

Citywide Affordable Housing Loan Committee

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

681 Florida Street

\$33,826,507 in permanent gap funds

\$1,250,000 in AHP bridge funds

For a Total Gap Loan Request of Up to \$35,076,507

Evaluation of Request for:	Gap Loan
Loan Committee Date:	August 7, 2020
Prepared By:	Sarah Nusser
Source of Funds Recommended:	ERAF: \$32,767,632 2015 GO Bonds: \$2,308,875
NOFA/PROGRAM/RFP:	2070 Bryant RFP – September 2016
Total Previous City Funds Committed:	AHP Inclusionary: \$4,332,000 (these funds to be swapped out with recommended sources above)
Applicant/Sponsor Name:	681 Florida Housing Associates, L.P. (TNDC/MEDA)

EXECUTIVE SUMMARY

Sponsor Information:

Project Name:	681 Florida Street	Sponsor(s):	TNDC & MEDA
Project Address (w/ cross St):	681 Florida (@19 th Street)	Ultimate Borrower Entity:	681 Florida Housing Associates, L.P.

Project Summary:

681 Florida Street, formerly known as 2070 Bryant, is a proposed 130-unit affordable housing development for families in the Mission District, including arts-related Production, Design and Repair (“PDR”) space. The proposed project was submitted in response to MOHCD’s 2070 Bryant RFP issued in September 2016. The site was conveyed to MOHCD in March 2018 by Podell Company, the market rate developer of 2000 Bryant, the adjacent site, who used the land dedication option under Planning Code Section 419.5 to satisfy 2000 Bryant’s inclusionary requirements. The project aims to promote the development of permanent affordable housing for moderate-income, low-income, and homeless households in San Francisco that is consistent with the 2015 voter-approved General Obligation Housing Bond Proposition A, as well as the City’s Consolidated Plan, the Master Plan Housing Element, and the Department of Homelessness and Housing’s Strategic Framework goals for reducing homelessness for families. 681 Florida will include 44 studios, 31 one-bedrooms, 41 two-bedrooms, and 14 three-bedrooms; 30% of the units will be set aside for families experiencing homelessness, and will be supported by LOSP. The project will serve families between 25% and 85% MOHCD AMI. The project also includes approximately 9,250 square feet of arts-focused PDR space, which is required by the City Planning Department and will replace in part previous uses at the site. This space is intended to help retain the artistic and cultural identity of the Mission.

In order to apply for the State’s Multi-family Housing Program (MHP) funds, TNDC/MEDA made a request to Loan Committee for preliminary gap financing (\$37,858,510) in August 2019. The purpose of this loan evaluation is to conduct a final underwriting of TNDC/MEDA’s gap request, which is \$2.7 M lower than what was approved last August. Construction closing is expected to occur in early October 2020.

Project Description:

Construction Type:	Type I-B	Project Type:	New Construction
Number of Stories:	9	Lot Size (acres and sf):	.43 acres / 19,000 sf
Number of Units:	130	Architect:	Mithun Solomon
Total Residential Area:	126,830 sf	General Contractor:	Cahill
Total Commercial Area:	9,250 sf	Property Manager:	TNDC
Total Building Area:	136,080 sf	Supervisor and District:	Sup. Ronen (9)
Land Owner:	City/County of San Francisco		

Total Development Cost (TDC):	\$90,337,308	Total Acquisition Cost:	\$0
TDC/unit:	\$694,902	TDC less land cost/unit:	N/A
Loan Amount Requested:	\$33,826,507 \$35,076,507 w/AHP bridge	Request Amount / unit:	\$260,204 \$269,819 w/AHP bridge
HOME funds?	No	Parking?	No
Proposed MOHCD subsidy/unit	\$260,204 \$269,819 w/AHP bridge		

PRINCIPAL DEVELOPMENT ISSUES

- **COVID-19:** Beyond the impact to the financial markets (discussed below), the project team is anticipating minimal impacts to the project due to the COVID-19 pandemic. While the tax credit rate has dropped significantly since Shelter in Place in March 2020, the project team was able to reduce Total Development Costs so as not to impact the MOHCD gap. The construction timeline has not been impacted, and the development team feels confident in its General Contractor and subcontractor team. See Sections 6.4.2 and 7.2.
- **Lease-Up/Unit Mix:** Also exacerbated by COVID-19, the development team is being mindful of its lease-up strategy given potential complications for marketing and leasing up the 85% AMI units at this project and the economic uncertainty of the years ahead. The lease-up schedule assumes four months to lease up the project (1 month longer than typical), and the tax credit investor is requiring a 4.5-month operating reserve (1.5 months more than typical). See Sections 6.4.2 and 7.2.
- **Commercial Space:** In Spring 2019, Carnival was awarded the right to develop and enter into a lease for the 9,250 sf commercial space at 681 Florida. While many conversations between Carnival and the development team have taken place since then, little tangible progress has been made in terms of the execution of an LOI and MOU, the refinement of a commercial space development and operations plan or a fundraising plan, or advancing the design of the commercial space. And now that the pandemic is impacting community-based organizations in multiple ways, the way forward is particularly uncertain. MEDA is beginning to re-engage Mission-based arts organizations about the future of this space. MOHCD staff recommends several conditions related to this space in Sections 9.2 and 9.3. Also, see Sections 4.4 and 6.4.1.

SOURCES AND USES SUMMARY

Predevelopment Sources	Amount	Terms	Status
MOHCD	\$4,335,000	55 years @ 3% / Res Rec	Committed
Total	\$4,335,000		

Permanent Sources	Amount	Terms	Status
MOHCD	\$33,826,507	55 yrs @ 0% / Res Rec	Committed
Perm Mortgage	\$3,260,000	20 yrs @ 3.35%	Committed
MHP	\$14,706,000	55 years @ 3% / Res Rec	Committed
AHP (to be bridged by MOHCD and repaid in '20-'21)	\$1,250,000	15 yrs @ 0% / Def	Committed
Podell	\$961,849	Equity	Committed
Deferred Developer Fee	\$2,536,566	N/A	Committed
GP Equity	\$100	N/A	Committed
Tax Credit Equity	\$33,796,286	\$1.04	Committed
Total	\$90,337,308		

Uses	Amount	Per Unit	Per SF
Acquisition	\$0	\$0	\$0
Hard Costs	\$69,666,424	\$535,896	\$512
Soft Costs	\$15,595,784	\$119,968	\$115
Developer Fee	\$5,075,100	\$39,039	\$37
Total	\$90,337,308	\$694,902	\$664

1. BACKGROUND

1.1. Project History Leading to This Request.

Podell Company’s initial plan for a large market-rate development at 2000-2070 Bryant Street, in the heart of the Mission District, generated significant community opposition. That plan would have demolished seven buildings, including Cell Space, a longtime arts and creative PDR space, and constructed a 274-unit rental building, including 44 below-market rate units (in satisfaction of the Planning Code’s on-site inclusionary requirement), ground floor retail, and parking. Ten thousand square feet of Production Distribution and Repair (PDR) space would have been eliminated.

In response to community opposition, Podell revised its plan over the course of several years to include the subdivision, creation, and dedication to the City of a 19,000 sf parcel for affordable housing, allowable under the Land Dedication option of the inclusionary housing program, and other community concessions.

The City acquired the affordable site from Podell Company on May 11, 2018. The Purchase and Sale Agreement required Podell to put funds into escrow for necessary

environmental remediation work and to commit tenant improvement funds for a new ground floor PDR space at the affordable project. It also included an easement for the mews that runs between the two properties and a License Agreement granting MEDA/TNDC future access to the mews for construction staging during the construction of the affordable project. The Podell market rate project completed construction in 2019 and is leasing up to renters.

On October 13, 2016, MOHCD released a Request for Proposals (RFP) “for the development of new affordable housing on a vacant lot fronting Bryant Street, at 19th Street, in San Francisco, known as 2070 Bryant Street.” TNDC/MEDA was selected to develop the site. The City also entered into a Permit to Enter with 681 Florida Housing Associates, L.P. shortly after acquiring the land to allow TNDC/MEDA to conduct due diligence during the pre-development period.

Citywide Affordable Housing Loan Committee approved predevelopment funding for TNDC/MEDA in 2017 and 2018. TNDC/MEDA achieved full entitlements for the site in May 2018 and the project’s Site Permit was approved in October 2018.

Since then, TNDC/MEDA has completed project design as reflected in its conformed set of construction drawings. The project is fully permitted and bid out, and the development team completed thorough value engineering (described further below) to reduce hard costs. The project was last at Loan Committee in August 2019 to make a preliminary gap loan request in order to apply for MHP funding with a MOHCD commitment letter. That request was based on hard costs generated from 90% construction drawing cost estimates. The project was awarded MHP funds in December 2019, a tax-exempt bond allocation in April 2020, and an AHP award in June 2020. Through a competitive RFP process, Wells Fargo was selected as the investor and construction lender for the project in May 2020, and CCRC will be the permanent lender. Bond closing calls commenced in June 2020. Upon approval of the gap loan request by Loan Committee, the loan documents (and ground lease) will be presented to the Board of Supervisors Budget and Finance Committee in September for approval. The project is expected to close on/around October 1, 2020.

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

The borrower entity is 681 Florida Housing Associates, L.P. TNDC and MEDA are the managers of the L.P.’s respective co-General Partners.

TNDC has 35 years of experience developing both family and supportive housing in San Francisco. TNDC has developed 33 buildings with 13 more in the pipeline. MEDA has 43 years of experience serving residents and businesses in the Mission District specifically. MEDA has more recently expanded into real estate development, including transforming an obsolete warehouse into a one-stop center of financial, legal, health, childcare and supportive services for low-income and working-class residents and as co-developer of 400 RAD-funded, former SFHA-owned units in the Mission and the Castro

neighborhoods. MEDA also recently completed their first new construction project, 1296 Shotwell, in partnership with CCDC.

TNDC/MEDA has a four-person project management team assigned to 681 Florida, including Colleen Ma (Project Manager, TNDC), Adrian Napolitano (Assistant Project Manager, TNDC), Daniel Jimenez (Senior Project Manager, MEDA), and Monica Almendral (Assistant Project Manager, MEDA). Additionally, Elaine Yee (Associate Director, MEDA) and Gabe Speyer (Senior Project Manager, TNDC) are supporting the project.

TNDC leads the design, financing, and contractual work, while MEDA leads the community outreach process and PDR space design. TNDC will also ultimately provide asset management and compliance services during project operations, in addition to property management.

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

Site Description	
Zoning:	Urban Mixed-Use (UMU) – 68X Height and Bulk District. Team successfully applied for nine-story affordable housing building and other concessions under SB-35. Planning number: 2017-014088.
Maximum units allowed by current zoning (N/A if rehab):	Project approved for 130 units.
Number of units added or removed (rehab only, if applicable):	N/A
Seismic (if applicable):	Southern side of the site includes potentially liquefiable layers.
Soil type:	According to a Langan Treadwell & Rollo geotechnical investigation report dated March 28, 2014 and updated August 27, 2015, the site is underlain by 10-24 feet of fill, and the southern side of the site includes potentially liquefiable layers. The report recommended a mat foundation on engineered fill or improved ground. Langan conducted a supplemental report and also encountered groundwater due to the dewatering of Podell’s construction site. Langan and the design team have determined that a vapor mitigation system that can also serve as a waterproofing layer for the mat slab foundation is a feasible approach.
Environmental Review:	Phase I was conducted by PES Environmental on behalf of Podell Company on June 18, 2013. A Site Mitigation Plan approved by DPH for both

	<p>the market-rate and affordable parcels will require a vapor barrier/ liquid boot as well as excavation and potential off haul of contaminated soils. Phase II subsurface studies of soil and groundwater were conducted by PES Environmental on behalf of Podell Company on July 31, 2013, and April 10, 2014. An additional Asbestos- and Lead Survey Report was conducted by Advantage on March 11, 2017. Langan conducted a supplemental Phase I and Phase II and also submitted a Maher Application to DPH. Elevated levels of TCE were found in the soil and ground water. The design team has refined its proposed soil mitigation plan and vapor systems approaches and design, and the Maher Plan has been accepted by DPH. The proposed design is reflected in the budget.</p>
Adjacent uses (North):	<p>2000 Bryant, 42,250 square foot parcel comprising 191 units of market-rate housing and 3 below market-rate units, approximately 12,000 square feet of below-market and market-rate production/distribution/repair (“PDR”) space, parking, and retail.</p>
Adjacent uses (South):	<p>4-unit market-rate condominium; Universal Café; residences that front on Bryant, 19th, and Florida</p>
Adjacent uses (East):	<p>Across Bryant Street are commercial properties including Left Space (artists work spaces) and Fitzgerald Furniture Company.</p>
Adjacent uses (West):	<p>Across Florida Street at 680 Florida is Mosaica, TNDC’s mixed use project providing 93 units for seniors and families, 33% of which are set aside for homeless families, as well as 9,800 square feet of PDR.</p>
Neighborhood Amenities within 0.5 miles:	<p>Mission Neighborhood Health Center, John O’Connell Public High School, Franklin Square Public Park, Safeway, Gus’ Market, Grocery Outlet Bargain Market, Rainbow Coop, and Foods Co.</p>
Public Transportation within 0.5 miles:	<p>16th Street BART station, Muni lines including #22 Fillmore, #55 16th Street, #12 Folsom, #9 Potrero, and #27 Bryant.</p>
Article 34:	<p>Not exempt. Project received authorization May 2017.</p>
Article 38:	<p>Exempt – not in SF DPH Exposure Zone Map area.</p>

Accessibility:	Project proposes at least 13 (10%) accessible units and 130 (100%) adaptable units; 4% of units will have added communication features.
Green Building:	Project proposes to meet or exceed Green Point Rated Multifamily Platinum level and Title 24 by 15% or more.
Recycled Water:	Exempt.
Storm Water Management:	Plan approved May 2019. Received final Stormwater Control Plan 8/2/19.

2.1. Zoning. The project is zoned Urban Mixed Use and is governed by the Mission Area Plan, which in turn is within the larger Eastern Neighborhoods Area Plan. The proposed project was granted height and other design concessions via the State Density Bonus Program in May 2018.

2.2. Probable Maximum Loss. N/A as project is new construction.

2.3. Local/Federal Environmental Review. The project received its Eastern Neighborhoods Community Plan Exemption via the market-rate project’s CEQA approval in June 2016 and further local/federal environmental review is not required.

2.4. ENVIRONMENTAL ISSUES.

- Phase I/II Site Assessment Status and Results. See above.
- Potential/Known Hazards. See above.

2.5. Adjacent uses and neighborhood amenities. See above.

2.6. Green Building. See above.

2.7. Subdivision. The development team has subdivided the air rights parcels into two separate commercial parcels and one residential parcel as of December 2019. All parcels will be owned by the housing LP during construction, and at permanent conversion the commercial parcels will be transferred to a commercial entity affiliated with the development team members.

3. OTHER ENTITLEMENTS ISSUES

3.1 Community Support. The project has had strong community support and was successfully entitled in May 2018. Furthermore, MEDA conducted a year-long community outreach process to inform its PDR space RFP/RFQ (see Section 4.4). MEDA held two large community meetings in 2017 to discuss goals for the space and reached out to 33 arts and culture organizations in the Mission and in other San Francisco neighborhoods. In early 2018, MEDA conducted a community survey to arts and culture organizations to reach both staff and the organizations’ constituents. Since then, community support has remained strong, and the community is eager to see the 681 Florida project break ground.

4. DEVELOPMENT PLAN

4.1. Site Control. The City owns the land. The City entered into an Option to Ground Lease with the Limited Partnership on August 7, 2019 to document site control for funding applications. A Ground Lease will be entered into at closing. The Ground Lease will be based on the terms in the Option to Ground Lease and will be approved by the Directors of the Real Estate Division and MOHCD, as well as the Board of Supervisors. At permanent conversion, once the commercial parcel is successfully transferred to an affiliated commercial space entity, the Ground Lease will be amended to include just the residential project and parcels, and the owner of the commercial space parcel will enter into a Commercial Ground Lease with MOHCD. The Commercial Ground Lease will be structured per MOHCD's Commercial Space Underwriting Guidelines.

4.1.1. Proposed Property Ownership Structure. TNDC and MEDA have formed the borrowing Limited Partnership, composed of MEDA 681 Florida LLC and 681 Florida TNDC LLC as co-general partners. The LP will have a leasehold interest in the land and a fee interest in the improvements. The limited partner will be Wells Fargo Affordable Housing Community Development Corporation. The Borrower anticipates setting up an additional entity, during construction, to be the owner of the commercial spaces. Ownership will be transferred to this TNDC/MEDA-controlled commercial space entity at permanent conversion.

4.2. Proposed Design. The proposed nine-story building is U-shaped with a network of interior and exterior shared spaces. A Florida Street entry will provide private access to the housing lobby for building residents and a separate, atrium-like portal on Florida will provide access to the Arts/PDR space. The design concept and program address three goals: 1) foster a safe home for families and an inclusive environment; 2) offer resident and community amenities including on-site services; and 3) create an accessible, affordable place for arts-focused production. An additional, overall goal was to include as many units as feasible, while providing multi-functional open space, a unit mix emphasizing larger family sizes, and flexibly designed Arts/PDR space to accommodate a variety of potential uses. The building also incorporates multiple opportunities for public art, which is a requirement of the Arts Commission and funded in the development budget. During construction, there will be murals painted on panels along Bryant Street. The permanent art will include six murals and possibly an ornamental gate at the commercial space entrance. A two-bedroom mobility unit that opens up to the third-floor courtyard will be used for Family Day Care.

Avg Unit SF by type:	Studio avg 340 sf 1-bdrm avg 520 sf 2-bdrm avg 810 sf 3-bdrm avg 1,150 sf
Residential SF:	89,660 sf (units only)
Circulation SF:	20,820 sf (residential circulation, covered exterior – egress, elevator shaft)

Common Area SF:	11,130 sf (community rooms, lobby, offices, laundry room, utility)
Arts/PDR space	9,250 sf
Building Total SF:	136,080 sf
Open Space	5,220 at levels 3 and 9
Total SF	136,080

4.3. Construction Specialist's Evaluation

This review is based on the Guaranteed Maximum Price (GMP) contract cost estimate and conformed set of drawings. 681 Florida is a Type I-B, steel and concrete building, which will take approximately 22 months to construct. The gross square footage for the building is 136,080. The building program includes, studio, 1, 2, and 3 Bedroom units, approximately 9,250 SF of PDR/Arts space, a 1,008 SF Community Room facing the mid-block mews space, lounge and reception area at the Florida Street residential entry and adjacent Bike Room space. This program helps to establish flexible and inviting spaces for residents, artists and visitors. Outdoor open space is provided by a 2,810 square foot courtyard on level 3 and a 2,410 square foot roof deck on level 9.

The foundation system will be a 4' 6" mat slab with spread footings. Level 1 includes PDR space, the community room for the housing development, and "back of house" functions like trash room, fire pump room, and primary switchgear room. Level 2 contains some of the housing units, maintenance space, and staff space including a staff kitchen. The third level incorporates a landscaped courtyard, ringed by residential units. The roof completes the community space amenities with a laundry room, adjacent lounge, and outdoor patio with community gardening opportunities. Levels 4 through 8 have nearly identical housing unit layouts with efficient, stacked, plumbing. Level 9 contains housing units and features a laundry room and an open space roof deck.

Sustainability features have been incorporated to meet the requirements of the Green Point Rated Multifamily Platinum Program. Those features, include the use of non-toxic finishes, rainwater harvesting, and photovoltaic energy production.

The current construction pricing environments is one of the most challenging and strange we've seen in the last few real estate cycles. In early 2019, foreseeing a general slowdown at the end of an approximately 9-year expansion, MOHCD sought relief for bid escalation to projects. GC's were cautious but agreed to start reducing by about 1% (down from 6% to 5%). In mid-2019, executive sentiment at nationwide construction firms was still strong but fears of a slowdown in 2020 weighed on their confidence in continued expansion and growth. In the first quarter of 2020 confidence remained high but the COVID -19 outbreak began to

alarm industry executives (Engineering News Record -Markets Still Remain Strong, But Execs Fear 2020 Vision, Gary J. Tulacz: <https://www.enr.com/articles/46627-markets-still-remain-strong-but-execs-fear-2020-vision>). At this point, the pandemic is fully blown and with an accompanied economic slowdown, subcontractors are now offering voluntary reductions. As such, some of the general contractors are suspending escalation projections to what seems like at least the 2nd quarter of 2021. MOHCD has been ahead of the curve in requesting reductions to escalation more than a year ago. The current environment has, and should continue to, experience construction pricing trending downward. The fear in the marketplace now is that we will lose subcontractors due to the contraction.

The GMP provided by Cahill Contractors, based on the Conformed Set of drawings, brings the project's hard cost total to \$69,666,424. This amount includes the full contingencies allowable per the MOHCD underwriting guidelines and translates to \$535,896 per unit and \$512 per square foot. On a per unit basis this translates to approximately 15% lower than the current predevelopment pipeline for Type 1 projects and about 1% lower than the overall MOHCD portfolio. That's about 19% lower on a cost per square foot basis than the current predevelopment pipeline and about 1% lower than the total MOHCD portfolio for Type 1 projects. Both metrics are below the average for recent cost estimates for Type 1 buildings with similar programs. The development team has demonstrated strong cost containment efforts through the value engineering process which identified \$4.4 million in potential reductions of which approximately \$2.7 million were accepted by the development team. After being pressed further by MOHCD staff and the project team, subcontractors returned with an additional \$725k in voluntary subcontractor reductions which are a response to the recent market corrections in construction pricing.

681 Florida is well positioned to begin construction with both the first and second building addenda approved and ready to be picked up at the Department of Building Inspection (DBI) upon loan closing. The project is also ready with its temporary and permanent power designs and contracts in hand. The site has already been demolished with shoring and underpinning work already completed earlier this year (liens have all cleared).

- 4.4. Commercial Space. As presented the last time this project was at Loan Committee, the development team, in Spring 2019, conducted a multi-step RFP process to select a tenant for the community-based arts-focused commercial space. A third-party, Laurie Jones Neighbors, facilitated the review, interview, and scoring process with the selection panelists. On May 31, 2019, the development team notified Carnival that it scored the highest of the three applicants based on the scoring criteria of organizational background, community and vision, and organizational readiness. The Carnival organization has produced the Carnival parade and festival for the last several decades in San Francisco, in addition to providing arts programming and support for Latinx and Afro-Latinx artists in other ways.

Since making the award, the development team has been working with Carnaval to execute an LOI, to establish basic lease terms, and an MOU, to lay out the milestones and process for developing the commercial space. MEDA also provided funding to Carnaval to create narratives and materials to aid in fundraising for the development of the space. While multiple rounds of conversation have been had about the LOI and MOU, including MOHCD's upfront review, they have not been executed. Carnaval has recently been non-responsive, in large part due to the stress and strain of responding to COVID-19 and the economic ramifications of Shelter In Place for Mission residents and community-based organizations like Carnaval itself.

Carnaval has a robust vision for the space, which is desperately needed for preserving and supporting the Latinx culture and history of the Mission neighborhood (see Exhibit K for more information). However, it is unclear what Carnaval needs to develop the space and feel prepared to operate such a large space for the long-term. Very recently, MEDA has begun re-engaging arts-based, Latinx organizations in the Mission to possibly re-think the commercial space for this project. With the goal being a successfully developed and utilized space, MOHCD staff recommend conditions to the disbursement of the commercial space developer fee (Section 6.4.1), as well as closing and loan conditions (Section 9.2 and 9.3).

Commercial Space Operating Pro Forma Assumptions: Based on initial negotiations with Carnaval, the development team is currently assuming six months of free rent in Year 1 and .20/sf/mo for the remainder of Year 1 (see Exhibit K). In Year 2 this steps up to .25/sf/mo and is stabilized at .30/sf/mo in Year 3 with a 2.5% annual increase thereafter. Annual expenses include a commercial management fee to be paid to Ventura Partners (a well-established "community-benefit" commercial space developer who has worked with TNDC in the past), real estate taxes, insurance, and the commercial space's pro rata building share for fire systems, backflow maintenance, and hydrojetting. In Year 3, an annual replacement reserve deposit will begin to be made in the amount of \$9,676, escalating 3.5% per year thereafter. From surplus cash, 60% will be kept by the commercial space owner, and 40% will be due to MOHCD for repayment of the MOHCD commercial loan.

The commercial space development costs and sources are discussed further in Section 6.4.1

- 4.5. Service Space. There will be three resident services offices located on the ground floor, one for each of the three services staff (two staff for the LOSP referrals and one staff for the lottery referrals). The three rooms make up 616 sf of services space.
- 4.6. Target Population. The target population of 681 Florida is families with children earning 35%, 40%, 50% 60%, and 85% MOHCD AMI, including 39 units (30%) set aside for homeless families referred by the Department of Homelessness and Supportive Housing (HSH), which are restricted at 25% MOHCD AMI.

4.7. Marketing & Occupancy Preferences TNDC’s property supervisor will be the team leader for marketing and outreach at 681 Florida. They will be responsible for planning and organizing informational and application workshops, and will assume the role of liaison with MOHCD and HSH (for LOSP family referrals). TNDC has decades of experience with, and will be responsible for, implementing all required occupancy preferences at lease up and thereafter. Marketing and outreach will particularly use the informational networks of MEDA. The standard MOHCD preferences that are expected to apply to this project, include: 1) Certificate of Preference Holders, 2) Displaced Tenant Housing Preference; 3) Neighborhood Resident Housing Preference; 4) Live or Work in San Francisco Preference.

4.8. Relocation. N/A

5. DEVELOPMENT TEAM

Development Team			
Consultant Type	Name	SBE/LBE	Outstanding Procurement Issues
Architect	Mithun/Solomon	N	N/A
Landscape Architect	Mithun	N	N/A
General Contractor	Cahill	N	N/A
Owner’s Rep/ Construction Manager	Armando Vasquez	Y	N/A
Financial Consultant	CHPC	N	N/A
Legal	Gubb & Barshay	N	N/A

5.1. Outstanding Procurement Issues. The City’s Contracting Monitoring Division (CMD) approved TNDC/MEDA’s Professional Services Procurement Plan and established a 20% SBE contracting goal (when federal HOPWA vouchers were still anticipated for the project). The development team achieved 21% via the procurement of the following sub-consultants to the architect: Lighting, MEP, Structural, Greenpoint Rater, and Civil. CMD also approved a 20% SBE subcontracting goal for construction; the development team achieved 20.81%.

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

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

\$2,030,000 in predevelopment financing was approved by Loan Committee on May 19, 2017 and an additional \$2,302,000 was approved by Loan Committee on December 21, 2018. The total predevelopment loan of \$4,332,000, has been encumbered for predevelopment expenses.

Loan Type/ Program	Loan Date	Loan Amount	Interest Rate	Maturity Date	Repayment Terms
Predevelopment Loan	1/22/2019	\$4,332,000	3.00%	The later of 55 years after permanent financing conversion or 57 years after construction closing.	Deferred

6.2. Disbursement Status. Funds have been drawn down for pre-development activities, and there is \$317,828 remaining for disbursement.

6.3. Fulfillment of Loan Conditions. Below is the status of the outstanding loan conditions since this project was at Loan Committee for the preliminary gap request in August 2019:

- MOHCD must review the Request for Proposals (RFPs) for equity investors before it is finalized and released for investors. **Status:** Completed.
- MOHCD must approve all selected investors. **Status:** Completed.
- MOHCD must review and approve the financial structure of the commercial space, including the commercial space operating budget, Letters of Intent with individual commercial tenants (including lease terms and rent structures), and all reserves. Furthermore, meeting the following milestones are conditions of applying for gap financing:
 - August 31, 2019 – Draft LOI and MOU due to MOHCD
 - MOU to include timeline for fundraising, design of tenant-paid TIs, and refinement of space operating model
 - October 31, 2019 – Executed LOI and MOU between TNDC/MEDA and Carnival
 - January 31, 2020 – Schematic design drawings complete and coordinated with commercial shell design
 - Gap loan evaluation (estimated March 2020) – MOHCD approves final commercial sources and uses, operating budget, and commercial space development and operating plan

Status: Not yet completed, per Section 4.4. See closing and loan conditions at end of evaluation.

6.4 Proposed Permanent Financing.

6.4.1 Permanent Sources Evaluation Narrative:

MOHCD gap financing. The total requested amount of MOHCD’s contribution is \$35,076,507 or \$269,819 / unit. This is an up to amount that will be re-sized closer to closing, and it includes \$1,250,000 to bridge the AHP award (more on that below). The proposed interest rate on the MOHCD loan is 0%; at greater than 0%, capital accounts are too close to going negative during the tax credit compliance period.

AHP. The project was awarded AHP in June 2020 in the amount of \$1,250,000. The FHLB takes about six months to close AHP loans, and so the AHP source will close just after construction closing. When that happens, the development team will pay down the MOHCD loan in the amount of \$1,250,000.

Podell site funding. Per the Remediation and Demolition Funds Agreement and Escrow Instructions, executed by Podell and the City in 2018 as part of the land dedication, Podell put funds into an escrow to pay for remaining demolition and the mitigation of the environmental issues discovered in Podell's initial Phase I and Phase II reports for the site. Per the agreement, Podell placed \$955,267 into escrow (for the estimated costs for the environmental remediation work at the time) and \$51,685 into escrow (for the estimated costs for the demolition work). TNDC/MEDA have identified demolition costs that exceed the amount placed into escrow, and the environmental remediation costs are less than the amount placed into escrow. The estimated costs in the project budget that this Podell source will be able to pay for amount to \$961,849. The City will assign this Agreement to 681 Florida Housing Associates, L.P. before closing, so that these funds can be committed and accessed as a project source.

Residential Mortgage. CCRC will provide a \$3,260,000 permanent mortgage with a 20-year amortization, a 20-year term, and a 3.35% interest rate, per the Wells Fargo/CCRC term sheet.

MHP. The project was awarded MHP funds in 2019 in the amount of \$14,706,000. This funding is structured primarily as a residual receipts loan, with an annual hard debt payment of \$61,765.

Tax credit equity. Per the Wells Fargo term sheet, 4% tax credit equity is being contributed at \$1.04 per credit for a total of \$33,796,286.

Deferred Developer Fee. Deferred developer fee is a source in the amount of \$2,536,566. This fee will be paid from 50% of surplus cash through Year 15. The attached pro forma shows that only \$942,557 can be paid by the end of the 15th year. The General Partner (TNDC/MEDA) agrees to make a special capital contribution to the Partnership, equal to any unpaid balance of the deferred portion of the developer fees, if such portion has not been fully paid within 15 years from the date of construction completion. This is a similar structure that has been approved on other projects in which Wells Fargo or RBC has been the equity investor.

Commercial Space Cold and Warm Shell Sources. Per MOHCD's commercial underwriting guidelines, MOHCD is funding the build out of the commercial space warm shell for the eventual non-profit tenant. The development budget includes \$2,414,327 to build the cold shell plus an additional \$337,838 to build out warm shell restrooms. Because the commercial tenant has not been able to engage on the commercial space design, an allowance for the remaining warm shell build out is included in the budget in the amount of \$310,000. The total cost/sf for the warm shell space build out comes to \$331/sf, which is comparable to the per sf commercial space build out at 1990 Folsom.

Commercial Space Tenant-Paid Tenant Improvements (outside of development budget): As was negotiated by Mission organizers, Podell will contribute \$500,000 to the commercial tenant (or TNDC, on behalf of the commercial tenant) to fund tenant-paid tenant improvements (this is not a part of the residential project). An agreement to secure this commitment is being finalized by Podell and TNDC and has been reviewed, and will be acknowledged by, MOHCD.

Construction Loan. The construction loan will be provided by Wells Fargo in the estimated amount of \$45,395,569. The loan is underwritten at a 3.7% interest rate (based upon an assumed quoted rate of One Month LIBOR - estimated to be 50 bps, plus 145 bps spread, plus additional underwriting cushion of 175 bps) and an initial term of 31 months.

6.4.2 Permanent Uses Evaluation:

Development Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Hard Cost per unit are within standards	Y	\$535,896/unit is below average for projects in predevelopment.
Construction Hard Cost Contingency is at least 5% (new construction) or 15% (rehab)	Y	Hard Cost Contingency is 5%.
Architecture and Engineering Fees are within standards	Y	A/E fees have been approved by MOHCD.
Bid Contingency is at least 5% of total hard costs	N/A	Project already bid.
Escalation amount is commensurate with time period until expected construction start, not to exceed 15%	N/A	Project already bid. Prices being held through construction closing.
Construction Management Fees are within standards	Y	\$132,000 for 33 months of part-time and full-time predevelopment services and 22 months construction period services.
Developer Fee is within standards, see also disbursement chart below	Y	Residential cash-out fee is further restricted by HCD. Wells Fargo does not allow GP equity but allows for a larger deferred developer fee structure per the above.

Soft Cost Contingency is either 5% or 10% of soft costs.	Y	Soft Cost Contingency is 5%.
Capitalized Operating Reserves are a minimum of 3 months	Y	Capitalized Operating Reserve is equal to \$675,000, or 4.5 months, an increased requirement of Wells Fargo's due to COVID-19.

COVID-19 Impacts. The primary impact to the development budget was as a result of the reduced tax credit rate, which reduced equity coming into the project by several million dollars compared to earlier estimates. The development team worked closely with Cahill to reduce project hard costs, per Section 4.3. Additionally, Wells Fargo is requiring a larger operating reserve (4.5 months, instead of 3 months) because of COVID and to protect against future COVID or COVID-like risks in the lease up process. These capitalized reserves must permanently stay in the reserves account and can only be used for operating deficits.

The development team has expressed confidence in the subcontractors selected by Cahill in that they do not appear at risk of going under. There are minimal concerns regarding laborers or construction workers not wanting to go to work if the COVID risks become more apparent. The development team believes that because of the location of the job site and its relative isolation, this will not be as relevant an issue as projects in the Tenderloin or SOMA.

Developer Fee Disbursement Schedule		
Payment Milestone	% of Project Mgmt, At-Risk, or Commercial Fee	Amount
At closing of initial pre-development financing	18.18%	\$200,000 (disbursed)
At closing of pre-development loan amendment	27.27%	\$300,000 (disbursed)
At construction close	24.54%	\$270,000
During or at end of construction	20%	\$220,000
At project close out	10%	\$110,000
<i>Total Project Management Fee</i>	<i>100%</i>	<i>\$1,100,000</i>
At 95% lease up and draft cost certification	20%	\$252,687
At permanent conversion	50%	\$631,717

At project close out	5%	\$63,172
Completion (ie. TCO) of tenant-paid tenant improvements	25%	\$315,858
<i>Total At-Risk Fee</i>	<i>100%</i>	<i>\$1,263,434</i>
At construction closing (for subdivision)		\$50,000
At execution of LOI and MOU		\$62,500
At lease signing		\$62,500
<i>Total Commercial Fee</i>		<i>\$175,000</i>
Total Cash Developer Fee		\$2,800,000
Deferred Fee		\$2,536,566
GP Equity		\$100
Total Developer Fee		\$5,075,100

This fee schedule is approved by MOHCD staff.

