28  FUPA: 12.007  FUPA: 277  FUPA: 277  FUPA: 277  FUPA: 270  FUPA:	11,391  Throats actional common here, if each of the common here is a common here. If each of the common here is a common here is a common here is a common here. If each of the common here is a common here.	3 1,000 100 100 100 100 100 100 100 100 1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATING EXPENSES  RESIDUALISTICAL LEADS BASE REVISION FEES  Gloscol Leads Base Beel  Gloscol Base Base Beel  Gloscol Base Base Beel  Gloscol Base Base Beel  Gloscol Base Base Base Beel  Gloscol Base Base Base Base Beel  Gloscol Base Base Base Base Base Beel  Gloscol Base Base Base Base Base Beel  Facility Base Base Base Base Base Base Beel  Facility Base Base Base Base Base Base Base Base	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 50,830 0 64,630 1,223,660 806,185 728,846 773,339 7,339 0 1,1164 2,300 0 0 0 1,1164 2,300 0 0 1,1164 0 0 0 1,1164 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,517,446 11,000 15,000 15,000 110,500 100,500	PUPA.  Clound base with MOPEO.  Then Commercial Ch. Busber PyPA. 28  FUPA: 12.007  FUPA: 277  FUPA: 277  FUPA: 277  FUPA: 270  FUPA:	11,381  Transit additional comments have. If seeding additional comments have a freedom and the Color to the	station 0% 1 or 5 of 5	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATING EXPENSES  RESIDUALISTICAL LEADS BASE REVISION FEES  Gloscol Leads Base Beel  Gloscol Base Base Beel  Gloscol Base Base Beel  Gloscol Base Base Beel  Gloscol Base Base Base Beel  Gloscol Base Base Base Base Beel  Gloscol Base Base Base Base Base Beel  Gloscol Base Base Base Base Base Beel  Facility Base Base Base Base Base Base Beel  Facility Base Base Base Base Base Base Base Base	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 6,000 0,	2,617,446  \$5,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$2,647,344 \$2,000 \$2,647,344 \$3,000 \$3,145,145 \$3,000 \$3,145,145 \$4,000 \$4,00	PUPA.  Stood less with MD/ED  Into Contract to Bulber PUPA: E18  PUPA: 1279  FUPA: 1279  Tas Exempt Pum Loan  MCHCO Contract On Bulber PUPA:  2  MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA: MCHCO CONTRACT ON BU	11,391  Transit actional common laws. I seek to the control of the	1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATION EXPONESS  RESIDENCI AND	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 50,830 0 64,630 1,223,660 806,185 728,846 773,339 7,339 0 1,1164 2,300 0 0 0 1,1164 2,300 0 0 1,1164 0 0 0 1,1164 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2,517,446 11,000 15,000 15,000 110,500 100,500	PUPA.  Stood less with MD/ED  Into Contract to Bulber PUPA: E18  PUPA: 1279  FUPA: 1279  Tas Exempt Pum Loan  MCHCO Contract On Bulber PUPA:  2  MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA: MCHCO CONTRACT ON BU	11,381  Transit additional comments have. If seeding additional comments have a freedom and the Color to the	1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATION EXPENSES  RESIDUALISTICAL SEAR BIAS BENEFORM FEES  GROUND AND AND THE SEAR BIAS BENEFORM FEES  GROUND AND THE SEAR BIAS BENEFORM FEES  FEES TERROCEMENT FAV PANISHTS THAT BIAS FEES  FEES TERROCEMENT FAVOR FEES THAT BIAS FEES THAT BIAS FEES  FEES THAT BIAS FEES THAT BIAS FEES THAT BIAS FEES THAT BIAS FEES  FEES THAT BIAS FEED THAT BIAS FEED THAT BIAS FEED THAT BIA	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 6,000 0,	2,617,446  \$5,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$2,647,344 \$2,000 \$2,647,344 \$3,000 \$3,145,145 \$3,000 \$3,145,145 \$4,000 \$4,00	PUPA.  Stood less with MD/ED  Into Contract to Bulber PUPA: E18  PUPA: 1279  FUPA: 1279  Tas Exempt Pum Loan  MCHCO Contract On Bulber PUPA:  2  MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA: MCHCO CONTRACT ON BU	11,391  Transit actional common laws. I seek to the control of the	1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATION EXPENSES  RESIDUALISTICAL LEADS BASE RESIDENCE FEES  GROUND ANALOSIS AND ANALOSIS AND ANALOSIS AND ANALOSIS ANALOSIS AND ANALOSIS ANALOSIS AND ANALOSIS	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 6,000 0,	2,617,444  15,000  1,00	PUPA.  Stood less with MD/ED  Into Contract to Bulber PUPA: E18  PUPA: 1279  FUPA: 1279  Tas Exempt Pum Loan  MCHCO Contract On Bulber PUPA:  2  MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA: MCHCO CONTRACT ON BU	11,391  Transit actional common laws. I seek to the control of the	1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATION EXPENSES  RESIDUALISTICAL LEADS BASE RESIDENCE FEES  GROUND ANALOSIS AND ANALOSIS AND ANALOSIS AND ANALOSIS ANALOSIS AND ANALOSIS ANALOSIS AND ANALOSIS	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 6,000 0,	2,617,444  15,000  1,00	PUPA.  Stood less with MD/ED  Into Contract to Bulber PUPA: E18  PUPA: 1279  FUPA: 1279  Tas Exempt Pum Loan  MCHCO Contract On Bulber PUPA:  2  MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA: MCHCO CONTRACT ON BU	11,391  Transit actional common laws. I seek to the control of the	1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATING EXPENSES  RESIDUALISMOST LASER BASE RESIDENCE FEES  GENERAL ALBERT LASER BASE RESIDENCE FEES  GENERAL ALBERT LASER BASE RESIDENCE  GENERAL RESIDENCE	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 6,000 0,	2.517.464 15.000 110.000 110.000 110.000 110.000 110.000 110.0000 110.0000 110.0000 110.00000 110.00000000	PUPA.  Strong lases with MOHEO  The Various of the Busine PuPA. 2019  PUPA: 2,719  The Energy Pum Loan  John Commercial Co. Busine PuPA. 3,719  The Energy Pum Loan  John Commercial Co. Busine PuPA. 3,719  Pupa: 3,719  The Davidous Tea Settle PuPA. 3,719  Protect has MOHEO Ground 1 and Settle Linear assistation are suit.  John Commercial Co. Busine PuPA. 3,719  The Co	Troub additional common hors. I seeked with the common term of the common terms of the	1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATING EXPENSES  RESISTANCHING LEAD BASE REVISION FEEL  GENERAL CARRY AND	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 6,000 0,	2.517.464 15.000 110.000 110.000 110.000 110.000 110.000 110.0000 110.0000 110.0000 110.00000 110.00000000	PUPA.  Stood less with MD/ED  Into Contract to Bulber PUPA: E18  PUPA: 1279  FUPA: 1279  Tas Exempt Pum Loan  MCHCO Contract On Bulber PUPA:  2  MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA:  PUPA: MCHCO Contract On Bulber PUPA: MCHCO CONTRACT ON BU	Troub additional common hors. I seeked with the common term of the common terms of the	1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire
TOTAL OPERATING EXPONEES  RESISTANCHING LEADS BASE REVISION FEES  Glocal Assess Base Bed  Glocal Base Base Bed  Glocal Base Base Base Bed  Glocal Base Base Base Bed  Glocal Base Base Base Base Base Base Base Base	8,100 8,100 59,273 0 0 75,870 1,434,286 15,806 0 0 15,806 0 15,806 0 15,806 0 15,806 0 15,806	1,159,030 6,000 6,000 6,000 0,	2.517.464 15.000 110.000 110.000 110.000 110.000 110.000 110.0000 110.0000 110.0000 110.00000 110.00000000	PUPA.  Strong lases with MOHEO  The Various of the Busine PuPA. 2019  PUPA: 2,719  The Energy Pum Loan  John Commercial Co. Busine PuPA. 3,719  The Energy Pum Loan  John Commercial Co. Busine PuPA. 3,719  Pupa: 3,719  The Davidous Tea Settle PuPA. 3,719  Protect has MOHEO Ground 1 and Settle Linear assistation are suit.  John Commercial Co. Busine PuPA. 3,719  The Co	Troub additional common hors. I seeked with the common term of the common terms of the	1	Assentin Services  Assentin Services  Assentin Services  Assentin Services  Assentin Services  Control Services  Assentin Servi	COSP SOURCE SOUR	men-LOSP	Approach By Inspire

### **Attachment L: 20-year Operating Proforma**

600 7th Street	1000	Non I OOF										
Total # Units: 221	LOSP Units 120	Non-LOSP Units 101			Year 1			Year 2			Year 3	
	54.00% % annual	46.00% % annual	Comments		2024			2025 non-			2026 non-	
INCOME Residential - Tenant Rents Residential - Tenant Assistance Payments (Non-LOSP)	1.0% n/a	2.5% n/a	(related to annual inc assumptions)	432,000	2,130,636	Total 2,562,636	436,320 -	2,183,902	Total 2,620,222	440,683	2,238,499	<b>Total</b> 2,679,183
Residential - LOSP Tenant Assistance Payments  Commercial Space	n/a n/a	n/a 3.0%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	1,032,952		1,032,952	1,076,683		1,076,683	1,122,213		1,122,213
Residential Parking Miscellaneous Rent Income	2.5% 2.5% 2.5%	2.5% 2.5% 2.5%		:	:		-	-		-	-	
Supportive Services Income Interest Income - Project Operations Laundry and Vending	2.5%	2.5% 2.5% 2.5% 2.5%		6,739	- - 5,741	12,480	- - 6,908	5,884	12,792	7,080	6,031	13,112
Tenant Charges Miscellaneous Residential Income	2.5% 2.5%	2.5%	from 'Commercial Op. Budget' Worksheet;	:	- :	-	-	-	-	-	-	- :
Other Commercial Income Withdrawal from Capitalized Reserve (deposit to operating account)	n/a n/a	2.5% n/a	Commercial to Residential allocation: 0% Link from Reserve Section below, as applicable						-			•
Gross Potential Income Vacancy Loss - Residential - Tenant Rents Vacancy Loss - Residential - Tenant Assistance Payments	n/a n/a	n/a n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not	<b>1,471,691</b> (21,600)	<b>2,136,377</b> (106,532)	3,608,068 (128,132)	1,519,911 (21,816)	2,189,786 (109,195)	3,709,697	1,569,977 (22,034)	2,244,531 (111,925)	3,814,508 (133,959)
Vacancy Loss - Commercial EFFECTIVE GROSS INCOME	n/a	n/a	appropriate	1,450,091	2,029,845	3,479,936	1,498,095	2,080,591	3,578,686	1,547,943	2,132,606	3,680,549
OPERATING EXPENSES Management			1st Year to be set according to HUD									
Management Fee Asset Management Fee Sub-total Management Expenses	3.5% 3.5%	3.5% 3.5%	schedule. per MOHCD policy	100,246 13,111 113,357	85,394 11,169 <b>96,563</b>	185,640 24,280 <b>209,920</b>	103,754 13,570 <b>117,324</b>	88,383 11,560 99,943	192,137 25,130 <b>217,267</b>	107,386 14,045 121,431	91,477 11,964 <b>103,441</b>	198,862 26,009 <b>224,872</b>
Salaries/Benefits Office Salaries	3.5%	3.5%		97,620	83,157	180,777	101,036	86,068	187,104	104,573	89,080	193,653
Manager's Salary Health Insurance and Other Benefits Other Salaries/Benefits	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		43,200 63,621 2,700	36,800 54,196 2,300	80,000 117,818 5,000	44,712 65,848 2,795	38,088 56,093 2,381	82,800 121,941 5,175	46,277 68,153 2,892	39,421 58,056 2,464	85,698 126,209 5,356
Administrative Rent-Free Unit  Sub-total Salaries/Benefits Administration	3.5%	3.5%		207,141	176,453	383,595	214,391	182,629	397,020	221,895	189,021	410,916
Advertising and Marketing Office Expenses	3.5% 3.5%	3.5% 3.5%		2,700 28,886	2,300 24,606	5,000 53,492	2,795 29,897	2,381 25,468	5,175 55,364	2,892 30,943	2,464 26,359	5,356 57,302
Office Rent Legal Expense - Property Audit Expense	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		6,750 8,570	5,750 7,300	12,500 15.870	6,986 8,870	5,951 7,556	12,938 16,425	7,231 9,180	6,160 7.820	13,390 17,000
Bookkeeping/Accounting Services Bad Debts	3.5% 3.5%	3.5% 3.5%		17,901	15,249	33,150	18,528	15,783	34,310	19,176	16,335	35,511
Miscellaneous  Sub-total Administration Expenses  Utilities	3.5%	3.5%		64,806	55,206	120,012	67,075	57,138	124,212	69,422	59,138	128,560
Electricity Water Gas	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		104,052 47,021	88,636 40,055	192,688 87,075	107,693 48,666	91,739 41,456	199,432 90,123	111,463 50,370	94,950 42,907	206,412 93,277
Sewer Sub-total Utilities	3.5%	3.5%		69,389 <b>220,461</b>	59,109 <b>187,800</b>	128,498 408,261	71,818 <b>228,177</b>	61,178 194,373	132,995 <b>422,550</b>	74,331 236,163	63,319 <b>201,176</b>	137,650 <b>437,339</b>
Taxes and Licenses Real Estate Taxes Payroll Taxes	3.5% 3.5%	3.5% 3.5%		4,320	3,680	8,000	4,471	3,809	8,280	4,628	3,942	8,570
Miscellaneous Taxes, Licenses and Permits  Sub-total Taxes and Licenses	3.5%	3.5%		8,532 12,852	7,268 10,948	15,800 <b>23,800</b>	8,831 13,302	7,522 11,331	16,353 24,633	9,140 <b>13,767</b>	7,786 11,728	16,925 <b>25,495</b>
Insurance Property and Liability Insurance Fidelity Bond Insurance	3.5% 3.5%	3.5% 3.5%		190,130	161,963	352,093	196,785	167,631	364,416	203,672	173,499	377,171
Worker's Compensation Director's & Officers' Liability Insurance	3.5% 3.5%	3.5% 3.5%		12,420	10,580	23,000	12,855	10,950	23,805	13,305	11,334	24,638
Sub-total Insurance Maintenance & Repair Payroll	3.5%	3.5%		<b>202,550</b> 86,400	<b>172,543</b> 73,600	375,093 160,000	209,639 89,424	<b>178,582</b> 76,176	388,221 165,600	<b>216,977</b> 92,554	184,832 78,842	<b>401,809</b> 171,396
Supplies Contracts Garbage and Trash Removal	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		15,911 158,787 58,320	13,554 135,263 49,680	29,465 294,050 108.000	16,468 164,345 60,361	14,028 139,997 51,419	30,496 304,342 111,780	17,044 170,097 62,474	14,519 144,897 53,218	31,564 314,994 115,692
Security Payroll/Contract HVAC Repairs and Maintenance	3.5% 3.5%	3.5% 3.5%		206,220 10,800	68,740 9,200	274,960 20,000	213,438 11,178	71,146 9,522	284,584 20,700	220,908 11,569	73,636 9,855	294,544 21,425
Vehicle and Maintenance Equipment Operation and Repairs Miscellaneous Operating and Maintenance Expenses Sub-total Maintenance & Repair Expenses	3.5% 3.5%	3.5% 3.5%		810 - <b>537,248</b>	690 - 350,727	1,500 - 887,975	838 - 556,052	714 - 363,002	1,553 - 919,054	868 - 575,514	739 - <b>375,707</b>	1,607 - 951,221
Supportive Services	3.5%	3.5%	from 'Commercial Op. Budget' Worksheet;	-	108,790	108,790	-	112,598	112,598	-	116,539	116,539
Commercial Expenses  TOTAL OPERATING EXPENSES	ı		Commercial to Residential allocation: 0%	1,358,416	1,159,030	2,517,446	1,405,960	1,199,596	2,605,556	1,455,169	1,241,582	2,696,751
PUPA (w/o Reserves/GL Base Rent/Bond Fees) Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent	1			8,100	6,900	<b>11,391</b> 15,000	8,100	6,900	Note: Hidden o	olumns are in b	atween total col	umns. To updai
Bond Monitoring Fee Replacement Reserve Deposit				8,100 8,100 59,670	6,900 50,830	15,000 15,000 110,500	8,100 59,670	6,900 50,830	15,000 15,000 110,500	8,265 59,670	7,040 50,830	15,305 110,500
Operating Reserve Deposit Other Required Reserve 1 Deposit Other Required Reserve 2 Deposit				:						-		
Other Required Reserve Deposit/s, Commercial Sub-total Reserves/Ground Lease Base Rent/Bond Fees	]		from Commercial Op. Budget Worksneet; Commercial to Residential allocation: 0%	75,870	64,630	140,500	75,870	64,630	140,500	76,035	64,770	140,805
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond PUPA (w/ Reserves/GL Base Rent/ Bond Fees)	l Fees)			1,434,286	1,223,660	2,657,946 12,027	1,481,830	1,264,226	2,746,056	1,531,203	1,306,352	2,837,556
NET OPERATING INCOME (INCOME minus OP EXPENSES)  DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loa				15,806	806,185	821,991	16,265	816,365	832,630	16,739 olumns are in b	826,254	842,993
Hard Debt - First Lender Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd L			Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.		728,846	728,846	-	743,675	743,675 -		743,517 -	743,517
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender) Hard Debt - Fourth Lender			Enter comments re: annual increase, etc.  Enter comments re: annual increase, etc.  Irom 'Commercial Op. Budget' Worksheet;	:			-		-	:		:
Commercial Hard Debt Service  TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)	1		Commercial to Residential allocation: 0%		728,846	728,846 93.145	16 265	743,675	743,675	- 16 720	743,517	743,517
CASH FLOW (NOI minus DEBT SERVICE)  Commercial Only Cash Flow  Allocation of Commercial Surplus to LOPS/non-LOSP (residual	income)			<b>15,806</b>	77,339	93,145 0	16,265	72,690	88,955 (0)	16,739	82,737	99,476
AVAILABLE CASH FLOW USES OF CASH FLOW BELOW (This row also shows DSCR.)			DSCR:	15,806	77,339	93,145 1.128	(0) 16,265	72,690	88,955 1.12	(0) 16,739	82,737	99,476 1.134
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  "Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	20.101	21.10	-	-	-	Note: Hidden c	olumns are in be	-	umns. To upda
Partnership Management Fee (see policy for limits) Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits) Other Payments	3.5%	3.5%	per MOHCD policy per MOHCD policy no annual increase	13,106 2,700 -	11,164 2,300 -	24,270 5,000	13,565 2,700 -	11,555 2,300 -	25,119 5,000	14,039 2,700 -	11,959 2,300 -	25,999 5,000
Non-amortizing Loan Pmnt - Lender 1 Non-amortizing Loan Pmnt - Lender 2 Deferred Developer Fee (Enter amt <= Max Fee from row 131)			Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.	:	:	-	-			-		
TOTAL PAYMENTS PRECEDING MOHCD				15,806	13,464	29,270	16,265	13,855	30,119	16,739	14,259	30,999
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDIN Does Project have a MOHCD Residual Receipt Obligation? Will Project Defer Developer Fee?	IS MOHCD	Yes		0	63,875	63,875	0	58,835	58,835	(0)	68,477	68,477
Will Project Defer Developer Fee? Residual Receipts split for all years Lender/Owner		<b>No</b> 67% / 33%										
MOHOD RESIDIAL DECEIDTS DERT SERVICE		Dist. Soft	Į	Max Deferred De Cum. Deferred De								-
MOHCD RESIDUAL RECEIPTS DEBT SERVICE  MOHCD Residual Receipts Amount Due	]	Debt Loans 100.00%	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy			42,583			39,223			45,652
Proposed MOHCD Residual Receipts Amount to Loan Repayment Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	1		Proposed Total MOHCD Amt Due less Loan Repayment			42,583			39,223			45,652
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE  [HCD Residual Receipts Amount Due		0.00%	No HCD Financing	1		-						-
Lender 4 Residual Receipts Due Lender 5 Residual Receipts Due	}	0.00% 0.00%		]					:			:
Total Non-MOHCD Residual Receipts Debt Service REMAINDER (Should be zero unless there are distributions					·	-		•	-			-
below) Owner Distributions/Incentive Management Fee Other Distributions/Uses	1					<b>21,292</b> 21,292			<b>19,612</b> 19,612			<b>22,826</b> 22,826
Final Balance (should be zero)  REPLACEMENT RESERVE - RUNNING BALANCE	=			=	!	-		!	-	•	!	-
Replacement Reserve Starting Balance Replacement Reserve Deposits						110,500			110,500 110,500			221,000 110,500
Replacement Reserve Withdrawals (ideally tied to CNA) Replacement Reserve Interest  RR Running Balance	1			1	ļ	110,500		ļ	221,000		ļ	331,500
OPERATING RESERVE - RUNNING BALANCE	1		RR Balance/Unit	1	1	\$500		1	\$1,000	Ī	1	\$1,500
Operating Reserve Starting Balance Operating Reserve Deposits Operating Reserve Withdrawals						-						
Operating Reserve Interest  OR Running Balance	J	OR Balanno	as a % of Prior Yr Op Exps + Debt Service	J		-			- 0.0%	l		- 0.0%
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE Other Reserve 1 Starting Balance	1	Data I I Utili	TOP EARS T DEUX SELVICE		ļ			ļ	0.070		ļ	-
Other Reserve 1 Deposits Other Reserve 1 Withdrawals Other Reserve 1 Interest	1					-			-			-
Other Required Reserve 1 Running Balance OTHER RESERVE 2 - RUNNING BALANCE	=			-					•	•		
Other Reserve 2 Starting Balance Other Reserve 2 Deposits Other Reserve 2 Withdrawals												
Other Reserve 2 Withdrawals Other Reserve 2 Interest Other Required Reserve 2 Running Balance	1			j								

