

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

88 Bluxome
\$3,500,000
Predevelopment Loan Request

Evaluation of Request for:	\$3,500,000
Loan Committee Date:	December 3, 2021
Prepared By:	Cindy Heavens, Senior Project Manager
MOHCD Asset Manager:	To Be Determined
Sources and Amounts of New Funds Recommended:	\$3,500,000 AHF Inclusionary
Sources and Amounts of Previous City Funds Committed:	\$0
NOFA/PROGRAM/RFP:	Multi-site Request for Qualifications issued on November 30, 2020
Applicant/Sponsor(s) Name:	Jonathan Rose Companies (JRCo) and Young Community Developers (YCD)

EXECUTIVE SUMMARY

Sponsor Information:

Project Name:	88 Bluxome	Sponsor(s):	JRCO and YCD
Project Address (w/ cross St):	88 Bluxome Street (at 5th Street), 94107	Ultimate Borrower Entity:	Bluxome Development LP

Project Summary:

Jonathan Rose Companies (JRCO) and Young Community Developers (YCD) (together, "Sponsors") request \$3.5MM to finance predevelopment costs for a proposed new construction affordable housing development for families located at 88 Bluxome Street. The City, Mayor's Office of Housing and Community Development ("MOHCD") and Department of Recreation and Parks ("Recreation & Parks" or "R&P"), will acquire an air rights parcel from the Principal Developers, TMG Partners and Alexandria Real Estate Equities, for-profit developers, that is the land dedication of both the affordable housing and recreational site including operating systems areas for both uses. The City's land dedicated site will include one or two stories below grade for the operating systems area of both City uses, including a pool for Recreation and Parks, a ground floor podium that MOHCD and Recreation and Parks will share, and residential housing on floors 2 through 6 built on the grade level podium. The City will further divide the air rights land dedication into Recreation and Parks area and affordable housing and each City divided area will include area for operating systems for each use and reciprocal easements. The Principal Developers will construct the below grade areas and the first floor podium. The Affordable Site is the podium and affordable housing equipment areas constructed by the Principal Developers. The Project is the affordable housing located on floors through 2 through 6 and inclusive of the equipment to operate the affordable housing.

Through the Multi-site Request for Qualifications ("RFQ") issued on November 30, 2020, JRCO and YCD were selected to develop the Project. The RFQ did not require respondents to provide a conceptual design, and therefore this request is based on a preliminary concept that is expected to be further refined during the initial design phases. The Sponsors assume a construction start beginning in spring 2024. The Project responds to the Consolidated Plan and achieves MOHCD's racial equity goals by advancing opportunities and improving programmatic outcomes for low-income residents; while expanding development opportunity for Black Indigenous People of Color ("BIPOC") led organizations.

The current concept presented for the Project is a 6-story building (not to exceed 85-feet) developed on top of the first floor shared podium that is shared with Recreation and Parks. The proposed Project will provide 107 affordable units (20 studios, 41 one-bedrooms, 22 two-bedrooms, and 24 three-bedrooms), including a two-bedroom unit for onsite staff, with 27 units (25% of total units) serving families experiencing homelessness subsidized by the City's Local Operating Subsidy Program ("LOSP"), 5 units serving Plus Housing individuals at 50% City Area Median Income ("MOHCD AMI"), and the remaining units serving low-income families with household incomes ranging between 30% MOHCD AMI and 60% MOHCD AMI.

Proposed permanent financing includes tax-exempt bonds, 4% Low-Income Housing Tax Credits, Deferred Developer Fee, and a MOHCD gap loan. Due to the Project's location, the Project is not competitive for most of HCD's programs under the proposed program changes related to the Super-NOFA. The lack of additional funding sources will be balanced by overall project cost savings since the completed podium will be delivered free of charge by the Principal Developers. Construction is expected to start on May 2024, with a construction completion date of May 2026.

Project Description:

Construction Type:	Type 1	Project Type:	New Construction
Number of Stories:	5 stories over 2 levels of concrete podium, with one level of the concrete podium below grade	Lot Size (acres and sf):	Podium is approximately 14,800 sf
Number of Units:	107	Architect:	To-Be-Determined (TBD)
Total Residential Area:	90,132 sf	General Contractor:	TBD
Total Commercial Area:	Not Applicable (N/A)	Property Manager:	Rose Community Management
Total Building Area:	90,132 sf	Supervisor and District:	Sup. Haney (D6)
Land Owner:	Currently: TMG; Ultimate Fee Owner: City		
Total Development Cost (TDC):	\$65,249,077	Total Acquisition Cost:	\$0
TDC/unit:	\$609,804	TDC less land cost/unit:	\$609,804
Loan Amount Requested:	\$3,500,000	This Request Amount / unit:	\$32,710
HOME Funds?	N	Car Parking?	None