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

7.1. Annual Operating Budget

7.2. Income

681 Florida will serve families at a wide range of income levels, between 25% MOHCD AMI and 85% MOHCD AMI. As discussed the last time this project was at Loan Committee, this unit mix is in part structured so as to be competitive for MHP. The tie-breaker for the MHP 2019 round was based on depth of income targeting for all units at or below 60% AMI CTCAC rents. The range of AMIs also enables the project to meet the needs of many different household incomes, including the documented demand for middle income housing. Families experiencing homelessness will be served by the 25% MOHCD AMI units and will be subsidized by LOSP. The average MOHCD AMI for all units except for the LOSP units is 60%. The average MOHCD AMI for all units is 49%.

The LOSP subsidy in year 1 is estimated to be \$334,374, which is just under the amount budgeted by the City for the project. The subsidy funds the LOSP units' proportionate share of expenses after accounting for tenant income. All of the operating expenses are allocated proportionately between LOSP and non-LOSP units except for the non-LOSP services (which must be fully paid for by project income) and the 2.4 FTE front desk coverage (which is allocated 70% to LOSP units since these units triggered the need for the additional building staff). The staffing pattern allows for near-24-7 staffing coverage of the building and has been reviewed and agreed to by HSH.

COVID-19 Impacts. Even before the pandemic, the development team was aware that it would need to be strategic and intentional about the lease up of the 85% AMI units, as this is a new income tier for both TNDC and MEDA. TNDC is working with its property management and compliance teams to pull from their collective experience at different companies and properties, and will be looking at the extent that TNDC/MEDA would be willing to (and could afford) incentives for these units, as well as the remaining units as needed. TNDC/MEDA has built four months into the schedule (one month more than typical) to lease up the project. While not completely similar, TNDC plans to derive lessons learned from the leasing process of the projects now under development including market-rate units at 270 Turk, the 74% MOHCD AMI units at 1990 Folsom, and later the 80% AMI units at 500 Turk in their own portfolio.

MOHCD income restriction chart:

Unit Size	No. of Units	Maximum Income Level	LOSP units
Studio	21	85% of Median Income	
1BR	4	85% of Median Income	
2BR	8	85% of Median Income	
3BR	2	85% of Median Income	
Studio	5	60% of Median Income	
1BR	3	60% of Median Income	
2BR	3	60% of Median Income	
3BR	1	60% of Median Income	
Studio	4	50% of Median Income	
1BR	1	50% of Median Income	
2BR	3	50% of Median Income	
3BR	2	50% of Median Income	
Studio	2	40% of Median Income	
1BR	2	40% of Median Income	
2BR	5	40% of Median Income	
3BR	2	40% of Median Income	
Studio	12	35% of Median Income	
1BR	2	35% of Median Income	
2BR	5	35% of Median Income	
3BR	3	35% of Median Income	
1BR	18	25% of Median Income	LOSP
2BR	17	25% of Median Income	LOSP
3BR	4	25% of Median Income	LOSP
1BR	1	Manager's Unit	

7.3. Annual Operating Expenses Evaluation.

Operating Proforma		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Debt Service Coverage Ratio stays above 1:1 through Year 17	Y	DSCR is 1.54 at Year 1 and is 1.46 at Year 17 (and 1.4 at Year 20). As a 30% LOSP project, the DSCR begins decreasing immediately after Year 1. Both Wells Fargo and CCRC are underwriting the project at a 2%/3% escalation factor and requiring the DSCR to be 1.1 in Year 20. When adjusting the MOHCD model to be underwritten this way, the DSCR is 1.1 in Year 20.
Vacancy meets TCAC Standards	Y	Vacancy is 5%
Annual Income Growth is increased at 2.5% per year	Y	
Annual Operating Expenses are increased at 3.5% per year	Y	
Base year operating expenses per unit are reasonable per comparables	Y	Total Operating Expenses with reserves, ground lease payment, and bond fees are \$11,512 per unit.
Property Management Fee is at allowable HUD Maximum	Y	Total Property Management Fee is \$69 PUPM
Property Management staffing level is reasonable per comparables	Y	1 FTE General Manager, 1 FTE Assistant Manager, 2 FTE Janitor, 2 FTE Maintenance, 2.4 FTE Desk Coverage
Asset Management and Partnership Management Fees meet standards	Y	Annual AM Fee is \$20,440/yr Annual PM Fee is \$19,750/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	N	Wells Fargo is requiring an \$8,500 investor services fee that escalates 3.5% per year.

8. SUPPORT SERVICES

8.1. Services Plan. TNDC will provide 1 FTE Master's level Social Worker/Site Coordinator and 1 FTE Master's level Social Worker to oversee all aspects of services delivery for the LOSP families. This ensures that LOSP households have a 1:25 case management ratio. For the non-LOSP households, TNDC will provide 1 FTE Master's level Social Worker (or a 1:90 service connection ratio). This means that services are slightly over-funded based on MOHCD's standard 1:100 service connection ratio for non-LOSP households. An off-site Family Program Manager (.21 FTE) will provide supervision to the Social Worker/Site Coordinator and is responsible for the oversight of support services for families in a portfolio of TNDC buildings.

TNDC will complete an intake and assessment for each family at move-in and will offer the following services based on need: case management, culturally inclusive referrals and linkages, crisis intervention and conflict resolution, benefits counseling and advocacy, wellness checks, vocational and educational related services, housing stabilization and eviction prevention, behavioral health counseling, community building, and fostering independence and self-sufficiency, among others. In particular, TNDC services staff will help tenants break the cycle of homelessness and find stability by providing housing retention and eviction prevention services; linking tenants to medical, mental health and substance abuse services; and assisting tenants to increase their income by accessing public benefits and linking them to employment and training programs in the community. TNDC services providers collaborate routinely with property management in order to achieve services-related goals. All residents will have ongoing access to the network of Mission Promise Neighborhood partners as well as MEDA's asset building programs.

8.2. Service Budget. The services for the 39 LOSP families will be funded by HSH at \$240,435 for 1 FTE Site Coordinator (MSW) and 1 FTE Social Worker, including overhead associated with each staffing position. This will be provided through a separate contract. The non-LOSP services for the 90 lottery referral families are funded by the operating budget and are budgeted at \$113,094 for 1 FTE Social Worker, including overhead associated with the staff person. TNDC's expenses for 1 FTE Site Coordinator (MSW) are \$134,000, including overhead, and \$110,000 for 1 FTE Social Worker, including overhead.

8.3. HSH Assessment of Service Plan and Budget.

MOHCD, HSH, and the development team met in September 2018 to discuss the team's proposed front desk coverage, ground floor plan lay-out, and property management staffing model. TNDC presented a property management staffing plan, which allowed for near 24/7 staffing coverage of the building, utilizing 2.4 FTE desk clerk staffing. HSH, MOHCD, and TNDC/MEDA agreed to this plan for staffing the property.

In the last month, HSH has reviewed and approved the updated, detailed Services Plan and Budget, summarized in this Loan Evaluation (above). The final

Services Plan will be presented, reviewed, and approved closer to project lease-up and before TNDC and HSH enter into the services contract.

9. STAFF RECOMMENDATIONS

9.1. Proposed Loan/Grant Terms

Financial Description of Proposed Loan	
Loan Amount:	Up to \$35,076,507 (including a short-term AHP bridge loan of \$1,250,000)
Loan Term:	The later of 55 years after permanent financing conversion or 57 years after construction closing.
Loan Maturity Date:	The later of 55 years after permanent financing conversion or 57 years after construction closing.
Loan Repayment Type:	Residual Receipts
Loan Interest Rate:	0%

9.2 Recommended closing conditions:

- Should TNDC/MEDA not execute the commercial space LOI and MOU by construction loan closing, TNDC/MEDA must begin the process of finding an alternative commercial space tenant or tenants.

9.3 Recommended loan conditions:

- TNDC/MEDA may not draw down on the \$310,000 commercial space warm shell allowance until a lease has been executed with a commercial space tenant.
- TNDC/MEDA must meet with MOHCD every three months during construction to provide an update on the commercial space development.

10. LOAN COMMITTEE MODIFICATIONS

RE: Loan Committee Approvals from 8-7-2020

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

Mon 8/10/2020 12:53 PM

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

Cc: Gotthelf, Felicia (MYR) <felicia.gotthelf@sfgov.org>

Sorry about that

I approve 681 Florida

I approve 1950 LOSP contract

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

Sent: Monday, August 10, 2020 12:07 PM

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

Cc: Gotthelf, Felicia (MYR) <felicia.gotthelf@sfgov.org>

Subject: Loan Committee Approvals from 8-7-2020

Hello Eric,

When you have a moment, if you could please provide your approvals on 681 Florida St (Request for Permanent Financing) and 1950 Mission (Request for LOSP Contract) as discussed at Loan Committee on 8/7/2020.

Thank you,

Rosie Chavez

Assistant Housing Loan Administrator

Mayor's Office of Housing and Community Development

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

8/7/20 Loan Committee: 681 Florida St Permanent Financing Request approval

Oerth, Sally (CII) <sally.oerth@sfgov.org>

Fri 8/7/2020 11:51 AM

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

Cc: Nusser, Sarah (MYR) <sarah.nusser@sfgov.org>; Shaw, Eric (MYR) <eric.shaw@sfgov.org>

On behalf of Nadia Sesay, I approve the loan request for permanent financing for the 681 Florida St project, presented at the 8/7/20 Loan Committee



OCII

Sally Oerth
Deputy Director

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

📞 415.749.2580

🏠 www.sfocil.org

681 Floridam

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

Mon 8/10/2020 3:46 PM

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

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

Rosanna,

My apologies for the delay sending my approval for the 681 Florida project.

I approve.

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: [dshs.sfgov.org]hsh.sfgov.org | Follow: [@SF_HSH](https://twitter.com/SF_HSH) | Like: [@SanFranciscoHSH](https://twitter.com/SanFranciscoHSH)

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

Sent: Monday, August 3, 2020 1:40 PM

To: Shaw, Eric (MYR) <eric.shaw@sfgov.org>; Gotthelf, Felicia (MYR) <felicia.gotthelf@sfgov.org>; Oerth, Sally (CII) <sally.oerth@sfgov.org>; Jones, Natasha (CII) <natasha.jones@sfgov.org>; White, Jeffrey (CII) <jeffrey.white@sfgov.org>; Sesay, Nadia (CII) <nadia.sesay@sfgov.org>; Van Degna, Anna (CON) <anna.vandegna@sfgov.org>; Leditjut@sfha.org; Menjivar, Salvador (HOM) <salvador.menjivar1@sfgov.org>

Cc: Ely, Lydia (MYR) <lydia.ely@sfgov.org>; Carson, Erin (MYR) <erin.carson@sfgov.org>; Lee, Jonah (MYR) <jonah.lee@sfgov.org>; Miller, Theodore (MYR) <Theodore.Miller@sfgov.org>; Blitzer, Mara (MYR) <mara.blitzer@sfgov.org>; Defiesta, Agnes (MYR) <agnes.defiesta@sfgov.org>; Nusser, Sarah (MYR) <sarah.nusser@sfgov.org>; Heavens, Cindy (MYR) <cindy.heavens@sfgov.org>; Amaral, Sara (MYR) <sara.amaral@sfgov.org>; Lopez, Viviana (MYR) <viviana.lopez@sfgov.org>; Slen, Joyce (MYR) <joyce.slen@sfgov.org>; Gagen, Jonathan (MYR) <jonathan.gagen@sfgov.org>; McCormack, Caroline (MYR) <caroline.mccormack@sfgov.org>; Romero, Anne (MYR) <anne.romero@sfgov.org>; Sims, Pam (CII) <pam.sims@sfgov.org>; Colomello, Elizabeth (CII) <elizabeth.colomello@sfgov.org>; Wong, Annie (CII) <annie.h.wong@sfgov.org>; Obstfeld, Kimberly (CII) <kimberly.obstfeld@sfgov.org>

Subject: Citywide Affordable Housing Loan Committee - Friday, August 7, 2020, 11:30 a.m.

Dear Loan Committee, MOHCD staff and Community Partners,

Attached are the agenda and Loan Evaluations for this week's meeting, which **will be held Friday, August 7, 2020 at 11:30 a.m. via Microsoft Teams**. You can join via the link or the phone number below. Within Teams you will have the option to mute your microphone and hide your video. If this will be your first time using Teams, please sign into the meeting a few minutes early.

[Join Microsoft Teams Meeting](#)

+1 415-906-4659 United States, San Francisco (Toll)

Conference ID: 598 690 253#

[Local numbers](#) | [Reset PIN](#) | [Learn more about Teams](#) | [Meeting options](#)

Please contact me if you have any questions.

Thank you,

Rosie Chavez

Due to public health orders I'm currently working remotely.

I can be reached via call or text to 415-640-8071, but e-mail is the best way to reach me.

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

681 florida

Van Degna, Anna (CON) <anna.vandegna@sfgov.org>

Fri 8/7/2020 11:51 AM

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

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

Approved

Anna Van Degna
Public Finance Director
Controller's Office
City & County of San Francisco
Ph. (415)-554-5956

LOAN COMMITTEE RECOMMENDATION

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

APPROVE. DISAPPROVE. TAKE NO ACTION.

Date: _____

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

APPROVE. DISAPPROVE. TAKE NO ACTION.

Date: _____

Nadia Sesay, Executive Director
Office of Community Investment and Infrastructure

APPROVE. DISAPPROVE. TAKE NO ACTION.

Date: _____

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

APPROVE. DISAPPROVE. TAKE NO ACTION.

Date: _____

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

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

Attachment A: Project Milestones and Schedule

See attached.

Attachment A: Project Milestones and Schedule

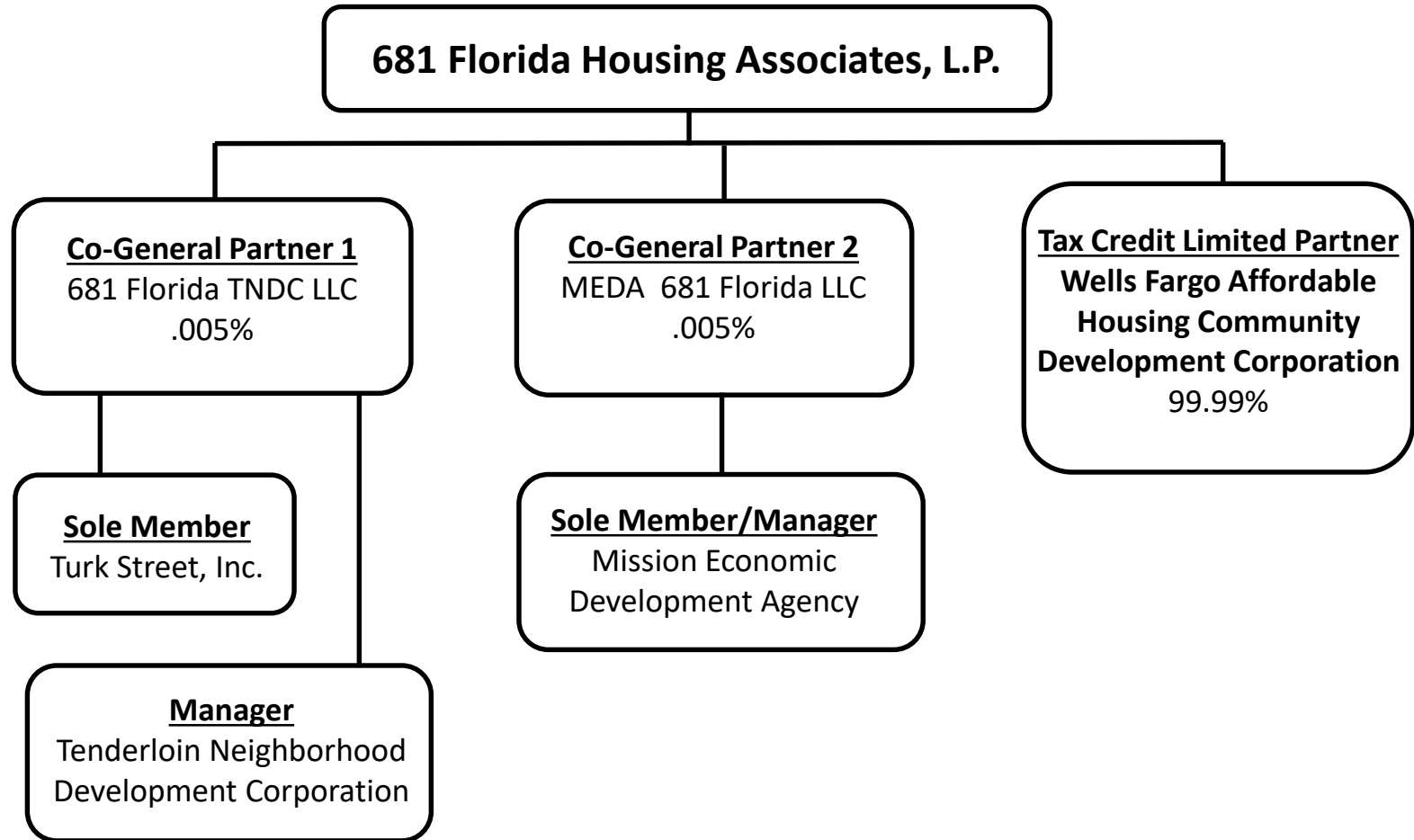
No.	Performance Milestone	Estimated or Actual Date	Contractual Deadline
A.	Prop I Noticing (if applicable)	<u>June 2017</u>	<u>Complete</u>
1	Acquisition/Predev Financing Commitment	<u>May 2017</u>	<u>Complete</u>
2.	Site Acquisition by City	<u>Summer 2017</u>	<u>Complete</u>
3.	Development Team Selection		
a.	Architect	<u>Complete</u>	<u>Complete</u>
b.	General Contractor	<u>July 2017</u>	<u>Complete</u>
c.	Owner's Representative	<u>July 2017</u>	<u>Complete</u>
d.	Property Manager	<u>Complete</u>	<u>Complete</u>
e.	Service Provider	<u>Complete</u>	<u>Complete</u>
4.	Design		
a.	Submittal of Schematic Design & Cost Estimate	<u>July 2017</u>	<u>Complete</u>
b.	Submittal of Design Development & Cost Estimate	<u>December 2017</u>	<u>Complete</u>
c.	Submittal of 50% CD Set & Cost Estimate	<u>October 2018</u> <u>(70% CD)</u>	<u>Complete</u>
d.	Submittal of Pre-Bid Set & Cost Estimate (75%-80% CDs)	<u>January 2019</u> <u>(90% CD)</u>	<u>Complete</u>
5.	Environ Review/Land-Use Entitlements		
a.	CEQA Environ Review Submission	<u>N/A</u>	<u>N/A</u>
b.	NEPA Environ Review Submission	<u>March 2019</u>	<u>Complete</u>
c.	Affordable Housing Bonus Program Submission	<u>July 2017</u>	<u>Complete</u>
6.	Permits		
a.	Building / Site Permit Application Submitted	<u>March 2018</u>	<u>Complete</u>
b.	Addendum #1 Submitted	<u>November 2018</u>	<u>Complete</u>
c.	Addendum #2 Submitted	<u>January 2019</u>	<u>Complete</u>
7.	Request for Bids Issued	<u>December 2018</u>	<u>Complete</u>
8.	Service Plan Submission		
a.	Preliminary	<u>Complete</u>	<u>Complete</u>
b.	Interim	<u>December 2018</u>	<u>Complete</u>

c.	Update	<u>May 2020</u>	<u>Complete</u>
9.	Additional City Financing		
a.	Predevelopment Financing Application #2	<u>December 2018</u>	<u>Complete</u>
b.	Gap Financing Application	<u>August 2020</u>	
10.	Other Financing		
a.	MHP Application	<u>Awarded August 2019</u>	
b.	Construction Financing RFP	<u>Completed</u>	<u>Completed</u>
c.	AHP Application	<u>Awarded June 2020</u>	
d.	CDLAC Application	<u>Awarded April 2020</u>	
e.	TCAC Application	<u>Awarded April 2020</u>	
11.	Closing		
a.	Construction Closing	<u>October 2020</u>	
b.	Permanent Financing Closing	<u>May 2023</u>	
12.	Construction		
a.	Notice to Proceed	<u>October 2020</u>	
b.	Temporary Certificate of Occupancy/Cert of Substantial Completion	<u>August 2022</u>	
13.	Marketing/Rent-up		
a.	Marketing Plan Submission	<u>March 2022</u>	
b.	Commence Marketing	<u>May 2022</u>	
c.	95% Occupancy	<u>December 2022</u>	
14.	Cost Certification/8609	<u>December 2023</u>	
15.	Close Out MOH/OCII Loan(s)	<u>December 2023</u>	

Attachment B: Borrower Org Chart

See attached.

681 Florida Organizational Structure



681 Florida Housing Associates, L.P., a California limited partnership. EIN: 82-1438453

681 Florida TNDC LLC, a California limited liability company. EIN: 94-3403318 (sole member's EIN)

MEDA 681 Florida LLC, a California limited liability company. EIN: 51-0187791

Mission Economic Development Agency, a California nonprofit public benefit corporation. EIN: 51-0187791

Turk Street, Inc., a California nonprofit public benefit corporation. EIN: 94-3297381

Tenderloin Neighborhood Development Corporation, a California nonprofit public benefit corporation. EIN: 94-2761808

Attachment C: Developer Resume

Gabriel Speyer is a Senior Project Manager with TNDC Housing Development. In his four years with TNDC, Gabe has managed two “RAD” rehabilitation projects and two new-construction projects. While relatively new to project management, prior to coming to TNDC, Gabe spent 10 years as a Relationship Manager with Bank of America Merrill Lynch Community Development Banking. In that role, Gabe helped to finance over 1,000 units of affordable and supportive housing through LIHTC equity finance and construction & permanent loans. His clients included Mercy Housing, Eden Housing, Low Income Investment Fund, and TNDC. Gabe is a Marshall Memorial Fellow and former Ironman triathlete. He holds an MBA from Columbia University and a Bachelor’s in Economics from the University of California, San Diego.

Dan Jimenez is a Senior Project Manager with MEDA Community Real Estate. An engineer and general contractor, he joined MEDA in 2020 but began his affordable-housing career at a two-person Nevada nonprofit with great vision, but no assets. Within 24 months, the upstart nonprofit had been awarded \$60 million in projects; it is now the largest affordable-housing developer in Nevada, with over 4,000 units. Dan spent the next two decades involved in several dozen transactions - involving tax credits, bonds, 202s, and USDA and Bureau Indian Affairs deals - across the United States, from Hawaii to Puerto Rico. Dan holds a Juris Doctorate from the University of San Diego and a Bachelor’s in Economics from Harvard University. In his spare time, Dan enjoys biking and swapping fun stories about travel to remote countries.

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

Monica Almendral is an Assistant Project Manager with MEDA Community Real Estate. Monica joined MEDA in 2017, where she began her work in affordable housing in asset management before moving into project management on 4% projects and the San Francisco Small Sites Program. She has helped the MEDA Community Real Estate team to grow their portfolio to over 1,000 preserved/produced affordable units in San Francisco. Monica holds a Bachelor’s in Mathematics from Spelman College.

Adrian Napolitano is an Assistant Project Manager with TNDC Housing Development. Having joined the team in 2020, he was previously a Financial Analyst at Wells Fargo, where he primarily provided support to the Community Lending & Investment Debt team and worked on affordable housing, homebuilder, office, and mixed-use projects. Adrian grew up in the Bay Area and appreciates the opportunity to work on affordable, transit-oriented projects that provide stable, well-maintained homes and contribute to the racial and economic diversity of San Francisco’s neighborhoods. Adrian holds a Bachelor’s in Urban Studies from UC Berkeley’s College of Environmental Design. In his free time, Adrian enjoys biking and running around San Francisco, singing, and eating burritos in the Mission.

Attachment D: Asset Management Evaluation of Project Sponsor

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

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
















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

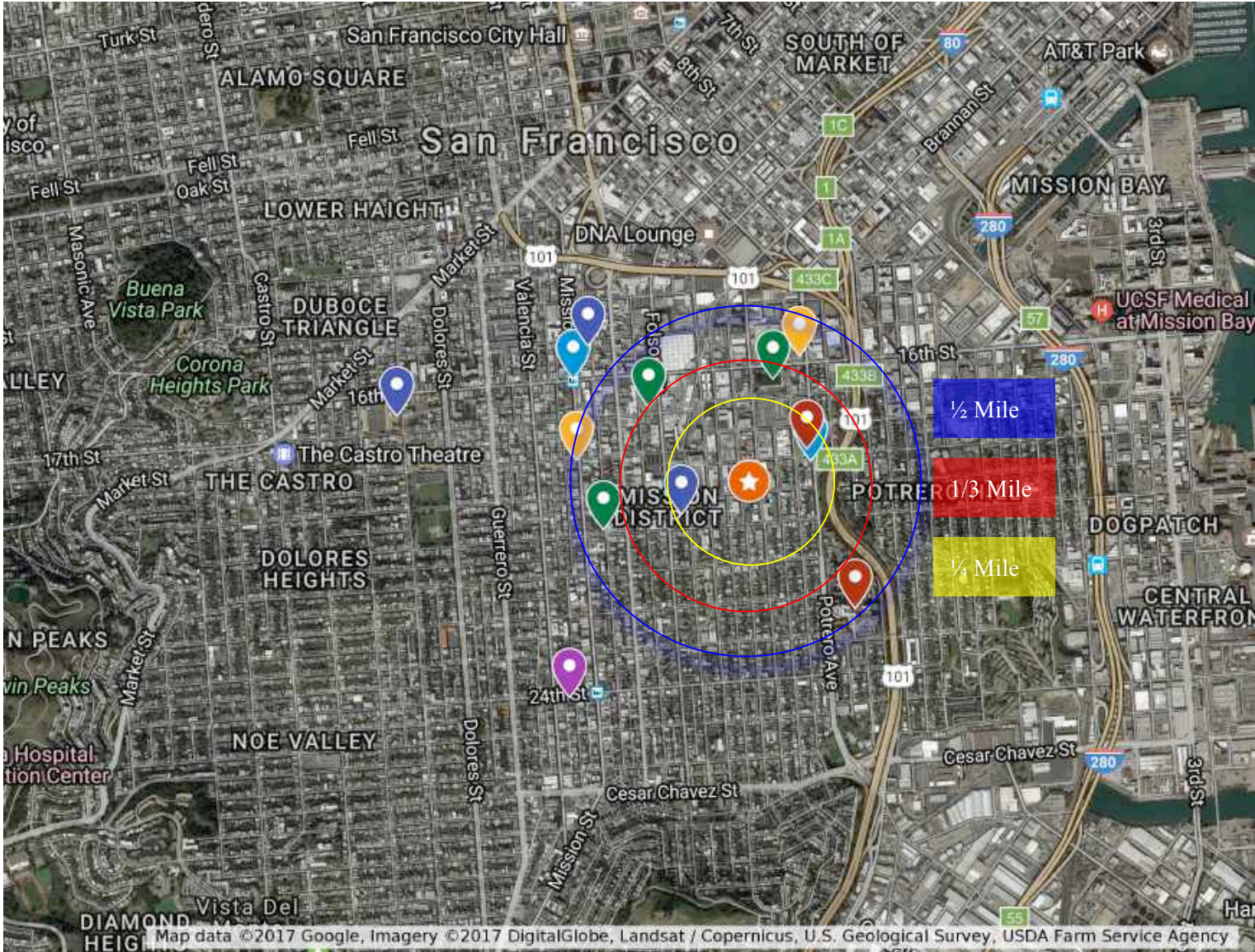
Attachment E: Site Map with amenities

See attached.

681 Florida TCAC and CDLAC Amenity Map – 2017 Regulations

Amenities

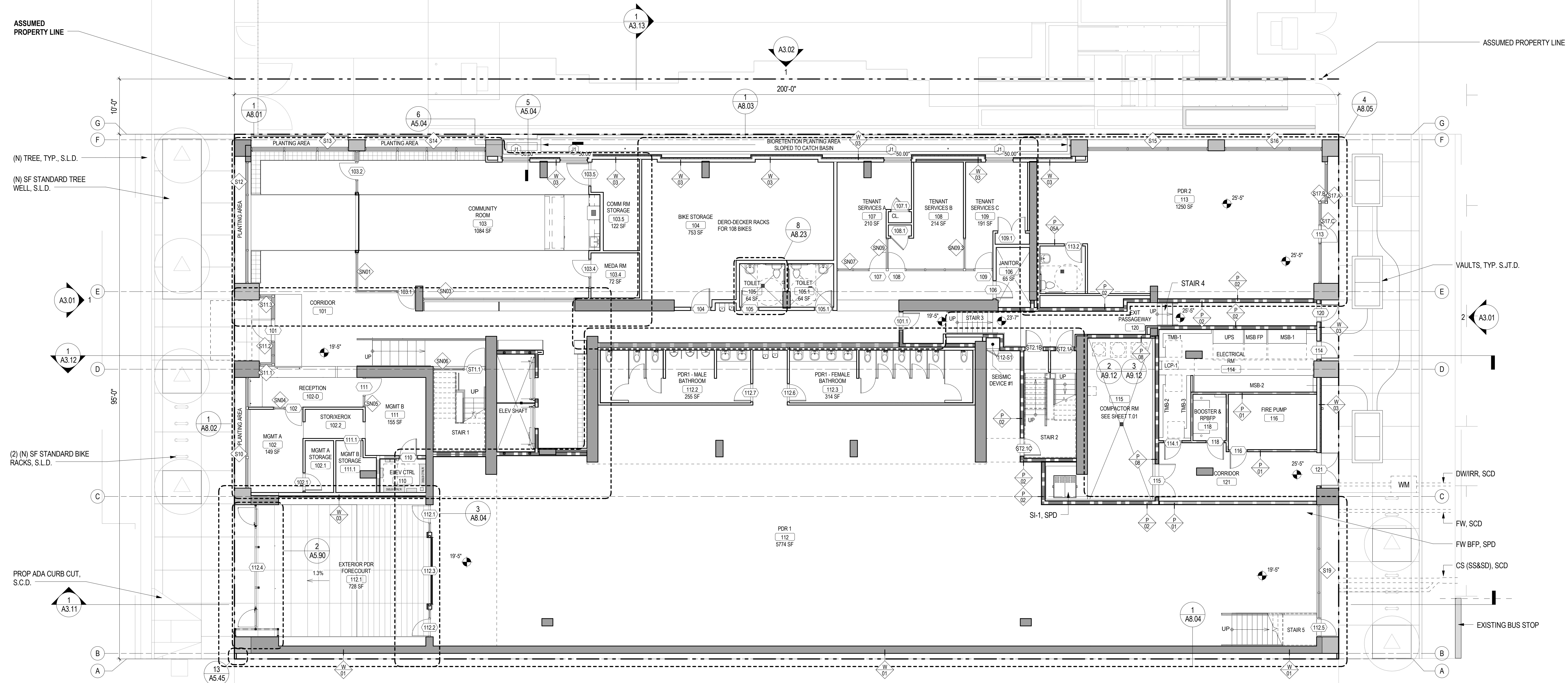
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-  Public Park: Franklin Square
-  Public Park: Alioto Park
-  Public Park: 17th & Folsom
-  Transit: 16th & Mission BART
-  Transit: Potrero Ave & 18th St
-  Elementary: Marshall
-  Middle School: Everett
-  High School: John O'Connell Technical
-  Library: Mission Branch
-  Library
-  Grocery Store: Safeway
-  Grocery: Duc Loi Supermarket
-  Medical: Zuckerberg San Francisco General Hospital
-  Medical: Homeless Prenatal Program



Attachment F: Elevations and Floor Plans

See attached.

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1 LEVEL 01
 1/8" = 1'-0"

PARTITION / WALL RATING LEGEND:

	CONCRETE STRUCTURAL WALL OR COLUMN, ARCHITECTURAL FINISH WHERE EXPOSED / VISIBLE AND NOT CONCEALED WITH FINISH CONSTRUCTION
	NON-STRUCTURAL METAL FRAMED PARTITION WITH GYPSUM BOARD OR BACKING PANELS. SEE DIV 9, PARTITION TYPES AND 6-SERIES FOR ALL REQUIRED RATINGS
	2-HOUR RATED CHASE (PARTY WALL) FIRE BARRIER AT FIRE AREA AND OCCUPANCY SEPARATIONS
	2-HOUR RATED FIRE BARRIER, INC SHAFTS, STAIRS, EXIT PASSAGE WAY, ELEVATOR HOISTWAY, TRASH CHUTE TERMINATION ROOM, EM POWER, FIRE PUMP RM AND OTHER REQUIRED OCCUPANCY SEPARATIONS
	1-HOUR RATED CHASE (PARTY WALL) FIRE PARTITION AT DWELLINGS
	1-HOUR RATED FIRE PARTITION AT CORRIDORS

PLAN LEGEND:

	FIRE STANDPIPE AT STAIR AND AT BOTH SIDES OF HORIZONTAL EXITS. AT EXIT STAIRS, PROVIDE CANE GUARDS AND SUPPORTS. SEE DETAIL XXX
	FIRE EXTINGUISHER CABINET. FOR ADDITIONAL INFORMATION SEE SPECIFICATIONS AND DETAIL XXX
	FIRE EXTINGUISHER AT FEC'S, TYP. SEE SPECS. FOR ADDITIONAL INFORMATION
	DECK OR FLOOR DRAIN, S.P.D. SEE DETAILS XXX
	ELECTRICAL PANEL, S.E.D. / NARRATIVES
	TELECOM PANEL, S.E.D. / NARRATIVES
	Z-DUCTS, SIZES VARY; SEE ENLARGED UNIT PLANS FOR LOCATIONS OF DROPPED SOFFIT/CEILING ASSEMBLIES TO CONCEAL Z-DUCTS; NO Z-DUCTS OR EXTENSION DUCTS SHALL BE EXPOSED WITHIN RESIDENTIAL UNITS.
	RATED SHAFT AND SLAB PENETRATION
	BELOW-GRADE WATERPROOFING, SEE SPEC SECTION 071326
	5' WIDE CLEAR ACCESS FOR RIG
	WALKING PAD
	ROOF DRAIN WITH OVERFLOW SEE DETAILS (A5.80)
	DAVIT SYSTEM POST SEE DETAIL (A5.80)
	GREEN ROOF TRAY, S.L.D.