600 7th Street											
Total # Units: 221	LOSP Units 120	Non-LOSP Units 101			Year 4			Year 5			Year 6
INCOME	% annua	l % annual	Comments (related to annual inc assumptions)	LOSP	2027 non-LOSP	Total	LOSP	2028 non-LOSP	Total	LOSP	2029 non-LOSP
Residential - Tenant Rents Residential - Tenant Assistance Payments (Non-LOSP) Residential - LOSP Tenant Assistance Payments	1.0% n/a n/a	2.5% n/a n/a		445,090 - 1,169,182	2,294,462	2,739,552 1,169,182	449,541 - 1,217,899	2,351,823	2,801,364 1,217,899	454,036 - 1,268,427	2,410,619
Commercial Space Residential Parking	n/a 2.5%	3.0% 2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%			-			-	-	
Miscellaneous Rent Income Supportive Services Income Interest Income - Project Operations	2.5% 2.5% 2.5%	2.5% 2.5% 2.5%		-		-		-	-	:	-
Laundry and Vending Tenant Charges Miscellaneous Residential Income	2.5% 2.5% 2.5%	2.5% 2.5% 2.5%	Irom 'Commercial Op. Budget' Worksheet;	7,257	6,182 - -	13,439	7,439 - -	6,337	13,775	7,625	6,495 - -
Other Commercial Income  Withdrawal from Capitalized Reserve (deposit to operating account)	n/a n/a	2.5% n/a	Commercial to Residential allocation: 0%  Link from Reserve Section below, as applicable			-			-		
Vacancy Loss - Residential - Tenant Rents Vacancy Loss - Residential - Tenant Rents Vacancy Loss - Commercial	n/a n/a	n/a n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not	1,621,529 (22,255)	2,300,644 (114,723)	3,922,173 (136,978)	1,674,878 (22,477)	2,358,160 (117,591) -	4,033,039 (140,068)	1,730,088 (22,702)	2,417,114 (120,531)
Vacancy Loss - Commercial  EFFECTIVE GROSS INCOME  OPERATING EXPENSES	n/a	n/a	appropriate	1,599,275	2,185,921	3,785,196	1,652,401	2,240,569	3,892,970	1,707,386	2,296,583
Management Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	111,144	94,678	205,822	115,034	97,992	213,026	119,060	101,422
Asset Management Fee Sub-total Management Expenses Salaries/Benefits	3.5%	3.5%	per MOHCD policy	14,537 125,681	12,383 107,061	26,920 232,742	15,045 130,080	12,816 110,808	27,862 <b>240,888</b>	15,572 134,632	13,265 114,687
Office Salaries Manager's Salary Health Insurance and Other Benefits	3.5% 3.5% 3.5%	3.5% 3.5% 3.5% 3.5%		108,233 47,897 70,538	92,198 40,801 60,088	200,431 88,697 130,626	112,021 49,573 73,007	95,425 42,229 62,191	207,446 91,802 135,198	115,941 51,308 75,562	98,765 43,707 64,368
Other Salaries/Benefits Administrative Rent-Free Unit Sub-total Salaries/Benefits	3.5% 3.5%	3.5%		2,994 - <b>229,661</b>	2,550 - 195,637	5,544 - <b>425,298</b>	3,098 - <b>237,699</b>	2,639 - <b>202,484</b>	5,738 - 440,184	3,207 - <b>246,019</b>	2,732 - 209,571
Administration Advertising and Marketing Office Expenses	3.5% 3.5%	3.5% 3.5%		2,994 32,026	2,550 27,281	5,544 59,308	3,098 33,147	2,639 28,236	5,738 61,383	3,207 34,307	2,732 29,225
Office Rent Legal Expense - Property Audit Expense	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		7,484 9,501	6,375 8,094	13,859 17,595	7,746 9,834	- 6,598 8,377	14,344 18,211	8,017 10,178	- 6,829 8,670
Bookkeeping/Accounting Services Bad Debts Miscellaneous	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		19,847	16,907 - -	36,754	20,542	17,499 - -	38,040 - -	21,261	18,111 - -
Sub-total Administration Expenses Utilities Electricity	3.5%			71,852 115,364	<b>61,207</b> 98,273	133,059 213,637	74,367 119,402	<b>63,350</b>	137,717 221,114	76,970 123,581	<b>65,567</b> 105,272
Water Gas Sewer	3.5% 3.5% 3.5%	3.5% 3.5% 3.5% 3.5%		52,132 - 76,933	44,409	96,542	53,957 - 79,625	45,963 - 67,829	99,921	55,846 - 82,412	47,572
Sub-total Utilities Taxes and Licenses Real Estate Taxes	3.5%	3.5%		244,429 4,790	208,217 4,080	452,646 8,870	252,984 4,957	215,505 4,223	468,489 9,180	261,838 5,131	223,048 4,371
Payroll Taxes  Payroll Taxes  Miscellaneous Taxes, Licenses and Permits  Sub-total Taxes and Licenses	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		9,460 14,249	8,058 12,138	17,518 26,387	4,957 - 9,791 <b>14,748</b>	8,340 12,563	9,180 - 18,131 <b>27,311</b>	5,131 - 10,133 <b>15,264</b>	8,632 13,003
Insurance Property and Liability Insurance Fidelity Bond Insurance	3.5% 3.5%	3.5% 3.5%		210,801	179,571	390,372	218,179	185,856	404,035	225,815	192,361
Worker's Compensation Director's & Officers' Liability Insurance Sub-total Insurance	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		13,770 - 224,571	11,730	25,501	14,252 - 232,431	12,141	26,393 - 430,428	14,751	12,566
Maintenance & Repair Payroll	3.5%	3.5%		95,793	81,602	415,872 177,395	99,146	197,997 84,458	183,604	240,566 102,616	204,927 87,414
Supplies Contracts Garbage and Trash Removal	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		17,641 176,050 64,660	15,027 149,969 55,081	32,668 326,018 119,742	18,258 182,212 66,924	15,553 155,217 57,009	33,812 337,429 123,932	18,897 188,589 69,266	16,098 160,650 59,004
Security Payroll/Contract HVAC Repairs and Maintenance Vehicle and Maintenance Equipment Operation and Repairs	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		228,640 11,974 898	76,213 10,200 765	304,853 22,174 1,663	236,642 12,393 929	78,881 10,557 792	315,523 22,950 1,721	244,925 12,827 962	81,642 10,927 820
Miscellaneous Operating and Maintenance Expenses Sub-total Maintenance & Repair Expenses	3.5%	3.5%		- 595,657	388,857	984,514	616,505	402,467	1,018,972	638,082	416,554
Supportive Services  Commercial Expenses	3.5%	3.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	-	120,617	120,617	-	124,839	124,839	-	129,208
TOTAL OPERATING EXPENSES PUPA (w/o Reserves/GL Base Rent/Bond Fees) Reserves/Ground Lease Base Rent/Bond Fees				1,506,100 3/delete values in		2,791,137 nipulate each cell i	1,558,813 rather than dragg	1,330,014 ging across multip	2,888,827 ale cells.	1,613,372	1,376,564
Ground Lease Base Rent Bond Monitoring Fee Replacement Reserve Deposit				8,100 8,174 59,670	6,900 6,963 50,830	15,000 15,137 110,500	8,100 8,079 59,670	6,900 6,882 50,830	15,000 14,961 110,500	8,100 7,979 59,670	6,900 6,797 50,830
Operating Reserve Deposit Other Required Reserve 1 Deposit Other Required Reserve 2 Deposit				-		-	-	-	-		-
Required Reserve Deposit/s, Commercial Sub-total Reserves/Ground Lease Base Rent/Bond Fees			from Commercial Up. Budget Worksheet; Commercial to Residential allocation: 0%	- 75,944	64,693	140,637	- 75,849	- 64,612	- 140,461	75,749	64,527
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond PUPA (w/ Reserves/GL Base Rent/Bond Fees) NET OPERATING INCOME (INCOME minus OP EXPENSES)	Fees)			1,582,044	1,349,730	2,931,774 853,422	1,634,662 17,739	1,394,626	3,029,288 863,683	1,689,120 18.266	1,441,091
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loa Hard Debt - First Lender	ns)		Enter comments re: annual increase, etc.	17,231 3/delete values in	836,191 yellow cells, mar 743,350	nipulate each cell i	,	845,943 ging across multip 743,174	,	18,200	<b>855,493</b> 742,990
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Let Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender) Hard Debt - Fourth Lender	nder)		Enter comments re: annual increase, etc. Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.	:	-	-	-	-	-	-	-
Commercial Hard Debt Service TOTAL HARD DEBT SERVICE			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%		743,350	743,350		743,174	743,174	-	742,990
CASH FLOW (NOI minus DEBT SERVICE)  Commercial Only Cash Flow	v			17,231	92,841	110,072 (0)	17,739	102,769	120,509 (0)	18,266	112,503
Allocation of Commercial Surplus to LOPS/non-LOSP (residual AVAILABLE CASH FLOW USES OF CASH FLOW BELOW (This row also shows DSCR.)	income)		DSCR:	17,231	92,841	110,072 1.148	(0) 17,739	(0) 102,769	120,509 1.162	(0) 18,266	(0) 112,503
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)	3.5% 3.5%	3.5% 3.5%	per MOHCD policy per MOHCD policy	3/delete values in - 14,531	yellow cells, mar - 12,378		rather than dragg - 15,039	ging across multip - 12,811		15,566	13,260
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits) Other Payments Non-amortizing Loan Pmnt - Lender 1			per MOHCD policy no annual increase  Enter comments re: annual increase, etc.	2,700	2,300	5,000	2,700	2,300	5,000	2,700	2,300
Non-amortizing Loan Pmnt - Lender 2 Deferred Developer Fee (Enter amt <= Max Fee from row 131)  TOTAL PAYMENTS PRECEDING MOHCD			Enter comments re: annual increase, etc.	- - 17,231	:	04.600	- - 17,739	- - 15,111	32,850	18,266	
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MONCO Does Project have a MOHCD Residual Receipt Obligation?	G МОНСІ	O) Yes		17,231	78,163	<u>31,909</u> 78,163	17,739	87,658	32,850 87,658	18,266 0	<b>15,560</b> 96,943
Will Project Defer Developer Fee? Residual Receipts split for all years Lender/Owner		No 67% / 33%									
		Dist. Soft	I	1							
MOHCD RESIDUAL RECEIPTS DEBT SERVICE  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Loan Repayment		Debt Loans	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy			52,109 52,109			58,439 58,439		
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease			Proposed Total MOHCD Amt Due less Loan Repayment			52,109			30,439		
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE HCD Residual Receipts Amount Due Lender 4 Residual Receipts Due	}	0.00% 0.00%	No HCD Financing	}		-		[	-		
Lender 5 Residual Receipts Due Total Non-MOHCD Residual Receipts Debt Service	]	0.00%		j		-		Į	-		
REMAINDER (Should be zero unless there are distributions below)  Owner Distributions/Incentive Management Fee	]				ĺ	26,054 26,054		[	<b>29,219</b> 29,219		
Other Distributions/Uses Final Balance (should be zero)  REPLACEMENT RESERVE - RUNNING BALANCE						-		l	-		
Replacement Reserve Starting Balance Replacement Reserve Deposits Replacement Reserve Withdrawals (ideally tied to CNA)						331,500 110,500			442,000 110,500		
Replacement Reserve Interest  RR Running Balance	1		RR Balance/Unit	1		442,000 \$2,000		ļ	552,500 \$2,500		
OPERATING RESERVE - RUNNING BALANCE Operating Reserve Starting Balance	]		RR Balance/Unit		ĺ	-		1	\$2,500		
Operating Reserve Deposits Operating Reserve Withdrawals Operating Reserve Interest  OP Punning Release						-			-		
OR Running Balance OTHER REQUIRED RESERVE 1 - RUNNING BALANCE	1	OR Balance	as a % of Prior Yr Op Exps + Debt Service	1	į	0.0%			0.0%		
Other Reserve 1 Starting Balance Other Reserve 1 Deposits Other Reserve 1 Withdrawals				-		-			-		
Other Reserve 1 Interest  Other Required Reserve 1 Running Balance  OTHER RESERVE 2 - RUNNING BALANCE	J			J	ļ	-		Į	-		
Other Reserve 2 Starting Balance Other Reserve 2 Deposits Other Reserve 2 Withdrawals						-			-		
Other Reserve 2 Villulawas Other Reserve 2 Interest Other Required Reserve 2 Running Balance	]			]		-		ľ	-		