PRINCIPAL DEVELOPMENT ISSUES

- **Timing - Delivery of Podium from Principal Developers** –Up until late 2020, the Principal Developers had intended to start construction in early 2021. However, the Principal Developers' commercial tenant, Pinterest, who had site occupancy deadlines in its agreement with the Principal Developers that was a critical path for the start of construction, pulled out of the project. The Principal Developers has indicated that it does not have a current schedule for the start of the Principal Development project, and has been unwilling to provide a schedule citing that the City currently has 80% vacancies for commercial tenants. While the Sponsors' schedule assumes applying for 4% tax credits and tax exempt bonds in 2023 with start 6 months later if awarded, the construction start date is entirely dependent upon when the Principal Developers can deliver the podium to the Sponsors. While the hard cost estimate includes 7.7% escalation for 20 months, if the project does not close construction in spring 2024 and the current construction market conditions continue, the MOHCD estimated gap loan may increase by approximately 4.4% per year until the loan closing. See Section 1.1 for the dedicated area the City will receive and 4.3 regarding cost escalation to proposed gap loan.
- **Podium Design from Principal Developers** – Principal Developers are providing the podium to the City. MOHCD and the Sponsors may provide comments on the podium design, and MOHCD will require the Sponsors to receive third-party peer review of Principal Developers' infrastructure and foundation to ensure that the proposed 107-unit affordable housing development can be built in its entirety. If MOHCD elects to build additional units on the site, third-party peer review is required to ensure additional units may be constructed on the podium and infrastructure received from the Principal Developers. See Sections 4.2 and 9.3 for recommended loan conditions.
- **Additional Design Concept** – During predevelopment Sponsors will explore adding additional height to the building for more affordable units. The decision of how tall to make the affordable housing to include more units is dependent upon the Principal Developers, whose view on its commercial tower may not be blocked by the additional affordable housing floors. Sponsors will first explore adding

additional units and floors to the 100% affordable housing building. The second exploration will be for a mix of additional affordable units and middle-income units, and pending funding availability, MOHCD may elect this option. Third option will be to explore height increase for only middle-income units that would not increase MOHCD's loan amount. See Section 4.2 and Attachment G.

- **Community Outreach** – Because very little outreach has occurred related to the Principal Development and the Sponsors have limited connections to this neighborhood, MOHCD is requiring a written communications plan be developed and executed upon during predevelopment. See Section 3.1 and 9.3
- **No California Department of Housing and Community Development financing assumed for this Project** – MOHCD typically obligates borrowers to seek non-City funds to limit the City contribution. Due to the Project's location, the Project is not competitive for most of HCD's programs under the proposed program changes related to the Super-NOFA. The lack of additional funding sources will be balanced by overall project cost savings since the completed podium will be delivered free of charge by the Principal Developers. See Section 6.3.1
- **Permanent Supportive Housing Experience** – Sponsors have no permanent supportive housing (PSH) experience. As 25% of the units will be set aside for families experiencing homelessness and the units will be supported by Local Operating Subsidy Program that includes services through a contract with the Department of Homelessness and Supportive Housing (HSH), the Sponsors will be required to execute an MOU with an approved HSH PSH supportive services provider. See Section 8.1.

SOURCES AND USES SUMMARY

Predevelopment Sources	Amount	Terms	Status
MOHCD/OCII	\$3,500,000	3 yrs @ 3% Def	This request
Total	\$3,500,000		

Permanent Sources	Amount	Terms	Status
MOHCD/OCII	\$29,499,087	55 yrs @ 3% / Res Rec	Not Committed
First Mortgage	\$ 9,675,516	30 yrs @ 4% / Hard Debt	Not Committed
Federal LIHTC	\$25,591,841	TC Equity: \$0.92 per credit	Not Committed
Deferred Developer Fee	\$482,533		Not Committed
GP Equity	\$100		Not Committed
Total	\$65,249,077		

Permanent Uses	Amount	Per Unit	Per SF
Acquisition	\$0	\$0	\$0
Hard Costs	\$50,280,700	\$469,913	\$558
Soft Costs	\$12,215,744	\$114,166	\$136
Developer Fee	\$2,752,633	\$25,726	\$31
Total	\$65,249,077	\$609,804	\$724

RECOMMENDATION

Staff recommends approval of this predevelopment loan request for \$3,500,000.