1/28/2019 12:37:26 PM

PROJECT
681 FLORIDA STREET
FAMILY HOUSING

LOCATION
681 FLORIDA STREET
SAN FRANCISCO, CA
94110

BLOCK - LOT
4022 - 028

PREPARED FOR
TNDK



MEDA



DATE	ISSUE
04 DEC 2017	100% S.D. & PRICING
21 FEB 2018	SITE PERMIT SUBMITTAL
29 MAR 2018	75% D.D. COORDINATION SET
08 JUN 2018	100% DESIGN DEVELOPMENT
04 SEP 2018	50% C.D. COORDINATION SET
15 OCT 2018	75% C.D.
05 NOV 2018	ADDENDUM #1
15 JAN 2019	ADDENDUM #2
28 JAN 2019	GMP SET

NO. DATE REVISION

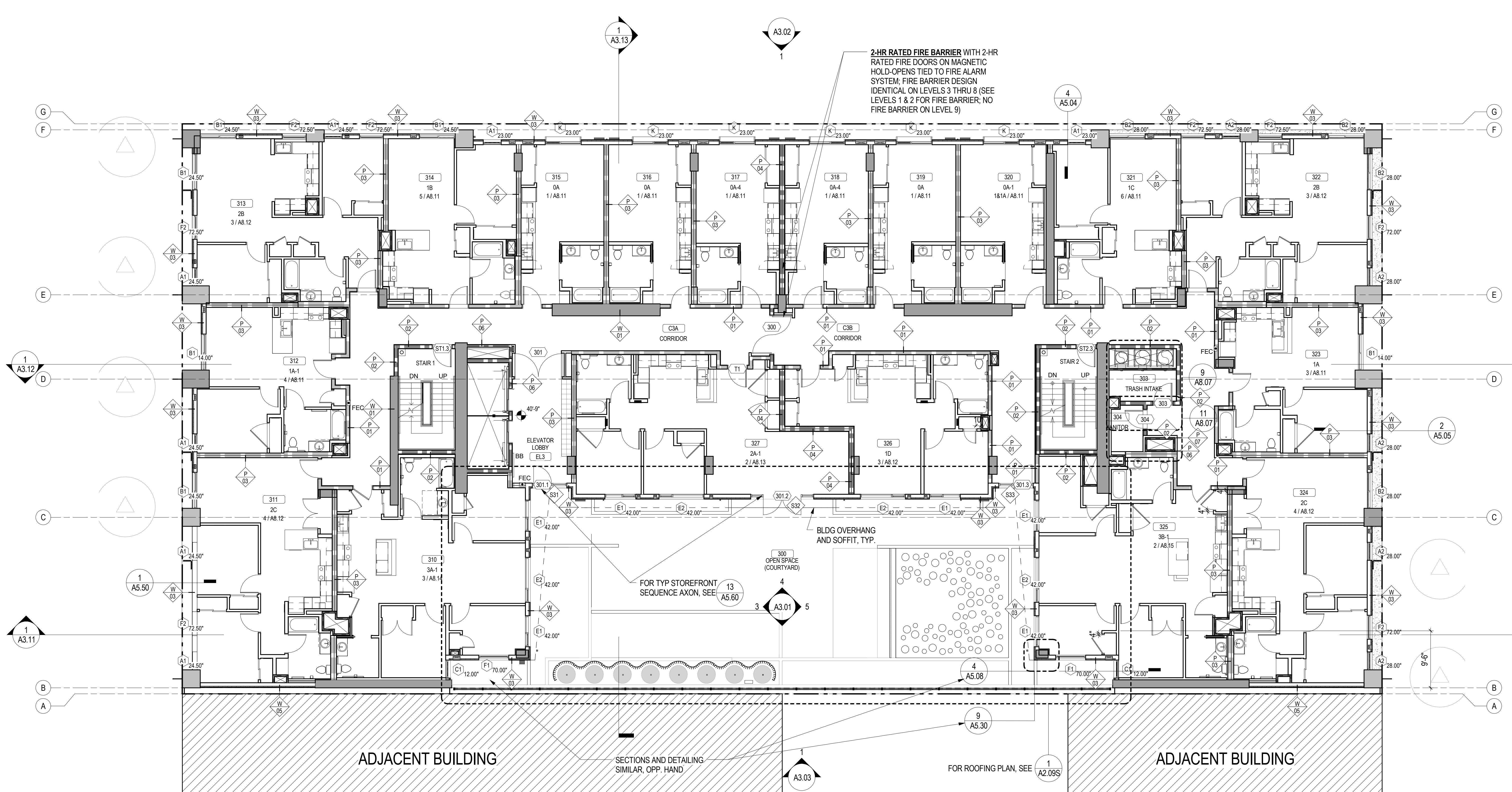
DESIGN PARTNER
AT
PROJECT MANAGER
JC
PROJECT ARCHITECT
LK
PROJECT DESIGNER
RG, LK, JC
PROJECT TRANSPORT
SA, MO, AB
CHECK

FLOOR PLAN - LEVEL 03

PROJECT NO.
1631600
DATE ISSUED
28 JAN 2019

SHEET NUMBER
A2.03
GMP SET
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ORIGINAL SHEET SIZE 30" x 42"



1 LEVEL 03
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PARTITION / WALL RATING LEGEND:

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- NON-STRUCTURAL METAL FRAMED PARTITION WITH GYPSUM BOARD OR BACKING PANELS. SEE DIV 9 PARTITION TYPES AND 6-SERIES FOR ALL REQUIRED RATINGS
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- 1-HOUR RATED FIRE PARTITION AT CORRIDORS

? A2 PARTITION/WALL RATING LEGEND
1/4" = 1'-0"

PLAN LEGEND:

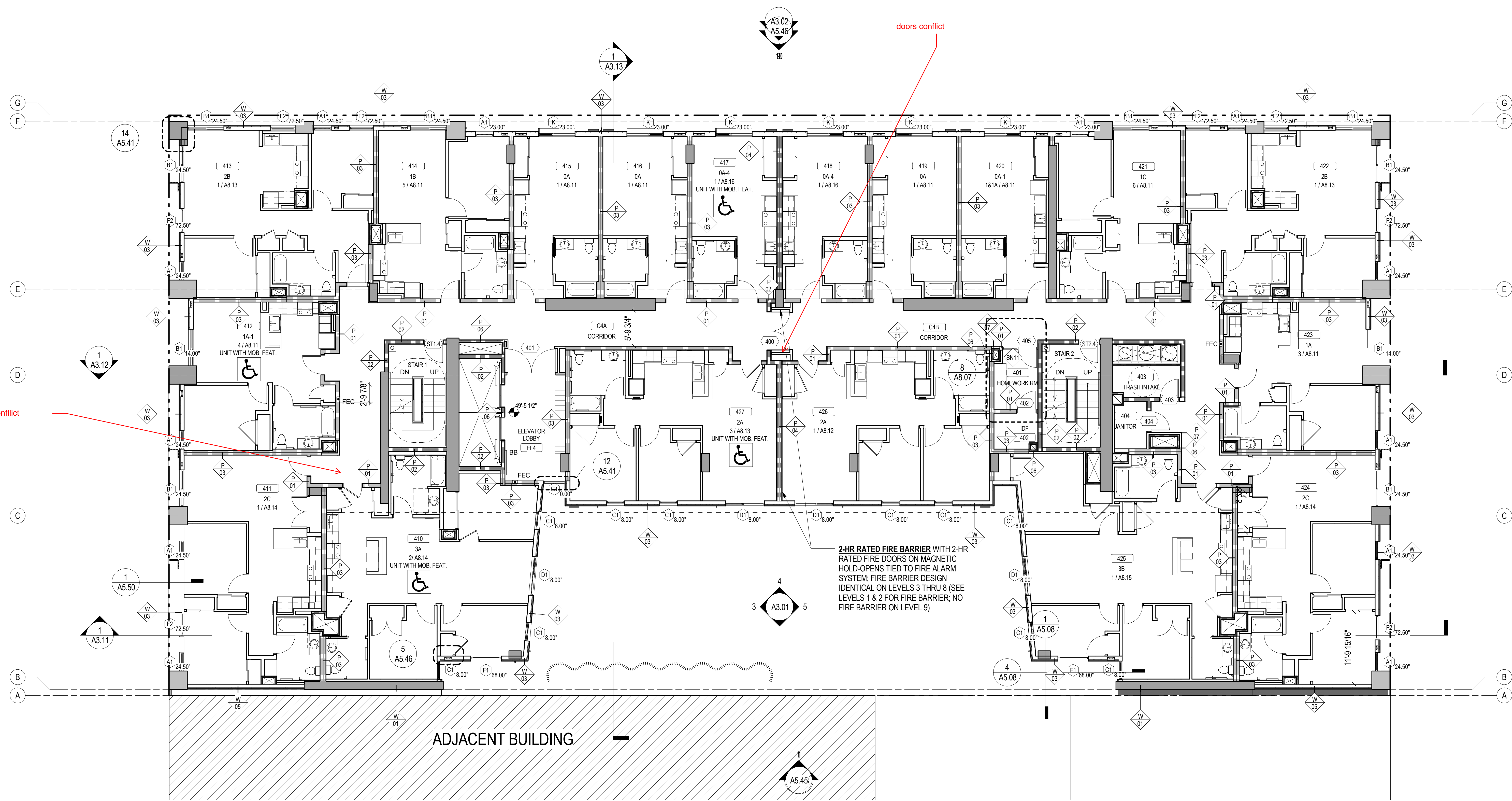
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- FIRE EXTINGUISHER CABINET. FOR ADDITIONAL INFORMATION SEE SPECIFICATIONS AND DETAIL XXX
- FIRE EXTINGUISHER AT FECS, TYP. SEE SPECS. FOR ADDITIONAL INFORMATION
- DECK OR FLOOR DRAIN, S.P.D. SEE DETAILS XXX
- ELECTRICAL PANEL, S.E.D. / NARRATIVES
- TELECOM PANEL, S.E.D. / NARRATIVES
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- RATED SHAFT AND SLAB PENETRATION
- BELOW-GRADE WATERPROOFING, SEE SPEC SECTION 071326
- 5' WIDE CLEAR ACCESS FOR RIG
- WALKING PAD
- ROOF DRAIN WITH OVERFLOW SEE DETAILS 21 A5.80
- DAVIT SYSTEM POST SEE DETAIL 1 A5.80
- GREEN ROOF TRAY, S.L.D.



DATE	ISSUE
04 DEC 2017	100% S.D. & PRICING
21 FEB 2018	SITE PERMIT SUBMITTAL
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08 JUN 2018	100% DESIGN DEVELOPMENT
04 SEP 2018	50% C.D. COORDINATION SET
15 OCT 2018	70% C.D.
05 NOV 2018	ADDENDUM #1
15 JAN 2019	ADDENDUM #2
28 JAN 2019	GMP SET

NO.	DATE	REVISION

DESIGN PARTNER	PROJECT MANAGER
AT	JC
JC	LK
LK	RG, LK, JC
PROJECT DESIGNER	PROJECT TEAM LEAD
SA, MO, AB	CHK



1 LEVEL 04

1/8" = 1'-0"

PARTITION / WALL RATING LEGEND:

	CONCRETE STRUCTURAL WALL OR COLUMN, ARCHITECTURAL FINISH WHERE EXPOSED / VISIBLE AND NOT CONCEALED WITH FINISH CONSTRUCTION
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	1-HOUR RATED FIRE PARTITION AT CORRIDORS

PLAN LEGEND:

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	5' WIDE CLEAR ACCESS FOR RIG
	WALKING PAD
	ROOF DRAIN WITH OVERFLOW SEE DETAILS 21 A5.80
	DAVIT SYSTEM POST SEE DETAIL 1 A5.80
	GREEN ROOF TRAY, S.L.D.
	ADJACENT BUILDING

PROJECT
**681 FLORIDA STREET
FAMILY HOUSING**

LOCATION
**681 FLORIDA STREET
SAN FRANCISCO, CA
94110**

BLOCK - LOT
4022 - 028

PREPARED FOR
TNDC



MEMO



DATE	DESCRIPTION	BY
04 DEC 2017	100% S.D. & PRICING	
21 FEB 2018	SITE PERMIT SUBMITTAL	
29 MAR 2018	75% D.D. COORDINATION SET	
08 JUN 2018	100% DESIGN DEVELOPMENT	
04 SEP 2018	50% C.D. COORDINATION SET	
15 OCT 2018	70% C.D.	
05 NOV 2018	ADDENDUM #1	
15 JAN 2019	ADDENDUM #2	
28 JAN 2019	GMP SET	

NO.	DATE	REVISION

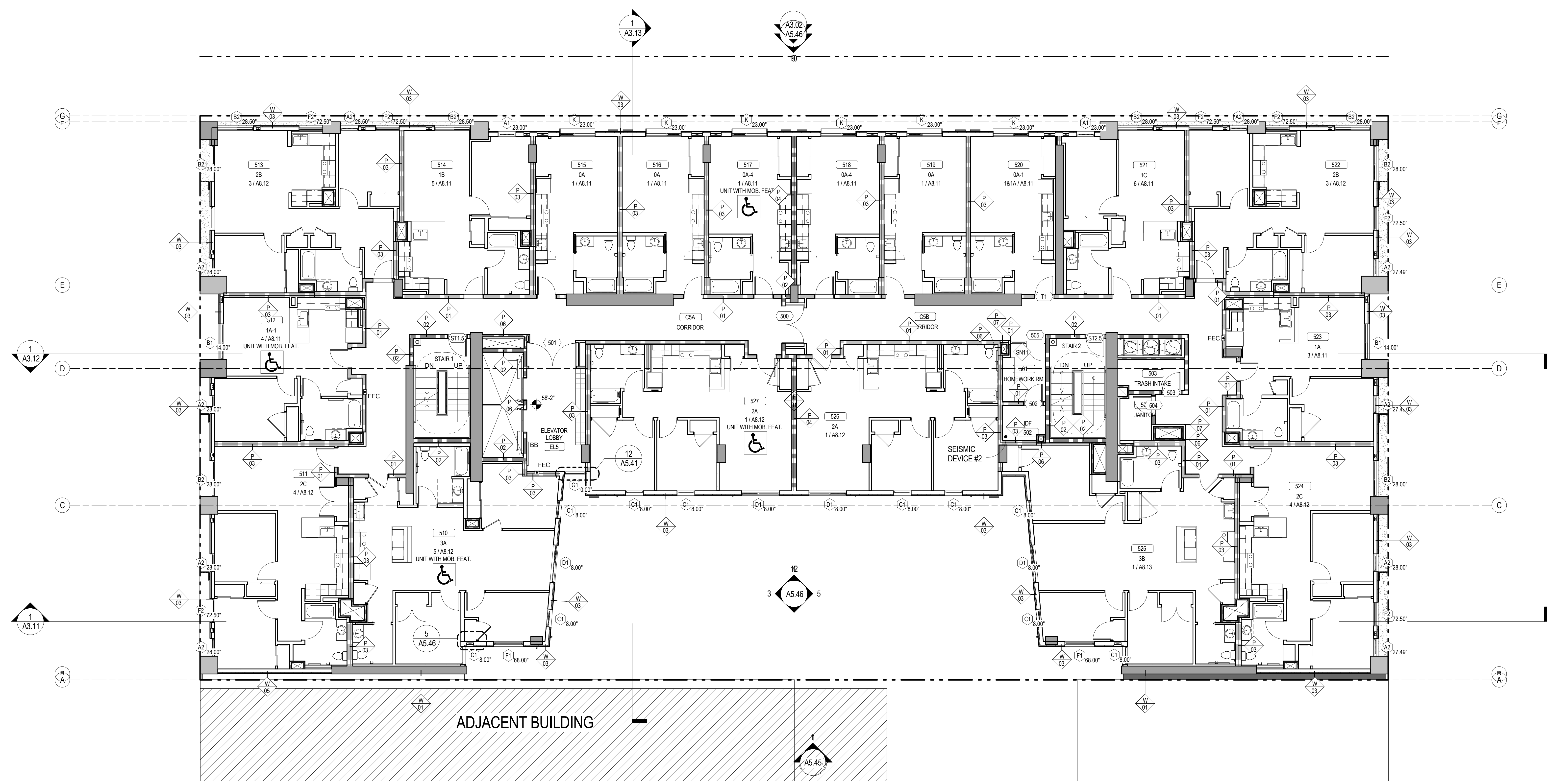
DESIGN PARTNER
AT
PROJECT MANAGER
JC
PROJECT ARCHITECT
LK
PROJECT DESIGNER
RG, LK, JC
PROJECT TRANSMITTERS
SA, MO, AB
CHECK

TITLE
FLOOR PLAN - LEVEL 05

PROJECT NO.
1631600
DATE ISSUED
28 JAN 2019

SHEET NUMBER
A2.05
GMP SET
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1 LEVEL 05
1/8" = 1'-0"

PARTITION / WALL RATING LEGEND:

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[Symbol]	NON-STRUCTURAL METAL FRAMED PARTITION WITH GYPSUM BOARD OR BACKING PANELS. SEE DIV 9, PARTITION TYPES AND 6-SERIES FOR ALL REQUIRED RATINGS
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[Symbol]	2-HOUR RATED FIRE BARRIER, INC SHAFTS, STAIRS, EXIT PASSAGE WAY, ELEVATOR HOISTWAY, TRASH CHUTE TERMINATION ROOM, EM POWER, FIRE PUMP RM AND OTHER REQUIRED OCCUPANCY SEPARATIONS
[Symbol]	1-HOUR RATED CHASE (PARTY WALL) FIRE PARTITION AT DWELLINGS
[Symbol]	1-HOUR RATED FIRE PARTITION AT CORRIDORS

A2 PARTITION/WALL RATING LEGEND
1/4" = 1'-0"

PLAN LEGEND:

[Symbol]	FIRE STANDPIPE AT STAIR AND AT BOTH SIDES OF HORIZONTAL EXITS. AT EXIT STAIRS, PROVIDE CANE GUARDS AND SUPPORTS. SEE DETAIL XXX
[Symbol]	FIRE EXTINGUISHER CABINET. FOR ADDITIONAL INFORMATION SEE SPECIFICATIONS AND DETAIL XXX
[Symbol]	FIRE EXTINGUISHER AT FEC'S, TYP. SEE SPECS. FOR ADDITIONAL INFORMATION
[Symbol]	DECK OR FLOOR DRAIN, S.P.D. SEE DETAILS XXX
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[Symbol]	RATED SHAFT AND SLAB PENETRATION
[Symbol]	BELOW-GRADE WATERPROOFING, SEE SPEC SECTION 071326
[Symbol]	5' WIDE CLEAR ACCESS FOR RIG
[Symbol]	WALKING PAD
[Symbol]	ROOF DRAIN WITH OVERFLOW SEE DETAILS
[Symbol]	DAVT SYSTEM POST SEE DETAIL
[Symbol]	GREEN ROOF TRAY, S.L.D.

DATE

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21 FEB 2018	SITE PERMIT SUBMITTAL
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08 JUN 2018	100% DESIGN DEVELOPMENT
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15 JAN 2019	ADDENDUM #2
28 JAN 2019	GMP SET

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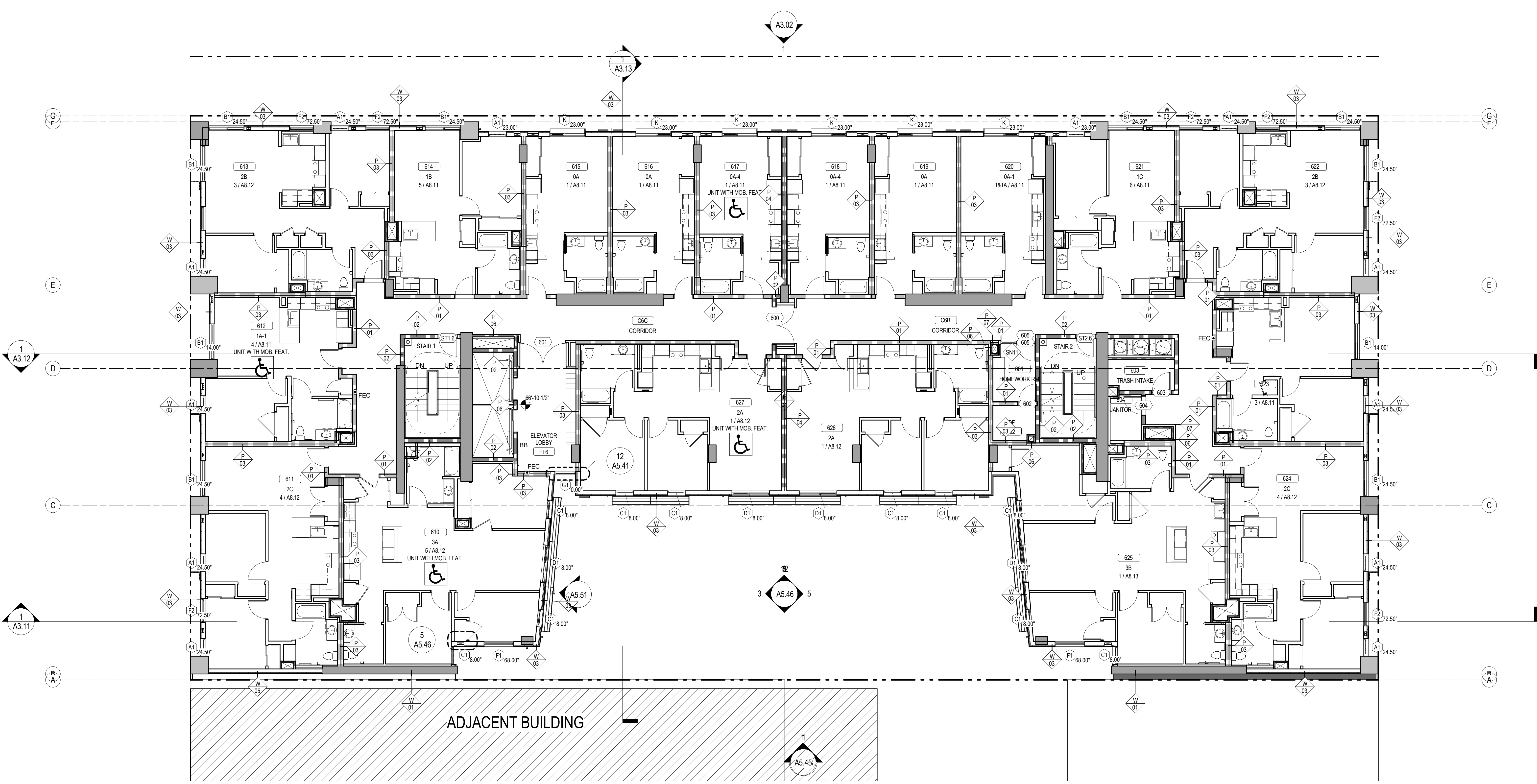
DESIGN PARTNER

AT	PROJECT MANAGER
JC	PROJECT ARCHITECT
LK	PROJECT DESIGNER
RG, LK, JC	PROJECT TEAM LEADERS
SA, MO, AB	CHECK

TITLE

FLOOR PLAN - LEVEL 06

PROJECT NO.
 1631600
 DATE QUOTE
 28 JAN 2019



1 LEVEL 06
 1/8" = 1'-0"

PARTITION / WALL RATING LEGEND:

	CONCRETE STRUCTURAL WALL OR COLUMN, ARCHITECTURAL FINISH WHERE EXPOSED / VISIBLE AND NOT CONCEALED WITH FINISH CONSTRUCTION
	NON-STRUCTURAL METAL FRAMED PARTITION WITH GYPSUM BOARD OR BACKING PANELS. SEE DIV 9, PARTITION TYPES AND 6-SERIES FOR ALL REQUIRED RATINGS
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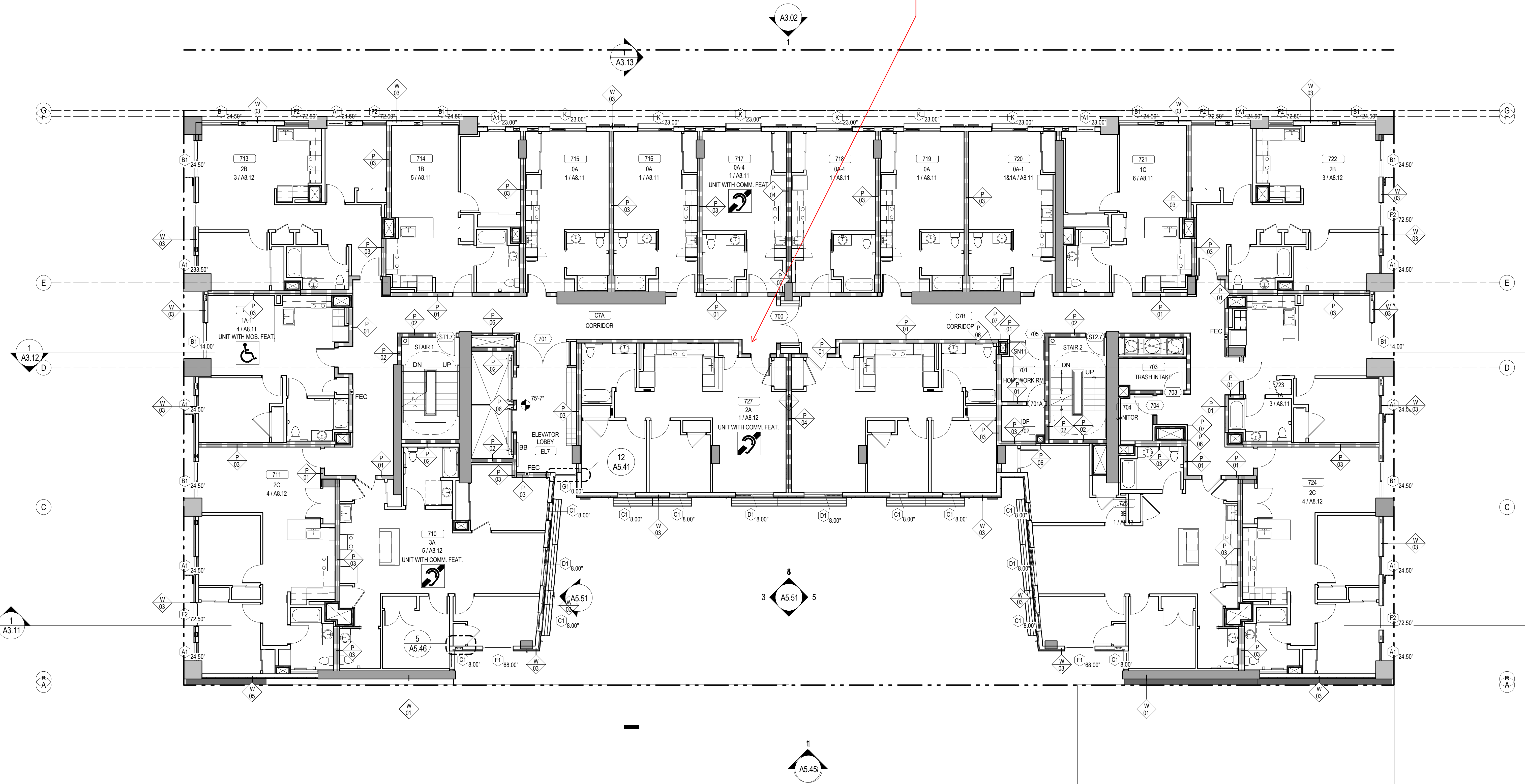
A2 PARTITION/WALL RATING LEGEND
 1/4" = 1'-0"

PLAN LEGEND:

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	FIRE EXTINGUISHER AT FEC'S, TYP. SEE SPECS. FOR ADDITIONAL INFORMATION
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	RATED SHAFT AND SLAB PENETRATION
	BELOW-GRADE WATERPROOFING, SEE SPEC SECTION 071326
	5' WIDE CLEAR ACCESS FOR RIG
	WALKING PAD
	ROOF DRAIN WITH OVERFLOW SEE DETAILS 21 A5.80
	DAVIT SYSTEM POST SEE DETAIL 1 A5.80
	GREEN ROOF TRAY, S.L.D.

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should closet door be sliders to avoid this type of clash?



1 LEVEL 07
1/8" = 1'-0"

PARTITION / WALL RATING LEGEND:
CONCRETE STRUCTURAL WALL OR COLUMN, ARCHITECTURAL FINISH WHERE EXPOSED / VISIBLE AND NOT CONCEALED WITH FINISH CONSTRUCTION
NON-STRUCTURAL METAL FRAMED PARTITION WITH GYPSUM BOARD OR BACKING PANELS, SEE DIV 9, PARTITION TYPES AND 6-SERIES FOR ALL REQUIRED RATINGS
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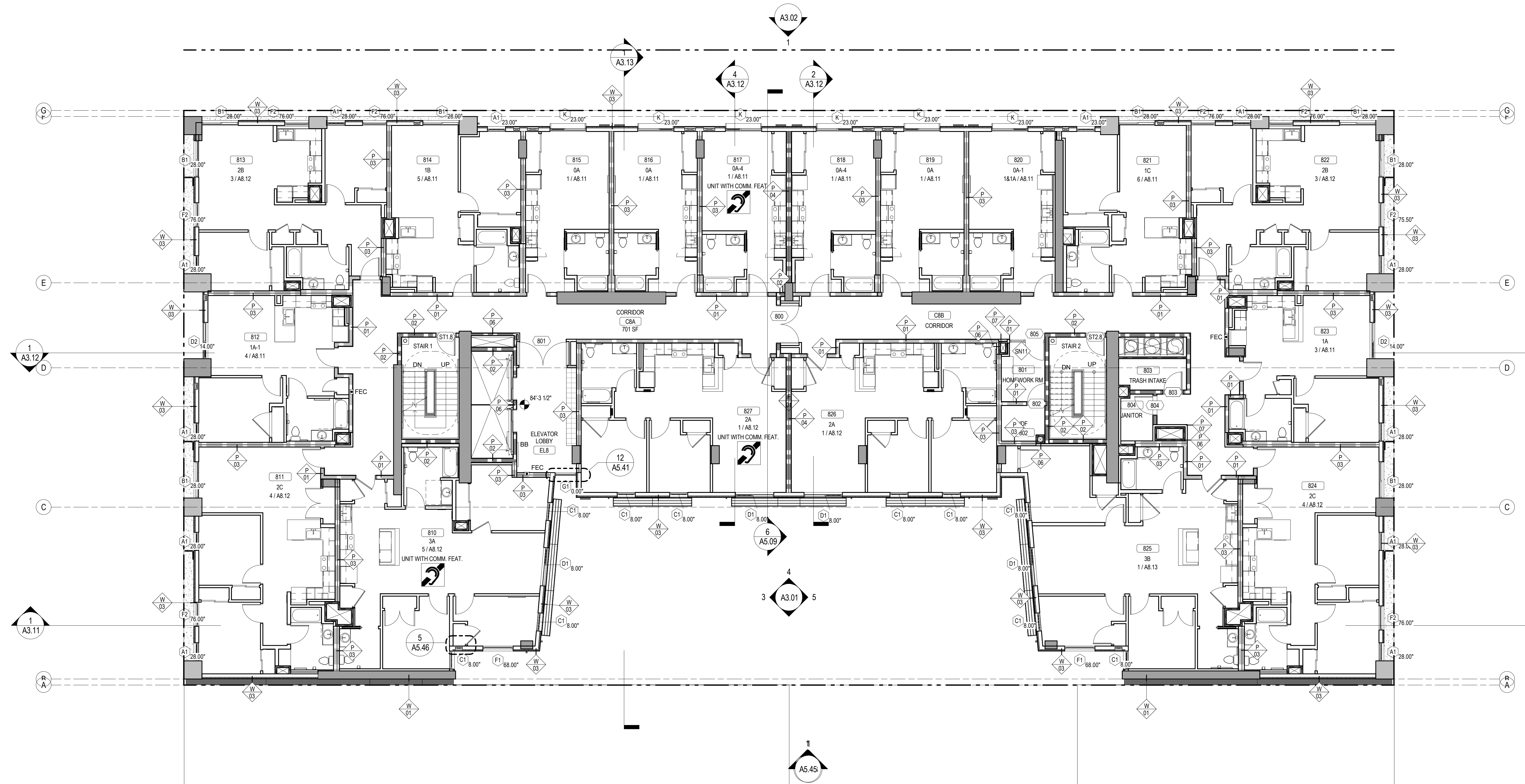
PLAN LEGEND:
FIRE STANDPIPE AT STAIR AND AT BOTH SIDES OF HORIZONTAL EXITS. AT EXIT STAIRS, PROVIDE CANE GUARDS AND SUPPORTS. SEE DETAIL XXX
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DECK OR FLOOR DRAIN, S.P.D. SEE DETAILS XXX
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5' WIDE CLEAR ACCESS FOR RIG
WALKING PAD
ROOF DRAIN WITH OVERFLOW SEE DETAILS 21 A5.80
DAVIS SYSTEM POST SEE DETAIL 1 A5.80
GREEN ROOF TRAY, S.L.D.
RATED SHAFT AND SLAB PENETRATION
BELOW-GRADE WATERPROOFING, SEE SPEC SECTION 071326

Vertical text on the left edge containing project details and dates.

DATE	DESCRIPTION
04 DEC 2017	100% S.D. & PRICING
21 FEB 2018	SITE PERMIT SUBMITTAL
29 MAR 2018	75% D.D. COORDINATION SET
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NO.	DATE	REVISION

DESIGN PARTNER
AT
PROJECT MANAGER
JC
PROJECT ARCHITECT
LK
PROJECT DESIGNER
RG, LK, JC
PROJECT TRANSMITTERS
SA, MO, AB
CHECK



1 LEVEL 08
 1/8" = 1'-0"

PARTITION / WALL RATING LEGEND:

- CONCRETE STRUCTURAL WALL OR COLUMN, ARCHITECTURAL FINISH WHERE EXPOSED / VISIBLE AND NOT CONCEALED WITH FINISH CONSTRUCTION
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 1/4" = 1'-0"

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- ELECTRICAL PANEL, S.E.D. / NARRATIVES
- TELECOM PANEL, S.E.D. / NARRATIVES
- Z-DUCTS, SIZES VARY; SEE ENLARGED UNIT PLANS FOR LOCATIONS OF DROPPED SOFFIT/CEILING ASSEMBLIES TO CONCEAL Z-DUCTS; NO Z-DUCTS OR EXTENSION DUCTS SHALL BE EXPOSED WITHIN RESIDENTIAL UNITS.
- RATED SHAFT AND SLAB PENETRATION
- BELOW-GRADE WATERPROOFING, SEE SPEC SECTION 071326
- 5' WIDE CLEAR ACCESS FOR RIG
- WALKING PAD
- ROOF DRAIN WITH OVERFLOW SEE DETAILS 21 (A5.80)
- DAVIT SYSTEM POST SEE DETAIL 1 (A5.80)
- GREEN ROOF TRAY, S.L.D.