Total # Units: 221	Units 120	Units 101				Year 7			Year 8		
	54.00% % annual	46.00%	Comments			2030			2031		
INCOME Residential - Tenant Rents	inc LOSP		(related to annual inc assumptions)	Total 2,864,655	LOSP 458,577	non-LOSP 2,470,885	Total 2,929,461	LOSP 463,162	non-LOSP 2,532,657	Total 2,995,819	LOSP 467,794
Residential - Tenant Assistance Payments (Non-LOSP) Residential - LOSP Tenant Assistance Payments	n/a n/a	n/a n/a		1,268,427	1,320,829		1,320,829	1,375,175		1,375,175	1,431,530
Commercial Space Residential Parking	n/a 2.5%	3.0% 2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%				-	-			-
Miscellaneous Rent Income Supportive Services Income	2.5%	2.5%		-	-	-	-	-	-	-	-
Interest Income - Project Operations Laundry and Vending	2.5% 2.5%	2.5%		- 14,120	7,815	6,658	- 14,473	- 8,011	- 6,824	14,835	- 8,211
Tenant Charges Miscellaneous Residential Income	2.5% 2.5%	2.5% 2.5%	from 'Commercial Op. Budget' Worksheet;					-	-		-
Other Commercial Income  Withdrawal from Capitalized Reserve (deposit to operating account)	n/a n/a	2.5% n/a	Commercial to Residential allocation: 0% Link from Reserve Section below, as applicable	-			-			-	
Gross Potential Income Vacancy Loss - Residential - Tenant Rents	n/a	n/a	Enter formulas manually per relevant MOH	4,147,202 (143,233)	1,787,221 (22,929)	2,477,542 (123,544)	4,264,763 (146,473)	1,846,348 (23,158)	2,539,481 (126,633)	4,385,828 (149,791)	1,907,536 (23,390)
Vacancy Loss - Residential - Tenant Assistance Payments Vacancy Loss - Commercial	n/a n/a	n/a n/a	policy; annual incrementing usually not appropriate	-			-				-
OPERATING EXPENSES  EFFECTIVE GROSS INCOME				4,003,969	1,764,292	2,353,998	4,118,290	1,823,190	2,412,848	4,236,037	1,884,146
Management Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	220,482	123,227	104,972	228,199	127,540	108,646	236,186	132,004
Asset Management Fee Sub-total Management Expenses	3.5%	3.5%	per MOHCD policy	28,837 <b>249,319</b>	16,117 139,344	13,729 118,701	29,846 258,045	16,681 <b>144,222</b>	14,210 122,855	30,891 <b>267,077</b>	17,265 149,269
Salaries/Benefits Office Salaries	3.5%	3.5%		214,706	119,999	102,222	222,221	124,199	105,799	229,999	128,546
Manager's Salary Health Insurance and Other Benefits Other Salaries/Benefits	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		95,015 139,930 5,938	53,104 78,207 3,319	45,237 66,621 2,827	98,340 144,828 6,146	54,962 80,944 3,435	46,820 68,953 2,926	101,782 149,897 6,361	56,886 83,777 3,555
Administrative Rent-Free Unit Sub-total Salaries/Benefits	3.5%	3.5%		455,590	254,629	216,906	471,536	263,541	224,498	488,039	272,765
Administration Advertising and Marketing	3.5%	3.5%		5,938	3,319	2,827	6,146	3,435	2,926	6,361	3,555
Office Expenses Office Rent Legal Expense - Property	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		63,532 - 14,846	35,508 - 8,297	30,247 - 7,068	65,755 - 15,366	36,751 - 8,588	31,306 - 7,316	68,057 - 15,903	38,037 - 8,888
Audit Expense Bookkeeping/Accounting Services	3.5%	3.5% 3.5%		18,849 39,372	10,534 22,005	8,974 18,745	19,508 40,750	10,903 22,775	9,288 19,401	20,191 42,176	11,285 23,572
Bad Debts Miscellaneous	3.5% 3.5%	3.5% 3.5%		-			- :				-
Sub-total Administration Expenses Utilities	0.50/	0.50/		142,537	79,664	67,862	147,525	82,452	70,237	152,689	85,338
Electricity Water Gas	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		228,853 103,418	127,906 57,800	108,957 49,237	236,863 107,037	132,383 59,823	112,770 50,961	245,153 110,784	137,016 61,917
Gas Sewer Sub-total Utilities	3.5%	3.5%		152,615 484,886	85,297 <b>271,003</b>	72,660 <b>230,854</b>	157,957 <b>501,857</b>	88,282 <b>280,488</b>	75,203 <b>238,934</b>	163,485 <b>519,422</b>	91,372 <b>290,305</b>
Taxes and Licenses Real Estate Taxes	3.5%	3.5%		9,501	5,310	4,524	9,834	5,496	4,682	10,178	5,689
Payroll Taxes Miscellaneous Taxes, Licenses and Permits	3.5% 3.5%	3.5% 3.5%		18,765	10,488	- 8,934	19,422	10,855	- 9,247	20,102	11,235
Sub-total Taxes and Licenses Insurance	0.50:	0.551		28,267	15,798	13,458	29,256	16,351	13,929	30,280	16,924
Property and Liability Insurance Fidelity Bond Insurance Worker's Compensation	3.5% 3.5% 3.5%	3.5% 3.5%		418,176	233,719	199,094	432,812	241,899 - 15,802	206,062	447,961 - 29.262	250,365
Worker's Compensation Director's & Officers' Liability Insurance Sub-total Insurance	3.5% 3.5%	3.5% 3.5%		27,317 - 445,493	15,267 - <b>248,986</b>	13,006 - 212,099	28,273 - 461,085	15,802 - <b>257,700</b>	13,461 - 219,523	29,262 - 477,223	16,355 - <b>266,720</b>
Maintenance & Repair Payroll	3.5%	3.5%		190,030	106,208	90,473	196,681	109,925	93,640	203,565	113,772
Supplies Contracts	3.5% 3.5%	3.5% 3.5%		34,995 349,239	19,559 195,190	16,661 166,273	36,220 361,463	20,243 202,021	17,244 172,092	37,488 374,114	20,952 209,092
Garbage and Trash Removal Security Payroll/Contract	3.5%	3.5%		128,270 326,566	71,690 253,497	61,069 84,499	132,760 337,996	74,199 262,369	63,207 87,456	137,406 349,826	76,796 271,552
HVAC Repairs and Maintenance Vehicle and Maintenance Equipment Operation and Repairs Miscellaneous Operating and Maintenance Expenses	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		23,754 1,782	13,276 996	11,309 848	24,585 1,844	13,741	11,705 878	25,446 1,908	14,222
Sub-total Maintenance & Repair Expenses				1,054,636	660,415	431,133	1,091,548	683,530	446,223	1,129,752	707,453
Supportive Services Commercial Expenses	3.5%	3.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	129,208		133,731	133,731		138,411	138,411	-
TOTAL OPERATING EXPENSES				2,989,936	1,669,840	1,424,744	3,094,583	1,728,284	1,474,610	3,202,894	1,788,774
PUPA (w/o Reserves/GL Base Rent/Bond Fees) Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent	1			15,000	8.100	6.900	15,000	8.100	6,900	15.000	8.100
Bond Monitoring Fee Replacement Reserve Deposit				14,775 110,500	7,873 59,670	6,706 50,830	14,579 110,500	7,761 59,670	6,612 50,830	14,373 110,500	7,644 59,670
Operating Reserve Deposit Other Required Reserve 1 Deposit				-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit			from Commercial Op. Budget Worksheet; Commercial to Residential allocation: 0%		-	-		-	-	-	-
Required Reserve Deposit/s, Commercial Sub-total Reserves/Ground Lease Base Rent/Bond Fees			Commercial to Residential allocation: 0%	140,275	75,643	64,436	140,079	75,531	64,342	139,873	75,414
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond PUPA (w/ Reserves/GL Base Rent/Bond Fees)	Fees)			3,130,211	1,745,482	1,489,180	3,234,662	1,803,815	1,538,951	3,342,767	1,864,188
NET OPERATING INCOME (INCOME minus OP EXPENSES)  DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loa	ns)			873,759	18,810	864,818	883,628	19,374	873,896	893,271	19,958
Hard Debt - First Lender Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Le			Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.	742,990		742,796	742,796	-	742,591 -	742,591	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender) Hard Debt - Fourth Lender			Enter comments re: annual increase, etc.  Enter comments re: annual increase, etc.  Irom 'Commercial Op. Budget' Worksheet;	-	-	-	-	-	-	-	-
Commercial Hard Debt Service TOTAL HARD DEBT SERVICE			Commercial to Residential allocation: 0%	742,990	-	742,796	742,796		742,591	742,591	-
CASH FLOW (NOI minus DEBT SERVICE)  Commercial Only Cash Flow				130,769	18,810	122,022	140,832	19,374	131,305	150,680	19,958
Allocation of Commercial Surplus to LOPS/non-LOSP (residual in AVAILABLE CASH FLOW	ncome)			(0) 130,769	0 18,810	122,022	140,832	0 19.374	131,305	150,680	19,958
USES OF CASH FLOW BELOW (This row also shows DSCR.) USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL			DSCR:	1.176	10,010	122,022	1.19	13,314	131,303	1.203	13,300
"Selow-the-line" Asset Mgt fee (uncommon in new projects, see policy) Partnership Management Fee (see policy for limits)	3.5% 3.5%	3.5% 3.5%	per MOHCD policy	28,825	16,110	13,724	29,834	- 16.674	- 14,204	30,878	- 17,258
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)  Other Payments	0.070	0.070	per MOHCD policy no annual increase	5,000	2,700	2,300	5,000	2,700	2,300	5,000	2,700
Non-amortizing Loan Pmnt - Lender 1 Non-amortizing Loan Pmnt - Lender 2			Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.								-
Deferred Developer Fee (Enter amt <= Max Fee from row 131)  TOTAL PAYMENTS PRECEDING MOHCD	l			33,825	18,810	16,024	34,834	19,374	16,504	35,878	19,958
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDIN	G MOHCD			96,943	(0)	105,998	105,998	0	114,801	114,801	(0)
Does Project have a MOHCD Residual Receipt Obligation? Will Project Defer Developer Fee? Residual Receipts split for all years Lender/Owner		Yes No 67% / 33%									
- Luido/Omidi		/0/ 55/6									
MOHCD RESIDUAL RECEIPTS DEBT SERVICE		Dist. Soft Debt Loans		-							
MOHCD Residual Receipts Amount Due		100.00%	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy	64,629			70,665			76,534	
Proposed MOHCD Residual Receipts Amount to Loan Repayment Proposed MOHCD Residual Receipts Amount to Residual Ground Lease			Proposed Total MOHCD Amt Due less Loan Repayment	64,629			70,665			76,534	
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE	j 1					Į			Į	-	
HCD Residual Receipts Amount Due Lender 4 Residual Receipts Due		0.00%	No HCD Financing							-	
Lender 5 Residual Receipts Due Total Non-MOHCD Residual Receipts Debt Service	j	0.00%	1	•	Į.	Į	•	Į.	Į		
REMAINDER (Should be zero unless there are distributions below)	1			32,314	r	,	35,333	r	,	38,267	
Owner Distributions/Incentive Management Fee Other Distributions/Uses				32,314			35,333			38,267	
Final Balance (should be zero)  REPLACEMENT RESERVE - RUNNING BALANCE	1										
Replacement Reserve Starting Balance Replacement Reserve Deposits Replacement Reserve Deposits Replacement Reserve Mithdrawala (ideally tied to CNA)				552,500 110,500			663,000 110,500			773,500 110,500	
Replacement Reserve Withdrawals (ideally tied to CNA) Replacement Reserve Interest  RR Running Balance				663,000			773,500			884,000	
OPERATING RESERVE - RUNNING BALANCE			RR Balance/Unit	\$3,000			\$3,500			\$4,000	
Operating Reserve Starting Balance Operating Reserve Deposits											
Operating Reserve Withdrawals Operating Reserve Interest											
OR Running Balance OTHER REQUIRED RESERVE 1 - RUNNING BALANCE		OR Balance	as a % of Prior Yr Op Exps + Debt Service	0.0%			0.0%			0.0%	
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE Other Reserve 1 Starting Balance Other Reserve 1 Deposits				:						:	
Other Reserve 1 Withdrawals Other Reserve 1 Interest										-	
Other Required Reserve 1 Running Balance OTHER RESERVE 2 - RUNNING BALANCE				-		ı	-		ı	-	
Other Reserve 2 - RUNNING BALANCE Other Reserve 2 Starting Balance Other Reserve 2 Deposits				-			-				
Other Reserve 2 Withdrawals Other Reserve 2 Interest										-	
Other Required Reserve 2 Running Balance				-		ı	-		ı	-	

600 7th Street  Total # Units:	LOSP Units	Non-LOSP Units										
221	<b>120</b> 54.00%	101 46.00%		Year 9 2032			Year 10 2033			Year 11 2034		
INCOME Residential - Tenant Rents	% annual		Comments (related to annual inc assumptions)	non-LOSP 2,595,973	Total 3,063,767	LOSP 472.472	non-LOSP 2,660,872	Total 3,133,344	LOSP 477,197	non-LOSP 2,727,394	Total 3,204,591	LOSP 481.969
Residential - Tenant Kents Residential - Tenant Assistance Payments (Non-LOSP) Residential - LOSP Tenant Assistance Payments	n/a n/a	n/a n/a		2,595,973	1,431,530	1,489,969	2,000,872	1,489,969	1,550,564	2,121,394	1,550,564	1,613,392
Commercial Space Residential Parking	n/a 2.5%	3.0% 2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%									
Miscellaneous Rent Income Supportive Services Income	2.5% 2.5%	2.5% 2.5%		:					- :			:
Interest Income - Project Operations Laundry and Vendinq Tenant Charges	2.5% 2.5% 2.5%	2.5% 2.5% 2.5%		6,995 -	15,206 -	8,416	7,169	15,586	8,627	7,349	15,975	8,842
Miscellaneous Residential Income Other Commercial Income	2.5% n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	-								
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable									
Gross Potential Income  Vacancy Loss - Residential - Tenant Rents  Vacancy Loss - Residential - Tenant Assistance Payments	n/a n/a	n/a n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not	2,602,968 (129,799)	4,510,503 (153,188)	1,970,858 (23,624)	(133,044)	4,638,900 (156,667)	(23,860)	2,734,743 (136,370)	4,771,131 (160,230)	2,104,203 (24,098
/acancŷ Loss - Commercial EFFECTIVE GROSS INCOME	n/a	n/a	appropriate	2,473,169	4,357,315	1,947,234	2,534,998	4,482,232	2,012,528	2,598,373	- 4,610,901	2,080,10
OPERATING EXPENSES Management			1st Year to be set according to HUD	<u> </u>								
Management Fee Asset Management Fee	3.5% 3.5%	3.5% 3.5%	schedule. per MOHCD policy	112,448 14,707	244,452 31,972	136,624 17,869	116,384 15,222	253,008 33,091	141,406 18,495	120,457 15,755	261,864 34,249	146,356 19,142
Sub-total Management Expenses Salaries/Benefits Office Salaries	3.5%	3.5%	l	127,155 109,502	<b>276,425</b> 238,049	133,045	<b>131,606</b> 113,335	<b>286,099</b> 246,380	159,901	136,212 117,302	296,113 255,004	1 <b>65,497</b>
Manager's Salary Health Insurance and Other Benefits	3.5% 3.5%	3.5% 3.5%		48,459 71,366	105,345 155,143	58,877 86,710	50,155 73,864	109,032 160,573	60,938 89,744	51,910 76,449	112,848 166,193	63,071 92,885
Other Salaries/Benefits Administrative Rent-Free Unit	3.5% 3.5%	3.5% 3.5%		3,029	6,584	3,680	3,135	6,814	3,809	3,244	7,053	3,942
Sub-total Salaries/Benefits  Administration  Advertising and Marketing	3.5%	3.5%		<b>232,356</b> 3,029	<b>505,121</b> 6,584	<b>282,312</b> 3,680	<b>240,488</b> 3,135	<b>522,800</b> 6,814	<b>292,193</b> 3,809	<b>248,905</b> 3,244	<b>541,098</b> 7,053	3,942
Office Expenses Office Rent	3.5% 3.5%	3.5% 3.5%		32,402	70,439	39,368	33,536	72,904	40,746	34,710 -	75,456 -	42,172
Legal Expense - Property Audit Expense Bookkeeping/Accounting Services	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		7,572 9,613 20,080	16,460 20,898 43,652	9,200 11,680 24,397	7,837 9,949 20,783	17,036 21,629 45,180	9,522 12,089 25,251	8,111 10,298 21,510	17,632 22,386 46,761	9,855 12,512 26,135
Bad Debts Miscellaneous	3.5% 3.5%	3.5% 3.5%		-	-	- :		-	-	-	-	
Sub-total Administration Expenses Utilities				72,695	158,033	88,325	75,239	163,564	91,416	77,873	169,289	94,615
Electricity Water Gas	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		116,717 52,744 -	253,733 114,661 -	141,812 64,084	120,802 54,590	262,614 118,674	146,775 66,327 -	125,031 56,501	271,805 122,828 -	151,912 68,649
Sewer Sub-total Utilities	3.5%	3.5%		77,835 <b>247,297</b>	169,207 <b>537,602</b>	94,570 <b>300,466</b>	80,560 <b>255,952</b>	175,130 <b>556,418</b>	97,880 <b>310,982</b>	83,379 <b>264,911</b>	181,259 <b>575,892</b>	101,306 <b>321,86</b> 6
Faxes and Licenses Real Estate Taxes **Payroll Taxes	3.5% 3.5%	3.5% 3.5%		4,846	10,534	5,888	5,015	10,903	6,094	5,191	11,285	6,30
rayron I axes Miscellaneous Taxes, Licenses and Permits Sub-total Taxes and Licenses	3.5%	3.5%		9,571 <b>14,416</b>	20,806 31,340	11,628 17,516	9,906 14,921	21,534 <b>32,437</b>	12,035 18,129	10,252 <b>15,443</b>	22,287 33,572	12,456 18,764
Insurance Property and Liability Insurance	3.5%	3.5%		213,274	463,639	259,128	220,739	479,867	268,197	228,464	496,662	277,584
Fidelity Bond Insurance Worker's Compensation Director's & Officers' Liability Insurance	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		13,932	30,287	16,927	14,419	31,347	- 17,520	14,924	32,444	18,133
Sub-total Insurance Maintenance & Repair		•		227,206	493,926	276,055	235,158	511,213	285,717	243,389	529,106	295,717
Payroll Supplies	3.5% 3.5%	3.5%		96,917 17,848	210,689 38,800	117,754 21,685	100,309 18,473	218,064 40,158	121,876 22,444	103,820	225,696 41,563	126,141 23,230
Contracts Garbage and Trash Removal Security Payroll/Contract	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		178,116 65,419 90,517	387,208 142,215 362,070	216,410 79,484 281,057	184,350 67,709 93,686	400,760 147,193 374,742	223,985 82,266 290.894	190,802 70,079 96,965	414,787 152,345 387,858	231,824 85,145 301,075
HVAC Repairs and Maintenance Vehicle and Maintenance Equipment Operation and Repairs	3.5% 3.5%	3.5% 3.5%		12,115 909	26,336 1,975	14,719	12,539 940	27,258 2,044	15,234 1,143	12,978 973	28,212 2,116	15,768 1,183
Miscellaneous Operating and Maintenance Expenses Sub-total Maintenance & Repair Expenses	3.5%	3.5%		461,840	1,169,294	732,214	478,005	1,210,219	- 757,842	494,735	1,252,576	784,366
Supportive Services Commercial Expenses	3.5%	3.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	143,256	143,256		148,270	148,270		153,459	153,459	
TOTAL OPERATING EXPENSES	1			1,526,221	3,314,995	1,851,381	1,579,639	3,431,020	1,916,179	1,634,926	3,551,106	1,983,246
PUPA (w/o Reserves/GL Base Rent/Bond Fees) Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent	1			6.900	15.000	8.100	6.900	15.000	8.100	6.900	15.000	8.100
Bond Monitoring Fee Replacement Reserve Deposit				6,512 50,830	14,156 110,500	7,521 59,670	6,407 50,830	13,928	7,392 59,670	6,296 50,830	13,688 110,500	7,255 59,670
Operating Reserve Deposit Other Required Reserve 1 Deposit				-	-			-			-	:
Other Required Reserve 2 Deposit  Required Reserve Deposit/s, Commercial	1		from Commercial Op. Budget Worksheet; Commercial to Residential allocation: 0%	-		-						- :
Sub-total Reserves/Ground Lease Base Rent/Bond Fees TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond				64,242 1,590,463	139,656 3,454,651	75,291 1,926,672	64,137 1,643,776	139,428 3,570,448	75,162 1,991,341	64,026 1,698,953	139,188 3,690,294	75,025 2,058,271
PUPA (w/ Reserves/GL Base Rent/Bond Fees) NET OPERATING INCOME (INCOME minus OP EXPENSES)				882,706	902,664	20,562	891,222	911,784	21,187	899,420	920,608	21,834
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loa Hard Debt - First Lender	ns)		Enter comments re: annual increase, etc.	742,376	742,376		742,150	742,150		741,912	741,912	
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Li Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	ender)		Enter comments re: annual increase, etc.  Enter comments re: annual increase, etc.  Enter comments re: annual increase, etc.		-		-					
Hard Debt - Fourth Lender  Commercial Hard Debt Service			Enter comments re: annual increase, etc. Irom 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	-								-
TOTAL HARD DEBT SERVICE CASH FLOW (NOI minus DEBT SERVICE)	1			742,376 140,330	742,376 160,288	20,562	742,150 149,072	742,150 169,634	- 21,187	741,912 157,508	741,912 178,696	21,834
Commercial Only Cash Flow Allocation of Commercial Surplus to LOPS/non-LOSP (residual	income)			0	0	(0)	(0)	(0)	(0)	(0)	(0)	2.,007
AVAILABLE CASH FLOW USES OF CASH FLOW BELOW (This row also shows DSCR.)	,,		DSCR:	140,330	160,288 1,216	20,562	149,072	169,634 1,229	21,187	157,508	178,696 1,241	21,834
USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL "Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	3.5%	3.5%	per MOHCD policy	-					-	-		
Partnership Management Fee (see policy for limits) Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	3.5%	3.5%	per MOHCD policy per MOHCD policy no annual increase	14,701 2,300	31,959 5,000	17,862 2,700	15,216 2,300	33,078 5,000	18,487 2,700	15,748 2,300	34,235 5,000	19,134 2,700
Other Payments Non-amortizing Loan Pmnt - Lender 1 Non-amortizing Loan Pmnt - Lender 2			Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.	-		-						
Deferred Developer Fee (Enter amt <= Max Fee from row 131)  TOTAL PAYMENTS PRECEDING MOHCD	I		MANY WA	17,001	36,959	20,562	17,516	38,078	21,187	18,048	39,235	21,834
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDIN	G МОНС			123,329	123,329	0	131,557	131,557	0	139,460	139,460	(0)
Does Project have a MOHCD Residual Receipt Obligation? Will Project Defer Developer Fee? Residual Receipts split for all years Lender/Owner		Yes No 67% / 33%		1								
Condition of				J								
MOHCD RESIDUAL RECEIPTS DEBT SERVICE	7	Dist. Soft Debt Loans	Allocation par presents where I allocation par presents where	, ,	-		F	-		F	-	
MOHCD Residual Receipts Amount Due Proposed MOHCD Residual Receipts Amount to Loan Repayment	-	100.00%	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy	-	82,219 82,219			87,705 87,705			92,974 92,974	
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	]		Proposed Total MOHCD Amt Due less Loan Repayment	]	-			-			-	
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE HCD Residual Receipts Amount Due	]	0.00%	No HCD Financing	] [			ſ			ſ		
Lender 4 Residual Receipts Due Lender 5 Residual Receipts Due	}	0.00% 0.00%		}	-						-	
Total Non-MOHCD Residual Receipts Debt Service REMAINDER (Should be zero unless there are distributions					-			-			-	
below) Owner Distributions/Incentive Management Fee	1				<b>41,110</b> 41,110		[	<b>43,852</b> 43,852		[	<b>46,487</b> 46,487	
Other Distributions/Uses Final Balance (should be zero)	1			J l				-			-	
REPLACEMENT RESERVE - RUNNING BALANCE Replacement Reserve Starting Balance Replacement Peneput Peneput	1			ļ [	884,000		ļ	994,500		ļ	1,105,000	
Replacement Reserve Deposits  Replacement Reserve Withdrawals (ideally tied to CNA)  Replacement Reserve Interest	1				110,500			110,500			110,500	
RR Running Balance	-		RR Balance/Unit	- <b>!</b>	<b>994,500</b> \$4,500		ļ	1,105,000 \$5,000		ļ	1,215,500 \$5,500	
OPERATING RESERVE - RUNNING BALANCE Operating Reserve Starting Balance Operating Reserve Deposits	1				-		1	-		1	-	
Operating Reserve Deposits Operating Reserve Withdrawals Operating Reserve Interest	1				-			-			-	
OR Running Balance		OR Balance	as a % of Prior Yr Op Exps + Debt Service	. l	- 0.0%		L	0.0%		L	- 0.0%	
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE Other Reserve 1 Starting Balance Other Reserve 1 Deposits	1				-		ļ	-		ļ	-	
Other Reserve 1 Deposits Other Reserve 1 Withdrawals Other Reserve 1 Interest	1										-	
Other Required Reserve 1 Running Balance OTHER RESERVE 2 - RUNNING BALANCE				. l	-		L			L	-	
OTHER RESERVE 2 - RUNNING BALANCE Other Reserve 2 Starting Balance Other Reserve 2 Deposits	1						ļ	-		ļ	-	
Other Reserve 2 Withdrawals Other Reserve 2 Interest	1											
Other Required Reserve 2 Running Balance	=			_ [	-		L			L	-	

600 7th Street	LOSP	Non-LOSP										
Total # Units: 221	Units 120	Units 101		Year 12			Year 13			Year 14		
	54.00% % annual		Comments	2035			2036			2037		
INCOME Residential - Tenant Rents	inc LOSP 1.0%	2.5%	(related to annual inc assumptions)	non-LOSP 2,795,579	<b>Total</b> 3,277,548	LOSP 486,788	non-LOSP 2,865,469	Total 3,352,257	LOSP 491,656	non-LOSP 2,937,105	<b>Total</b> 3,428,762	LOSP 496,573
Residential - Tenant Assistance Payments (Non-LOSP) Residential - LOSP Tenant Assistance Payments	n/a n/a	n/a n/a	from 'Commercial Op. Budget' Worksheet;		1,613,392	1,678,532		1,678,532	1,746,065		1,746,065	1,816,078
Commercial Space Residential Parking	n/a 2.5%	3.0% 2.5%	Commercial to Residential allocation: 0%			-						
Miscellaneous Rent Income Supportive Services Income Interest Income - Project Operations	2.5% 2.5% 2.5%	2.5% 2.5% 2.5%		-		-						-
Laundry and Vending Tenant Charges	2.5%	2.5% 2.5%		7,532	16,375	9,063	7,721	16,784	9,290	7,914 -	17,204	9,522
Miscellaneous Residential Income Other Commercial Income	2.5% n/a	2.5% 2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	-		-			-			-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	n/a	Link from Reserve Section below, as applicable			-			-			-
Gross Potential Income Vacancy Loss - Residential - Tenant Rents Vacancy Loss - Residential - Tenant Assistance Payments	n/a n/a	n/a n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not	2,803,111 (139,779)	4,907,314 (163,877)	2,174,384 (24,339)	2,873,189 (143,273)	5,047,573 (167,613)	2,247,012 (24,583)	2,945,019 (146,855)	5,192,030 (171,438)	2,322,173 (24,829)
Vacancy Loss - Residential - Teriairi Assistance - Ayments Vacancy Loss - Commercial  EFFECTIVE GROSS INCOME	n/a	n/a	appropriate	2,663,332	4,743,437	2,150,044	2,729,916	4,879,960	2,222,429	2,798,164	5,020,592	2,297,344
OPERATING EXPENSES Management												
Management Fee Asset Management Fee	3.5% 3.5%	3.5% 3.5%	1st Year to be set according to HUD schedule.  per MOHCD policy	124,673 16.306	271,029 35,448	151,478 19.812	129,037 16.877	280,515 36,689	156,780 20,505	133,553 17,468	290,333 37,973	162,267 21,223
Sub-total Management Expenses Salaries/Benefits			<u>                                     </u>	140,979	306,477	171,290	145,914	317,204	177,285	151,021	328,306	183,490
Office Salaries Manager's Salary	3.5%	3.5%		121,407 53,727	263,929 116,798	147,510 65,278	125,657 55,607	273,166 120,885	152,673 67,563	130,055 57,554	282,727 125,116	158,016 69,928
Health Insurance and Other Benefits Other Salaries/Benefits Administrative Rent-Free Unit	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		79,125 3,358	172,010 7,300	96,136 4,080	81,894 3,475	178,030 7,555	99,501 4,223	84,760 3,597	184,261 7,820	102,984 4,370
Sub-total Salaries/Benefits Administration	0.070	0.070		257,617	560,036	313,004	266,633	579,638	323,960	275,966	599,925	335,298
Advertising and Marketing Office Expenses	3.5% 3.5%	3.5% 3.5%		3,358 35,924	7,300 78,097	4,080 43,648	3,475 37,182	7,555 80,830	4,223 45,176	3,597 38,483	7,820 83,659	4,370 46,757
Office Rent Legal Expense - Property	3.5%	3.5% 3.5%		8,395	18,250	10,200	8,689	18,888	10,557	8,993	19,549	10,926
Audit Expense Bookkeeping/Accounting Services Bad Debts	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		10,658 22,263	23,170 48,398	12,950 27,050	11,031 23,042 -	23,981 50,092	13,403 27,996	11,417 23,849 -	24,820 51,845	13,872 28,976
Miscellaneous Sub-total Administration Expenses	3.5%	3.5%		80,598	175,214	97,927	83,419	181,346	101,354	86,339	187,693	104,902
Utilities Electricity	3.5%	3.5%		129,407	281,319	157,229	133,936	291,165	162,732	138,624	301,356	168,428
Water Gas Sewer	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		58,478 - 86,297	127,127 - 187,603	71,051 - 104,851	60,525 - 89 318	131,576 - 194,169	73,538 - 108,521	62,643 - 92,444	136,181	76,112 - 112.319
Sub-total Utilities Taxes and Licenses	J.5%	3.5%		86,297 <b>274,182</b>	187,603 <b>596,049</b>	104,851 <b>333,132</b>	89,318 <b>283,779</b>	194,169 <b>616,910</b>	108,521 <b>344,791</b>	92,444 <b>293,711</b>	200,965 <b>638,502</b>	112,319 356,859
Real Estate Taxes Payroll Taxes	3.5% 3.5%	3.5% 3.5%		5,373	11,680	6,528	5,561	12,089	6,756	5,755	12,512	6,993
Miscellaneous Taxes, Licenses and Permits  Sub-total Taxes and Licenses	3.5%	3.5%		10,611 <b>15,984</b>	23,068 <b>34,747</b>	12,892 <b>19,420</b>	10,982 <b>16,543</b>	23,875 <b>35,963</b>	13,344 <b>20,100</b>	11,367 <b>17,122</b>	24,711 <b>37,222</b>	13,811 <b>20,803</b>
Insurance Property and Liability Insurance Eidelity Rond Insurance	3.5%	3.5%		236,461	514,045	287,300	244,737	532,037	297,355	253,303	550,658	307,763
Fidelity Bond Insurance Worker's Compensation Director's & Officers' Liability Insurance	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		15,446	33,579	18,767 -	15,987 -	34,755	19,424	16,547	35,971	20,104
Sub-total Insurance Maintenance & Repair		3.07.0	1	251,907	547,624	306,067	260,724	566,791	316,780	269,849	586,629	327,867
Payroll Supplies	3.5% 3.5%	3.5% 3.5%		107,454 19,788	233,595 43,018	130,556 24,043	111,215 20,481	241,771 44,524	135,126 24,884	115,107 21,198	250,233 46,082	139,855 25,755
Contracts Garbage and Trash Removal	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		197,480 72,531 100,358	429,304 157,677 401,433	239,938 88,126 311.613	204,392 75,070 103.871	444,330 163,195 415,483	248,336 91,210 322,519	211,545 77,697 107,506	459,881 168,907 430,025	257,028 94,402 333,807
Security Payroll/Contract HVAC Repairs and Maintenance Vehicle and Maintenance Equipment Operation and Repairs	3.5% 3.5%	3.5%		13,432 1,007	29,199 2,190	16,320 1,224	13,902	30,221 2,267	16,891 1,267	14,388 1,079	31,279 2,346	17,482 1,311
Miscellaneous Operating and Maintenance Expenses  Sub-total Maintenance & Repair Expenses	3.5%	3.5%		512,051	1,296,417	811,819	529,972	1,341,791	840,232	548,521	1,388,754	869,641
Supportive Services	3.5%	3.5%	from 'Commercial Op. Budget' Worksheet;	158,830	158,830	-	164,389	164,389	-	170,143	170,143	
Commercial Expenses  TOTAL OPERATING EXPENSES	J		Commercial to Residential allocation: 0%	1,692,149	3,675,394	2,052,659	1,751,374	3,804,033	2,124,502	1,812,672	3,937,174	2,198,860
PUPA (w/o Reserves/GL Base Rent/Bond Fees) Reserves/Ground Lease Base Rent/Bond Fees	-											
Ground Lease Base Rent Bond Monitoring Fee				6,900 6,180	15,000 13,435	8,100 7,111	6,900 6,058	15,000 13,169	8,100 6,960	6,900 5,928	15,000 12,888	8,100 6,800
Replacement Reserve Deposit  Operating Reserve Deposit				50,830	110,500	59,670 -	50,830	110,500	59,670	50,830	110,500	59,670
Other Required Reserve 1 Deposit Other Required Reserve 2 Deposit			from Commercial Op. Budger Worksheet;		-	-				-	-	
Required Reserve Deposit/s, Commercial Sub-total Reserves/Ground Lease Base Rent/Bond Fees	]		Commercial to Residential allocation: 0%	63,910	138,935	- 74,881	63,788	138,669	- 74,730	63,658	138,388	74,570
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond PUPA (w/ Reserves/GL Base Rent/Bond Fees)	l Fees)			1,756,059	3,814,329	2,127,541	1,815,162	3,942,702	2,199,232	1,876,330	4,075,562	2,273,430
NET OPERATING INCOME (INCOME minus OP EXPENSES)  DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loa	nc)			907,274	929,108	22,504	914,754	937,258	23,197	921,833	945,030	23,914
Hard Debt - First Lender Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Le			Enter comments re: annual increase, etc.  Enter comments re: annual increase, etc.	741,662	741,662	-	741,398 -	741,398	-	741,121 -	741,121	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender) Hard Debt - Fourth Lender			Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.	-		-			-			-
Commercial Hard Debt Service TOTAL HARD DEBT SERVICE	]		from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	741,662	- 741,662	-	741,398	741,398		741,121	- 741,121	-
CASH FLOW (NOI minus DEBT SERVICE)  Commercial Only Cash Flow				165,612	187,446	22,504	173,356	195,860	23,197	180,712	203,909	23,914
Allocation of Commercial Surplus to LOPS/non-LOSP (residual AVAILABLE CASH FLOW	income)			0 165,612	187.446	22,504	0 173,356	195.860	23,197	0 180,712	203.909	0 23,914
USES OF CASH FLOW BELOW (This row also shows DSCR.) USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL			DSCR:	,	1.253	,	,	1.264	,	,	1.275	,
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy) Partnership Management Fee (see policy for limits)	3.5% 3.5%	3.5% 3.5%	per MOHCD policy per MOHCD policy	16,299	35,433	- 19,804	- 16,870	36,674	- 20,497	- 17,460	37,957	21,214
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)  Other Payments	_		per MOHCD policy no annual increase	2,300	5,000	2,700	2,300	5,000	2,700	2,300	5,000	2,700
Non-amortizing Loan Pmnt - Lender 1 Non-amortizing Loan Pmnt - Lender 2 Deferred Developer Fee (Enter amt <= Max Fee from row 131)			Enter comments re: annual increase, etc.  Enter comments re: annual increase, etc.			-	-			-		
TOTAL PAYMENTS PRECEDING MOHCD				18,599	40,433	22,504	19,170	41,674	23,197	19,760	42,957	23,914
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDIN Does Project have a MOHCD Residual Receipt Obligation?	G MOHCD	) Yes		147,012	147,012	(0)	154,186	154,186	0	160,952	160,952	(0)
Will Project Defer Developer Fee? Residual Receipts split for all years Lender/Owner		No 67% / 33%		-								
		B1 - 2	•	]								
MOHCD RESIDUAL RECEIPTS DEBT SERVICE	1	Dist. Soft Debt Loans	Allocation per pro rata share of all soft debt	י ר	-		r	-		r	-	
MOHCD Residual Receipts Amount Due Proposed MOHCD Residual Receipts Amount to Loan Repayment	1	100.00%	Allocation per pro rata share of all soft debt loans, and MOHCD residual receipts policy		98,008 98,008			102,791 102,791			107,301 107,301	
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	]		Proposed Total MOHCD Amt Due less Loan Repayment		-						-,	
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE HCD Residual Receipts Amount Due	1	0.00%	No HCD Financing	י י ו	-		ſ	-		ſ		
Lender 4 Residual Receipts Due Lender 5 Residual Receipts Due	]	0.00% 0.00%	<u>-</u>		-						-	
Total Non-MOHCD Residual Receipts Debt Service REMAINDER (Should be zero unless there are distributions				'	-		ı	-			-	
below) Owner Distributions/Incentive Management Fee	]			]	<b>49,004</b> 49,004		١	<b>51,395</b> 51,395		Г	<b>53,651</b> 53,651	
Other Distributions/Uses Final Balance (should be zero)	]				-			- /			-	
REPLACEMENT RESERVE - RUNNING BALANCE Replacement Reserve Starting Balance	1			] !	1,215,500		ſ	1,326,000		Г	1,436,500	
Replacement Reserve Deposits Replacement Reserve Withdrawals (ideally tied to CNA)	1				110,500			110,500			110,500	
Replacement Reserve Interest RR Running Balance	1		88 -	<u> </u>	1,326,000		ļ	1,436,500		ļ	1,547,000	
OPERATING RESERVE - RUNNING BALANCE Operating Reserve Starting Balance	7		RR Balance/Unit	· ] !	\$6,000		ı	\$6,500		r	\$7,000	
Operating Reserve Starting Balance Operating Reserve Deposits Operating Reserve Withdrawals	1										-	
Operating Reserve Interest  OR Running Balance	1			j			į				-	
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE	п	OR Balance	as a % of Prior Yr Op Exps + Debt Service	7 '	0.0%		,	0.0%			0.0%	
Other Reserve 1 Starting Balance Other Reserve 1 Deposits Other Reserve 1 Withdrawals	1				-			- :			-	
Other Reserve 1 Withdrawals Other Reserve 1 Interest Other Required Reserve 1 Running Balance	1						ŀ					
OTHER RESERVE 2 - RUNNING BALANCE	1			7 1			ı			ŀ		
Other Reserve 2 Starting Balance Other Reserve 2 Deposits Other Reserve 2 Withdrawals	1										-	
Other Reserve 2 Interest Other Required Reserve 2 Running Balance	1			j			į				-	