DATE

04 DEC 2017	100% S.D. & PRICING
21 FEB 2018	SITE PERMIT SUBMITTAL
29 MAR 2018	75% D.D. COORDINATION SET
08 JUN 2018	100% DESIGN DEVELOPMENT
04 SEP 2018	50% C.D. COORDINATION SET
15 OCT 2018	70% C.D.
05 NOV 2018	ADDENDUM #1
15 JAN 2019	ADDENDUM #2
28 JAN 2019	GMP SET

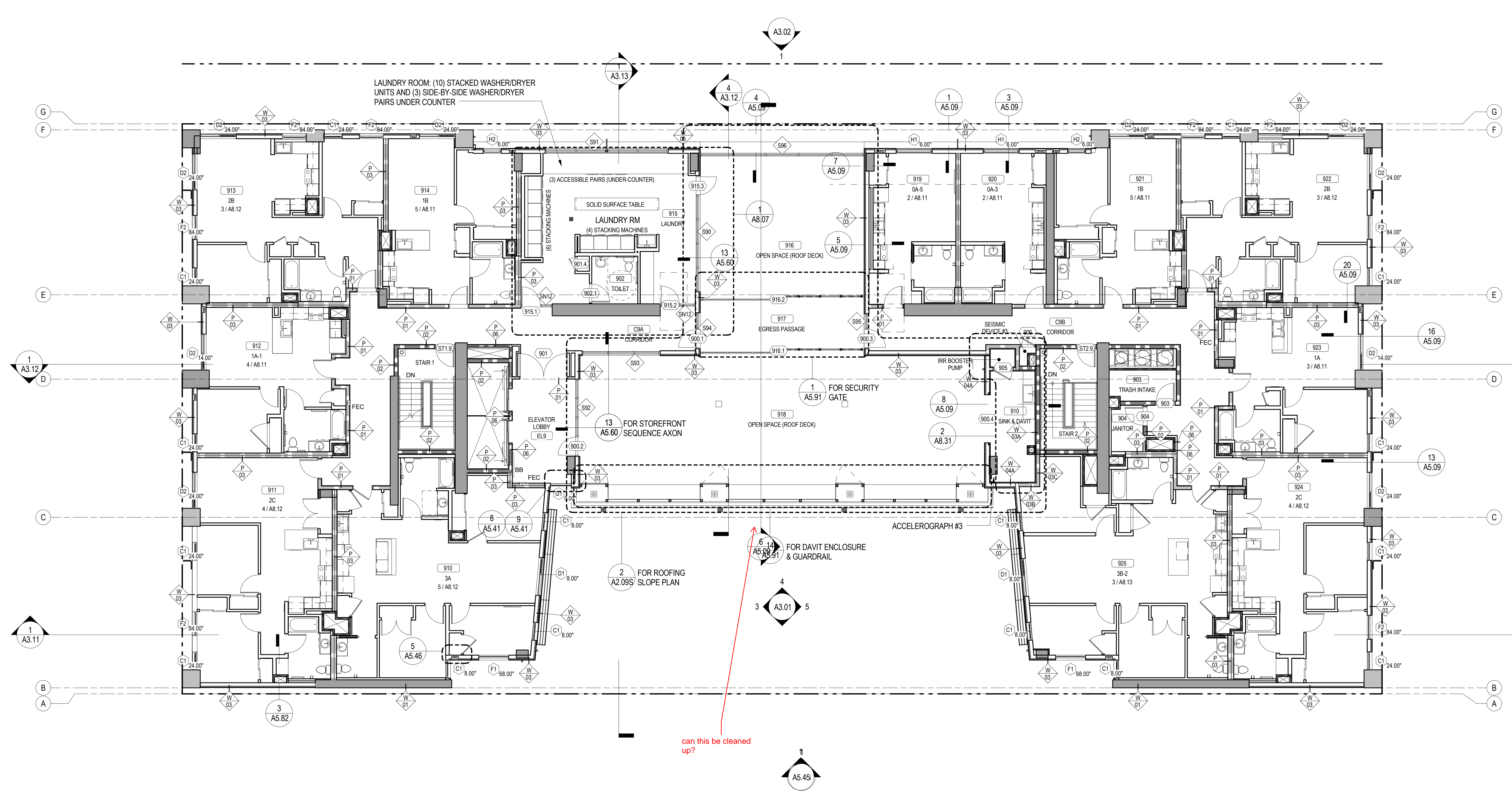
NO. DATE REVISION

DESIGN PARTNER
 AT
 PROJECT MANAGER
 JC
 PROJECT ARCHITECT
 LK
 PROJECT DESIGNER
 RG, LK, JC
 PROJECT TRANSMISSIONS
 SA, MO, AB
 CHECK

FLOOR PLAN - LEVEL 09

PROJECT NO.
1631600
 DATE ISSUED
28 JAN 2019

SHEET NUMBER
A2.09
 GMP SET
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1 LEVEL 09
 1/8" = 1'-0"

PARTITION / WALL RATING LEGEND:

	CONCRETE STRUCTURAL WALL OR COLUMN, ARCHITECTURAL FINISH WHERE EXPOSED / VISIBLE AND NOT CONCEALED WITH FINISH CONSTRUCTION
	NON-STRUCTURAL METAL FRAMED PARTITION WITH GYPSUM BOARD OR BACKING PANELS. SEE DIV 9, PARTITION TYPES AND 6-SERIES FOR ALL REQUIRED RATINGS
	2-HOUR RATED CHASE (PARTY WALL) FIRE BARRIER AT FIRE AREA AND OCCUPANCY SEPARATIONS
	2-HOUR RATED FIRE BARRIER, INC SHAFTS, STAIRS, EXIT PASSAGE WAY, ELEVATOR HOISTWAY, TRASH CHUTE TERMINATION ROOM, EM POWER, FIRE PUMP RM AND OTHER REQUIRED OCCUPANCY SEPARATIONS
	1-HOUR RATED CHASE (PARTY WALL) FIRE PARTITION AT DWELLINGS
	1-HOUR RATED FIRE PARTITION AT CORRIDORS

PLAN LEGEND:

	FIRE STANDPIPE AT STAIR AND AT BOTH SIDES OF HORIZONTAL EXITS. AT EXIT STAIRS, PROVIDE CANE GUARDS AND SUPPORTS. SEE DETAIL XXX
	FIRE EXTINGUISHER CABINET. FOR ADDITIONAL INFORMATION SEE SPECIFICATIONS AND DETAIL XXX
	FIRE EXTINGUISHER AT FEC'S, TYP. SEE SPECS. FOR ADDITIONAL INFORMATION
	DECK OR FLOOR DRAIN, S.P.D. SEE DETAILS XXX
	ELECTRICAL PANEL, S.E.D. / NARRATIVES
	TELECOM PANEL, S.E.D. / NARRATIVES
	Z-DUCTS, SIZES VARY; SEE ENLARGED UNIT PLANS FOR LOCATIONS OF DROPPED SOFFIT/CEILING ASSEMBLIES TO CONCEAL Z-DUCTS; NO Z-DUCTS OR EXTENSION DUCTS SHALL BE EXPOSED WITHIN RESIDENTIAL UNITS.
	RATED SHAFT AND SLAB PENETRATION
	BELOW-GRADE WATERPROOFING, SEE SPEC SECTION 071326
	5' WIDE CLEAR ACCESS FOR RIG
	WALKING PAD
	ROOF DRAIN WITH OVERFLOW SEE DETAILS 21 A5.80
	DAVIT SYSTEM POST SEE DETAIL 1 A5.80
	GREEN ROOF TRAY, S.L.D.

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MITHUN, INC. Designer

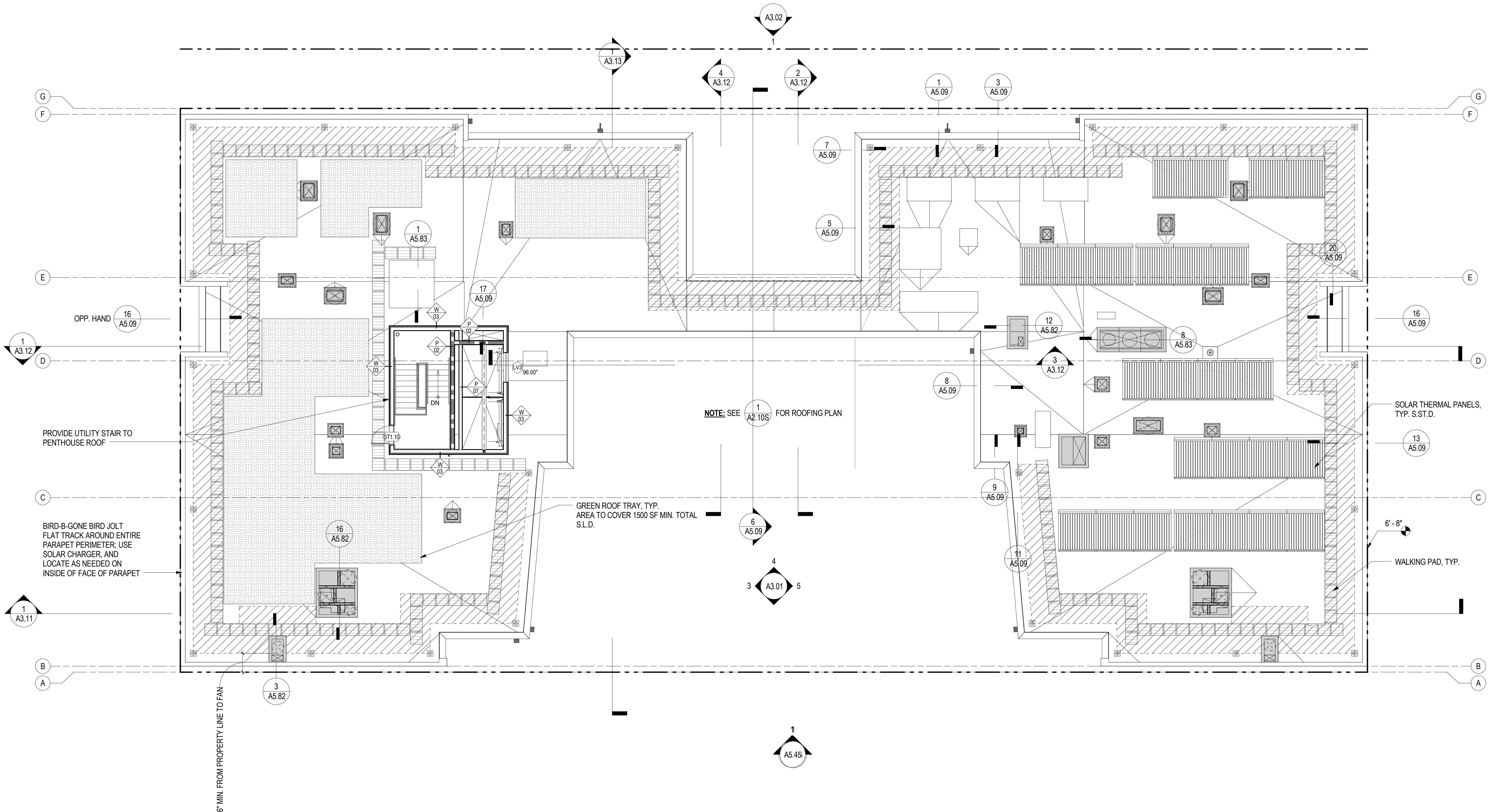
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 15 OCT 2018 70% C.D.
 05 NOV 2018 ADDENDUM #1
 15 JAN 2019 ADDENDUM #2
 28 JAN 2019 GMP SET

NO.	DATE	REVISION

DESIGN PARTNER
AT
 PROJECT MANAGER
JC
 PROJECT ARCHITECT
LK
 PROJECT DESIGNER
RG, LK, JC
 PROJECT TRANSMITTER
SA, MO, AB
 CHECK



1 LEVEL 10 ROOF
 1/8" = 1'-0"

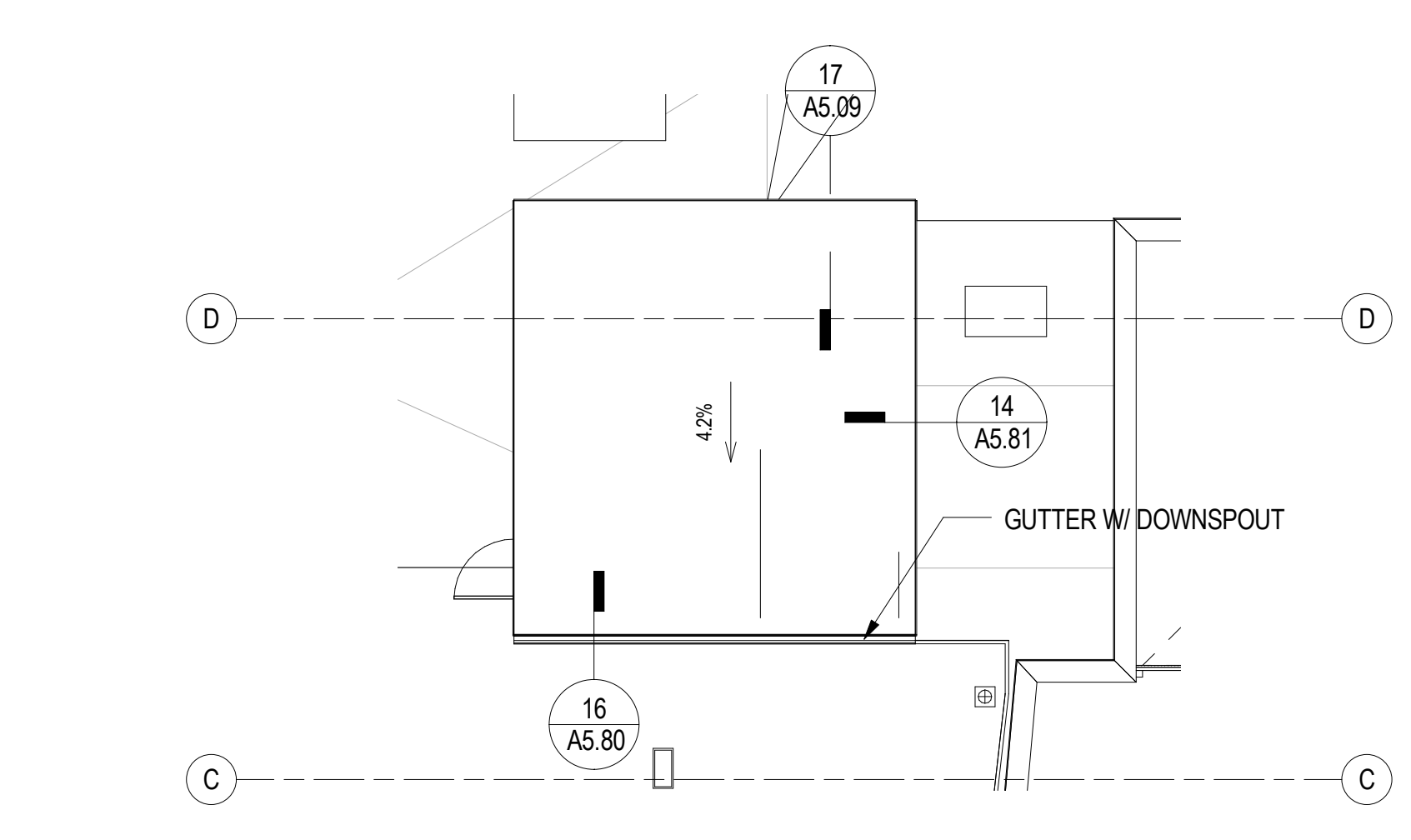
PARTITION / WALL RATING LEGEND:

	CONCRETE STRUCTURAL WALL OR COLUMN, ARCHITECTURAL FINISH WHERE EXPOSED / VISIBLE AND NOT CONCEALED WITH FINISH CONSTRUCTION
	NON-STRUCTURAL METAL FRAMED PARTITION WITH GYPSUM BOARD OR BACKING PANELS. SEE DIV 9. PARTITION TYPES AND 6-SERIES FOR ALL REQUIRED RATINGS
	2-HOUR RATED CHASE (PARTY WALL) FIRE BARRIER AT FIRE AREA AND OCCUPANCY SEPARATIONS
	2-HOUR RATED FIRE BARRIER, INC SHAFTS, STAIRS, EXIT PASSAGE WAY, ELEVATOR HOISTWAY, TRASH CHUTE TERMINATION ROOM, EM POWER, FIRE PUMP RM AND OTHER REQUIRED OCCUPANCY SEPARATIONS
	1-HOUR RATED CHASE (PARTY WALL) FIRE PARTITION AT DWELLINGS
	1-HOUR RATED FIRE PARTITION AT CORRIDORS

A2 PARTITION/WALL RATING LEGEND
 1/4" = 1'-0"

PLAN LEGEND:

	FIRE STANDPIPE AT STAIR AND AT BOTH SIDES OF HORIZONTAL EXITS. AT EXIT STAIRS, PROVIDE CANE GUARDS AND SUPPORTS. SEE DETAIL XXX		Z-DUCTS, SIZES VARY; SEE ENLARGED UNIT PLANS FOR LOCATIONS OF DROPPED SOFFIT/CEILING ASSEMBLIES TO CONCEAL Z-DUCTS; NO Z-DUCTS OR EXTENSION DUCTS SHALL BE EXPOSED WITHIN RESIDENTIAL UNITS.		5' WIDE CLEAR ACCESS FOR RIG
	FIRE EXTINGUISHER CABINET. FOR ADDITIONAL INFORMATION SEE SPECIFICATIONS AND DETAIL XXX		RATED SHAFT AND SLAB PENETRATION		WALKING PAD
	FIRE EXTINGUISHER AT FEC'S. TYP. SEE SPECS. FOR ADDITIONAL INFORMATION		BELOW-GRADE WATERPROOFING. SEE SPEC SECTION 071326		ROOF DRAIN WITH OVERFLOW. SEE DETAILS 21 (A5.80)
	DECK OR FLOOR DRAIN, S.P.D. SEE DETAILS XXX		ELECTRICAL PANEL, S.E.D. / NARRATIVES		DAVT SYSTEM POST. SEE DETAIL 1 (A5.80)
	ELECTRICAL PANEL, S.E.D. / NARRATIVES		TELECOM PANEL, S.E.D. / NARRATIVES		GREEN ROOF TRAY, S.L.D.



2 PENTHOUSE LEVEL
 1/8" = 1'-0"

NOT FOR CONSTRUCTION

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21 FEB 2018 SITE PERMIT SUBMITTAL
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15 OCT 2018 70% C.D.
05 NOV 2018 ADDENDUM #1
15 JAN 2019 ADDENDUM #2
28 JAN 2019 GMP SET

DESIGN PARTNER
AT PROJECT MANAGER
JC PROJECT ARCHITECT
LK PROJECT DESIGNER
RG, LK, JC PROJECT TEAM LEADERS
SA, MO, AB CHECK

TITLE
ELEVATIONS

PROJECT NO.
1631600

DATE QUOTE
28 JAN 2019

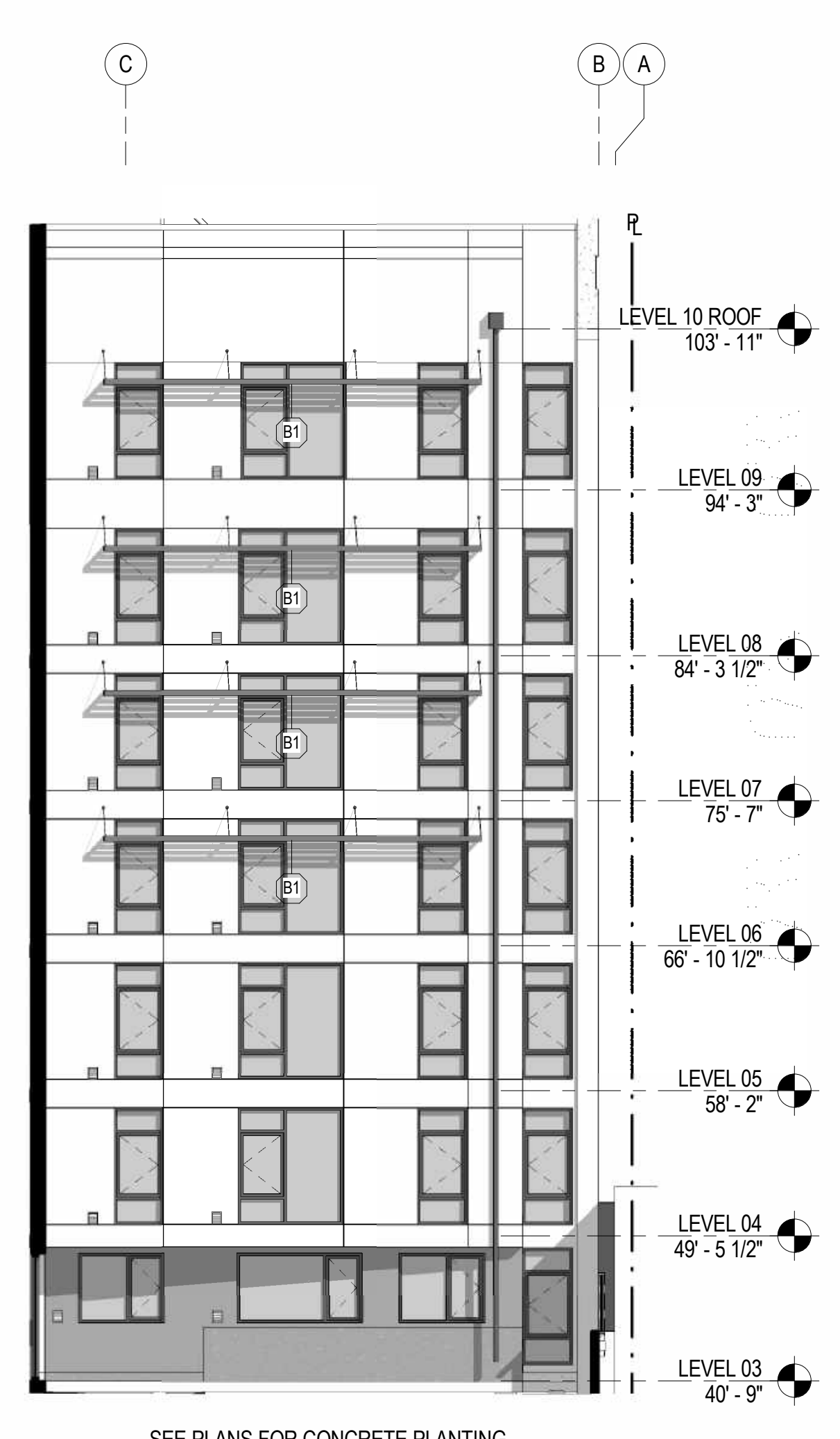
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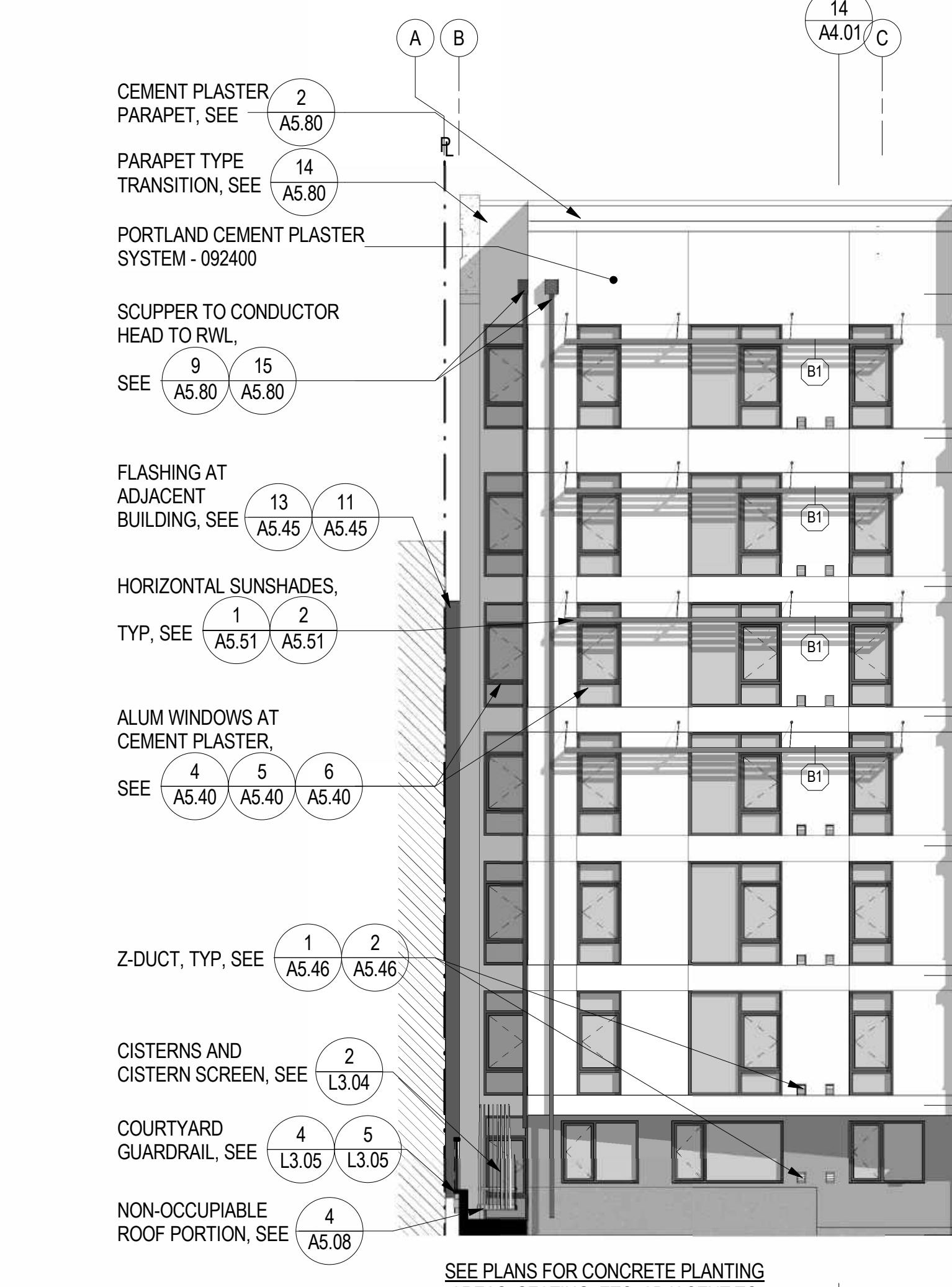
2 EAST ELEVATION (BRYANT STREET)
1/8" = 1'-0"



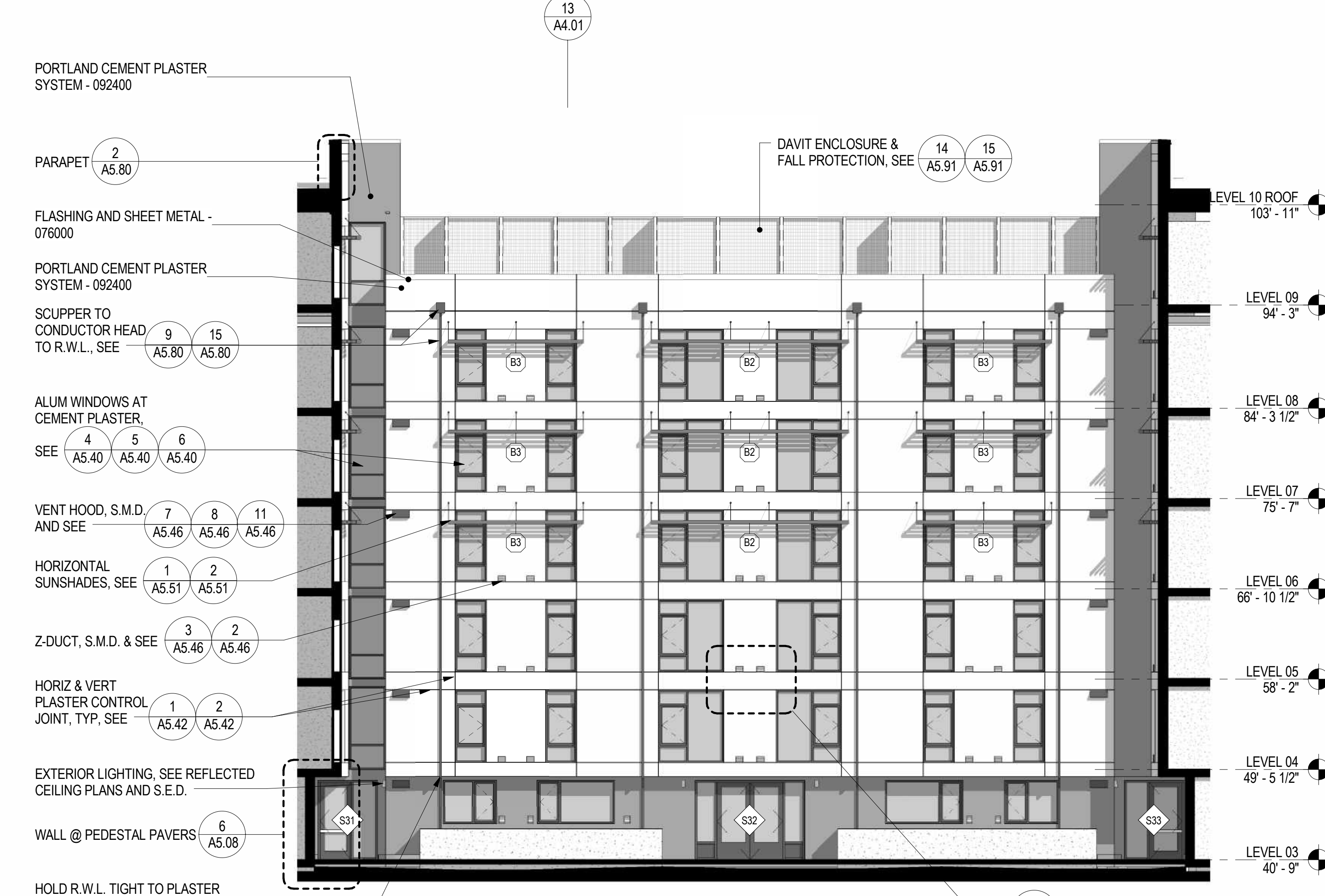
1 WEST ELEVATION (FLORIDA STREET)
1/8" = 1'-0"



5 COURTYARD - WEST ELEVATION
1/8" = 1'-0"



3 COURTYARD - EAST ELEVATION
1/8" = 1'-0"



4 COURTYARD - SOUTH ELEVATION
1/8" = 1'-0"

FLOOR OPENING CALCULATION FACING NORTH PROPERTY LINE, LEVEL 09:
DISTANCE FROM PROP LINE: 10-15 FT (SEE PLANS)
ALLOWED PERCENTAGE OPENING: 45%
AS PER 2016 CBC TABLE 705.8
PROPOSED PERCENTAGE OPENING: 44%
WALL AREA: 1933 SF
OPENING AREA: 842 SF

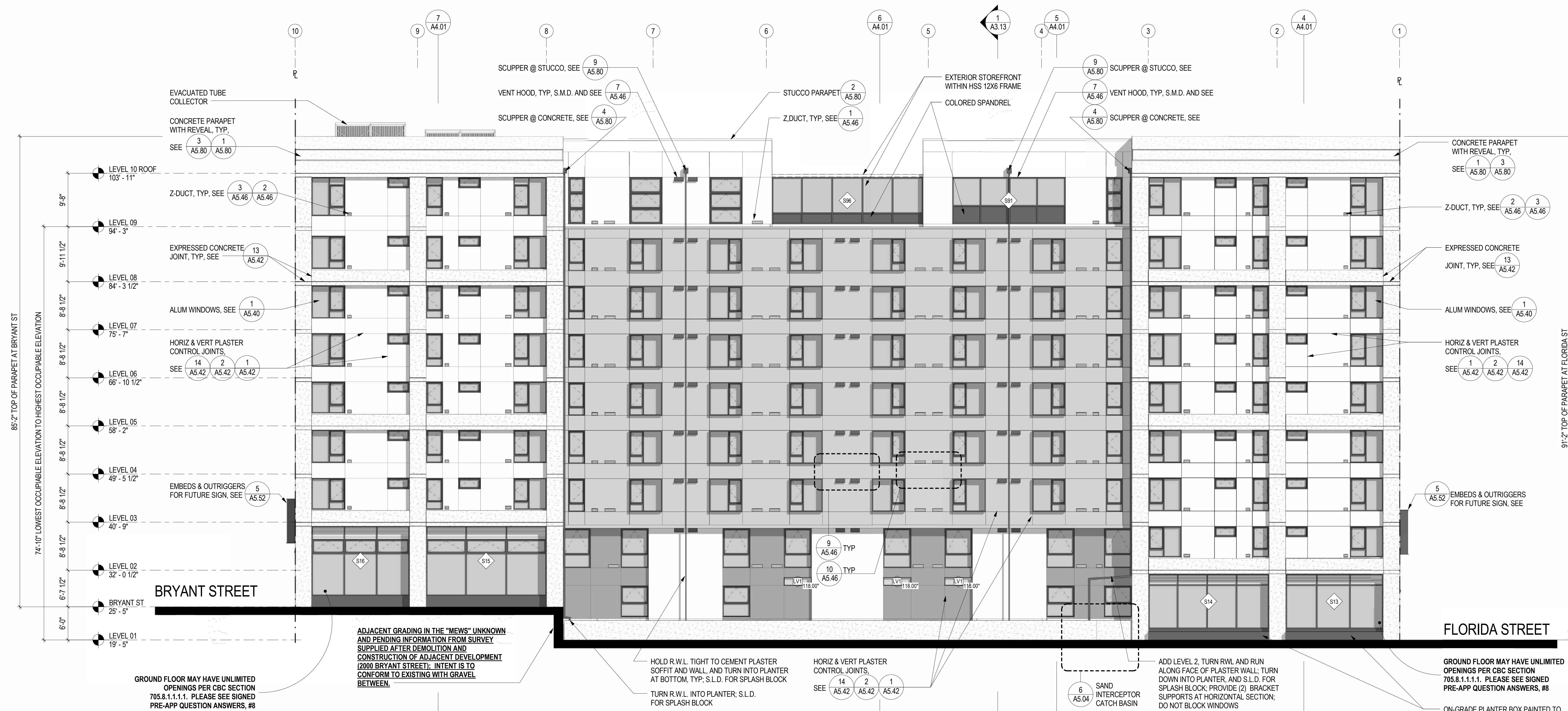
4 OPNG CALC - NORTH ELEV - LEVEL 09
1/8" = 1'-0"

TYPICAL FLOOR OPENING CALCULATION FACING NORTH PROPERTY LINE, LEVELS 03 THROUGH 08:
DISTANCE FROM PROP LINE: 10-15 FT (SEE PLANS)
ALLOWED PERCENTAGE OPENING: 45%
AS PER 2016 CBC TABLE 705.8
PROPOSED PERCENTAGE OPENING: 26%
WALL AREA: 1742 SF
OPENING AREA: 454 SF

3 OPNG CALC - NORTH ELEV - LEVELS 03 THRU 08
1/8" = 1'-0"

FLOOR OPENING CALCULATION FACING NORTH PROPERTY LINE, LEVEL 02:
DISTANCE FROM PROP LINE: 10-15 FT (SEE PLANS)
ALLOWED PERCENTAGE OPENING: 45%
AS PER 2016 CBC TABLE 705.8
PROPOSED PERCENTAGE OPENING: 30%
WALL AREA: 1253 SF
OPENING AREA: 373 SF