600 7th Street  Total # Units:	LOSP Units	Non-LOSP Units										
70tai # 0filits. 221	120 54.00%	101 46.00%		Year 15 2038			Year 16 2039			Year 17 2040		
INCOME	% annual inc LOSP	% annual	Comments (related to annual inc assumptions)	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP
Residential - Tenant Rents Residential - Tenant Assistance Payments (Non-LOSP)	1.0% n/a	2.5% n/a	( and a second s	3,010,533	3,507,106	501,539	3,085,796	3,587,335	506,554	3,162,941	3,669,495	511,620
Residential - LOSP Tenant Assistance Payments  Commercial Space	n/a n/a	n/a 3.0%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%		1,816,078	1,882,025		1,882,025	1,957,439		1,957,439	2,035,613
Residential Parking Miscellaneous Rent Income	2.5%	2.5%	Commercial to recognition and carbon.	- 1	-	-	-		-	-	-	- :
Supportive Services Income Interest Income - Project Operations	2.5% 2.5%	2.5% 2.5%		-		-	-		-	-	-	-
Laundry and Vending Tenant Charges	2.5% 2.5%	2.5% 2.5%		8,112	17,634 -	9,760	8,314 -	18,075	10,004	8,522	18,526 -	10,254
Miscellaneous Residential Income Other Commercial Income	2.5% n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	-			-		-	-	-	
Withdrawal from Capitalized Reserve (deposit to operating account)  Gross Potential Income	n/a	n/a	Link from Reserve Section below, as applicable	3,018,644	5,340,817	2,393,324	3,094,111	5,487,434	2,473,997	- 3,171,463	5,645,460	2,557,487
Vacancy Loss - Residential - Tenant Rents Vacancy Loss - Residential - Tenant Assistance Payments	n/a n/a	n/a n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not	(150,527)	(175,355)	(25,077)	(154,290)	(179,367)	(25,328)	(158, 147)	(183,475)	(25,581)
Vacancy Loss - Commercial EFFECTIVE GROSS INCOME	n/a	n/a	appropriate	2,868,118	5,165,462	2,368,247	2,939,821	5,308,067	2,448,669	3,013,316	- 5,461,985	2,531,906
OPERATING EXPENSES Management												
Management Fee Asset Management Fee	3.5% 3.5%	3.5% 3.5%	1st Year to be set according to HUD schedule.  per MOHCD policy	138,227 18,079	300,494 39,302	167,946 21,966	143,065 18,712	311,012 40,677	173,824 22,735	148,073 19,367	321,897 42,101	179,908 23,530
Sub-total Management Expenses Salaries/Benefits				156,306	339,796	189,912	161,777	351,689	196,559	167,439	363,998	203,439
Office Salaries Manager's Salary	3.5%	3.5%		134,606 59,568	292,623 129,496	163,547 72,375	139,318 61,653	302,865 134,028	169,271 74,908	144,194 63,811	313,465 138,719	175,195 77,530
Heath Insurance and Other Benefits Other Salaries/Benefits Administrative Rent-Free Unit	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		87,727 3,723	190,711 8,093	106,588 4,523	90,797	197,386 8,377	110,319 4,682	93,975 3,988	204,294 8,670	114,180 4,846
Sub-total Salaries/Benefits Administration	3.370	3.370		285,624	620,922	347,034	295,621	642,655	359,180	305,968	665,148	371,751
Advertising and Marketing Office Expenses	3.5% 3.5%	3.5% 3.5%		3,723 39,830	8,093 86,587	4,523 48,394	3,853 41,224	8,377 89,618	4,682 50,087	3,988 42,667	8,670 92,754	4,846 51,840
Office Rent Legal Expense - Property	3.5% 3.5%	3.5% 3.5%		9,307	20,234	11,309	9,633	20,942	11,704	9,970	21,675	12,114
Audit Expense Bookkeeping/Accounting Services	3.5%	3.5%		11,817 24,683	25,689 53,660	14,357 29,990	12,230 25,547	26,588 55,538	14,860 31,040	12,658 26,442	27,518 57,482	15,380 32,126
Bad Debts Miscellaneous Sub-total Administration Expenses	3.5% 3.5%	3.5% 3.5%		89.361	194,263	108,573	92,489	201.062	112,374	95,726	208,099	116,307
Utilities Electricity	3.5%	3.5%		143,475	311.903	174,323	148,497	322,820	180,424	153,694	334,118	186,739
Water Gas	3.5% 3.5%	3.5% 3.5%		64,836	140,948	78,776	67,105	145,881	81,533	69,454	150,987	84,387
Sewer Sub-total Utilities	3.5%	3.5%		95,680 <b>303,991</b>	207,999 <b>660,850</b>	116,251 <b>369,349</b>	99,028 <b>314,631</b>	215,279 <b>683,980</b>	120,319 <b>382,276</b>	102,494 <b>325,643</b>	222,814 <b>707,919</b>	124,531 <b>395,656</b>
Taxes and Licenses Real Estate Taxes Payroll Taxes	3.5% 3.5%	3.5% 3.5%		5,957	12,950	7,238	6,165	13,403	7,491	6,381	13,872	7,753
Miscellaneous Taxes, Licenses and Permits  Sub-total Taxes and Licenses	3.5%	3.5%		11,765 17,721	25,575 38,525	14,294 21,532	12,176 18,342	26,471 39,873	14,794 22,285	12,603 18,984	27,397 41,269	15,312 23,065
Insurance Property and Liability Insurance	3.5%	3.5%		262,168	569,931	318,534	271,344	589,879	329,683	280,841	610,524	341,222
Fidelity Bond Insurance Worker's Compensation	3.5% 3.5%	3.5% 3.5%		17,126	37,230	20,808	17,725	38,533	21,536	18,346	39,882	22,290
Director's & Officers' Liability Insurance Sub-total Insurance	3.5%	3.5%		279,294	607,161	339,342	289,069	628,412	- 351,219	299,187	650,406	363,512
Maintenance & Repair Payroll Supplies	3.5% 3.5%	3.5% 3.5%		119,136 21,940	258,991 47,695	144,750 26,657	123,306 22,708	268,056 49,364	149,816 27,590	127,621 23,502	277,438 51,092	155,060 28,555
Contracts Garbage and Trash Removal	3.5% 3.5%	3.5% 3.5%		218,949 80,417	475,977 174,819	266,024 97,706	226,613 83,231	492,636 180,938	275,334 101,126	234,544 86,144	509,879 187,270	284,971 104,665
Security Payroll/Contract HVAC Repairs and Maintenance	3.5% 3.5%	3.5% 3.5%		111,269 14,892	445,076 32,374	345,490 18,094	115,163 15,413	460,654 33,507	357,583 18,727	119,194 15,953	476,777 34,680	370,098 19,382
Vehicle and Maintenance Equipment Operation and Repairs Miscellaneous Operating and Maintenance Expenses	3.5% 3.5%	3.5% 3.5%		1,117	2,428	1,357	1,156	2,513	1,405	1,196	2,601	1,454
Sub-total Maintenance & Repair Expenses Supportive Services	3.5%	3.5%		<b>567,720</b> 176,098	1,437,360 176,098	900,078	<b>587,590</b> 182,261	1,487,668 182,261	931,581	608,156 188,640	1,539,736 188,640	964,186
Commercial Expenses			from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%		-						-	
TOTAL OPERATING EXPENSES PUPA (w/o Reserves/GL Base Rent/Bond Fees)				1,876,115	4,074,975	2,275,820	1,941,779	4,217,599	2,355,474	2,009,742	4,365,215	2,437,915
Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent				6,900	15,000	8,100	6,900	15,000	8,100	6,900	15,000	8,100
Bond Monitoring Fee Replacement Reserve Deposit Operating Reserve Deposit				5,793 50,830	12,593 110,500	59,670	50,830	110,500	59,670	50,830	110,500	59,670
Other Required Reserve 1 Deposit Other Required Reserve 2 Deposit					-	-	-		-	-	-	-
Required Reserve Deposit/s, Commercial			from Commercial Op. Budget Worksheet; Commercial to Residential allocation: 0%		-							
Sub-total Reserves/Ground Lease Base Rent/Bond Fees TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond	Fees)			63,523 1,939,638	138,093 4,213,068	67,770 2,343,590	57,730 1,999,509	125,500 4,343,099	67,770 2,423,244	57,730 2,067,472	125,500 4,490,715	67,770 2,505,685
PUPA (w/ Reserves/GL Base Rent/Bond Fees) NET OPERATING INCOME (INCOME minus OP EXPENSES)				928,480	952,394	24,657	940,311	964,968	25,426	945,844	971,270	26,221
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized load	ns)		Enter comments re: annual increase, etc.	740,829	740,829	-	740,522	740,522	-	728,846	728,846	
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Le Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	nder)		Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.	-	-	-	-		-	-	-	-
Hard Debt - Fourth Lender  Commercial Hard Debt Service			Enter comments re: annual increase, etc.  Irom 'Commercial Op. Budget' Worksheet;  Commercial to Residential allocation: 0%		-	-		-	-	-	-	
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)	ļi		Commercial to recognition and carbon.	740,829 187,651	740,829 211,565	24,657	740,522 199,789	740,522 224,446	25,426	728,846 216,998	728,846 242,424	26,221
Commercial Only Cash Flow				07,007	0	0	133,703	0	(0)		(0)	
Allocation of Commercial Surplus to LOPS/non-LOSP (residual i AVAILABLE CASH FLOW	ncome)			187,651	211,565	24,657	199,789	224,446	25,425	(0) <b>216,998</b>	242,424	26,221
USES OF CASH FLOW BELOW (This row also shows DSCR.) USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  "Below the lies" Accept Mot for (uncompany in page project, one page page)	2 50/	3.5%	DSCR:		1.286			1.303			1.333	
"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)	3.5%	3.5%	per MOHCD policy per MOHCD policy per MOHCD policy no annual increase	18,071 2,300	39,286 5,000	21,957 2,700	18,704 2,300	40,661 5,000	22,725 2,700	19,359 2,300	42,084 5,000	23,521 2,700
Other Payments Non-amortizing Loan Pmnt - Lender 1			Enter comments re: annual increase, etc.	-	0,000		-	0,000	-	-	5,000	-
Non-amortizing Loan Pmnt - Lender 2 Deferred Developer Fee (Enter amt <= Max Fee from row 131)			Enter comments re: annual increase, etc.	-					- :	-		
TOTAL PAYMENTS PRECEDING MOHCD	G MOUCE	١		20,371 167 279	44,286 167 279	24,657	21,004 178 785	45,661 178,785	25,425	21,659 195,340	47,084 195 340	<b>26,221</b>
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING Does Project have a MOHCD Residual Receipt Obligation?	G MOHCD	Yes		167,279	167,279	(0)	178,785	1/8,785		195,340	195,340	0
Will Project Defer Developer Fee? Residual Receipts split for all years Lender/Owner		<b>No</b> 67% / 33%		1								
		Dist. Soft	<u> </u>	J								
MOHCD RESIDUAL RECEIPTS DEBT SERVICE	ĺ	Debt Loans	Allocation per pro rata share of all soft debt	] !	-		ſ		]	Г		
MOHCD Residual Receipts Amount Due Proposed MOHCD Residual Receipts Amount to Loan Repayment		100.00%	loans, and MOHCD residual receipts policy		111,519 111,519			119,190 119,190			130,227 130,227	
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease			Proposed Total MOHCD Amt Due less Loan Repayment								-	
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE HCD Residual Receipts Amount Due	1	0.00%	No HCD Financing	]	-		١			Г		
Lender 4 Residual Receipts Due Lender 5 Residual Receipts Due		0.00% 0.00%		1	-					ŀ	-	
Total Non-MOHCD Residual Receipts Debt Service REMAINDER (Should be zero unless there are distributions			·	'	-			-		-	-	
Owner Distributions/Incentive Management Fee	İ			]	<b>55,760</b> 55,760		ſ	<b>59,595</b> 59,595	]	Г	<b>65,113</b> 65,113	
Other Distributions/Uses Final Balance (should be zero)					-						-	
REPLACEMENT RESERVE - RUNNING BALANCE Replacement Reserve Starting Balance	Ì			] !	1,547,000		ſ	1,657,500		Г	1,768,000	
Replacement Reserve Deposits Replacement Reserve Withdrawals (ideally tied to CNA)					110,500			110,500			110,500	
Replacement Reserve Interest RR Running Balance	1				1,657,500			1,768,000	l		1,878,500	
OPERATING RESERVE - RUNNING BALANCE	1		RR Balance/Unit	· 1 '	\$7,500		ŀ	\$8,000	1		\$8,500	
Operating Reserve Starting Balance Operating Reserve Deposits Operating Reserve Withdrawals					-							
Operating Reserve Interest  OR Running Balance				1								
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE	•	OR Balance	as a % of Prior Yr Op Exps + Debt Service	, .	0.0%			0.0%	1	_	0.0%	
Other Reserve 1 Starting Balance Other Reserve 1 Deposits					-			=				
Other Reserve 1 Withdrawals Other Reserve 1 Interest Other Required Reserve 1 Running Balance				1								
OTHER RESERVE 2 - RUNNING BALANCE	Ī			, ,	-		,	-	1	÷		
Other Reserve 2 Starting Balance Other Reserve 2 Deposits Other Reserve 2 Withdrawals					-						-	
Other Reserve 2 Withdrawais Other Reserve 2 Interest Other Required Reserve 2 Running Balance												
2g salance												