2 OPNG CALC - NORTH ELEV - LEVEL 02
1/8" = 1'-0"



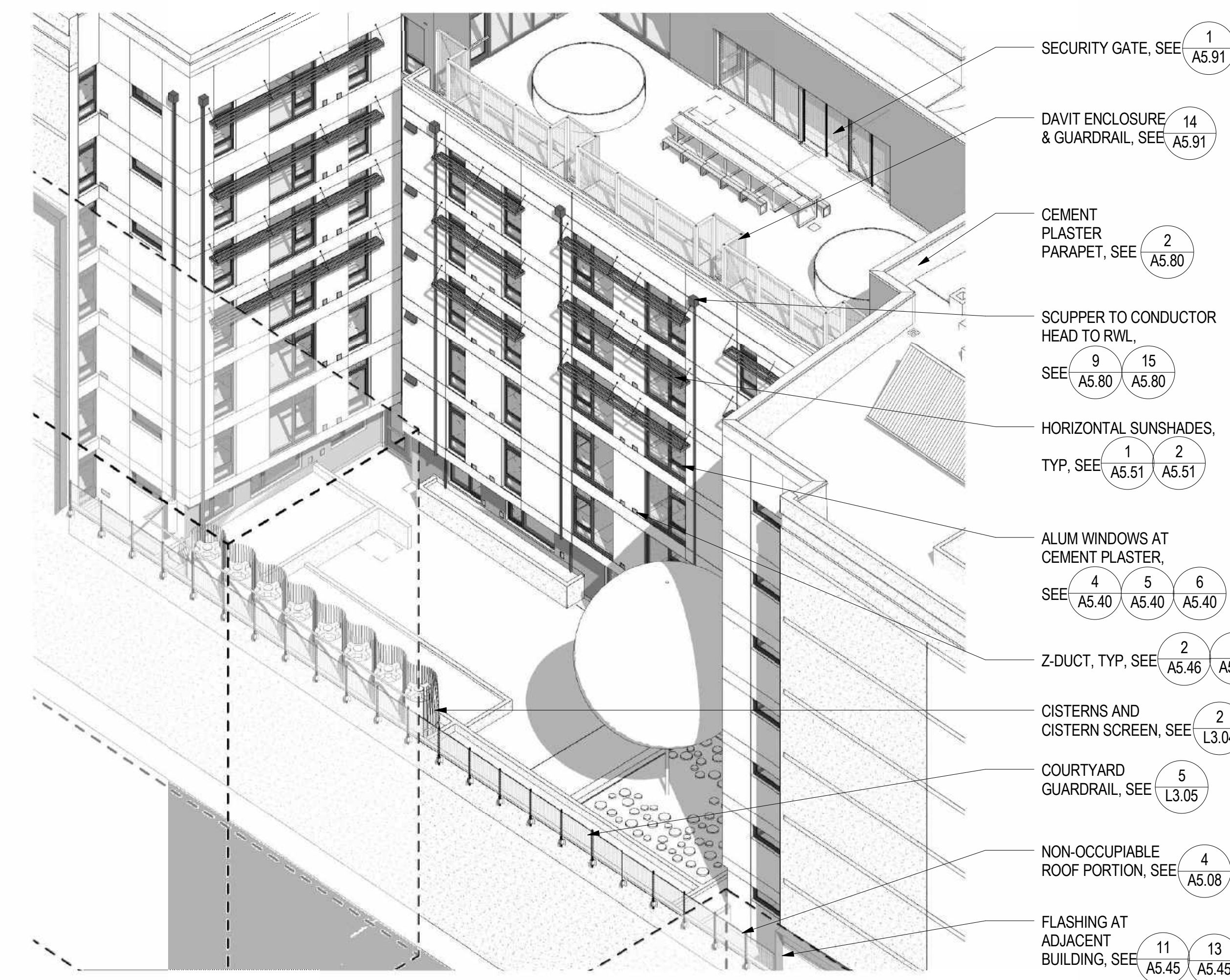
1 NORTH ELEVATION (MEWS)
1/8" = 1'-0"

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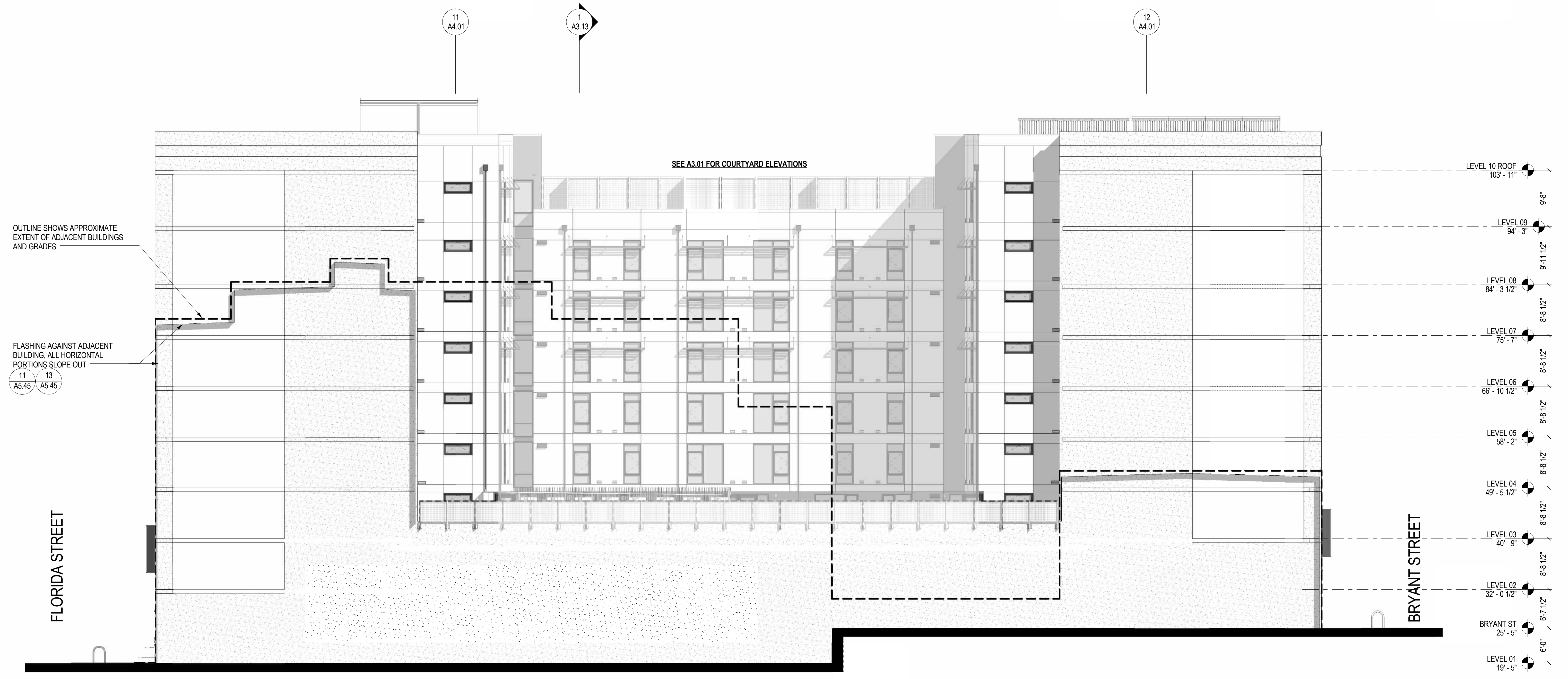
1/28/2019 12:43:03 PM



2 WEST ELEVATION (FLORIDA STREET) REPRESENTATIONAL AXON



3 COURTYARD REPRESENTATIONAL AXON



1 SOUTH ELEVATION (PARTY WALLS)
1/8" = 1'-0"

DATE

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05 NOV 2018	ADDENDUM #1
15 JAN 2019	ADDENDUM #2
28 JAN 2019	GMP SET

DESIGN PARTNER
AT

PROJECT MANAGER
JC

PROJECT ARCHITECT
LK

PROJECT DESIGNER
RG, LK, JC

PROJECT ENGINEERS
SA, MO, AB

CHECK

PROJECT
**681 FLORIDA STREET
 FAMILY HOUSING**
 LOCATION
**681 FLORIDA STREET
 SAN FRANCISCO, CA
 94110**
 BLOCK - LOT
4022 - 028
 PREPARED FOR
TNDC

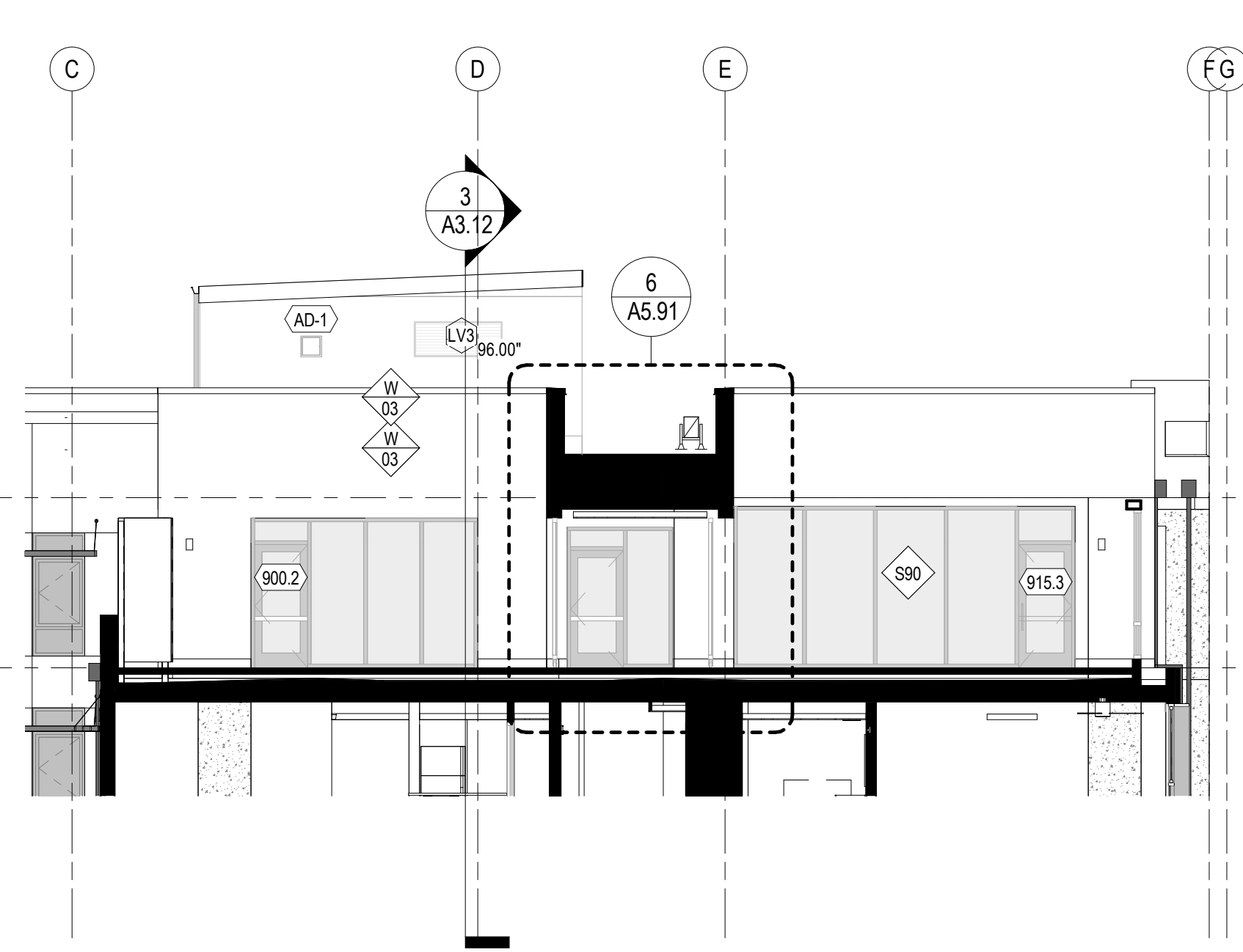


DATE	DESCRIPTION
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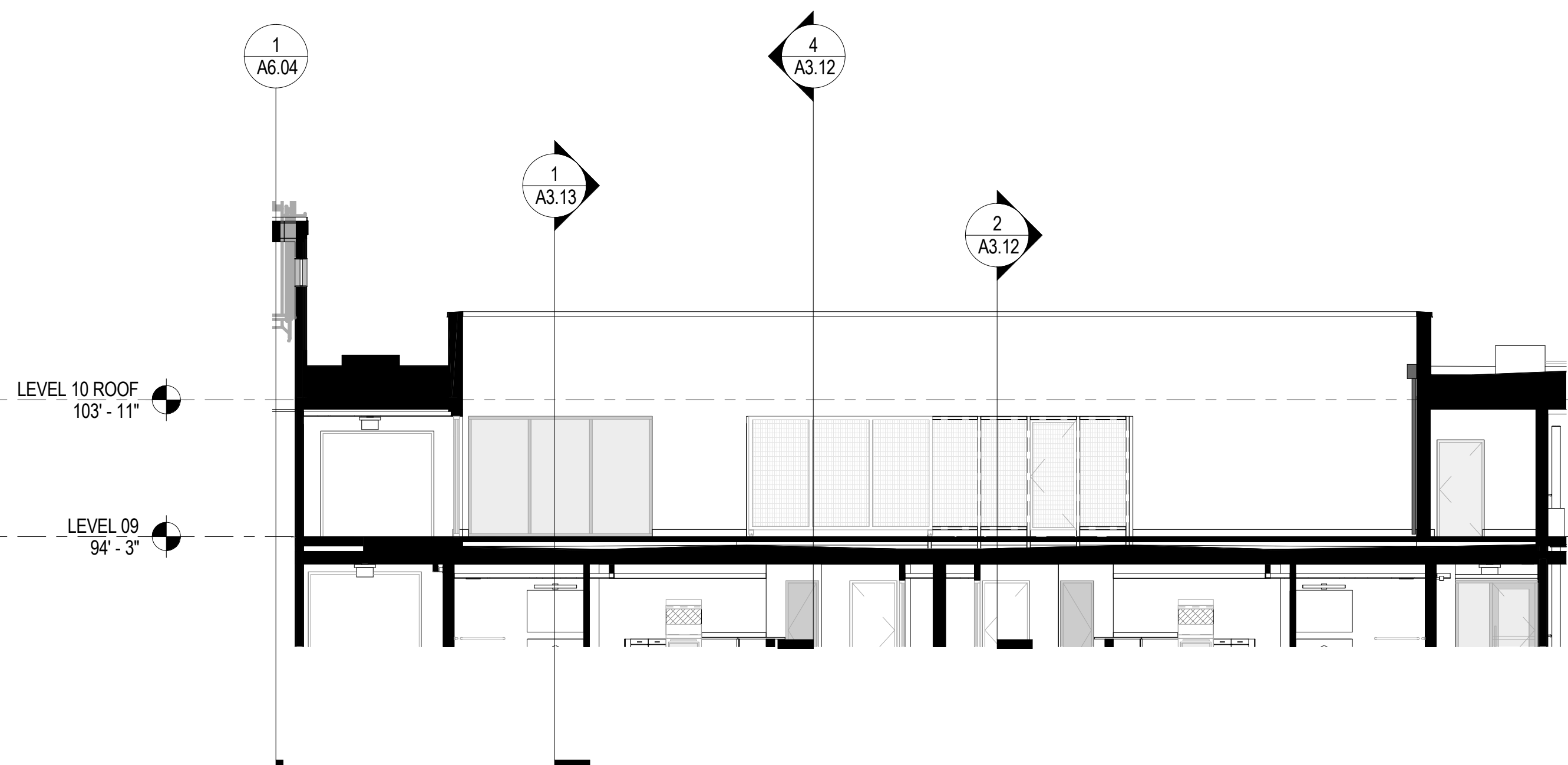
DESIGN PARTNER	AT
PROJECT MANAGER	JC
PROJECT ARCHITECT	LK
PROJECT DESIGNER	RG, LK, JC
PROJECT TRANSPORT	SA, MO, AB
CHECK	

DATE
 PROJECT NO.
1631600
 DATE ISSUED
28 JAN 2019

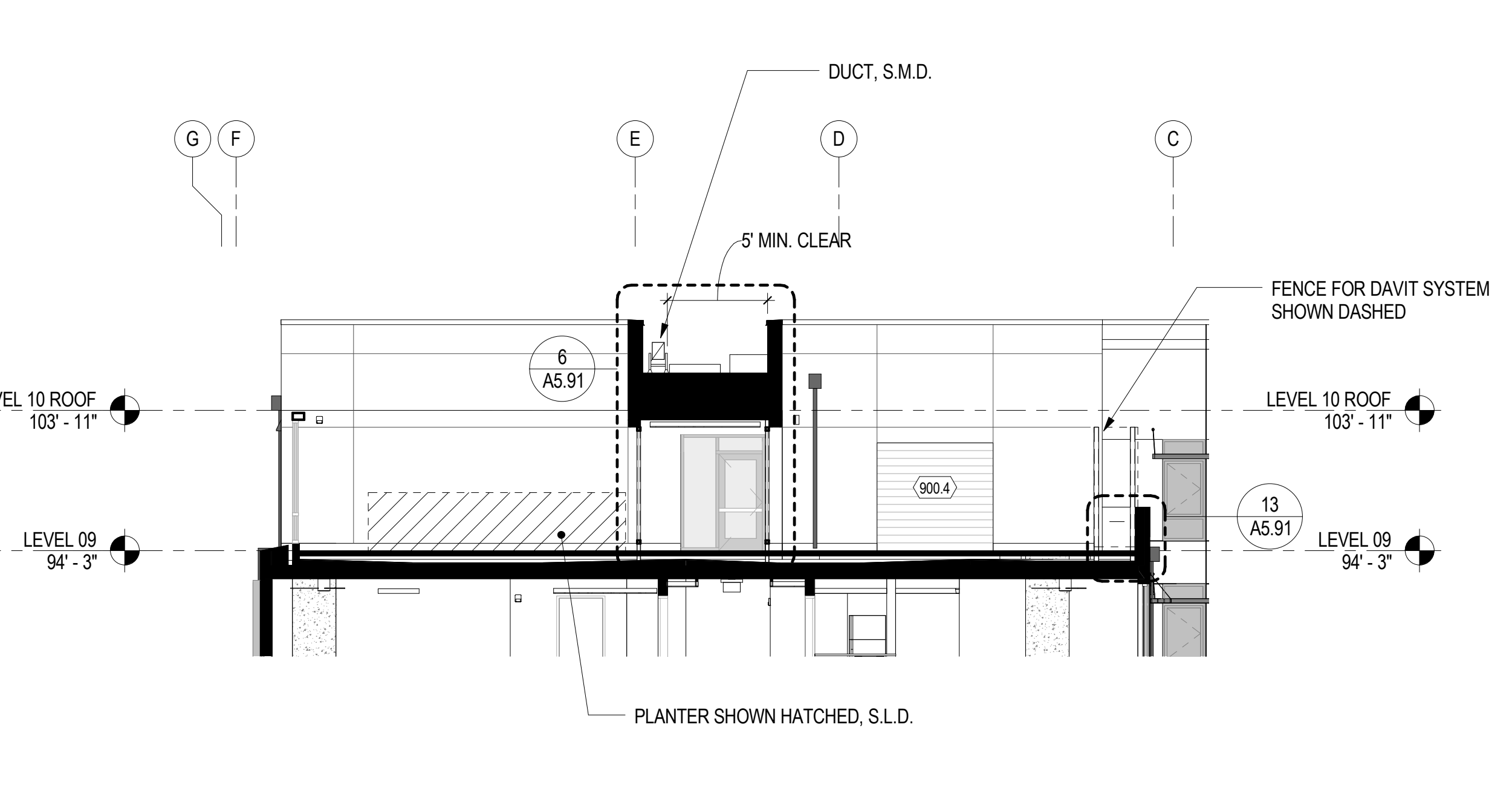
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A3.12
 GMP SET
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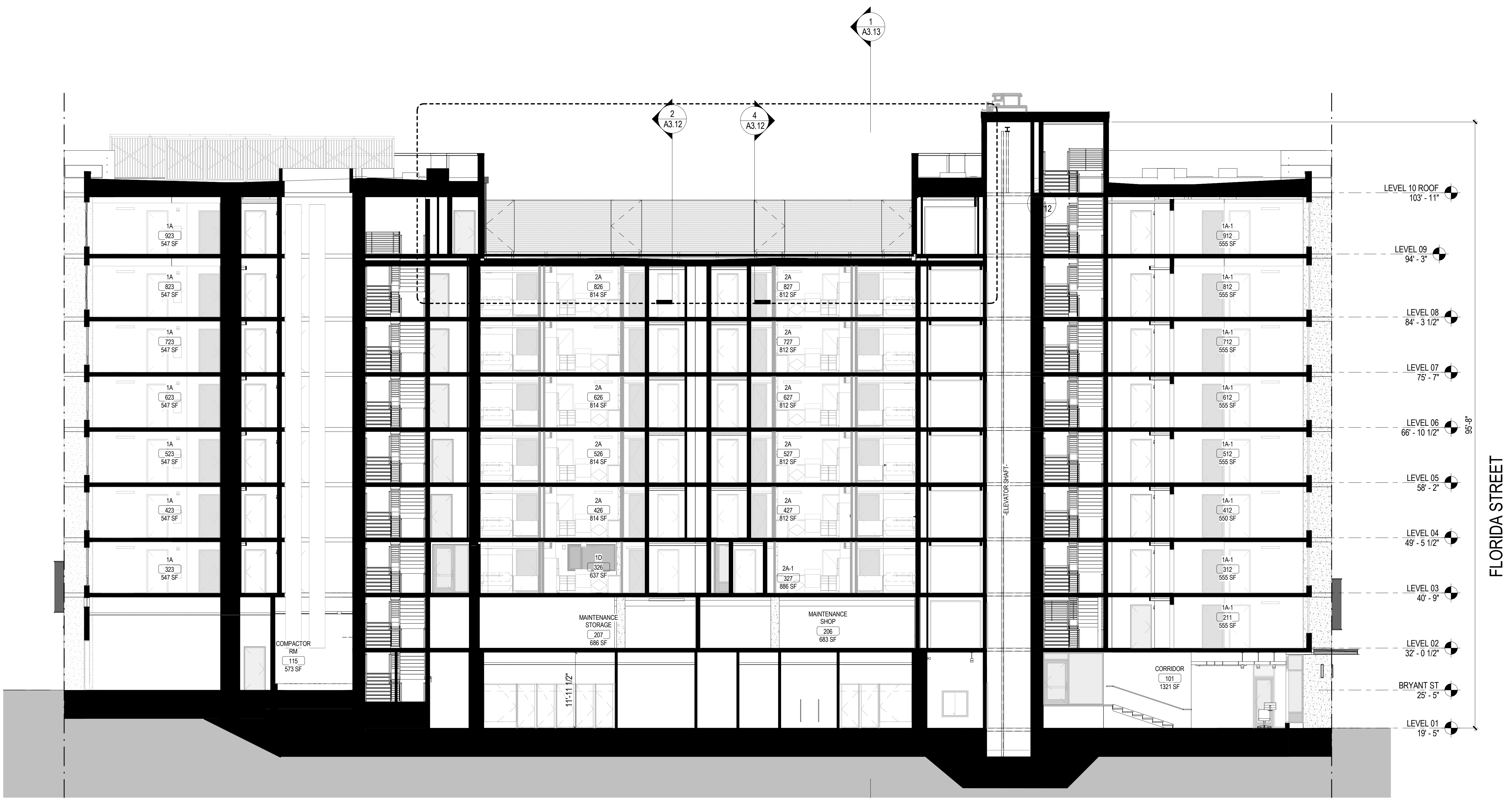
4 SECTION AT ROOF DECK LOOKING WEST
 1/8" = 1'-0"



3 SECTION AT ROOF DECK LOOKING NORTH
 1/8" = 1'-0"



2 SECTION AT ROOF DECK LOOKING EAST
 1/8" = 1'-0"



1 SECTION AT ROOF DECK LOOKING SOUTH
 1/8" = 1'-0"

NOT FOR CONSTRUCTION



DATE	DESCRIPTION
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05 NOV 2018	ADDENDUM #1
15 JAN 2019	ADDENDUM #2
28 JAN 2019	GMP SET

NO.	DATE	REVISION

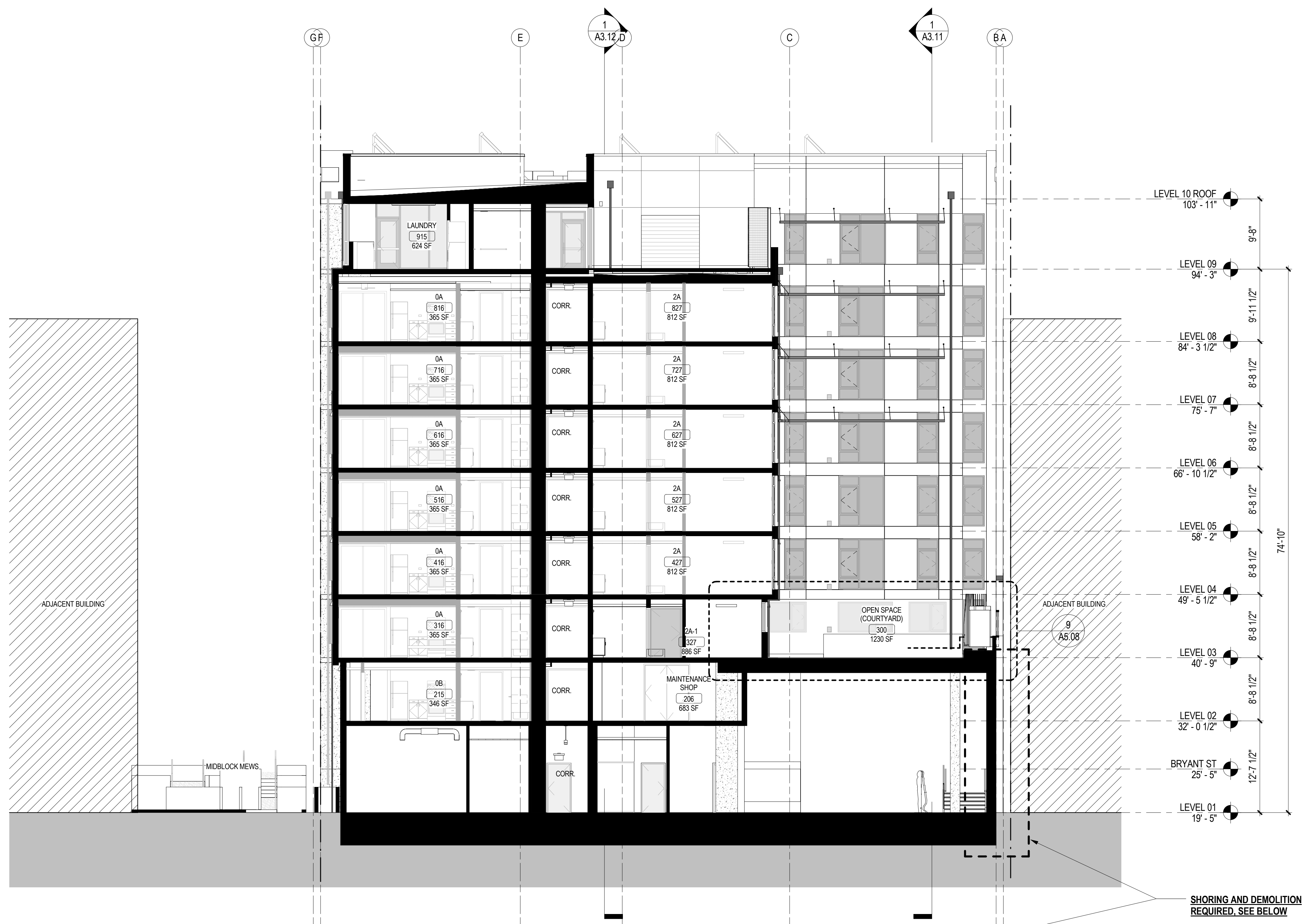
DESIGN PARTNER
AT
PROJECT MANAGER
JC
PROJECT ARCHITECT
LK
PROJECT DESIGNER
RG, LK, JC
PROJECT TRANSMITTERS
SA, MO, AB
CHECK

SECTIONS

PROJECT NO.
1631600
 DATE QUOTE
28 JAN 2019

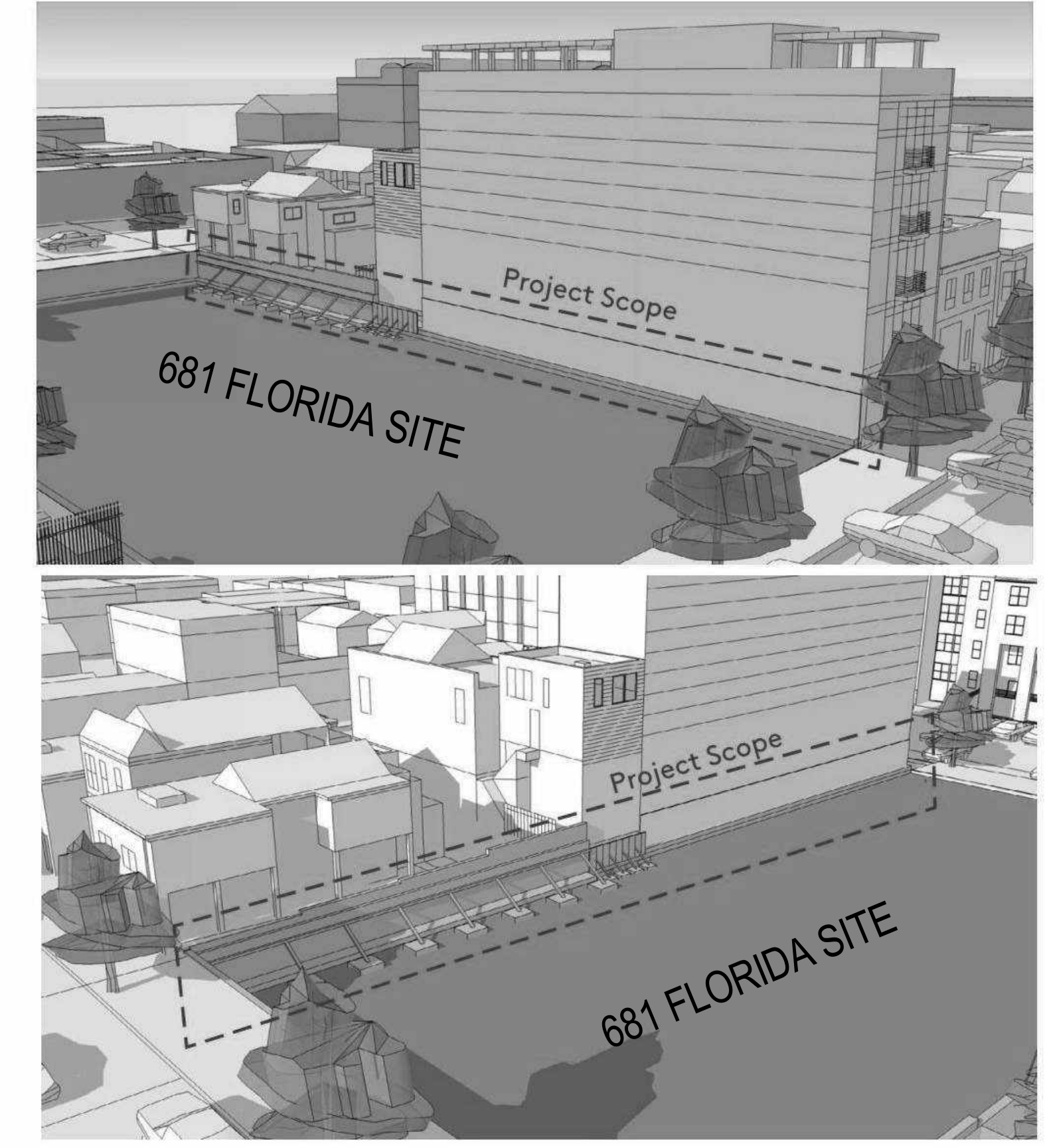
SHEET NUMBER
A3.13
 GMP SET
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1 SECTION AT OPEN SPACES LOOKING EAST
 1/8" = 1'-0"

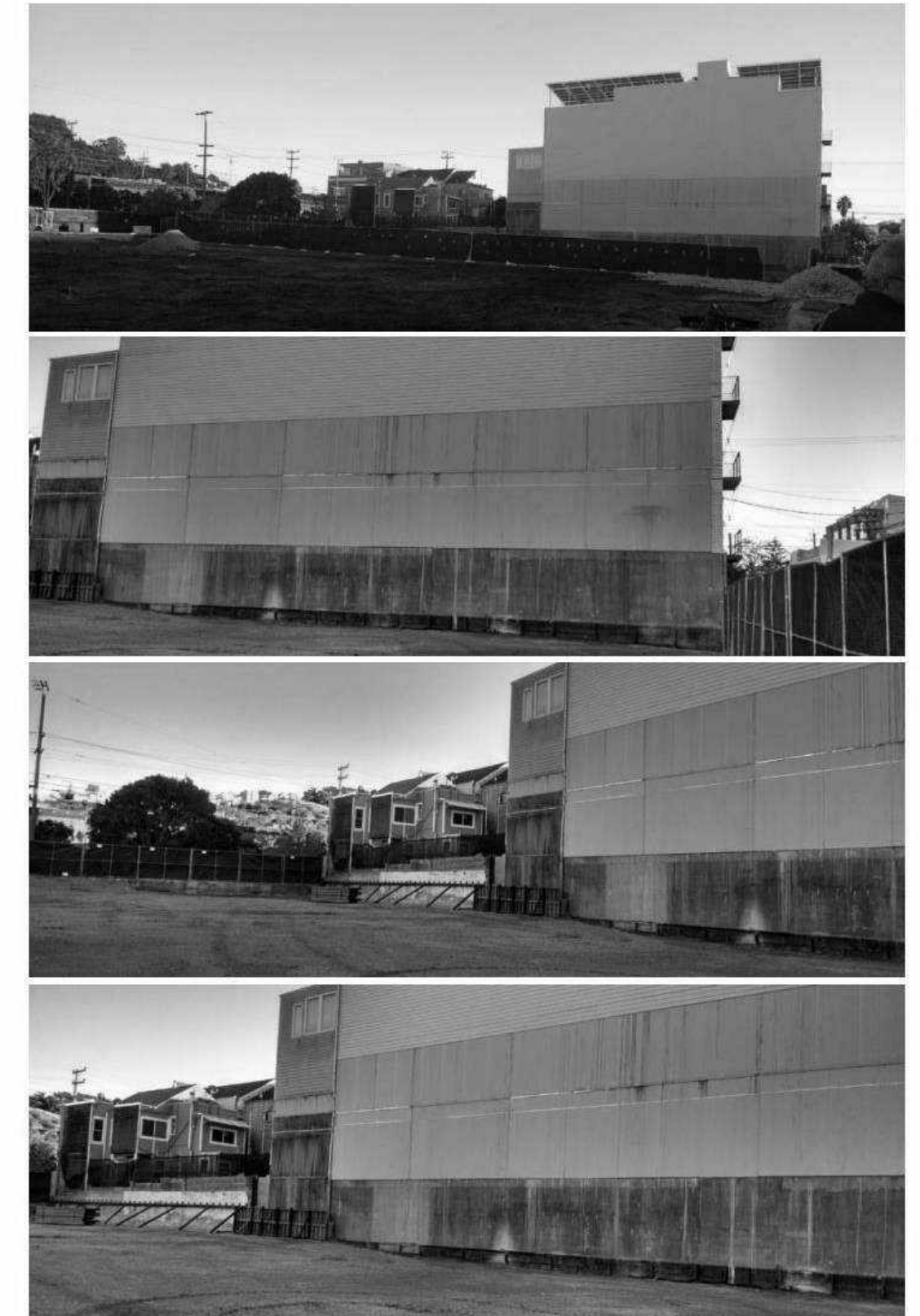
SUMMARY OF SHORING SCOPE AND EXISTING CONDITIONS FOR DEMOLITION



681 FLORIDA / 22 NOV 2017

- Project Parameters:**
- No Property Intrusion
 - Neighbor-friendly
 - No vibrations
 - Coordinate with future architecture
 - coordinate with foundations
 - cost effective
 - maximum 24" Face of Building to Property Line

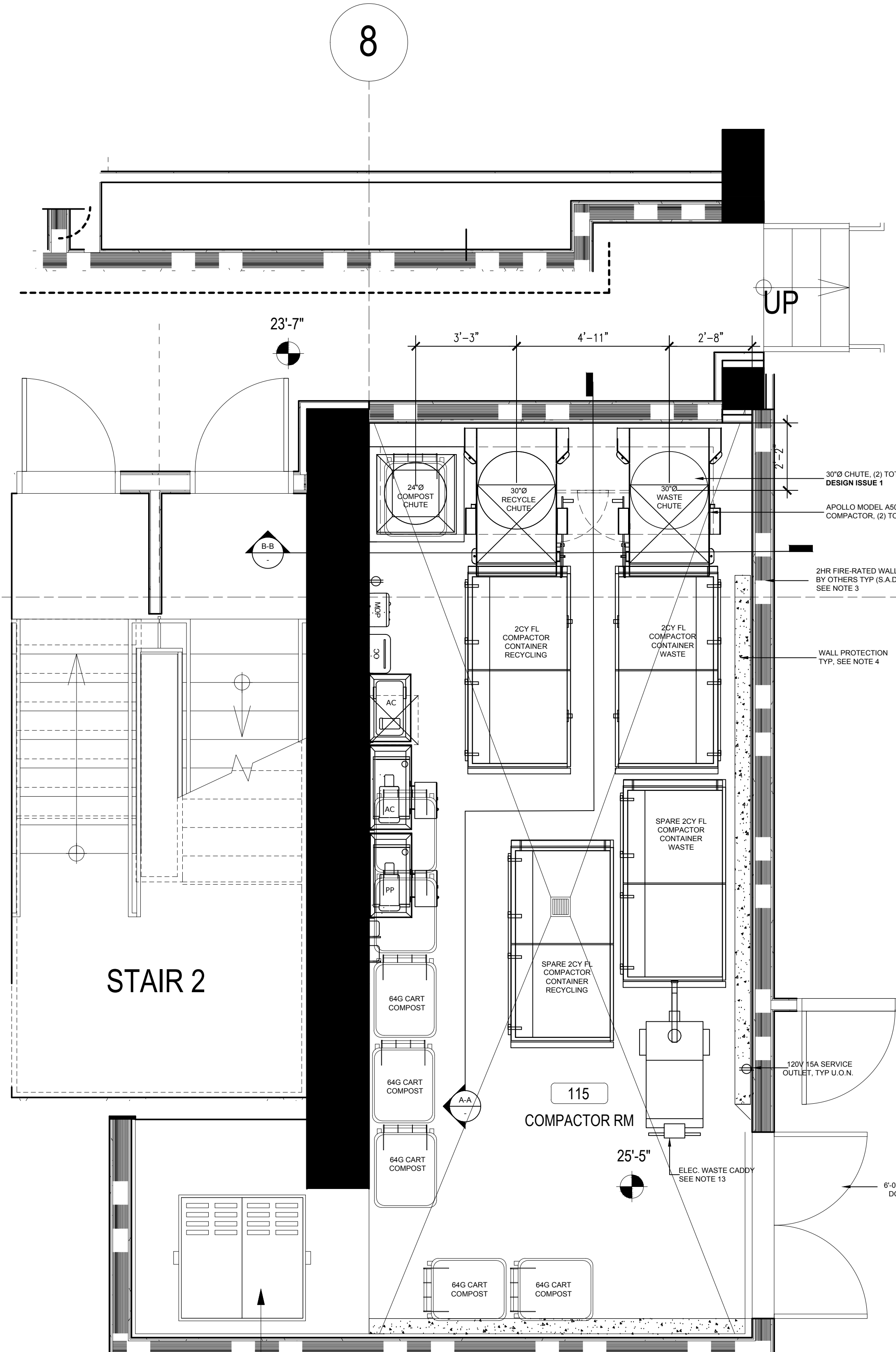
Site Photos 17 Nov 2017



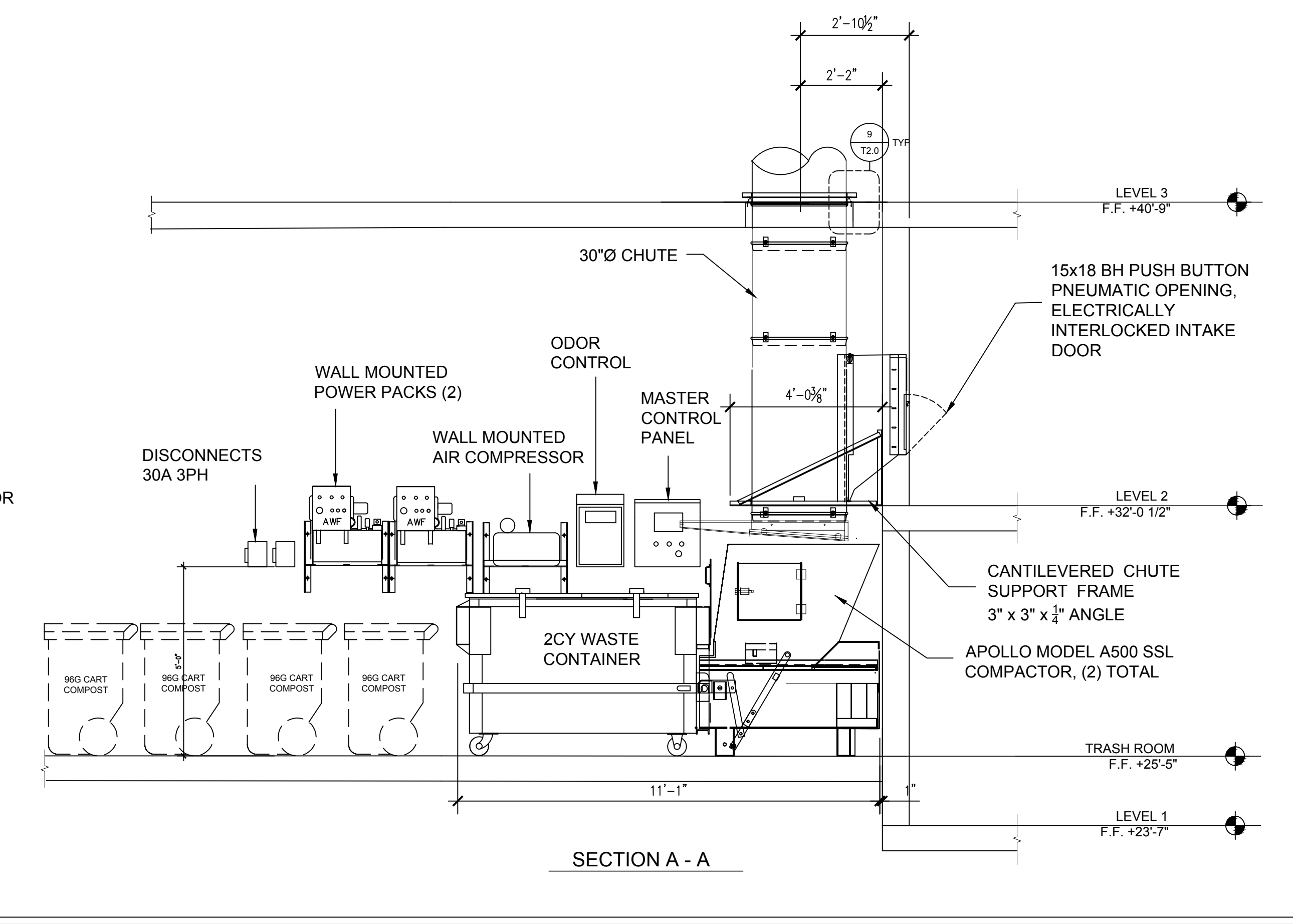
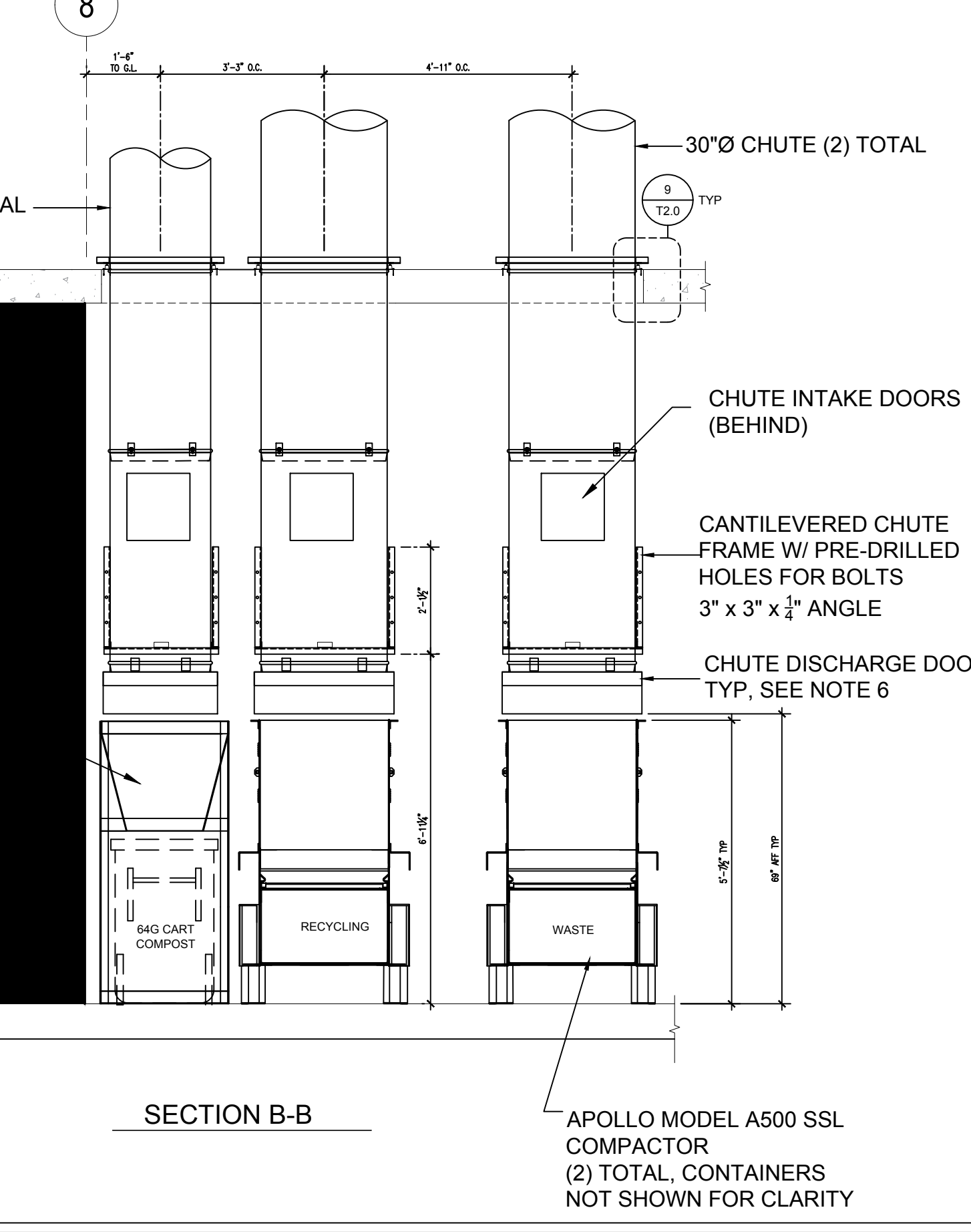
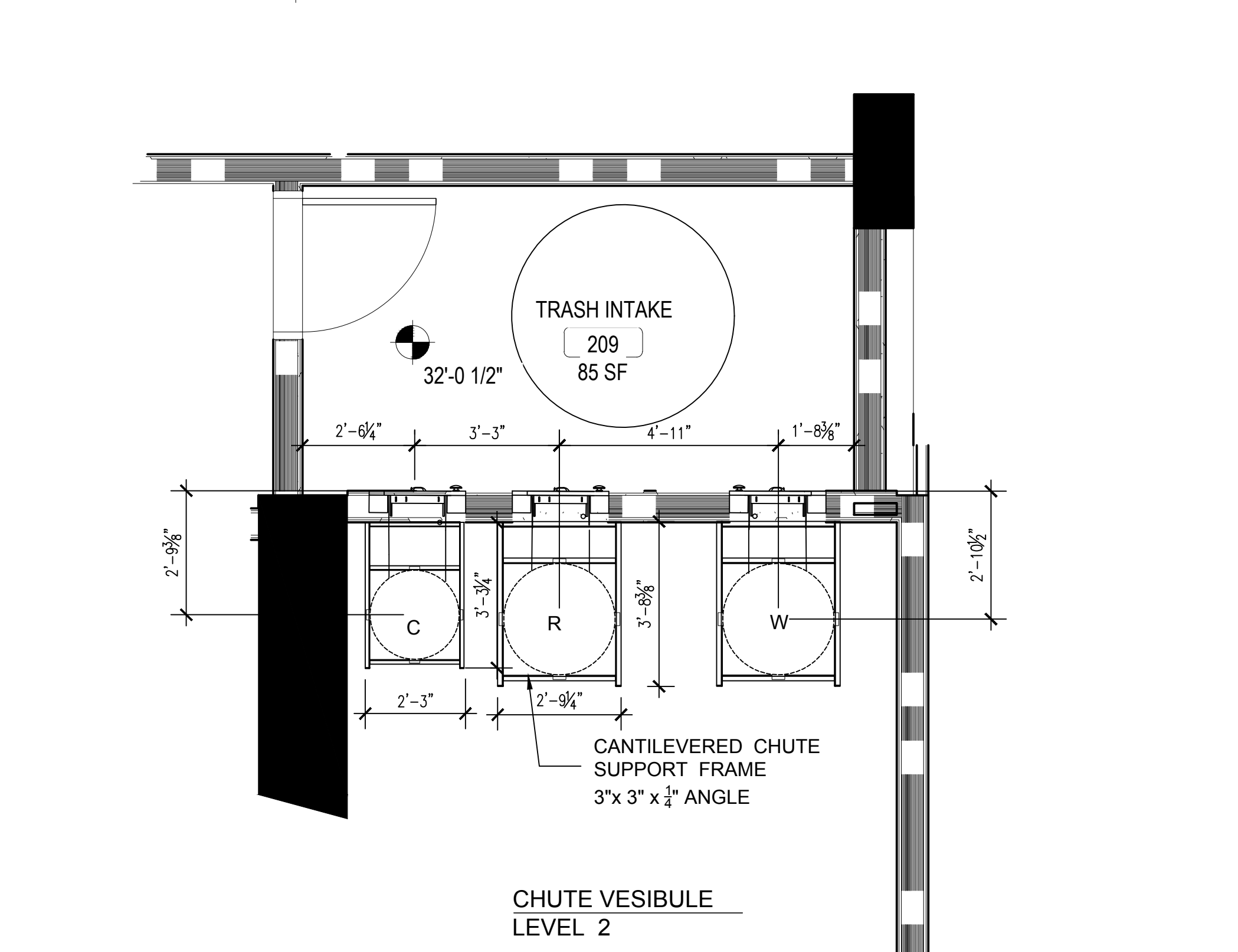
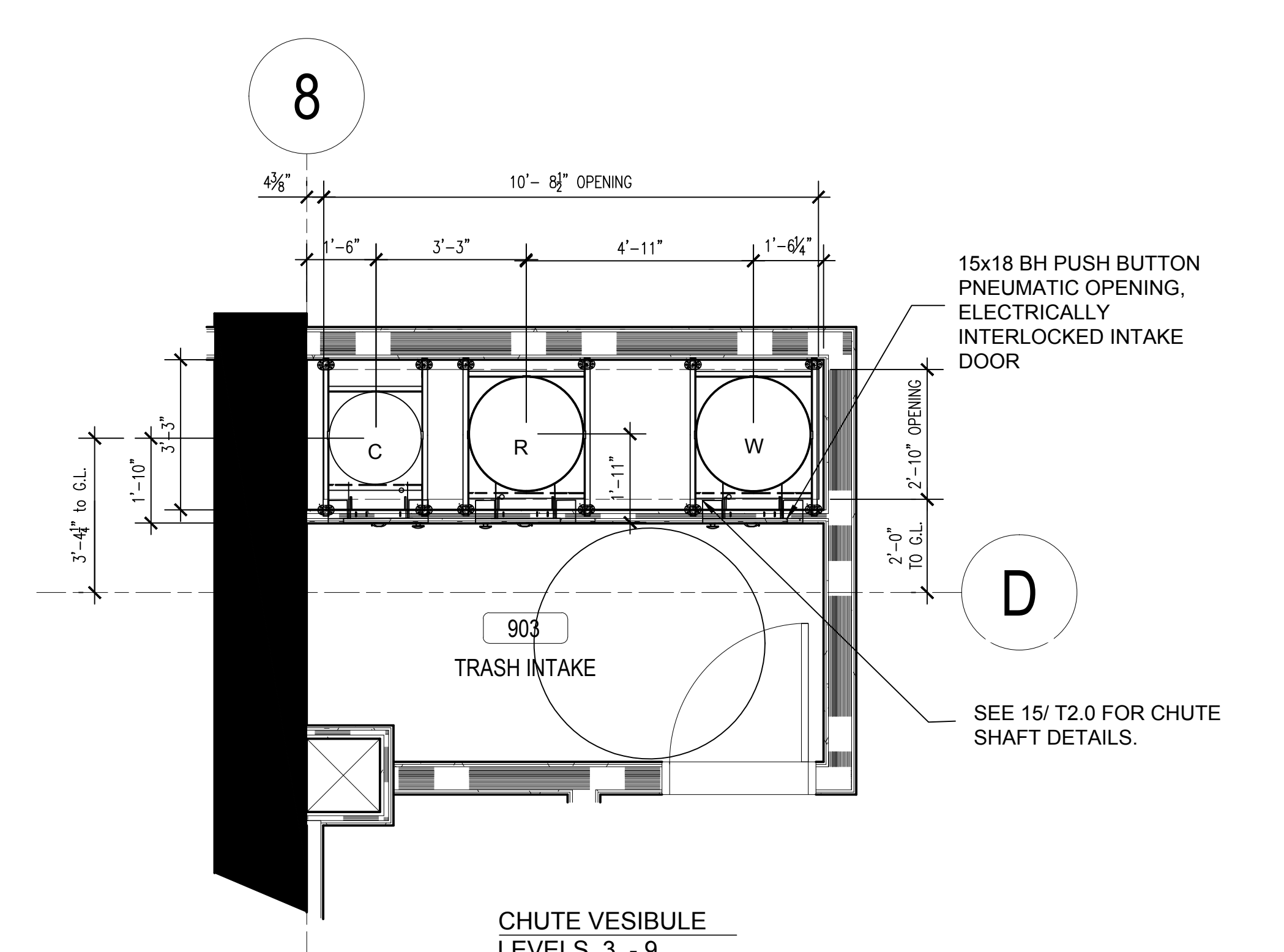
681 FLORIDA / 22 NOV 2017



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TRASH COLLECTION ROOM 115 PLAN
LEVEL 1



SHEET NOTES:
TRASH COLLECTION ROOM 115: LEVEL 1
 1. TRASH COLLECTION ROOM IS PART OF 2HR FIRE-RATED TRASH CHUTE SHAFT - RESTRICTED ACCESS.
 2. FLOOR SHALL BE FINISHED WITH ELASTO-DECK 6001 AL-HT DECK COATING. FLOOR TO HAVE MINIMAL SLOPE AND FLOOR DRAIN. FLOOR LEVEL UNDER COMPACTORS.
 3. WALLS SHALL BE FINISHED WITH WASHABLE WATERPROOF SURFACE SUCH AS FRP OR HIGH-GLOSS ENAMEL PAINT, 8'-0" AFF.
 4. INSTALL WALL PROTECTION: 10"x6" W CONCRETE CURB AT BASE OF ALL NON-CONCRETE WALLS. DO NOT INSTALL ON WALL BEHIND COMPACTORS.
 5. 6'-0" DOUBLE-SWING DOOR FOR TRANSFERRING CONTAINERS. PROVIDE DOOR SWINGS AND HOLD-OPENS. DO NOT INSTALL THRESHOLD.
 6. ROOM SHALL BE MECHANICALLY VENTILATED WITH (1) CFM/FT PER 2016 CBC.
 7. (1) 24"Ø 304 STAINLESS STEEL CHUTE FOR COMPOST AND (2) 30"Ø GALVANIZED STEEL CHUTES FOR WASTE AND RECYCLING. PROVIDE APOLLO MODEL A500 SSL COMPACTORS WITH 20CY FL COMPACTOR CONTAINERS. PROVIDE 64G LOOSE TOTEY CART FOR COMPOST. 24"Ø CHUTE SHALL TERMINATE AT 6'0" AFF. 30"Ø CHUTES SHALL TERMINATE AT 6'0" AFF.
 8. PP: COMPACTOR POWER PACKS SHALL BE WALL MOUNTED @ 6'0" AFF. (2) SHP 3-PHASE, 208/230/480V, 30A DISCONNECTS 6'0" AFF.
 9. MCP: CHUTE MASTER CONTROL PANEL SHALL BE WALL-MOUNTED 6'0" AFF. MUST ALLOW LOCK DOWN OF CHUTE INTAKES FOR EXCHANGING CONTAINERS AND WASHING CHUTE.
 10. AC: 2HP CHUTE AIR COMPRESSOR SHALL BE WALL MOUNTED @ 6'0" AFF.
 11. OC: ODOR CONTROL UNIT SHALL BE WALL-MOUNTED 6'0" AFF.
 12. HB: HOT AND COLD HOSE BIBBS SHALL BE WALL-MOUNTED 6'0" AFF.
 13. PROVIDE ELECTRIC WASTE CADDY FOR TRANSFERRING CONTAINERS.
 14. 120V 15A SERVICE OUTLET REQUIRED FOR ALL EQUIPMENT (U.O.N.).
 15. THE COLLECTION AND STORAGE OF TRASH, RECYCLING, AND COMPOSTABLE MATERIALS SHALL COMPLY WITH AB-088.
CHUTE INTAKE VESTIBULES: TYPICAL AT LEVELS 2-9
 16. CHUTE INTAKE VESTIBULES SHALL BE 1HR FIRE-RATED WITH 1HR FIRE-RATED DOOR; 5'-0" MIN REQUIRED PER ADA STANDARDS - RESIDENTIAL ACCESS. PROVIDE (3) 15x18 BOTTOM HINGED, NORMALLY CLOSED LOW-VOLTAGE ELECTRICALLY INTERLOCKED, PUSH BUTTON PNEUMATIC OPENING INTAKE DOORS AT EACH FLOOR. SEE DETAIL 1/T2.0.
 17. CHUTE SHAFT SHALL NOT BE ERRECTED UNTIL CHUTE HAS BEEN INSTALLED. FOR SOUND PROOFING PURPOSES, DOUBLE STUD WALLS ARE REQUIRED ADJACENT TO OCCUPIED SPACES. INTERIOR OF SHAFT SHALL BE TAPED TO PREVENT ODOROUS AIR LEAKING INTO OCCUPIED SPACES.
 18. PROVIDE RECTANGULAR FLOOR OPENING (1'-0"x2'-0") TO BE POSITIONED AS SHOWN IN VESTIBULE LAYOUT. INSTALL FLOOR SUPPORT FRAME AT EACH FLOOR PENETRATION TO SECURE CHUTE. SEE DETAIL 9/T2.0 FOR ANCHORING.
DESIGN ISSUES:
SPREAD CHUTES AS SHOWN IN CHUTE VESTIBULE LAYOUT TO FACILITATE FUNCTIONAL COMPACTOR LAYOUT IN TERMINATION ROOM.

GENERAL NOTES:
 1. ANY DESIGNS OR SOLUTIONS SHOWN IN DRAWING, EITHER DIRECT OR IMPLIED, ARE HEREBY CLARIFIED AS EXAMPLES AND SHALL NOT BE CONSIDERED COMPLETE DESIGNS FOR CONSTRUCTION. THESE DRAWINGS ARE INTENDED TO SUPPLEMENT THE SUBMITTAL PACKAGE FROM ARCHITECT.
 2. ANY PARTIAL INFORMATION, OMISSIONS, OR INACCURATE DESCRIPTIONS OF WORK SHOWN IN DRAWINGS, WHICH ARE NECESSARY TO PERFORM THE SCOPE OF WORK, SHALL NOT RELIEVE THE CONTRACTOR FROM COMPLETION OF WORK. ALL WORK SHALL BE PERFORMED TO SATISFY THE MINIMUM REQUIREMENTS OF THE CURRENT APPLICABLE BUILDING CODES.
 3. CONTRACTOR SHALL FIELD VERIFY ALL DIMENSIONS AND CONDITIONS PRIOR TO START OF CONSTRUCTION. THE ARCHITECT SHALL BE PROMPTLY NOTIFIED OF ANY INCONSISTENCIES AND/OR DISCREPANCIES.

PROJECTED COLLECTION SCHEDULE: TRASH COLLECTION ROOM 115

SERVICE:	CONTAINER VOL / TYPE:	FREQUENCY:
WASTE	20CY FL COMPACTOR CONTAINERS	2x/wk
RECYCLING	20CY FL COMPACTOR CONTAINERS	2x/wk
COMPOST	64G LOOSE TOTEY CARTS	2x/wk

NOTE: SEE ARCHITECTURAL DRAWINGS FOR ALL DIMENSIONS
 NOT NEEDED FOR PLACEMENT OF TRASH EQUIPMENT.

PROJECT
681 FLORIDA STREET
FAMILY HOUSING
LOCATION
681 FLORIDA STREET
SAN FRANCISCO, CA
94110
BLOCK - LOT
4022 - 028
PREPARED FOR
TNDC

MEDA

DATE: _____ ISSUE: _____

28 JAN 2019	80% CD GMP SET
NO. _____	DATE: _____
REVISION: _____	

DESIGN PARTNER
AT
PROJECT MANAGER
JC
PROJECT ARCHITECT
LK
REGISTERED ARCHITECT
REG. LK, JC
PROJECT TEAM MEMBERS:
SA, MO, AB
CHECK



TITLE
TRASH ROOM
LAYOUT
PROJECT NO.
1631600
DATE
28 JAN 2019

SCALE
T.01
90% CD GMP SET
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NOT FOR CONSTRUCTION

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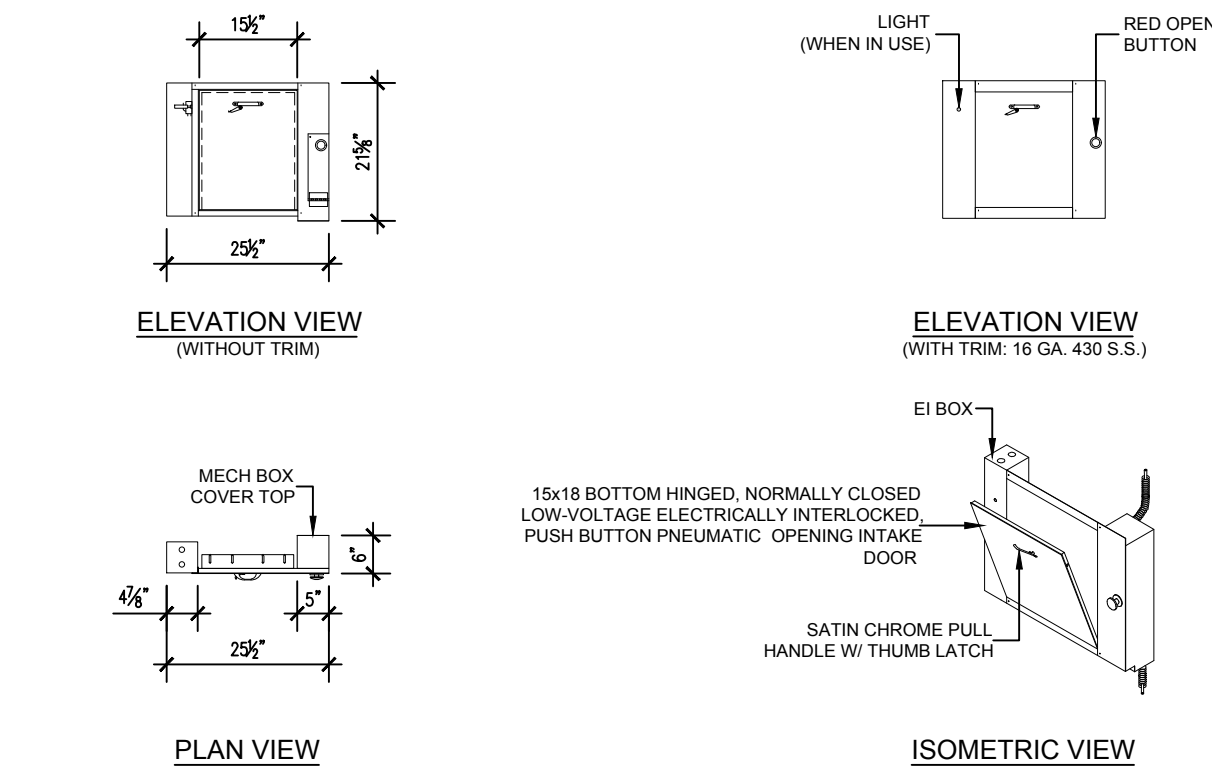
NO.	DATE	REVISION
28 JAN 2019		90% CD GMP SET

DRAWN BY: AT
PROJECT MANAGER: JC
PROJECT ARCHITECT: LK
PROJECT ENGINEER: RG, LK, JC
PROJECT MANAGERS: SA, MO, AB
CHECK: _____



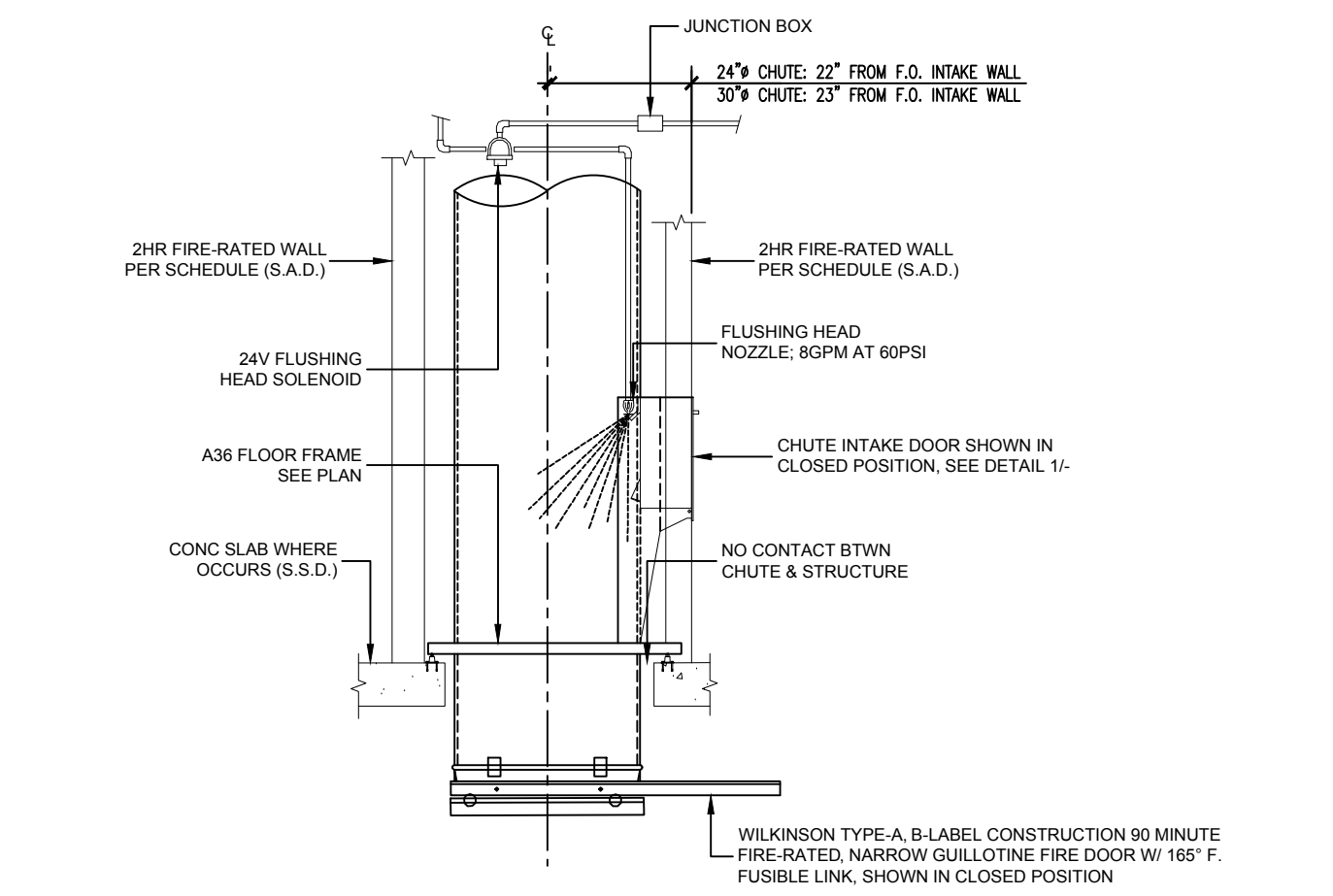
TITLE
**TRASH CHUTE
DETAILS**
PROJECT NO.
1631600
DATE
28 JAN 2019

- NOTES:
1. INTAKE DOOR AND TRIM SHALL BE REMOVED FOR DOOR MAINTENANCE.
2. BOTTOM HINGED DOORS ARE SELF-CLOSING, NOISELESS, AND SELF-LATCHING. UL CLASSIFIED 90 MINUTE.
3. FIRE-RATED DOOR AND FRAME ASSEMBLY AND A TEMPERATURE RISE OF 250° F MAX IN 30 MINUTES.
4. MAX OPENING FOR INTAKE DOOR IS 14" FROM FACE OF FINISHED WALL.



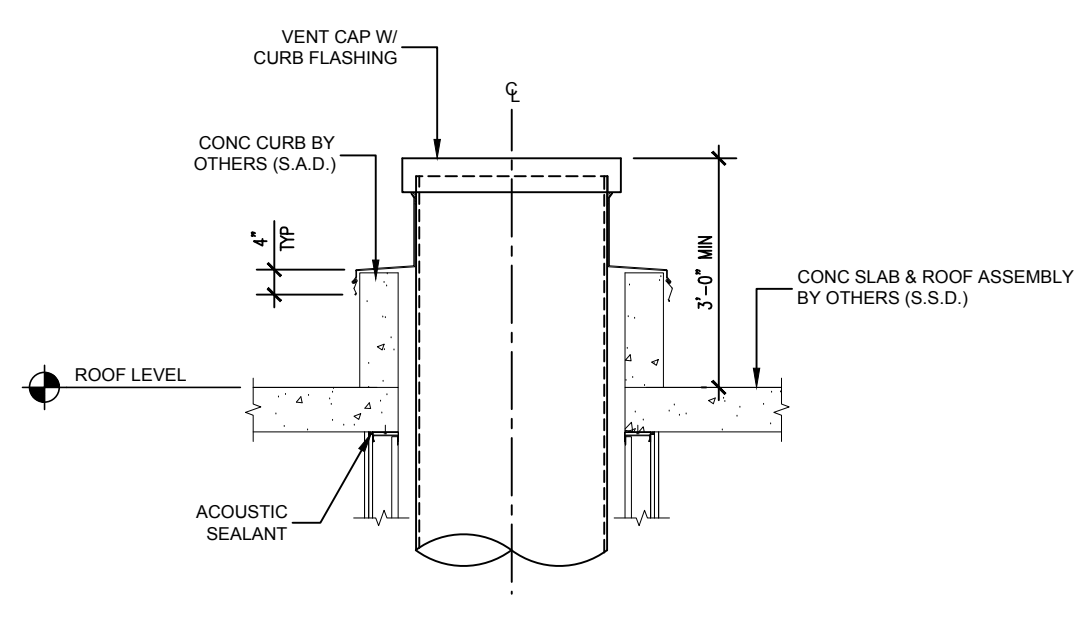
1 THRU-WALL INTAKE DOOR
FLOOR 1
SCALE: 1/2" = 1'-0"

- NOTES:
1. SEE DETAIL 7- FOR D & S UNIT ABOVE, AT HIGHEST INTAKE.