600 7th Street	LOSP	Non-LOSP									
Total # Units: 221		Units 101		Year 18			Year 19			Year 20	
	54.00% % annual	46.00% % annual	Comments	2041			2042 non-			2043 non-	
INCOME Residential - Tenant Rents	inc LOSP	increase 2.5%	(related to annual inc assumptions)	non-LOSP 3,242,015	<b>Total</b> 3,753,634	LOSP 516,736	<b>LOSP</b> 3,323,065	<b>Total</b> 3,839,801	<b>LOSP</b> 521,903	LOSP 3,406,142	<b>Total</b> 3,928,045
Residential - Tenant Assistance Payments (Non-LOSP) Residential - LOSP Tenant Assistance Payments	n/a n/a	n/a n/a	from 'Commercial Op. Budget' Worksheet;		2,035,613	2,116,646		2,116,646	2,200,640		2,200,640
Commercial Space Residential Parking Miscellaneous Rent Income	n/a 2.5% 2.5%	3.0% 2.5% 2.5%	Commercial to Residential allocation: 0%					-			-
Supportive Services Income Interest Income - Project Operations	2.5%	2.5%						-		-	-
Laundry and Vending Tenant Charges	2.5% 2.5% 2.5%	2.5% 2.5% 2.5%		8,735 -	18,990	10,511	8,954 -	19,464 -	10,774	9,177	19,951
Miscellaneous Residential Income Other Commercial Income	2.5% n/a	2.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0% Link from Reserve Section below, as								-
Withdrawal from Capitalized Reserve (deposit to operating account)  Gross Potential Income	n/a	n/a	applicable	3,250,750	5,808,237	- 2,643,893	- 3,332,019	5,975,911	- 2,733,317	- 3,415,319	6,148,636
Vacancy Loss - Residential - Tenant Rents Vacancy Loss - Residential - Tenant Assistance Payments Vacancy Loss - Commercial	n/a n/a n/a	n/a n/a n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	(162,101)	(187,682)	(25,837)	(166,153)	(191,990)	(26,095)	(170,307)	(196,402)
EFFECTIVE GROSS INCOME OPERATING EXPENSES				3,088,649	5,620,555	2,618,056	3,165,865	5,783,921	2,707,221	3,245,012	5,952,233
Management  Management Fee	3.5%	3.5%	1st Year to be set according to HUD schedule.	153,255	333,164	186,205	158,619	344,824	192,722	164,171	356,893
Asset Management Fee Sub-total Management Expenses	3.5%	3.5%	per MOHCD policy	20,044 173,300	43,575 376,738	24,354 210,559	20,746 179,365	45,100 389,924	25,206 <b>217,929</b>	21,472 185,643	46,678 403,571
Salaries/Benefits Office Salaries Manager's Salary	3.5%	3.5% 3.5%		149,241 66,044	324,436 143,574	181,327 80,244	154,464 68.356	335,791 148,599	187,674 83,052	159,870 70,748	347,544 153,800
Health Insurance and Other Benefits Other Salaries/Benefits	3.5% 3.5%	3.5% 3.5%		97,264 4,128	211,444 8,973	118,176 5,015	100,669 4,272	218,845 9,287	122,312 5,191	104,192 4,422	226,504 9,613
Administrative Rent-Free Unit  Sub-total Salaries/Benefits  Administration	3.5%	3.5%		316,677	688,428	384,762	327,760	712,523	398,229	339,232	737,461
Advertising and Marketing Office Expenses	3.5% 3.5%	3.5% 3.5%		4,128 44,160	8,973 96,001	5,015 53,655	4,272 45,706	9,287 99,361	5,191 55,533	4,422 47,306	9,613 102,838
Office Rent Legal Expense - Property Audit Expense	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		10,319 13,101	22,433 28,482	12,538 15,918	10,681 13,560	23,219 29,478	12,977 16,475	11,054 14,035	24,031 30,510
Bookkeeping/Accounting Services Bad Debts	3.5% 3.5%	3.5% 3.5%		27,367	59,493	33,251	28,325	61,576	34,415	29,316	63,731
Miscellaneous  Sub-total Administration Expenses	3.5%	3.5%		99,076	215,383	120,377	102,544	222,921	124,591	106,133	230,723
Utilities Electricity Water	3.5% 3.5%	3.5% 3.5%		159,074 71,885	345,812 156,271	193,275 87,340	164,641 74,401	357,916 161,741	200,039 90,397	170,404 77,005	370,443 167,402
Gas Sewer Sub-total Utilities	3.5% 3.5%	3.5% 3.5%		106,082 337,040	230,612 <b>732,696</b>	128,889 409,504	109,794 348,837	238,684 <b>758,340</b>	133,400 423,836	113,637 <b>361,046</b>	247,038 784,882
Taxes and Licenses Real Estate Taxes	3.5%	3.5%		6,604	<b>732,696</b> 14,357	<b>409,504</b> 8,024	<b>348,837</b> 6,836	758,340 14,860	<b>423,836</b> 8,305	7,075	784,882 15,380
Payroll Taxes Miscellaneous Taxes, Licenses and Permits	3.5% 3.5%	3.5% 3.5%		13,044	28,356	- 15,848	13,500	- 29,348	16,403	13,973	30,376
Sub-total Taxes and Licenses Insurance Property and Liability Insurance	3.5%	3.5%		<b>19,648</b> 290,671	<b>42,713</b> 631,893	<b>23,872</b> 353,165	<b>20,336</b> 300,844	<b>44,208</b> 654,009	<b>24,708</b> 365,526	<b>21,048</b> 311,374	<b>45,756</b> 676,899
Fidelity Bond Insurance Worker's Compensation	3.5% 3.5%	3.5% 3.5%		18,988	41,278	23,070	19,652	42,722	23,877	20,340	44,218
Director's & Officers' Liability Insurance  Sub-total Insurance  Maintenance & Repair	3.5%	3.5%		309,658	673,170	376,235	320,496	696,731	389,403	331,714	721,117
Payroll Supplies	3.5% 3.5%	3.5% 3.5%		132,088 24,325	287,148 52,880	160,487 29,555	136,711 25,176	297,198 54,731	166,104 30,589	141,496 26,057	307,600 56,647
Contracts Garbage and Trash Removal Security Payroll/Contract	3.5% 3.5% 3.5%	3.5% 3.5% 3.5%		242,753 89,159 123,366	527,724 193,825 493,464	294,945 108,329 383,051	251,250 92,280 127,684	546,195 200,609 510,735	305,268 112,120 396,458	260,043 95,510 132,153	565,312 207,630 528,611
HVAC Repairs and Maintenance Vehicle and Maintenance Equipment Operation and Repairs	3.5% 3.5%	3.5% 3.5%		16,511 1,238	35,894 2,692	20,061	17,089 1,282	37,150 2,786	20,763	17,687 1,327	38,450 2,884
Miscellaneous Operating and Maintenance Expenses Sub-total Maintenance & Repair Expenses	3.5%	3.5%		629,441	1,593,627	997,933	- 651,471	1,649,404	1,032,860	674,273	1,707,133
Supportive Services  Commercial Expenses	3.5%	3.5%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 0%	195,243	195,243		202,076	202,076		209,149	209,149
TOTAL OPERATING EXPENSES PUPA (w/o Reserves/GL Base Rent/Bond Fees)				2,080,083	4,517,998	2,523,242	2,152,886	4,676,128	2,611,556	2,228,237	4,839,792
Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent	]			6,900	15,000	8,100	6,900	15,000	8,100	6,900	15,000
Bond Monitoring Fee Replacement Reserve Deposit Operating Reserve Deposit				50,830	110,500	59,670	50,830	110,500	59,670	50,830	110,500
Other Required Reserve 1 Deposit Other Required Reserve 2 Deposit											
Required Reserve Deposit/s, Commercial Sub-total Reserves/Ground Lease Base Rent/Bond Fees			from Commercial Op. Budget Worksheet; Commercial to Residential allocation: 0%	57,730	125,500	67,770	57,730	125,500	67,770	- 57,730	125,500
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond PUPA (w/ Reserves/GL Base Rent/Bond Fees)				2,137,813	4,643,498	2,591,012	2,210,616	4,801,628	2,679,326	2,285,967	4,965,292
NET OPERATING INCOME (INCOME minus OP EXPENSES)  DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loa				950,836	977,057	27,044	955,250	982,293	27,896	959,045	986,941
Hard Debt - First Lender Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)			Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.	728,846	728,846		728,846 -	728,846		728,846 -	728,846
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender) Hard Debt - Fourth Lender			Enter comments re: annual increase, etc.  Enter comments re: annual increase, etc.  from 'Commercial Op. Budget' Worksheet;	- :	-	- :	- :	-	- :	- :	-
Commercial Hard Debt Service TOTAL HARD DEBT SERVICE	J		Commercial to Residential allocation: 0%	728,846	728,846	-	728,846	728,846	-	728,846	728,846
CASH FLOW (NOI minus DEBT SERVICE)  Commercial Only Cash Flow				221,990	248,211	27,044	226,404	253,447 0	27,896	230,199	258,095 0
Allocation of Commercial Surplus to LOPS/non-LOSP (residual AVAILABLE CASH FLOW	income)			221,990	248,211	27,044	226,404	253,447	27,896	230,200	258,095
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)	3.5%	3.5%	DSCR:		1.341			1.348			1.354
Partnership Management Fee (see policy for limits) Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	3.5%	3.5%	per MOHCD policy per MOHCD policy no annual increase	20,036 2,300	43,557 5,000	24,344 2,700	20,737 2,300	45,081 5,000	25,196 2,700	21,463 2,300	46,659 5,000
Other Payments Non-amortizing Loan Pmnt - Lender 1 Non-amortizing Loan Pmnt - Lender 2			Enter comments re: annual increase, etc. Enter comments re: annual increase, etc.			-				-	
Deferred Developer Fee (Enter amt <= Max Fee from row 131)  TOTAL PAYMENTS PRECEDING MOHCD				22,336	48,557	27,044	23,037	50,081	27,896	23,763	51,659
RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDIN Does Project have a MOHCD Residual Receipt Obligation?				199,654	199,654	(0)	203,367	203,366	-	206,436	206,436
Will Project Defer Developer Fee? Residual Receipts split for all years Lender/Owner		Yes No 67%/33%									
			Т	J							
MOHCD RESIDUAL RECEIPTS DEBT SERVICE	1	Dist. Soft Debt Loans	Allocation per pro rata share of all soft debt	1		1	ſ			ſ	
MOHCD Residual Receipts Amount Due Proposed MOHCD Residual Receipts Amount to Loan Repayment Proposed MOHCD Residual Receipts Amount to Residual Ground	1	100.00%	loans, and MOHCD residual receipts policy		133,103 133,103			135,577 135,577			137,624 137,624
Lease	]		Proposed Total MOHCD Amt Due less Loan Repayment								
NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE HCD Residual Receipts Amount Due Lender 4 Residual Receipts Due	}	0.00% 0.00%	No HCD Financing				[	-		[	-
Lender 5 Residual Receipts Due Total Non-MOHCD Residual Receipts Debt Service	J	0.00%			-		į	:			-
REMAINDER (Should be zero unless there are distributions below)	,			1	66,551	i		67,789			68,812
Owner Distributions/Incentive Management Fee Other Distributions/Uses Final Balance (should be zero)	1				66,551			67,789			68,812
REPLACEMENT RESERVE - RUNNING BALANCE Replacement Reserve Starting Balance	7			1	1,878,500	1	ſ	1,989,000		ſ	2,099,500
Replacement Reserve Deposits Replacement Reserve Withdrawals (ideally tied to CNA)	1				110,500			110,500			110,500
Replacement Reserve Interest RR Running Balance	1		RR Balance/Unit	I	1,989,000 \$9,000	1	[	2,099,500 \$9,500		[	2,210,000 \$10,000
OPERATING RESERVE - RUNNING BALANCE Operating Reserve Starting Balance	1		Deterroor Offic		90,000		]			]	
Operating Reserve Deposits Operating Reserve Withdrawals Operating Reserve Interest	1				-			-			-
OR Running Balance		OR Balance	as a % of Prior Yr Op Exps + Debt Service	1	- 0.0%		l	- 0.0%		l	0.0%
OTHER REQUIRED RESERVE 1 - RUNNING BALANCE Other Reserve 1 Starting Balance Other Reserve 1 Deposits	1				-			-			-
Other Reserve 1 Withdrawals Other Reserve 1 Interest	]										
Other Required Reserve 1 Running Balance OTHER RESERVE 2 - RUNNING BALANCE	,			1	-	i					
Other Reserve 2 Starting Balance Other Reserve 2 Deposits Other Reserve 2 Withdrawals	1				-			-			-
Other Reserve 2 Interest Other Reserve 2 Running Balance	1			ļ	-						

# Attachment M: Area Median Income (AMI) Analysis

#### Reallocated Reallocated

	LOSP	Equivele	nt Res	tricted	LOSP	Equivelent	Restricted	LOSP	Equivelent	Restricted		Equivelent	Restricted		Equivelent	Restricted		Equivelent	Restricted	Restricted		Equivelent	Restricted	1	Equivelent	Restricted
	SFAMI	TCAC	TCA	C	SFAMI	TCAC	TCAC	TCAC	SFAMI	TCAC	TCAC	SFAMI	TCAC	TCAC												
	30'	%	30%	30%	35%	30%	309	6 50%	40%	50%	50%	40%	50%	60%	509	% 60	% 709	609	60%	809	75%	60%	80%	80%	60%	80%
Studios	4	15	45	45	(		)	0 55	5 55	55	0	0	0			0	0	0	0 0		0 0	0	0	0	0	0
1BR		0	0	0	3	3	3	3 (	0	0	4	. 4	4	1 7	7	7	7	5	5 (		5 4	4	4	. 0	0	0
2BR		0	0	0	10	10	1	0 (	0	0	19	19	19	16	1	6 1	16 2	2 2	2 12	2 10	0 0	0	0	15	15	15
3BR		0	0	0	7	1	7	7 (	0	0	0	0	0	3	В	3	3	3	3	3 (	0 0	0	0	, 2	2	2
						•	•		•	•	•	•	•					•		•			-			
Total	4	5	45	45	20	20	2	0 55	5 55	55	23	23	23	26	5 2	6 2	26 3	0 3	15	1	5 4	4	4	. 17	17	17