2 TRASH CHUTE JANITOR
COMPOST CHUTE ONLY
SCALE: 1/2" = 1'-0"

- NOTES:
1. ATTACHMENT OF ALL BLOCKING, CURBS, AND OTHER ROOF COMPONENTS SHALL BE DESIGNED AND INSTALLED TO MEET THE MINIMUM REQUIREMENTS OF MANUFACTURER.
2. SEE ARCHITECTURAL AND/OR STRUCTURAL DRAWINGS FOR ALL WORK BY OTHERS.

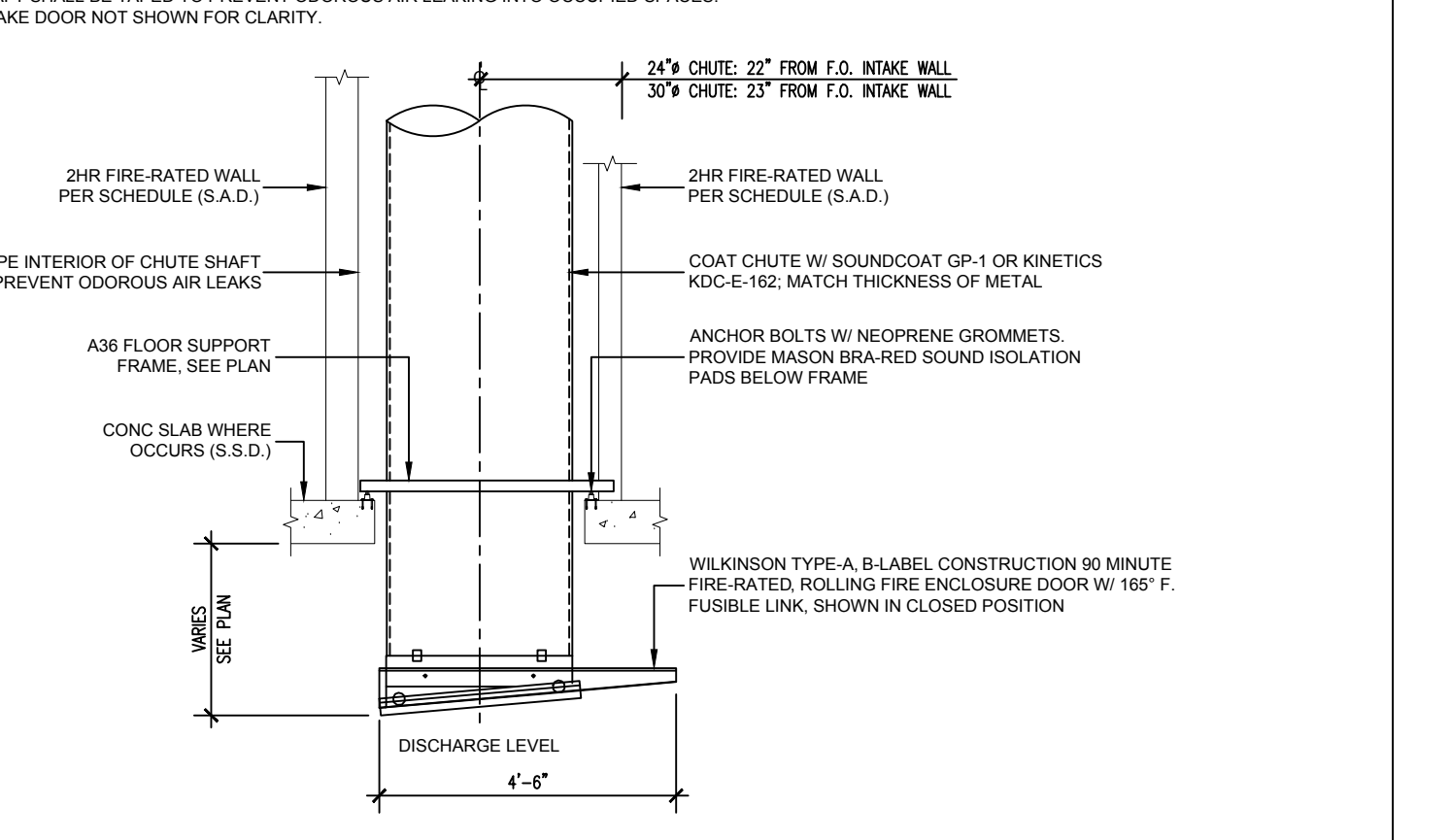


3 CHUTE VENT
AT ROOF LEVEL
SCALE: 1/2" = 1'-0"

SHEET NOTES: 24"Ø AND 30"Ø CHUTE DETAILS

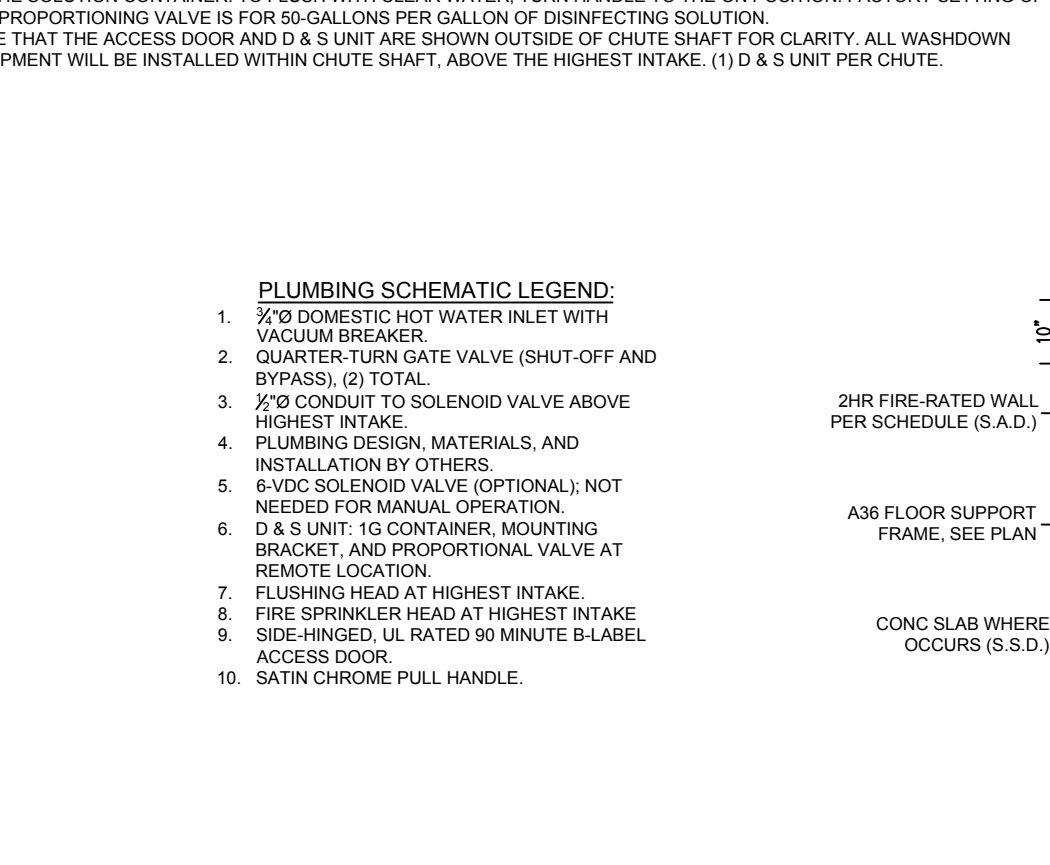
- CHUTE MATERIAL: 30" - GALVANIZED STEEL, 24" - #304 STAINLESS STEEL.
 - 2-HR FIRE-RATED WALL ASSEMBLIES ENCASED CHUTE SHAFTFACE WALL SHALL NOT BE ERRECTED UNTIL CHUTES HAVE BEEN INSTALLED.
 - SEE ARCHITECTURAL AND/OR STRUCTURAL DRAWINGS TO VERIFY ALL INFORMATION NOT RELATED TO A TM'S SCOPE OF WORK PER AGREEMENT.
 - POUR RINGS WILL VARY BASED ON THICKNESS OF FLOOR SLAB AND SHALL BE PROVIDED BY MANUFACTURER.
- GENERAL NOTES:
1. DRAWINGS ARE NOT TO SCALE (NTS).
2. ANY DESIGNS OR SOLUTIONS SHOWN IN DRAWING, EITHER DIRECT OR IMPLIED, ARE HEREBY CLARIFIED AS EXAMPLES AND SHALL NOT BE CONSIDERED COMPLETE DESIGNS FOR CONSTRUCTION. THESE DRAWINGS ARE INTENDED TO SUPPLEMENT THE SUBMITTAL PACKAGE FROM ARCHITECT.
3. ANY PARTIAL INFORMATION, OMISSIONS, OR INACCURATE DESCRIPTIONS OF WORK SHOWN IN DRAWINGS, WHICH ARE NECESSARY TO PERFORM THE SCOPE OF WORK, SHALL NOT RELIEVE THE CONTRACTOR FROM COMPLETION OF WORK. ALL WORK SHALL BE PERFORMED TO SATISFY THE MINIMUM REQUIREMENTS OF THE CURRENT APPLICABLE BUILDING CODES.
4. CONTRACTOR SHALL FIELD VERIFY ALL DIMENSIONS AND CONDITIONS PRIOR TO START OF CONSTRUCTION. THE ARCHITECT SHALL BE PROMPTLY NOTIFIED OF ANY INCONSISTENCIES AND/OR DISCREPANCIES.

- NOTES:
1. CHUTE SHAFT SHALL NOT BE ERRECTED UNTIL CHUTE HAS BEEN INSTALLED. FOR SOUND PROOFING PURPOSES, DOUBLE STUD WALLS ARE REQUIRED ADJACENT TO OCCUPIED SPACES/INTERIOR OF SHAFT SHALL BE TAPED TO PREVENT ODOROUS AIR LEAKING INTO OCCUPIED SPACES.
2. INTAKE DOOR NOT SHOWN FOR CLARITY.



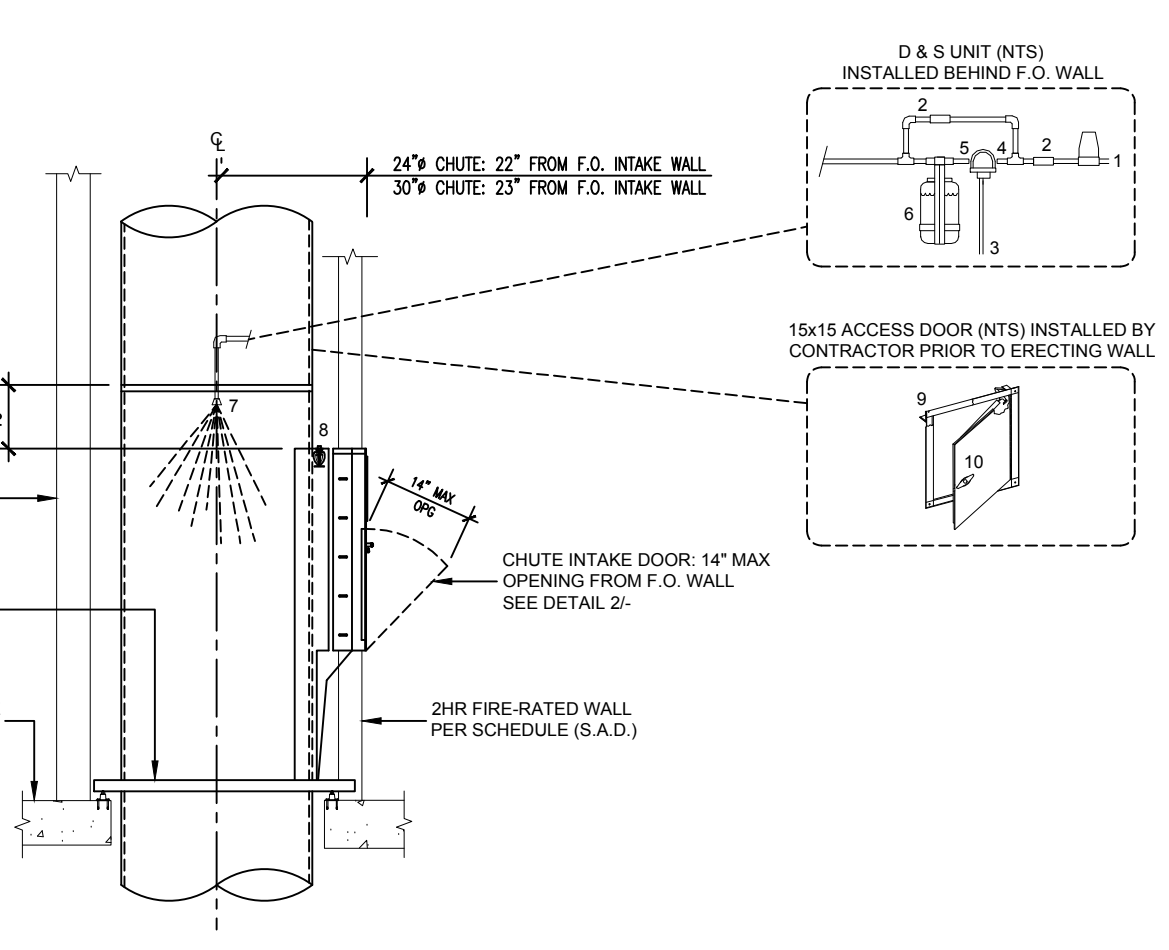
5 CHUTE AIR AND SOUND ISOLATION
SCALE: 1/2" = 1'-0"

- NOTES:
1. PROVIDE HIGH PRESSURE CHUTE WASHDOWN NOZZLE.
2. FILL SANITATION TANK WITH CONCENTRATED DISINFECTING SOLUTION. THE BYPASS HOSE SHOULD REACH THE BOTTOM OF THE SOLUTION CONTAINER. TO FLUSH WITH CLEAR WATER, TURN HANDLE TO THE ON POSITION. FACTORY SETTING OF THE PROPORTIONING VALVE IS FOR 0.5 GALS/LONG PER GALLON OF DISINFECTING SOLUTION.
3. NOTE THAT THE ACCESS DOOR AND D & S UNIT ARE SHOWN OUTSIDE OF CHUTE SHAFT FOR CLARITY. ALL WASHDOWN EQUIPMENT WILL BE INSTALLED WITHIN CHUTE SHAFT, ABOVE THE HIGHEST INTAKE. (1) D & S UNIT PER CHUTE.



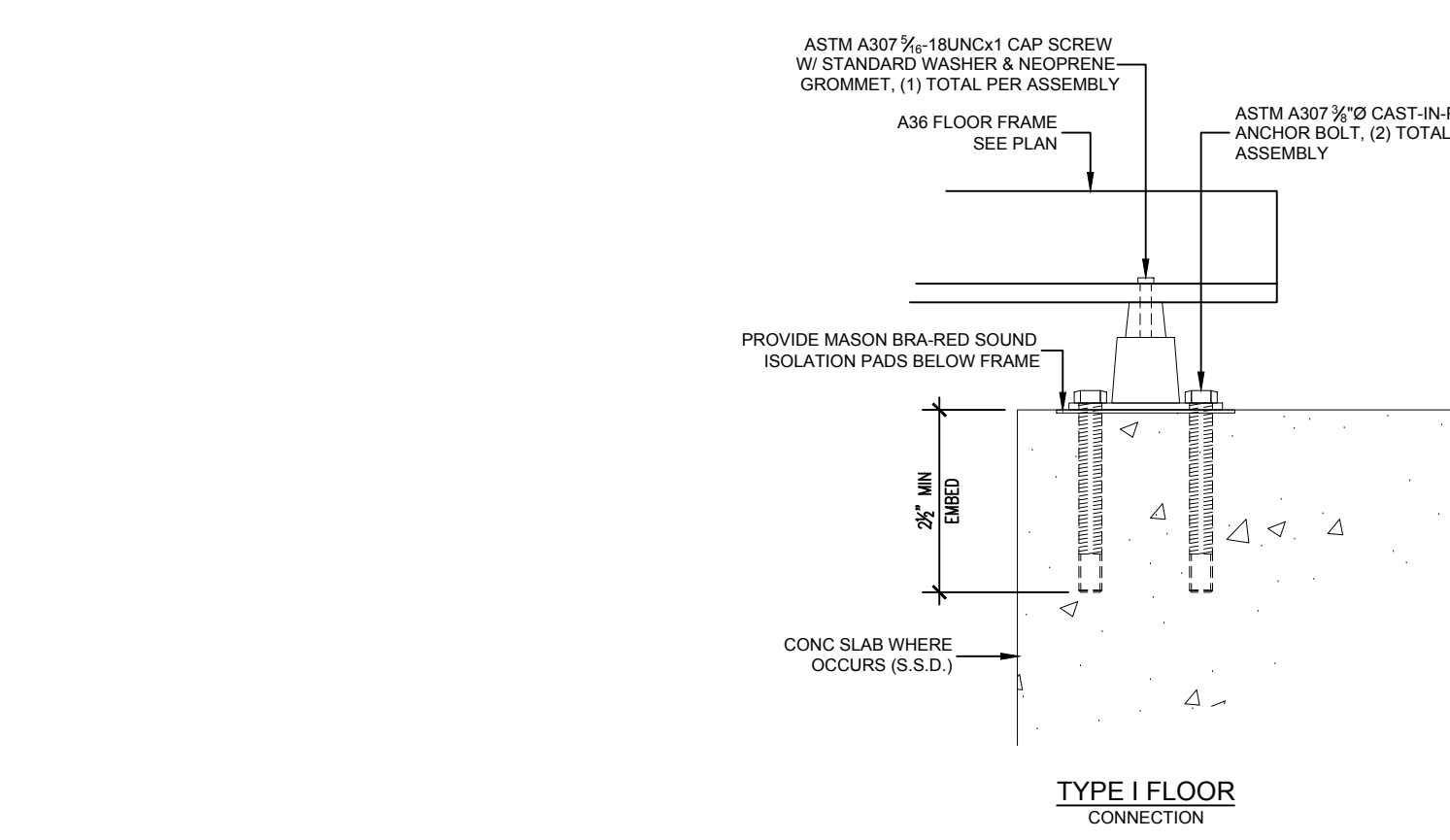
6 TRASH SANITATION UNIT
AT HIGHEST INTAKE
SCALE: 1/2" = 1'-0"

- PLUMBING SCHEMATIC LEGEND:**
- 3/8" DOMESTIC HOT WATER INLET WITH VACUUM BREAKER
 - QUARTER-TURN GATE VALVE (SHUT-OFF AND BYPASS) (2) TOTAL
 - 3/8" CONDUIT TO SOLENOID VALVE ABOVE HIGHEST INTAKE
 - PLUMBING DESIGN MATERIALS AND INSTALLATION BY OTHERS
 - 6" KINCO SOLENOID VALVE (OPTIONAL); NOT NEEDED FOR MANUAL OPERATION.
 - D & S UNIT: TO CONTAINER MOUNTING BRACKET AND PROPORTIONAL VALVE AT REMOTE LOCATION
 - FLUSHING HEAD AT HIGHEST INTAKE
 - FIRE SPRINKLER HEAD AT HIGHEST INTAKE
 - SEE HINGED UL RATED 90 MINUTE B-LABEL ACCESS DOOR
 - SATIN CHROME PULL HANDLE



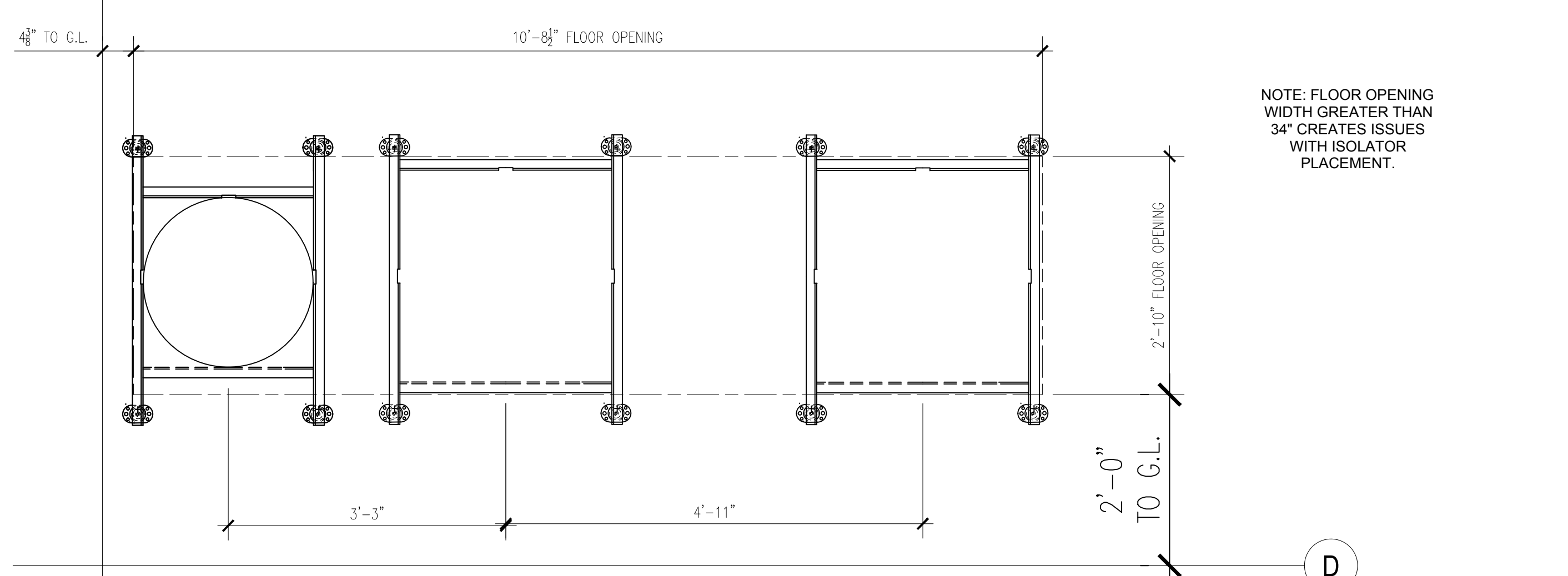
8 CHUTE SHAFT AT INTAKE
SCALE: 1/2" = 1'-0"

- NOTES:
1. REFER TO MANUFACTURER SPECIFICATIONS FOR ALL OTHER INFORMATION NOT LISTED.

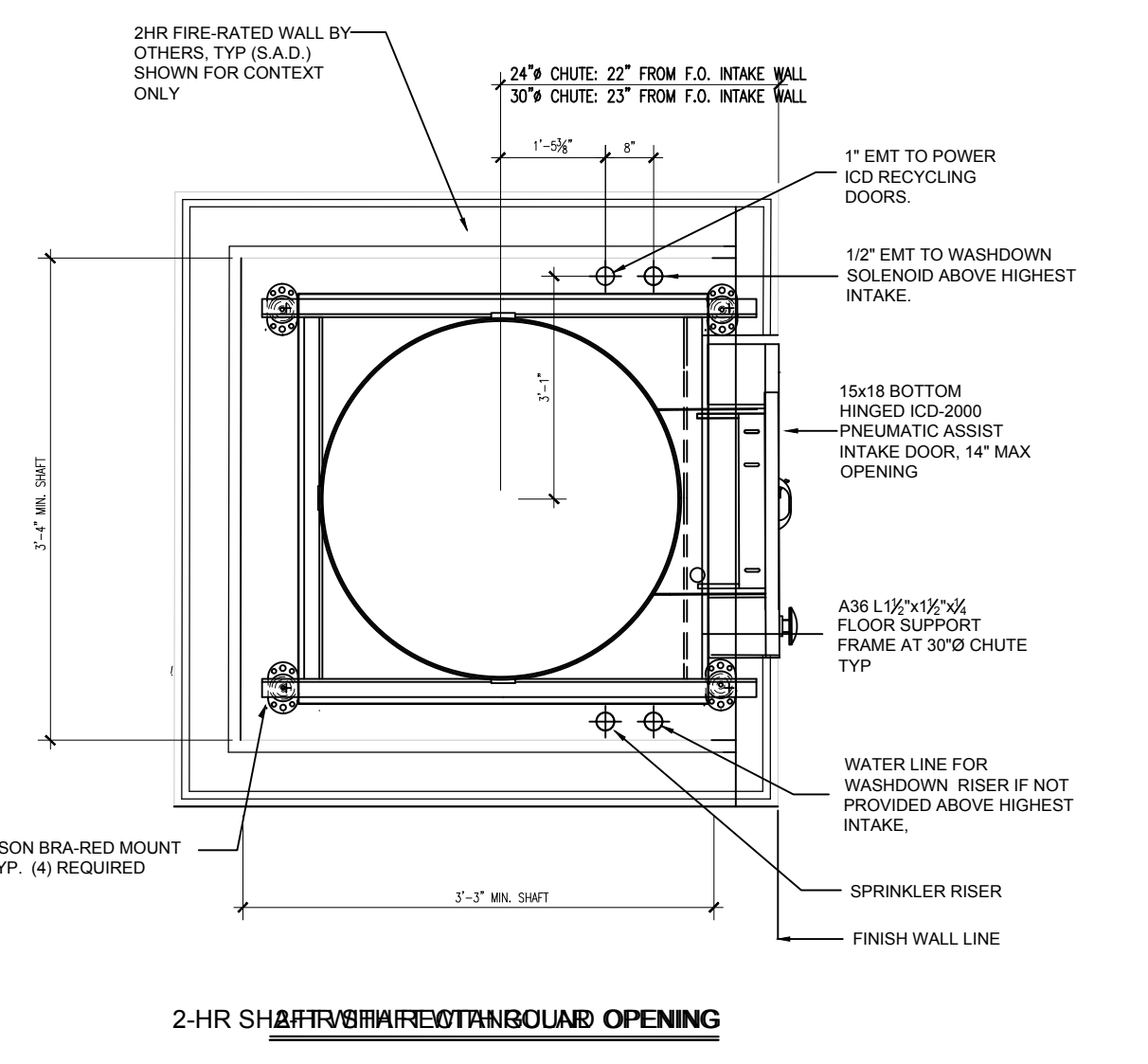


9 FLOOR FRAME ANCHORING
SCALE: 1/2" = 1'-0"

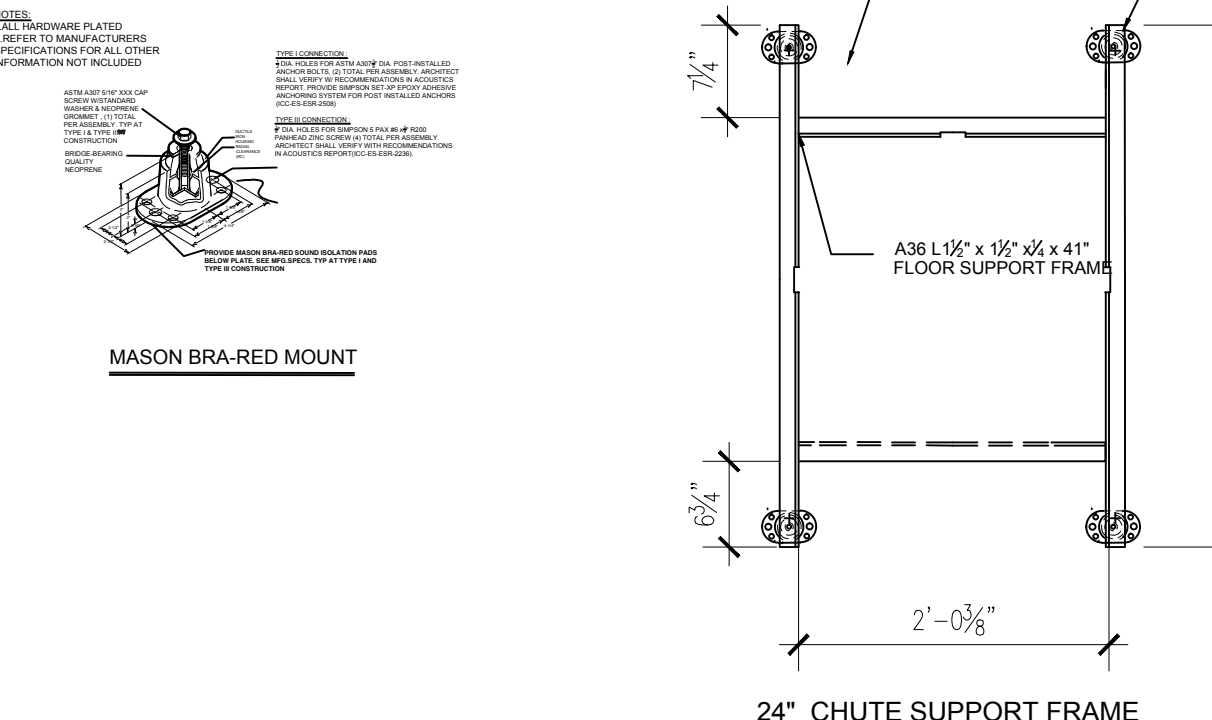
- NOTE: FLOOR OPENING WIDTH GREATER THAN 34" CREATES ISSUES WITH ISOLATOR PLACEMENT.



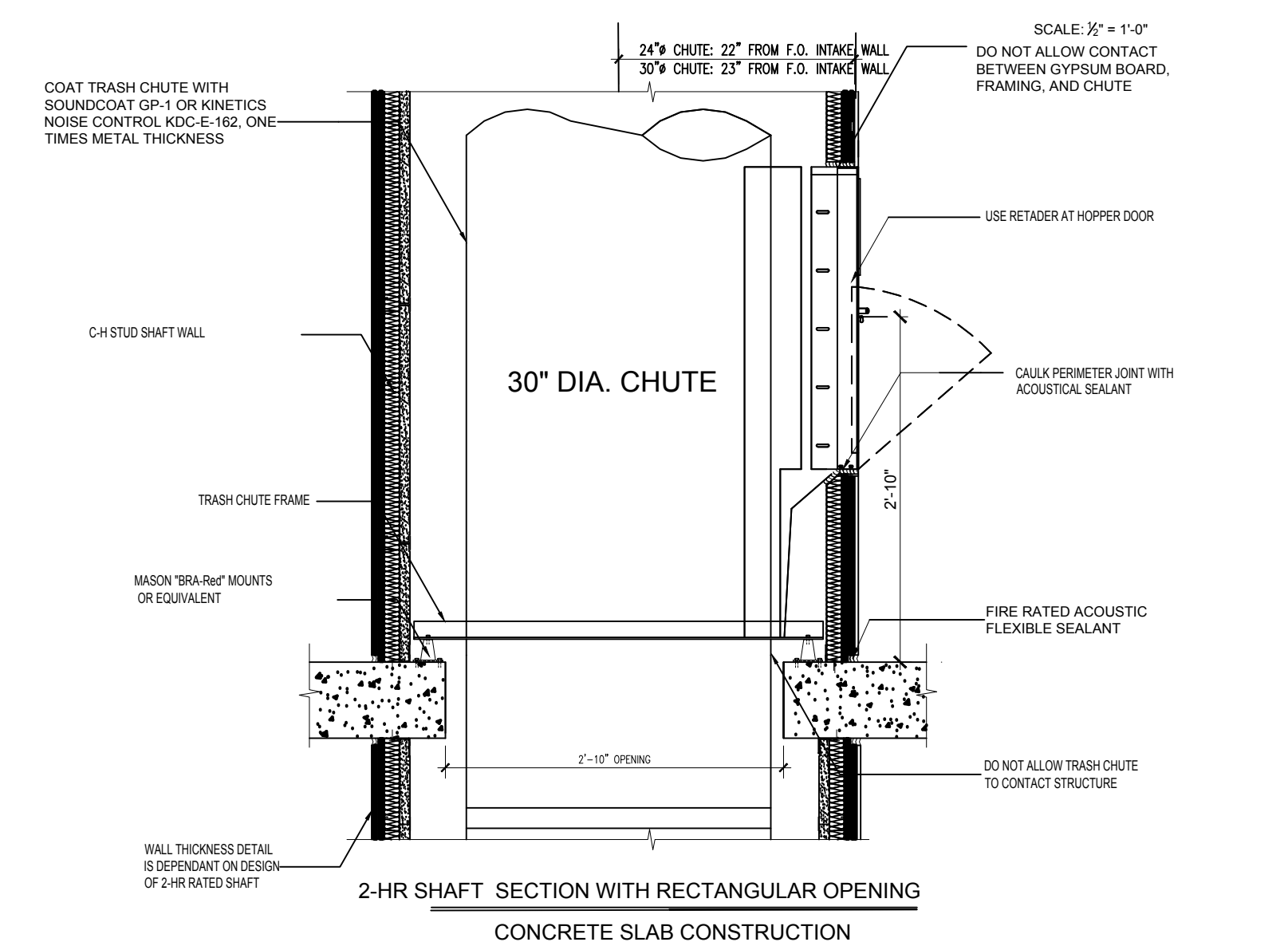
10 CHUTE FLOOR OPENING
SCALE: 1/2" = 1'-0"



11 2-HR SHAFTRAMP/RECTANGULAR OPENING
SCALE: 1/2" = 1'-0"



12 CHUTE SUPPORT FRAMES
SCALE: 3/4" = 1'-0"



13 2-HR SHAFTRAMP/RECTANGULAR OPENING
CONCRETE SLAB CONSTRUCTION
SCALE: 3/4" = 1'-0"

NOT FOR CONSTRUCTION

Attachment G: Comparison of City Investment in Other Housing Developments

See attached.

Attachment H: Permanent Development Budget

See attached.

Attachment I: 1st Year Operating Budget

See attached.

Application Date: 5/20/2020
 Total # Units: 130
 First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations): 2023

INCOME			
Residential - Tenant Rents		non-LOSP	Approved By (reqd)
Residential - Tenant Assistance Payments (Non-LOSP)	0.00%	100.00%	
Residential - LOSP Tenant Assistance Payments			
Commercial Space			
Residential Parking			
Miscellaneous Rent Income	LOSP	non-LOSP	Approved By (reqd)
Supportive Services Income	30.00%	70.00%	
Interest Income - Project Operations			
Laundry and Vending	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Tenant Charges			
Miscellaneous Residential Income			
Other Commercial Income	LOSP	non-LOSP	Approved By (reqd)
Withdrawal from Capitalized Reserve (deposit to operating account)	30.00%	70.00%	
Gross Potential Income			
Vacancy Loss - Residential - Tenant Rents			
Vacancy Loss - Residential - Tenant Assistance Payments			
Vacancy Loss - Commercial			
EFFECTIVE GROSS INCOME			

OPERATING EXPENSES			
Management			
Management Fee	LOSP	non-LOSP	Approved By (reqd)
Asset Management Fee	30.00%	70.00%	
Asset Management Fee	30.00%	70.00%	
Sub-total Management Expenses			

Salaries/Benefits			
Office Salaries	LOSP	non-LOSP	Approved By (reqd)
Manager's Salary	30.00%	70.00%	
Health Insurance and Other Benefits	30.00%	70.00%	
Other Salaries/Benefits	70.00%	30.00%	
Administrative Rent-Free Unit	30.00%	70.00%	
Sub-total Salaries/Benefits			

Administration			
Advertising and Marketing			
Office Expenses			
Office Rent	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Legal Expense - Property	30.00%	70.00%	
Audit Expense			
Bookkeeping/Accounting Services	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Bad Debts	30.00%	70.00%	
Miscellaneous			
Sub-total Administration Expenses			

Utilities			
Electricity	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Water	30.00%	70.00%	
Gas			
Sewer			
Sub-total Utilities			

Taxes and Licenses			
Real Estate Taxes	LOSP	non-LOSP	Approved By (reqd)
Payroll Taxes	30.00%	70.00%	
Miscellaneous Taxes, Licenses and Permits	30.00%	70.00%	
Sub-total Taxes and Licenses			

Insurance			
Property and Liability Insurance			
Fidelity Bond Insurance	LOSP	non-LOSP	Approved By (reqd)
Worker's Compensation	30.00%	70.00%	
Director's & Officers' Liability Insurance			
Sub-total Insurance			

Maintenance & Repair			
Payroll	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being tracked at entry level in the project's accounting system)
Supplies	30.00%	70.00%	
Contracts	30.00%	70.00%	
Garbage and Trash Removal	LOSP	non-LOSP	Approved By (reqd)
Security Payroll/Contract	30.00%	70.00%	
HVAC Repairs and Maintenance			
Vehicle and Maintenance Equipment Operation and Repairs			
Miscellaneous Operating and Maintenance Expenses			
Sub-total Maintenance & Repair Expenses			

Supportive Services	LOSP	non-LOSP	Approved By (reqd)
Commercial Expenses	0.00%	100.00%	

TOTAL OPERATING EXPENSES

Reserves/Ground Lease Base Rent/Bond Fees			
Ground Lease Base Rent			
Bond Monitoring Fee	LOSP	non-LOSP	Approved By (reqd)
Replacement Reserve Deposit	30.00%	70.00%	
Operating Reserve Deposit	30.00%	70.00%	
Other Required Reserve 1 Deposit	0.00%	100.00%	
Other Required Reserve 2 Deposit			
Required Reserve Deposits, Commercial			
Sub-total Reserves/Ground Lease Base Rent/Bond Fees			

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

NET OPERATING INCOME (INCOME minus OP EXPENSES)

DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)			
Hard Debt - First Lender	LOSP	non-LOSP	Approved By (reqd)
Hard Debt - Second Lender (HCD Program 0.42% pymt. or other 2nd Lender)	0.00%	100.00%	
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	30.00%	70.00%	
Hard Debt - Fourth Lender	0.00%	100.00%	
Commercial Hard Debt Service	0.00%	100.00%	
TOTAL HARD DEBT SERVICE			

CASH FLOW (NOI minus DEBT SERVICE)

Commercial Only Cash Flow			
Allocation of Commercial Surplus to LOPS/non-LOSP (residual income)	30.23%	69.77%	

AVAILABLE CASH FLOW

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

USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL

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

RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)

Residual Receipts Calculation

Does Project have a MOHCD Residual Receipt Obligation?

Will Project Defer Developer Fee?

Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1: 68,586
 % of Residual Receipts available for distribution to soft debt lenders in Yr 1: 0.924194106

Soft Debt Lenders with Residual Receipts Obligations

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

MOHCD RESIDUAL RECEIPTS DEBT SERVICE

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

REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE

NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE

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

Total Non-MOHCD Residual Receipts Debt Service

REMAINDER (Should be zero unless there are distributions below)

Owner Distributions/Incentive Management Fee	
Other Distributions/Uses	
Final Balance (should be zero)	

Attachment J: 20-year Operating Proforma

See attached.

681 Florida

Table with columns: Total # Units (LOSP, Non-LOSP), Year 1-3 (LOSP, non-LOSP, Total), and rows including INCOME, OPERATING EXPENSES, RESERVES, DEBT SERVICE, CASH FLOW, and MOHCD RESIDUAL RECEIPTS.

681 Florida

Table with columns for units (30.00%, 39, 70.00%, 91), years (2014-2017), and categories (INCOME, OPERATING EXPENSES, MAINTENANCE & REPAIR, CASH FLOW, etc.). Includes sub-totals and grand totals for each year.

Attachment K: Commercial Operating Budget and Vision for Space

See attached.

Commercial Operating ProForma

	Stabilized	Y1	Y2											
	0.30	0.20	0.25											
Rental Rate / sf / month	0.30	0.20	0.25											
Square Feet	9,250	9,250	9,250											
Vacancy - Year 1	20%	50%	20%											
Replacement Reserves	9,676	-	-											
Income Trend	2.50%	2.50%	2.50%											
Expense Trend	3.50%	3.50%	3.50%											
	Year	1	2	3	4	5	6	7	8	9	10	11	12	13
Total Annual Underlying Rents														
Total Annual Rent		11,100	27,750	33,300	34,133	34,986	35,860	36,757	37,676	38,618	39,583	40,573	41,587	42,627
Total annual CAM		68,893	71,305	83,815	86,748	89,784	92,927	96,179	99,546	103,030	106,636	110,368	114,231	118,229
Vacancy														
EGI		79,993	99,055	117,115	120,881	124,770	128,787	132,936	137,222	141,648	146,219	150,941	155,818	160,856
Less: Operating Expenses and reserves		(68,893)	(71,305)	(83,815)	(86,748)	(89,784)	(92,927)	(96,179)	(99,546)	(103,030)	(106,636)	(110,368)	(114,231)	(118,229)
Net Operating Income		11,100	27,750	33,300	34,133	34,986	35,860	36,757	37,676	38,618	39,583	40,573	41,587	42,627
Ground Lease		-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Issuer Fee		-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Reserve		-	-	-	-	-	-	-	-	-	-	-	-	-
Adjusted NOI		11,100	27,750	33,300	34,133	34,986	35,860	36,757	37,676	38,618	39,583	40,573	41,587	42,627
Debt Service Perm Loan		-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service: AHSC		-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service: Other		-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service: Other		-	-	-	-	-	-	-	-	-	-	-	-	-
DCR - First Debt		-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Flow		11,100	27,750	33,300	34,133	34,986	35,860	36,757	37,676	38,618	39,583	40,573	41,587	42,627
Investor Services Fee		-	-	-	-	-	-	-	-	-	-	-	-	-
Deferred Developer Fee		-	-	-	-	-	-	-	-	-	-	-	-	-
Asset and Partnership Mgt. Fee		-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow		11,100	27,750	33,300	34,133	34,986	35,860	36,757	37,676	38,618	39,583	40,573	41,587	42,627
NCF Distribution														
LP	60%	6,660	16,650	19,980	20,480	20,991	21,516	22,054	22,606	23,171	23,750	24,344	24,952	25,576
MOHCD Loan Repayment	40%	4,440	11,100	13,320	13,653	13,994	14,344	14,703	15,070	15,447	15,833	16,229	16,635	17,051

14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
43,692	44,785	45,904	47,052	48,228	49,434	50,670	51,937	53,235	54,566	55,930	57,328	58,762	60,231	61,736	63,280	64,862
122,367	126,650	131,083	135,670	140,419	145,334	150,420	155,685	161,134	166,774	172,611	178,652	184,905	191,377	198,075	205,007	212,183
166,059	171,435	176,987	182,722	188,647	194,768	201,090	207,622	214,369	221,340	228,541	235,980	243,666	251,607	259,811	268,287	277,044
(122,367)	(126,650)	(131,083)	(135,670)	(140,419)	(145,334)	(150,420)	(155,685)	(161,134)	(166,774)	(172,611)	(178,652)	(184,905)	(191,377)	(198,075)	(205,007)	(212,183)
43,692	44,785	45,904	47,052	48,228	49,434	50,670	51,937	53,235	54,566	55,930	57,328	58,762	60,231	61,736	63,280	64,862
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
43,692	44,785	45,904	47,052	48,228	49,434	50,670	51,937	53,235	54,566	55,930	57,328	58,762	60,231	61,736	63,280	64,862
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
43,692	44,785	45,904	47,052	48,228	49,434	50,670	51,937	53,235	54,566	55,930	57,328	58,762	60,231	61,736	63,280	64,862
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
43,692	44,785	45,904	47,052	48,228	49,434	50,670	51,937	53,235	54,566	55,930	57,328	58,762	60,231	61,736	63,280	64,862
26,215	26,871	27,543	28,231	28,937	29,660	30,402	31,162	31,941	32,740	33,558	34,397	35,257	36,138	37,042	37,968	38,917
17,477	17,914	18,362	18,821	19,291	19,774	20,268	20,775	21,294	21,826	22,372	22,931	23,505	24,092	24,695	25,312	25,945



CULTURA Y ARTE NATIVA DE LAS
AMERICAS (CANA) AND
681 FLORIDA



Roberto Barragan
AQUARIA FUNDING SOLUTIONS

681 Florida St., Mission District

Cultura Y Arte Nativa De Las Americas (CANA) dba Carnaval San Francisco has proposed to use the ground floor of 681 Florida St. in San Francisco as a year-round performance and visual arts facility for its Carnaval contingents, former CELLspace tenants, Mission District artists and residents and other arts organizations. As requested, Aquaria Funding Solutions has prepared this programmatic narrative in order to discuss and examine the year round educational and arts activities that CANA dba Carnaval San Francisco will hold at 681 Florida St. as well as the economic impact of Carnaval San Francisco, and associated events and activities, to the Mission District community. The purpose of this narrative is to establish the value CANA will bring to the neighborhood, its residents and to the wider arts community.

This investment being made by the Mission Economic Development Agency (MEDA) in the arts space of 681 Florida St. and by virtue of entrusting this space to CANA will be an investment in the students and residents of the greater Mission community, in the citywide cultural experience of Carnaval, in the lives of thousands of artists and dancers, and in numerous community groups and small businesses. CANA dba Carnaval has been the driving and nurturing force behind maintaining the Latin culture and history of the Mission for decades.

The Mission District will benefit enormously, through the provision of desperately needed CANA managed arts space, and through the delivery of arts education and services to local residents and local students. Local small businesses will benefit as money spent in the Mission will have a multiplier effect of hundreds of thousands of dollars supporting local and neighborhood businesses and jobs. **The total economic impact to the City of San Francisco is estimated at approximately \$40 million per year in direct event expenditures.** (*SF Tourism Bureau and “economicImpact” calculator*)

Background

For decades, CANA dba Carnaval San Francisco has served the diverse residents from the greater Mission District, a neighborhood rich in people of color, artists, and art space. However, since 2005, 10,000 low and moderate income families and artists have been displaced from the neighborhood to other parts of the City of San Francisco and the Bay Area, leaving a cultural void and a lack of available and affordable arts space. Within San Francisco, Carnaval contingents from various Latinx and African-American communities struggle to find arts education and performance space in the Tenderloin, Excelsior, Bernal Heights, Visitacion Valley, and Bayview Hunters Point. Due to gentrification and rising rents in San Francisco, artists have also moved to other places in the Bay Area. Over the last ten years, artists and Carnaval participants have reached out to perform and practice in neighborhoods in cities such as Oakland, Berkeley, Stockton, and San Jose. But since our target community is still concentrated

in and around the Mission, Carnaval continues to seek to build equity and opportunity for people of color and artists to be educated and practice their craft in the heart of San Francisco, the Mission.

CELLspace previously occupied 681 Florida St. CELLspace was home to Carnaval from 1999 to 2009. CELLspace served the Mission District community by providing affordable arts space for cultural producers, local artists, nonprofit organizations, and professionals. Their mission was to “provide a safe and supportive public environment for the exploration of art, education, performance and community building. Through cooperative relationships and multidisciplinary programs, CELLspace encourages the celebration of intergenerational, cross-cultural collaborations and the promotion of social justice.” Carnaval utilized CELLspace for rehearsals, costume and float-making workshops, and as storage for props and costumes for over 10 years. The space was perfect for CANA’s year-round operations.

When CELLspace announced its closure, CANA galvanized musicians and dancers to protest against the owner who wanted to sell the property to a developer. Our members participated in a grass-roots community campaign to secure space for the arts and community-based organizations. Thanks to the pressure from the community, the City of San Francisco required that the new development would have a community-based arts space. Carnaval sees the projected arts space as an opportunity to return “home.”

CANA’s plan for this permanent facility will include office, archival, rehearsal, storage, and costume-making space. Acquisition of a permanent home in what was previously rehearsal and classroom space at CELLspace will ensure the long-term viability and alleviate the operational challenges for CANA, artists and various contingents, as well as exponentially increase the economic benefits of artistic expression to the Mission District community.

Schools

As an organization, CANA values its interconnectedness with the Mission community through the arts and the family and they bring it to fruition with their Carnaval Cultural Arts and Health Education Program. Since 2002, the program has promoted culturally relevant education in underperforming schools in the San Francisco public school system as a way to incentivize student learning and parent participation. The Carnaval Cultural Arts & Health Education Program serves approximately 240 students in nine public schools every year. Classes and workshops are presented over a 16-week period and culminate in student participation in the Carnaval Grand Parade.

The program was inaugurated as a pilot program at Leonard Flynn Elementary School in the Mission District in 2002. Flynn’s demographics included 68% Latinxs (many being English Language Learners) and 16% African Americans. Working with Ms. Nancy Obregón, a 5th grade teacher, Carnaval offered drumming and dance classes at Flynn, seeking to increase student involvement in the arts and to prepare students to participate in the 2002 Carnaval Parade. The

program offered opportunities for individuals to work together for a common goal and engaged teachers, students, parents, interns and volunteers in activities that affect problem solving and team building, self-esteem and self-validation, cultural enrichment, discipline, physical fitness, and collaborative skills. In recognition of the results achieved at Flynn, a partnership was created between Carnaval and the San Francisco Unified School District for the collaborative development and implementation of this program in numerous schools, which continues to this day.

Since its inception, Carnaval has presented the program classes in 13 schools, serving over 9,000 students and their parents. Carnaval believes in the power of culturally-appropriate education. These schools include:

Buena Vista Horace Mann K-8
Marshall Elementary School
Sherman Elementary School
Thurgood Marshall High School,
Fiesta Gardens International School
Willie Brown Jr. Middle School
John O'Connell High School
Mission High School
June Jordan School for Equity

CANA's most important cultural and arts equity work occurs at the beginning of each year, 5 months prior to the Memorial Day weekend when Carnaval collaborates with SFUSD Visual and Performing Arts school site coordinators and provides a teaching artist to work with students in developing music and dance routines during PE, music, art or history class for their parade participation. Our in-school program provides physical exercise as well as develops music and dance competence among the participants who are often the most underserved, at-risk school populations within SFUSD.

In May, the Carnaval SF Parade provides parade spaces for cultural participation by multi-generational contingents, performing artists, and elementary, middle and high school students offering an opportunity for families to introduce and reinforce their heritages to their children and youth. The parade consists of 70 contingents, with over 2,400 participants, and spans across 17 blocks in the Mission District.

Carnaval SF's Arts & Culture Program in SF Unified School System in 2019:

Student Participants: 30 in each school x 8 = 240 total participants

Ages 6-11 = 75

Ages 12-18= 165

Race/Ethnicity (estimate)= 54% Latinx, 19% black, 17% white, 10% Asian

Gender: 42% male, 58% female

Role in Program: dancer, musician, costume maker

of staff/teacher participants: 40

Ages 23-65: 40

Race/Ethnicity (no data)

Gender: 32% male, 68% female

Role in Program: dancer, musician, costume maker, float builder, seamstress/tailor

of parent participants: 120

Ages 23-65: 120

Race/Ethnicity: 54% Latinx, 19% black, 17% white, 10% Asian

Gender: 21% male, 79% female

Role in Program: costume maker, float builder, seamstress/tailor

Impact

Carnaval San Francisco cultivates and celebrates the diverse Latin American, Caribbean, and African roots of the Mission District and the San Francisco Bay Area. They accomplish their mission through dance, music, visual arts, and by creating spaces for community learning, school-based education, and arts advocacy. But for Carnaval, these students, the majority of which are of color and low and moderate income, would never receive this arts instruction. Most schools, because of funding cutbacks, have eliminated most arts programming. Carnaval has been that arts experience, as well as sanctuary, for the community.

Events

Over the past forty years, CANA has preserved Latinx cultural traditions, while advocating for racial and artistic equity, by reclaiming public spaces in the name of art, community and political resistance. Carnaval reclaims spaces, temporary as well as permanent, while creating year-round access to art for underserved people of

color, through the February Mardi Gras Fat Tuesday celebration, the April Royalty Competition, the May Grand Parade, and the two-day Festival. Every year during Memorial Day weekend, the streets of the Mission District boast vibrant art, music, and dance that reflect the cultures and histories of the Latinx, Caribbean, and African communities.

Our special events, including October's Day of the Dead festivity, serve as platforms where historically underserved artist communities can express their Latinx, Caribbean, and African heritages. Mardi Gras Fat Tuesday Celebration connects over 20 merchants with over 250 artists to perform while promoting classes for Carnival. The event brings over 20,000 people to the Mission District Neighborhood on one day. The Royalty Competition creates a platform where children, youth, and adults demonstrate their dance talents in a friendly and competitive space. The competition showcases over 25 contestants, with an attendance rate of over 1,000 people. The Day of the Dead celebration brings together families and artists from the neighborhood to build altars, while they celebrate their loved ones with music, dance, and traditional foods.

Our two-day Carnival festival is a free and open space for community learning. Students perform on stage with local artists and headliners. The Dance Pavilion teaches people to dance, the Drum Pavilion teaches you the beat, the Health and Wellness pavilion is a partnership with the SF Department of Public Health, which provides a wide variety of free services; diabetes education, blood pressure screenings, nutrition, aids testing, dental check-up and several other health services. Carnival is committed to educating and empowering community members through health and wellness education and offering culturally affirming services.

Carnaval San Francisco's festival fosters entrepreneurship in our neighborhood by giving opportunities to local merchants from La Cocina, the Mission Small Business Association, and independent entrepreneurs to participate in a festival of great magnitude. The Carnival Festival Director makes it a priority to facilitate the application process for food vendors and exhibitors--many of which primarily only speak Spanish--by helping them with their permits, licenses, and food service requirements. The Festival also provides exposure and fundraising opportunities for other community-based nonprofit organizations: Mission Neighborhood Centers Inc., Horizons Unlimited, Roadmap to Peace, Instituto Familia de la Raza, and La Casa de las Madres. For forty years, our festival has served as a business incubator for Mission District entrepreneurs, merchants, and nonprofit organizations.

Carnaval believes in the power of volunteers. Every year, Carnaval engages over 500 volunteers in the two-day Festival and Grand Parade. The volunteers are residents, high school and college students, and corporate employees. The festival is also a safe space for court-ordered individuals and people who are in substance-abuse programs to give back to the neighborhood through community service hours.

Mardi Gras Fat Tuesday

Businesses participating: 20

Latinx Owned: 7 total or 35% of participating businesses

of dance groups participating: 22

of artists total: 271

Ages 6-17: 109

Ages 18-65: 162

Role in Program: dancer, musician

Royalty Competition

of dancer participating: 26

Ages 6-17: 8

Ages 18-65: 18

of attendees: 700

Role in Program: Dancer, musician

Festival

Businesses participating: 200

of bands/groups: 90

or artists: 1,080

of Festival attendees: 200,000-400,000

Race/Ethnicity (estimate)= 51% Latinx, 23% white, 17% black, 9% Asian

Role in Program: dancer, musician

Impact

After 40 years, and a series of iterations, Carnaval exists as a prime example of arts and economic development interacting with community and neighborhood. From the parade that winds down its traditional route of 24th St. to Mission St, to 16th St., the Harrison St. festival held among industrial buildings and old San Francisco homes, the benefits go beyond two days. People from across the Bay Area, across California and the nation and even internationally are exposed to the “4th Tourist

Neighborhood “of San Francisco, after Fisherman’s Wharf, Chinatown and Little Italy. Carnaval has put the Mission on the map to tourists, day visitors, restaurant goers, and those searching out that perfect burrito. All while spending millions of dollars along the way.

With an average attendance of 400,000 for the parade, two-day festival and lead up events, Carnaval generates over **\$21 million** in direct local economic impact. (*eventImpacts: Economic Impact Calculator*) In addition, BART has reported a 64% increase in ridership during the two-day festival.

Contingents

The parade consists of 70 contingents, with over 2,400 participants, and spans across 17 blocks in the Mission District. Dance and music instructors provide classes year-round in preparation for the Carnaval parade at the Mission Cultural Center, Dance Mission, Brava Theater, ABADA-Capoeira, ODC, Malonga Casquelourd Center, BrasArte, American Indian Cultural Center of San Francisco, Club Puertorriqueño de San Francisco, Samoan Community Development Center, Mission Neighborhood Centers Inc., SF Day Labor Program & Women's Collective, and Hip Hop for Change, Inc.

Parade Contingents:

ABADÁ-Capoeira San Francisco
Aquarela Brazilian Dance Ensemble
Asiya Shriners of San Mateo
Asociación Cultural Kanchis
Batalá San Francisco
Bead Squad
Buena Vista Horace Mann
Caravana de la Alegría Representando El Salvador
Club Puertorriqueño de San Francisco
Comparsa Colombiana Vive Mi Tierra
Comparsa Orichá Oya Nike & Grupo Reunião da Velha Guarda
Comunidad Anqari
Comunidad Yucateca
Conjunto Folklórico Panamá América
CubaCaribe Carnaval
Danza de los Diablos de Juxtlahuaca
Diaspora Masquerade Band
El Show de Pepe
Esplendor Azteca Xipe Totec*

Feline Finesse Dance Company
Fiesta Gardens International School
Flavaz of D' Caribbean
Fogo Na Roupa Grupo Carnavalesco Cultural
Gente Da Cidade
Ginga Brasil
Grupo Folklórico Guatemalteco Xelaju`
Grupo Samba Rio
Grupo Tania Santiago
Hip Hop for Change, Inc.
Hot Pink Feathers
Institución Hijos de Santa Rosa de Lima
Instituto de Cultura Raíces del Perú
Kantuta Ballet Folklórico de Bolivia
Karibbean Vibrationz
La Cumbiamba Colombiana
Latin Dance Grooves and AcroSports
Loco Bloco Jamestown
Maracatu Pacífico
Mas Makers Massive
Mission Cultural Center for Latinx Arts
Mission Neighborhood Centers, Inc.
Mixtiso Latinx Indio-Afro-Mexican Salvadoreño Urbano Hip Hop
Morenada Para el Mundo 100% es Boliviana
Muito Quente! Samba Performers
Nicaragua Danza, Hijos de Maíz
Paixão Dance Ensemble
Parceros Salseros
Recology
Renacer Folklórico Bolivia
Rueda Con Ritmo
SambaFunk Funkquarians w/ King Theo
Samba Queen Maisa Duke & Energia do Samba
Samoan Community Development Center
San Francisco Lowrider Council
San Francisco Muni Railway Cable Cars
SF Art Car w/ Wardell Walters
SF Day Labor Program & Women's Collective
Sherman Elementary
Sistas-Wit-Style

Super Sonic Samba School
Telemundo 48 and Xfinity Comcast
The Church of 8 Wheels
Tradición Peruana Cultural Center
Trash Mash-Up at Ruth's Table
United Rhythms SF
Viva La Diva
Willie Brown Middle School Steel Pan Ensemble
Xihuhcoatl Danza Azteca
Zorro & Zorro Jr

Grand Parade:

of contingents: 70

of artists, dancers: 2,400

of parade attendees: 75,000

Race/Ethnicity (estimate)= 51% Latinx, 23% white, 17% black, 9% Asian

Roles in Program: dancer, musician, costume maker, float builder, seamstress/tailor.

Impact

Throughout the year, people from all walks of life, all economics, all ethnicities, all age groups prepare themselves for an event that is common in Latin America, but occurs nowhere else in the United States but San Francisco. Dancers learn complicated samba movements by night while holding down non-arts jobs during the day. Musicians practice incessantly to play that Caribbean tune just right. And floats are designed and built in old warehouses in preparation for that unveiling. Twelve months of dreams, practicing and planning go into 6 hours of musical challenge and achievement. Over 2 thousand people perform for 75,000 parade goers and another million viewers at home, with their feet and hands and bodies and heart.

The economic impact from the industry created by thousands of dancers and performers taking lessons and purchasing costumes and decorations is estimated at over **\$4 million in direct expenditures.** (*Arts & Economic Prosperity Calculator, 2012*)

Community businesses and groups

The local economy in the Mission District benefits from the wave of hundreds of thousands of tourists who come to the neighborhood. Tourists purchase artisanal merchandise, savor Latin and Caribbean foods, while enjoying world music at our Festival. CANA supports the local artisanal businesses in the Mission District by collaborating with over 200 businesses every year. CANA strongly espouses the belief that cultural life and economic well-being are deeply intertwined in communities of color.

The Grand Parade and the Festival are all vital to the economic well-being of local artists. The year-round activities become an opportunity for people to take classes in dance, music, visual arts, costume-making, and float building. Carnaval serves as a platform for artists to make a living teaching their culture to community residents. The high cost of living in the Bay Area is unaffordable for many artists, and the steady income from teaching classes helps to ameliorate their situation.

CANA sees itself as a vehicle that brings awareness and engages community residents in advocacy. CANA dba Carnaval has generated themes that have made social and political statements throughout the years. In 2015 Carnaval sought environmental awareness about the California drought with its theme, “Sacred Water.” Carnaval engaged students and families in the Mission into finding ways to conserve water to combat the environmental crisis at the time. In 2016 the theme was “Long Live Mother Earth,” and it was dedicated to the deforestation of the jungles and maltreatment of the earth. CANA received a grant in order to make official Carnaval tote bags to hand out to underserved families of color as an incentive not to buy plastic or paper bags, and to learn about alternative, more traditional ways of carrying groceries home.

The Carnaval theme for 2019 was “La Cultura Cura / Culture Heals,” and it serves as a social and moral statement that helps counter the polarized political environment in the US, and sought to heal our communities of color with culturally relevant art, music, dance and dialogue. Having the Grammy-winning group, Los Tigres del Norte, as the headliner brought a bold message to Carnaval attendees and the local community about the power and resilience of the Latinx and immigrant community.

During a time when immigrant children were being caged on the border between Mexico and the United States, Carnaval and Calle 24 (the business association) decided to take a stand and support the Latinx and immigrant community through their messaging, marketing efforts, and merchant partnerships. Carnaval partnered with Calle 24 in September of 2019 to promote local businesses through a Los Tigres del Norte custom-themed merchant passport. The passport highlighted over 60 merchants during the two-day event to help patronize their businesses. The partnership in 2019 built a cross-promotional campaign that demonstrated the unity between the two organizations for a common cause.

Small Business

Merchant Associations:

Calle 24 Latinx Cultural District
Mission Merchants Association
Mission Small Business Association
Valencia Street Merchants Association
Mission Creek Merchants Association
Gateway Management
San Francisco Hispanic Chambers of Commerce

Cultural Institution & Nonprofit Partnerships:

Mission Cultural Center for Latinx Arts
Dance Mission Theatre
Brava! For Women in the Arts Theater
ABADA-Capoeira San Francisco
ODC
Malonga Casquelourd Center
World Arts West - Ethnic Dance Festival
BrasArte Cultural Center
American Indian Cultural Center of San Francisco
Club Puertorriqueño de San Francisco
Samoan Community Development Center
Acción Latina
Pacific Felt Factory
Mission Neighborhood Centers Inc.
SF Day Labor Program & Women's Collective
Hip Hop for Change, Inc.

Impact

It is estimated that the above businesses and community groups generated another **\$10 million in sales during the festival and associated events.** (*San Francisco Tourism Board*)

THE BUILDING

The 681 Florida St. arts center will further CANA’s mission of creating spaces for cultural arts by acting as a community gathering space with arts events, classes, and educational activities. There are essentially four main users of the spaces, to be detailed below, (1) students, (2) events, (3) contingents, and (4) community groups.

CANA has stated that it will provide 25% of the programming at 681 which will include the school programming during after school and during the summer. CANA will partner on some programming with the Mission Educational Project as well as expand a puppet making partnership. The existing Arts Program Manager and the Event and Media Coordinator positions will go from part time to full time when the building becomes available. The Carnival contingents, previous CELLspace users (Loco Bloco, Project Tango, Roller Disco, Earwig Studios, and Studio 17), and homeless artists and art groups (evicted from elsewhere) will provide the remainder of the programming.

The Studio/Office Rental Manager (new position) will be responsible for managing the center and its use by Carnival contingents, previous CELLspace users and homeless artists and arts groups. The Rental & Building Manager will make sure that the facilities are utilized within the specified time(s) and date(s) within the contracts. S/he will also be in charge of building maintenance. S/he reports directly to the Executive Director and works closely with the Event and Media Coordinator and the Arts Program Manager.

Students

The 681 Florida St. arts/community center will serve the neighborhood in different capacities and at affordable rates. It will have a space for local, music, dance and artists instructors to teach. The Arts Program Manager will manage student activities.

Recording Studio:

The Recording Studio will be managed by a collaboration between CANA and a private recording company, who will teach and train within the construct of an academy. We will have a music and media training program for underserved students in the neighborhood as well as the children and youth residents from 681 Florida. The recording studio will be open to the public for an affordable rate. Children & Youth Training Programs will enjoy free use of the space while local artists and bands, Community-Based Organizations, local businesses, government entities and corporate entities will pay on a sliding scale.

Music Lessons:

Music lessons will be provided by outside vendors, and managed by the Arts Program Manager and the Building Manager. This approach was decided through a focus group of 86 local musicians and music teachers. Neighborhood teachers, including Dr. John Calloway (flute and piano), Anthony Blair (violin), Arturo Carillo (conga), Tony Pride

(timbales), and Suzanna Cortez (bass), have all indicated a desire to provide music lessons at 681.

Music teachers will give lessons in the recording studio. The music lessons that they will offer for children, youth, and/or adults will consist of individual or group music lessons in a variety of Latin, Caribbean, Jazz, songwriting, singing, and world styles. The studio will be available for lessons every day from 10am to 7pm. We will have Spanish/English bilingual teachers giving classes, to make it inclusive to all learners.

Because we don't want to compete with neighborhood centers already offering music classes, we can either collaborate with Mission Cultural Center, Brava! For Women in the Arts, or the Community Music Center and others to offer some of their music classes in our space, or leave it to them, if preferred.

Proposed Music Lessons:

- Percussion
- Mariachi
- Conga Drumming
- Piano
- Singing
- Classical Guitar

Types of Instruments:

Percussion, samba drums, Aztec drums, string instruments such as guitar, upright bass and violin played acoustically or with amplification, wind instruments, piano with minimal or no amplification.

Events

The center will be a revenue generator for artists and a local economic engine to support the community. CANA seeks to use the shared space for art – concerts, performances, dance events - as an economic development tool to create financial and entrepreneurship opportunities - festivals and events - for local vendors and artists, as well as promote the Latinx culture of the Mission District. We envision 681 Florida becoming a multicultural hub, a safe place for the community, and a tourist attraction for art-enthusiasts from around the region, country and world.

The performances that will be shown in our large multipurpose studio will range from live bands, to dance shows, to literary festivals. Musically, we will primarily showcase Latin, Caribbean, Hip-Hop, and Afro-Funk music. Examples of musical styles that we are likely to

include are salsa, samba, cumbia, soca, mariachi, afrobeat, dancehall, tango, folkloric, and banda. The space will have all the necessary elements to host performances: sound equipment, seating, stage, and lighting.

Contingents: Dance Rehearsals / Performances:

Sixteen of our Carnaval SF parade contingents have lost rehearsal spaces due to the shortage of adequate spaces and the high fees being charged. These contingents have had to resort to rehearsing on the streets, backyards, and nightclubs. This arrangement is impractical and not healthy or viable for long-term sustainability, for both the Carnaval SF year-around production and the contingents. Obtaining a permanent home for Carnaval SF ensures permanent rehearsal spaces for a score of local organizations.

Dance rehearsal space will be available in the large multipurpose studio and the smaller studio. The style and types of rehearsals will vary from each dance group. Examples of dance groups to rehearse include samba drumming and dancing rehearsals, tango lessons, traditional Aztec Dance classes, folkloric Peruvian rehearsals, ballet, children and youth hip-hop lessons, to name a few. The type of sound amplification will depend on the group, given that some require speakers to play their rehearsal music while others rehearse with live instruments.

The number of performers will depend on the group, which can range from a 10-piece band to a samba ensemble of 20 drummers and 50 dancers.

Community Groups

The multi-purpose rehearsal studio will also serve as a venue for community organizations and community-members to hold fundraisers and celebratory events. CANA will use the center for our annual Día de los Muertos, Christmas posadas, Cinco de Mayo, Mardi Gras festivities, and the Grand Parade and Festival. The community center will have a makerspace with different stations: One station will be for costume designers to utilize for costume-making projects, another one for screen-printing workshops, and another for arts and crafts. There will be a sizable space designated for offices that will be shared between community organizations throughout the year.

Makerspace Studio:

The new community art space will have a shared makerspace studio for the production team and artists to utilize year-round. The studio will have commercial sewing machines for costumes, and power tools for creating props and float decorations, as well as a station to learn how to screen

print. It is not lost on us that ACT prop shop was a former occupant of this space and were evicted. It is our hope to restore the arts, and arts production activities, on the site. CANA's Rental and Building Manager will manage the Makerspace.

Community events and celebrations such as fundraisers, birthdays, quinceañeras, weddings, and community celebrations will take place in the large multipurpose studio. Pricing will depend on the type of entity (community-based nonprofit, school, local business, corporation) that will rent the space. We will have a system of different tiers for the rental of the space.

The conference room will be used by several community organizations and individuals. It will be a meeting space available for cultural events and institutions such as Dia de los Muertos, Cesar Chavez Festival and Parade, The San Francisco Lowrider Council, and Calle 24 Latinx Cultural District. Carnaval SF will conduct their weekly production meetings and their bi-monthly parade contingent reunions. We intend to share the office with other community organizations that have been displaced or who need a space from which to work. The Rental and Building Manager will have a working calendar to coordinate the rental and usage of the space.

CANA, 681 Florida St. and the Mission District

The investment being made into the arts space of 681 Florida St., and by virtue of entrusting this space to CANA, will be an investment into the students of the greater Mission community, into the citywide cultural experience of Carnaval, into the lives of thousands of artists and dancers and into numerous community groups and small businesses. It will be the reincarnation of CELLspace and the physical embodiment of a Mission cultural tradition, Carnaval. It is a long time in coming, and by entrusting this space to CANA, real value is achieved in the amount of educational activities, the variety of events produced during the year, and the large quantity of artists and dancers that will utilize the space and the number of community and business groups that will benefit.

The Mission District will benefit as well through the provision of desperately needed arts space, and through the delivery of arts education to local residents and local students. Local small businesses will benefit as 681 Florida St. will be a destination activity that attracts students, artists and meeting and event goers. Money spent in the Mission will have a multiplier effect supporting local and neighborhood businesses and jobs. Carnaval and the Mission are incredibly intertwined, historically, culturally, and **economically**. And finally, CANA and its Carnaval experience reminds everyone that the Mission is the “Corazon of San Francisco.”