F	Architect	
R Check	BR Check	
100	100	
23	23	
82	82	
15	15	
220	220	
220		

Avg Weighted SF AMI Analysis									
	30%	35%	50%	50%	60%	70%	75%	80%	
Studios	6.14%	0.00%	12.50%	0.00%	0.00%	0.00%	0.00%	0.00%	
1BR	0.00%	0.48%	0.00%	0.91%	1.91%	1.59%	1.36%	0.00%	
2BR	0.00%	1.59%	0.00%	4.32%	4.36%	7.00%	0.00%	5.45%	
3BR	0.00%	1.11%	0.00%	0.00%	0.82%	0.95%	0.00%	0.73%	
Total	6.14%	3.18%	12.50%	5.23%	7.09%	9.55%	1.36%	6.18%	
Weighted Average SFAMI									

	Per Unit Monthly Net Rent for Non -LOSP Units									
		50%		60%		70%		75%		80%
Studios	\$	1,079	\$	1,312	\$	1,545	\$	1,661	\$	1,778
1BR	\$	1,230	\$	1,496	\$	1,763	\$	1,896	\$	2,029
2BR	\$	1,355	\$	1,655	\$	1,955	\$	2,105	\$	2,254
3BR	\$	1,479	\$	1,812	\$	2,145	\$	2,312	\$	2,478

Utility Allowance									
Studios	87								
1BR	102								
2BR	144								
3BR	186								

Total Monthly Net Income for Non- LOSP Units												
		50%		60%		70%		75%		80%	Tot	al
Studios	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
1BR	\$	4,920	\$	10,475	\$	8,814	\$	7,584	\$	-	\$	31,793
2BR	\$	25,745	\$	26,477	\$	43,001	\$	-	\$	33,816	\$	129,039
3BR	\$	-	\$	5,436	\$	6,435	\$	-	\$	4,956	\$	16,827
Total	\$	30 665	\$	42 388	\$	58 250	\$	7 584	\$	38 772	Ś	177.659

	MOHCD	Proposed	MOHCD	Current
SF AMI	% Mix	# of Units	% Mix	# of Units
30%	20%	45	30%	6
35%	9%	20	40%	(
50%	25%	55	25%	5
50%	10%	23	10%	2
60%	12%	26	19%	4
70%	14%	30	0%	(
75%	2%	4	0%	(
80%	8%	17	16%	31
TOTAL		220		22

AMI Requirer	nents		
Per CDLAC/TO	CAC App		
TCAC AMI	# of Units	Check	
30%	65	65	LOSP
35%	0		LOSP
50%	55	55	LOSP
50%	23	23	
60%	41	41	
70%	0	-	
75%	0	0	
80%	36	36	
TOTAL	220	220	

#### Notes

- 1. Highest rents will be Lower of MOHCD 80% AMI or TCAC 60% AMI
- 2. Mercy will request to CDLAC/TCAC the ability to opt out of Income Averaging and reduce all 80% TCAC units to 60% TCAC

### Attachment N: Racial, Equity, Diversity, and Inclusion (REDI) Framework



# MERCY HOUSING NATIONAL REDITEAM (REDICOLLABORATIVE) CHARTER

Drafted March 2, 2021

Revised: N/A

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#### 1. BACKGROUND

Mercy Housing identifies achieving racial equity, diversity, and inclusion as a cross-cutting strategic priority. This work is grounded in our founding core values and in our commitment to be accountable to those values. The founding communities of Sisters envisioned a just world, and set Mercy Housing on the path to be relentless advocates for housing justice. We know the work is not finished, and in many ways has just begun.

In 2018 Mercy Housing committed to elevating racial equity and promoting consistency in organizational approaches, strategies, and practices. In 2019, a National REDI team was established to recommend specific, measurable race equity action plans to meaningfully shift organizational norms and practices.

#### 2. PURPOSE

The purpose of this Charter is to provide an operating structure that will evolve the organizational culture to engage staff and residents across the organization in addressing diversity, inclusion, and the root causes of racial inequities.

#### 3. SCOPE

The REDI Collaborative Seeks to:

- Represent each GBC and organizational function
- Build and maintain subject matter expertise in racial equity diversity, and inclusion concepts and best practices
- Identify opportunities and obstacles to implementing racial equity, diversity, and inclusion strategies at Mercy Housing and propose ways to harness opportunities and overcome obstacles
- Provide recommendations to the Executive Leadership Team and Senior Leadership Team that identify concrete ways to achieve improved racial equity, diversity, and inclusion within the organization
- Maintain and build the organization's racial equity, diversity, and inclusion institutional knowledge

#### 4. GUIDING PRINCIPLES

Our Work

- Is informed by a commitment to racial, social and housing justice
- Is approached through a systems change frame
- Is grounded in and informed by our core values of Respect, Justice and Mercy
- Recognizes that racial inequities are rooted in a long history of systemic discrimination and shaped by factors beyond the control of the individual
- Recognizes that the scope of this work encompasses residents and employees

#### 5. VALUES

The REDI work is a critical pillar of living the core values of Respect, Justice and Mercy. Our values center on the innate dignity of every person.



REDI Charter 2

Every person – no matter their race or other social background – has a right to economic, social, and political power, and the right to have the access and opportunity to achieve optimal outcomes for themselves, their families, and their communities. Making bold, intentional, and systemic change is the reason Mercy Housing was founded. While centered on housing, racial justice is intertwined with housing justice. We believe that affordable housing and quality supportive programs improve the health and well-being and economic status of residents, transforms neighborhoods, and stabilizes lives.

Meaningful and relevant resident engagement, including strengthening the capacity to act, is a vital component to improving life outcomes.

#### 6. CHALLENGES AND OPPORTUNITIES

- Owning our biases, respectfully challenging processes, assumptions and stereotypes will result in better systems and programs that create opportunities for all to thrive.
- Systems and policies must be changed to eliminate inequities
- The matrixed structure of Mercy Housing structurally maintains space for responsive innovation and, at times, leads to siloed or disjointed efforts.
- All business and support centers across Mercy Housing are engaging racial equity and housing justice; there is great energy, creativity and commitment for implementing strategies and transforming institutional norms.

#### 7. EXPECTATIONS OF MEMBERS

- Exemplify Mercy Housing's core values of Respect, Justice and Mercy and work with intentional and effective collaboration across geographic business centers, and communities
- Commit to continuously expand their knowledge and challenge assumptions of what factors create and/or contribute to inequities
- Exhibit excellence and accountability to each other, our partners and the public through the use of open, responsive and authentic communication, while maintaining transparency and confidentiality
- Maximize our capacities and create a unified approach to advancing racial equity, diversity, and inclusion within our organization and the communities we serve

#### 8. KEY TERMS

- Racial Equity is the condition that would be achieved if one's racial identity no longer predicted, in a statistical sense, how one fares. When we use the term, we are thinking about racial equity as one part of racial justice, and thus we also include work to address root causes of inequities not just their manifestation. This includes elimination of polices, practices, attitudes, and cultural messages that reinforce different outcomes by face or fail to eliminate them.
- Diversity is that state of being diverse or showing variety in something. Within racial equity work, diversity means representation within a group or setting by people who carry a range of different social identities, perspectives, and lives experiences.
- Inclusion is the integration of diverse perspectives that provides a sense of belonging.
   Where diversity is an invitation to the table, inclusion actively asks and welcomes input from everyone as part of critical decision-making.



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#### **STRUCTURE**

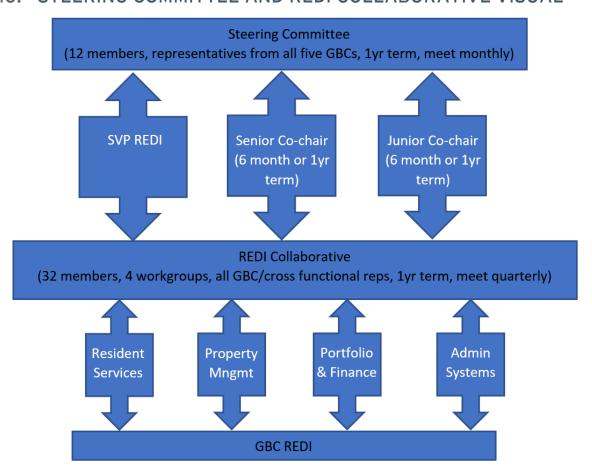
#### 9. STRUCTURE

The Racial Equity, Diversity and Inclusion work of Mercy Housing will be guided by two complimentary groups: the National REDI Team (REDI Collaborative) and the REDI Steering Committee. The REDI Collaborative will meet quarterly, is made up of all members of the 4 work groups and will have a maximum of 32 members. The REDI Steering Committee will meet monthly and work on the development of racial equity action plans and tools associated with the work of Mercy Housing and provide thought partnership to the Senior Vice President of Racial Equity, Diversity and Inclusion (SVP REDI).

The REDI Collaborative will have the primary member responsibilities consisting of serving as a communication liaison between their GBC and the Collaborative, as well as being an active member of a REDI work group. REDI Collaborative members commit to a one-year term serving on the Collaborative and as a member of a work group.

Additionally, there is a REDI Steering Committee whose membership and responsibilities are outlined in section 12.

#### 10. STEERING COMMITTEE AND REDI COLLABORATIVE VISUAL





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# 11. GROUP AGREEMENTS FOR REDI COLLABORATIVE AND REDI STEERING COMMITTEE

- Take space, make space
- Limited confidentiality
- Recognize intent, own impact
- Refrain from judgement
- Ask questions
- Elevate what is valuable about another person's share or comment
- Be willing to grow and change
- Respect Justice and Mercy

#### STEERING COMMITTEE

#### 12. REDI STEERING COMMITTEE MEMBERSHIP

The Steering Committee will serve as a thought partnership capacity generating ideas, working on projects, and developing tools to advance racial equity diversity and inclusion at Mercy Housing. Steering committee membership shall consist of the following:

The steering committee will be made up of 12 people:

- Three reps from Mercy Housing Management Group
- Two reps form Mercy Housing California
- Two reps from Mercy Housing Lakefront
- Two reps from Mercy Housing main office
- One rep from Mercy Housing Northwest
- One rep from Mercy Housing Southeast
- One rep from Mercy Housing Mountain Plains

#### 13. ROLE OF GBC AND MHMG PRESIDENTS

Each GBC/MHMG president will select 1-3 employees to serve on the Steering Committee. Using a template application process as a guide, each GBC/MHMG president should initiate a process to determine how the steering committee representative(s) are chosen. This process should include having employees express their interests in writing and having at least one other staff member conduct interviews of candidates before making a decision. The application, invitation and interview process will be provided to the GBC/MHMG Presidents to ensure consistency of REDI Steering Committee appointment process.

GBC/MHMG presidents are expected to provide Steering Committee representatives regular opportunities to share National REDI Team updates with their respective regional teams.

#### 14. STEERING COMMITTEE CO-CHAIRS

Two Co-Chairs will be elected from the Steering Committee. The Co-Chairs will participate as voting members of the Steering Committee and serve 12-month terms (6 months each as a junior co-chair and senior co-chair). After 6 months the junior co-chair becomes the senior co-chair and the senior co-chair will be replaced by a newly elected junior co-chair. As the overarching role of the co-chairs is to provide leadership, they should be effective strategists and good networkers.



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# 15. STEERING COMMITTEE CO-CHAIR RESPONSIBILITIES IN COLLABORATION WITH SVP REDI INCLUDE:

- Set each meeting agenda
- Assist in facilitating the Steering Committee meetings
- Lead all REDI Collaborative quarterly meetings
- Delegate tasks to Steering Committee members and Ad HOC committee members as necessary

# 16. STEERING COMMITTEE MEMBERS ARE DIVERSE ACROSS GBC'S DEPARTMENTS AND ARE RESPONSIBLE FOR:

- Identifying steering committee racial equity, diversity, ad inclusion priorities
- Making recommendations to carry out identified priorities
- Monitoring the progress of the work groups- serve as problem solvers for any challenges
- Identifying challenges that should be elevated to SLT through the SVP REDI.
- Preparing for and actively participating in each Steering Committee meeting
- Participating in at least one workgroup
- Committing at least 4 hours of their time each month to REDI Team activities

#### 17. STEERING COMMITTEE MEMBER TERMS

Each GBC will have at least one member. For those GBC's/MHMG with two or more members there will be an effort made to avoid having all members rotating off of the steering committee at the same time. Unless extenuating circumstances exist or GBC leadership requests otherwise, members commit to serve at least six month- term. To ensure the opportunity for other staff to join the Steering Committee, the longest term length for any Steering Committee member will be 12 months.

#### 18. STEERING COMMITTEE MEMBER MEETINGS

- Meet every month
- Meetings will occur on the second Tuesday of each month to discuss the ongoing goals, objectives, activities, and accomplishments of the Collaborative.
- Requested agenda topics and supporting materials are to be submitted to the Co- Chairs in advance of the agenda setting (one week prior to the desired meeting) for consideration. Suggested agenda items include:
  - Items from/for the Senior Leadership Team
  - Follow up on action items from previous meetings
  - Ongoing implementation of work group activity
  - Staff presentations on various topics and projects

#### 19. STEERING COMMITTEE DECISION-MAKING

Decisions will be made by consensus by those at the Steering Committee meeting. All members will have input into the decision and agree to support the decision once consensus is reached. Decisions will be documented in the minutes.

Voting will be used only as a fallback decision process. A vote will require a quorum to be present (50% plus 1) and then a majority vote of the members present when decisions are made. If a decision is to be made, notice will be given to members at least one week in advance. Votes can be



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cast thumbs up (approve), or thumbs down (disapprove) or can be conducted as a silent vote. A majority positive vote of those present on a decision item is necessary to advance the decision item.

#### REDI COLLABORATIVE AND WORKGROUPS

#### 20. THE REDI COLLABORATIVE AND WORK GROUP MEMBERS

Work group members who are not a part of the Steering Committee are considered a part of the REDI Collaborative. While the Steering Committee will meet monthly and have decision making authority, the REDI Collaborative will meet quarterly, and members will serve in a communication liaison role. REDI Collaborative members will be expected to:

- Regularly attend workgroup and REDI Collaborative meetings
- Communicate GBC REDI information (successes, challenges, projects, etc.) to the REDI Collaborative and Steering Committee
- Meet with cross functional co-workers, especially those whose voices may not be considered, and encourage employee-generated ideas and solutions.

#### 21. WORK GROUP MEMBERS

Work group members are REDI Collaborative members and other Mercy staff who participate in the work group of interest/expertise and are responsible for the following:

- Committing 4 hours per month
- Attending and participating in scheduled meetings
- Implementing action steps in work plans
- Communicating with colleagues about work group activities
- Helping to identify necessary resources for work plan advancement

Work groups are expected to meet at least monthly. Work group members commit to two-year terms with half the work group members being junior (1 year) and senior (1 year) members. Once the senior members rotate off the work group, the junior members become seniors and new junior members will be recruited by the SVP REDI and the remaining work group members.

#### 22. FORMATION OF AD HOC COMMITTEES

As needs dictate, the Steering Committee Co-Chairs, with Steering Committee member support, may appoint ad hoc committee(s). When no longer needed or once an assigned project has been completed, the ad hoc committee(s) will be dissolved. These committees serve as a way to share and be more inclusive of the work of the Steering Committee; however, they do not hold decision-making authority independent of the Steering Committee. Ad hoc committees will:

- Create a work plan to outline their goals, objectives, activities and method of evaluation
- Supply a verbal update at Steering Committee meetings as necessary
- Present recommendations to the Steering Committee for discussion and approval before taking decisive action



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#### 23. REVIEW AND MODIFICATION OF THE CHARTER

The Charter will be reviewed by the Steering Committee annually. A change to the charter requires approval by a simple majority vote of the total votes cast. Proposed changes to the charter will be presented as an agenda item and discussed during a meeting.



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### **Attachment O: Public Art RFP**

#### **REQUEST FOR PROPOSALS**

**TO:** PROSPECTIVE FIRMS

FROM: MERCY HOUSING CALIFORNIA

**DATE:** JANUARY 5, 2022

**SUBJECT:** PROFESSIONAL SERVICES FOR MERCY CALIFORNIA

**LOCATION:** 600 SEVENTH ST AND BRANNAN, SAN FRANCISCO

#### I. PROJECT OVERVIEW

Mercy Housing California (MHC) envisions 600 7th Street as a vibrant, mixed-use development that activates the street front and serves the diverse needs of the surrounding SoMa and Showplace Square areas. Using the Density Bonus Program to maximize our development potential, the large site presents an opportunity to create a significant amount of new affordable rental housing in the community, as well as open space, multiple ground-floor commercial uses, and opportunities for community oriented public art.

The project, 600 7<sup>th</sup> Street, consists of the construction of a new, 221-unit rental apartment building with two wings, one for family housing and one for supportive housing. The wings will be linked by community and service spaces. S currently envisioned the project will be a 8-story building Type I-B concrete frame construction.

The development will represent a significant invest to the community and the creation of public art is an essential element. The development team is interested in introducing innovative and impactful artwork into the project that will have a positive impact to the building's inhabitants, the local SoMa community and greater San Francisco. An important aspect of this process is the creation of a curatorial statement that will guide public art selection and potentially art within the property.

The team is keenly interested in exploring how art can support economic development activities related to its commercial uses, the local artist community and placemaking within Soma. The art consultant will also influence the direction of art work within the internal spaces of the building such as elevator lobbies and community rooms.

The development team has identified opportunities within the development that can support artwork. These are represented in EXHIBIT G of the RFP.

#### **II. PROJECT DEVELOPER**

Mercy Housing California (MHC) ("Owner"), is a California-based, non-profit housing development corporation whose mission is to create and strengthen healthy communities through the provision of quality, affordable, service-enriched housing for individuals and families. MHC has developed and owned affordable housing in San Francisco for over 30 years. MHC owns and operates 37 buildings that it developed in San Francisco for families, seniors, disabled and the formerly homeless in San Francisco, including several properties in the SoMa neighborhood, where the development site is located. MHC is an affiliate of Mercy Housing, Inc. (MHI), a national non- profit housing development, management and resident services with sponsorships from eleven congregations of women religious.

#### III. ARCHITECT

Santos Prescott and Associates is an architecture and urban design practice acclaimed for the spatial inventiveness and social responsibility of its work. Our experience includes multi-family projects in San Francisco and throughout California, and award-winning developments in various countries. San Francisco projects include 120 affordable multifamily units and with a ground floor childcare center (Natalie Gubb Commons) in the Transbay District; and 141 units of affordable senior housing (Mission Creek Senior Community) that includes amenities such as an adult health center, retail space, and a branch of the San Francisco Public Library.

http://santosprescott.com

#### IV. CONTRACT FORM

The consultant selected through this RFP will contract with the Owner, Mercy Housing.

This project must comply with the Mayor's Office of Housing and Community Development A/E fee guidelines, Exhibit E, which regulate the total architecture and engineering fee. Consultant's contracting directly with Owner will enter into a form of contract as outlined in Exhibit F.

#### V. INSURANCE

Consultant must carry insurance equal to that shown in Exhibit C.

#### VI. PROJECT SCHEDULE

The following development durations are estimated at this time and subject to change:

Projected Construction Start: August 2022 Construction Duration: approx. 22 months

#### VII. PROFESSIONAL SERVICES REQUESTED

This section includes the professional services requested (not an exclusive list). Please refer to **Exhibit B**: **Scope of Services** for additional information.

#### Scope:

Concept design drawings are included with the RFQ clarifying general building layouts. See the Dropbox link above for access to the drawings.

#### **CONSULTANTS OF OWNER:**

Art Consultant

#### VIII. SMALL BUSINESS ENTERPRISE (SBE) GOAL

The project will receive public funding from the City and County of San Francisco. The San Francisco Contract Monitoring Division (CMD) has assigned a 20% Small Business Enterprise (SBE) participation goal. The developer/sponsor is responsible for meeting the overall SBE participation goal, which includes design and pre-construction services. The selected Owner's Representative will be responsible for assisting the developer/sponsor by providing forms regarding SBE professional services goals as it pertains to their scope of work.

MHC and the City strongly desire a consulting team that represents the diversity of San Francisco and, in particular, that of the South of Market (SOMA) neighborhood. As such, consulting firms certified as DBEs, SBEs, MBEs, WBEs and LBEs are strongly encouraged to reply to this request. Please submit a copy of your certification together with the SBE Form 2 Declaration (included in Exhibit D).

By applying for this contract award, bidders are responsible to make a good faith effort to use SBEs for subcontractors/subconsultants if applicable. "Small Business Enterprise (SBE)" for this contract means a business that is certified as an SBE under the San Francisco SBE program or the following similar programs and the firm's three year average gross revenues do not exceed the maximum economic thresholds as described in the SBE Program Guidelines. Please see Exhibit D for a description of the San Francisco SBE program.

Website links for finding Certified DBEs/SBEs/LBEs:
Certified Disadvantaged Businesses Enterprises ("Federal DBE Program"):
<a href="https://dot.ca.gov/programs/civil-rights/dbe-search">https://dot.ca.gov/programs/civil-rights/dbe-search</a>
Certified Small Businesses Enterprises ("State Program"):
<a href="https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx">https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx</a>
Directory of LBE Certified Firms ("City Program"):
<a href="http://sfgov.org/cmd/directory-certified-lbes">http://sfgov.org/cmd/directory-certified-lbes</a>

The San Francisco Contract Monitoring Division ("CMD") will confirm that a firm is certified as an SBE under the San Francisco SBE program.

Ratings Bonus – The following rating bonus will be in effect for the award of this project for any proposers who are certified as an SBE, or joint ventures where the joint venture partners are in the same discipline and have the specific levels of participation as identified below. The rating bonus applies at each phase of the selection process. The application of the rating bonus is as follows:

- A 10% ratings bonus shall be applied to SBE's proposed as the prime contractor/consultant; or
- Joint Ventures A Rating or Scoring Bonus will be added to the total proposal score and the total interview score (for firms selected for an interview) in the following breakdown: (1) five percent (5%) to a Joint Venture with SBE prime contractor participation that equals or exceeds thirty-five percent (35%) but is under forty percent (40%); (2) seven and one- half percent (7.5%) to a Joint Venture with SBE prime contractor participation that equals or exceeds forty percent (40%); (3) ten percent (10%) to a SBE prime consultant or a Joint Venture among SBE prime consultants. The Ratings Bonus shall apply to each stage of the selection process, including proposals and interviews (a failure to clearly state the SBE/ non-SBE percentages of a JV partnership runs the risk of no bonus being applied at all). Joint Venture Bid/Ratings Bonus will be added to the score only to a Joint Venture (1) that meets the requirements contained in the SF SBE Program and (2) when the SBE is an active partner in the Joint Venture, performs work, manages the job, takes financial risks in proportion to the required level of participation stated in the bid documents, is responsible for a clearly defined portion of the work to be performed, and shares proportionately in the Ownership, Control, management responsibilities, risks, and profits of the Joint Venture. The portion of the SBE Joint Venture's work shall be set forth in detail separately from the work to be performed by the non-SBE Joint Venture partner. The SBE Joint Venture's portion of the Contract must be assigned a commercially reasonable dollar value.
- A prime contractor/consultant that is not certified as an SBE that proposes to subcontract to a firm that is certified as an SBE but not as a joint venture will not be awarded a ratings bonus.

The following forms (located in Exhibit D) must be executed in full and submitted with the proposal package, or as otherwise specified; if not, the proposal may be rejected. For the purposes of use of the forms, Contractor and consultant are synonymous:

- SBE FORM No. 1 CONSULTANT/JOINT VENTURE AND SUBCONSULTANT PARTICIPATION REPORT: All proposers are required to complete this form and include the names of the SBEs being used, lower tier SBEs, as well as non-SBEs and a description of the work they will perform, the services or supplies which will be provided by each and the dollar value of each SBE transaction. This completed form must be submitted with the proposal.
- SBE FORM No. 2 SBE CONSULTANT/JOINT VENTURE PARTNER/SUBCONSULTANT –
  GROSS REVENUE DECLARATION: An SBE consultant/joint venture partner and listed SBE
  subconsultants or suppliers, including lower tier subconsultants or suppliers, must complete this
  form AND submit listed firm's current SBE certification. The prime shall collect the completed forms

and submit them with its proposal on the proposal due date. The SBE consultant and listed SBE subconsultants or suppliers will need to submit this form declaring, under penalty of perjury, that their total average gross revenues for collect the completed forms and submit them with its proposal on the proposal due date. The SBE consultant and listed SBE subconsultants or suppliers will need to submit this form declaring, under penalty of perjury, that their total average gross revenues for the past three years are equal to or below the applicable income thresholds for the specific category of the contract.

For more information about the San Francisco SBE program as it relates to this solicitation, please see Exhibit D and/or contact CMD at, cmd.info@sfgov.org or at (415) 581-2310.

#### IX. SELECTION PROCESS AND SCHEDULE:

#### PROPOSALS REQUIREMENTS

All interested candidates must submit information about their firm that identifies the following components. Please adhere to the following page limitations – each side of a double-sided sheet counts as one page.

- Cover Letter & Contact Person. Firm introduction, service(s) offered and years of experience (minimum of three years). If the firm intends to provide services covering several disciplines, please clearly state all disciplines. Please clearly list the main point of contact and contact information (name, address, phone, email). 2 pages maximum.
- 2. **List your experience working on projects of similar size and scope.** Experience with large scale real estate projects is highly preferred. 3 pages maximum.
- 3. List your experience with projects in the City and County of San Francisco. Please include information on your experience with the San Francisco Arts Commission and San Francisco Planning Department.
- 4. **Comparable Projects.** List of no more than four comparable projects you have worked on. Comparable projects are those with Construction Costs greater than 35 million and/ or at least 75 residential units within the last 10 years. *4 pages maximum (or 1 page per project)*. In addition, please provide three images for each comparable project; *1 page per project maximum*. For each project, please note:
  - a. Project name and location.
  - b. Brief project description/Scope of Work, and your role and scope of work.
  - c. Date completed.
  - d. Budget
  - e. References (contact name, title, company, relation to project, and phone number).
- 5. **Resumes.** Include resumes from your project team. 3 pages maximum.
  - a. List the Principals and employee's professional licenses, accreditation, and memberships
- 6. **Fee Proposal**. Please list the scope to be provided, expected duration for each phase of work, fee structure and expected reimbursable expenses. If a firm is proposing for multiple scopes of service and there are cost savings for selecting your firm for multiple scopes, then please provide combined and separate fee proposals. Note that the Owner permits only five percent mark up expense on reimbursable expenses. *1 page maximum*
- 7. **Insurance Capabilities.** Copy of Insurance Certificate listing general liability, workers' compensation, professional liability, excess/umbrella, automotive coverage commensurate with the project type. See Exhibit C
- 8. **SBE/LBE Status.** Confirmation of current SBE/LBE status certification, as available. Submit SBE form #1 whether or not your firm is an SBE; submit SBE form #2 if claiming rating bonus for SBE participation.

#### **SCHEDULE**

Proposals received after the due date and time will not be accepted. Proposed dates subject to change.

#### Issuance of RFP

January 5, 2022

The Development Team is committed to providing additional feedback to assist firms with questions they may have.

- Questions Due: January 12, 2022
- Questions must be submitted by email and directed to:

Consultants of Owner: submit questions to Leigh Ann Llarena, MHC,

Leighann.llarena@mercyhousing.org

Responses Posted: January 19, 2022. Responses to all questions will be posted as a RFQ Addendum

#### **Proposals Submission Due**

#### February 2, 2022 at 4 PM

Responses to this RFQ must be by email only. To respond to this RFQ for any of the disciplines listed herein, please submit one PDF soft copy (via email: 5MB max) of your response by February 2, 2022 at 4pm to:

> Consultants of Owner: Submit response only to Leigh Ann Llarena, MHC, Leighann.llarena@mercyhousing.org

Physical hard-copy, fax or verbal responses will not be accepted. All documents and attachments are to be bound together in a single PDF file. All documents will become the property of Owner and Architect.

#### **SELECTION CRITERIA**

The Development Team will evaluate all completed, responsive and gualified submittals. Evaluations will be based on the information provided in conjunction with the Selection Criteria as noted below. Upon completion of the evaluation, the Owner or Architect may request in-person interviews. The Development Team reserves the right to accept or reject any and all proposals at their sole discretion. Consultants will be selected based on the following criteria:

- 1. Firm experience with large scale real estate project
- 2. Experience with the requirements of construction in San Francisco
- 3. Experience of individuals assigned to the project
- 4. Competitive fee proposal
- 5. Positive references from architects and owners
- 6. SBE/LBE Certification.
- 7. Insurance.
- 8. Completeness of proposals in response to the RFP.

The Development Team reserves the right to divide the project into multiple parts, to increase or decrease scope of services, reject any and all proposals, and temporarily abandon or permanently abandon the Project. The Development Team makes no representations, written or oral, that it will enter into any form of agreement with any respondent to this RFP for any project. No such representation is intended or should be construed by the issuance of this RFP.

Respondent acknowledges and accepts that any costs from the respondent's participation in this RFP shall be at the sole risk and responsibility of the respondent.

#### XI. **EXHIBITS**

Exhibit A: CHECKLIST FOR PROPOSALS SUBMITTAL

Exhibit B: ABBREVIATED SCOPE OF SERVICES

Exhibit C: PROJECT DEVELOPER'S INSURANCE REQUIREMENTS SMALL BUSINESS ENTERPRISE PROGRAM & FORMS Exhibit D:

MOHCD ARCHITECTURE & ENGINEERING FEE GUIDELINES Exhibit E:

OWNER FORM OF CONTRACT Exhibit F: POSSIBLE PUBLIC ART LOCATIONS Exhibit G:

#### **EXHIBIT A: CHECKLIST FOR PROPOSALS SUBMITTAL**

Please refer to the following checklist in the preparation of your submittal, including section number, submittal format and description, as well as page limits.

Section Number	RFP Submittal	Section Description	Page Limit
1	Cover Letter	Firm Introduction     Professional Services Provided     Years in the profession     Number of employees     Legal status and IRS Employee ID Number  Contact Information     Main Contact Name and Title     Company Address     Phone and Email  Scope of Work  List all disciplines you want to be reviewed and evaluated for, including any that may not be listed in this RFQ	2
2	Project Experience	List firm experience working on projects of similar size and scope  • Large Scale Real Estate Projects Multifamily Housing •	3
3	Regional Experience	List firm experience with projects in the City & County of San Francisco	1
4	Comparable Projects	List four similar projects the firm has worked on  Project name and location  Project description and consultant's scope of work  Date completed  Total number of units, total gross square footage and construction costs  References (contact name, title, company, relation to project, phone, email)  Provide up to three images of each comparable project; 1 page of project images per project	4
5	Resumes	Include resumes from the firm's project team  Names of key staff and roles/responsibilities Brief bio for key staff members Relevant professional licenses, accreditation and memberships	3
6.	Fee Proposal	List the scope to be provided, expected duration for each phase of work, fee structure and hourly rates as applicable, and expected reimbursable expenses. If a firm is proposing for multiple scopes of service and there are cost savings for selecting your firm for multiple scopes, then please provide combined and separate fee proposals.	1
7	Insuranc e per	Copy of the firm's current certificates of insurance	1
8	SBE Status	Provide documentation of current SBE status certification	1

#### **EXHIBIT B: SCOPE OF SERVICES**

The following represents a sample of the RFP Scope of Services by discipline to be issued to the candidates Each consultant should make their proposal based on the services they see as required to produce well-coordinated construction documentation leading to a code-compliant building.

#### **CONSULTANTS OF OWNER:**

#### **Art Consultant**

#### 1. Public Artwork Selection Process

a. Project Research and Data Gathering

Month 1

- i. Gather key project goals that may affect art process (e.g. tenants targeted, marketing plan, site and community specific priorities)
- ii. Review project architectural and design mandate and aesthetic
- iii. Gather project timeline, key milestones
- iv. Assess construction considerations
- v. Review relevant permit and/or code considerations
- vi. Confirm Project Budget requirement
- vii. Develop clear decision-making criteria and process to support artwork decision making.
- viii. Review with Client and its consultants to select site(s) for public art
- ix. Meet with Planning Department for approval of site(s) selection
- b. Artist Research

Month 2

- i. Develop curatorial statement
- ii. Review artwork mediums with Client and its consultants
- iii. Establish criteria for artist selection (e.g., experience, demographics, medium, geography)
- iv. Research artists who fit within curatorial and scope criteria
- c. Artist Selection Process

Months 3-5

- i. Present possible artists within scope criteria
- ii. Client and its consultants select semi-finalist artists to respond to RFP and develop sitespecific proposals
- iii. Draft RFP for the site specific commission(s)
- iv. Discuss project with semi-finalist artists
- v. Issue RFP
- vi. Receive and review artists' submissions
- vii. Review proposals with Client and its consultants
- viii. Interview select proposal semi-finalists with Client and its consultants
- ix. Make recommendation for selection of final artist(s)
- x. Client selects final artist(s)
- d. Artist Under Contract

Month 6

i. Facilitate execution of contract between artist(s) and Client including budget, insurance and preliminary schedule

#### 2. Artwork Implementation and Project Management

TBD based on construction schedule

- a. Establish clear lines of communication and reporting with Client, architects, construction team, and other consultants
- b. Establish clear budget reporting
- c. Develop detailed timelines and deliverables
- d. Meetings and site visits with Client, artist, architect, engineer, construction team, and other consultants during implementation phase
- e. Review artwork design development and structural engineering
- f. Work with artist(s) to select and contract vendors and subcontractors for fabrication and installation
- g. Oversee artwork fabrication
- h. Liaison to government departments such Building and Planning Departments
- i. Manage permit process
- j. Work with artist(s), Client and its consultants to develop installation plan

- k. Oversee installation to insure completion prior to Certificate of Occupancy
  l. Develop with artist(s) ongoing maintenance plan
  m. Report out Art Program expenses to Client and Planning Department