1. BACKGROUND

1.1. Project History Leading to This Request.

In 2017, TMG Partners and Alexandria Real Estate Equities (the “Principal Developers”) acquired 88 Bluxome from the Bay Club. At the time of the sale, the proposed development included approximately 750,000-square-foot, five-story office complex, a 25,000-square-foot sports club, and four tennis courts that are replacement courts for the S.F Tennis Club (“Principal Development”). The Principal Development is one lot on the block bounded by Brannan Street to the north, 4th Street to the east, Bluxome Street to the south, and 5th Street to the west. The lot is currently occupied by the San Francisco Tennis Club, a three-story structure with no basement (the “Tennis Club”).

In 2018, the Board of Supervisors approved the Central South of Market Plan that included the Principal Development. In July 2019, Board of Supervisors unanimously approved 88 Bluxome as a Proposition M allocation development. Proposition M allows a faster approval process for office spaces if the office proposal includes affordable housing or community arts; production, repair and distribution space; or neighborhood-serving retail. Prior to the Board approval in 2019, the Principal Development was revised to include not only the replacement of the privately-owned Tennis Club courts, the plan included providing a public pool and recreational center operated by the City Department of Recreation and Parks (“Recreation and Parks” or “R&P”) but constructed by the Principal Developers, and affordable housing. At this time, the revised Principal Development include the following structures: three buildings (Building East, Building West, and City land dedicated air-rights building) with all buildings constructed over 4 levels of below grade parking, and a mid-block alley at grade-level constructed over the 4 levels of parking. (Please see Attachment G.) The revised Principal Development was slated to begin construction in summer 2020.

In August 2020, Pinterest terminated its a 490,000-square-foot lease with the Principal Developers. Also, in 2020, the replacement S.F. Tennis Club courts were removed from the scope of the Principal Development. With the removal of the tennis courts two levels of below grade parking were also removed. The 2020-revised Principal Development structures includes three buildings (15-story West Building, 12-story East Building, City’s air-rights land dedication building) and a mid-block alley between the East Building and City’s air-rights land dedication building, with all buildings and the mid-block alley constructed over two below grade levels. The Principal Developers will construct the two levels below grade since the below grades also support the East and West Buildings, as well as the mid-block alley that has access to the City’s air-rights land dedication building. As negotiated with City Planning and in the planning approval for the Principal Development, the Principal Developers will also build out the R&P pool, which is anticipated to be on level 2 below grade. The Principal Developers will also construct the at-grade podium of the City’s air-rights land dedication building upon which the affordable housing will be constructed. The at-grade podium will contain the affordable housing access areas and the recreational center that is fully built out by the Principal Developers and operated by R&P. (Please see Attachment G.) During predevelopment, the Principal Developers, MOHCD, and the Sponsors must

determine if the Principal Developers are building out the affordable housing areas of the at-grade podium or delivering to the City a cold shell only. In total, the City's land dedicated is anticipated to be two stories below grade for the operating systems areas of both City uses – affordable housing and recreation, and includes a fully built-out pool for R&P, a ground floor podium that MOHCD and R&P will share. (See Attachment G.) The City will further divide the air rights land dedication into R&P area and affordable housing and each City divided area will include area for operating systems for each City use and reciprocal easements.

The affordable housing of the Principal Development (the "Project"), is planned as 107-units of new construction affordable housing development for families contained on floors 2 through 6. The Project will be built on the at-grade podium that has been constructed by the Principal Developers on the affordable housing air-rights land dedication parcel that will be owned by the City, through MOHCD. The City will ground lease the affordable housing air-rights land dedication parcel to Bluxome Development LP, the ultimate borrower.

The timing for when Jonathan Rose Companies (JRCo) and Young Community Developers (YCD) (together "Sponsors") receive site control of the air-rights ground lease parcel, and begins construction, is dependent upon TMG's construction schedule, which has not been finalized. Also, it should be noted that the Sponsors' ability to provide additional units is dependent upon the below grade structure of the entire building. As reported to the Sponsors, TMG plans to only provide a below grade concrete podium and grade level podium; any additional height for the residential housing may require more below grade structural work and additional financing from MOHCD or another leveraged source of funds.

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

Through the RFQ, the Sponsors were selected to develop the Project. The Sponsors met the minimum threshold eligibility requirements and scored a total of 87 points out of 100.

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

1.3.1. Borrower. The borrower of the predevelopment loan and any gap loan will be Bluxome Development LP.

Bluxome Development LP will also be the air-rights ground lessee for the Site and will own the improvements.

1.3.2. Joint Venture (JV) Partnership. JRCo, an experienced affordable housing developer, has formed a limited partnership with YCD, an established service provider in District 10. YCD will enter the limited partnership prior to the construction closing and will have a .005%

ownership and will be the managing general partner. JRCo or a general partner affiliate will have 0.005% ownership in the limited partnership. YCD and JRCo, or their general partner affiliates, will remain in the limited partnership in their original capacities for the entire term of the tax credit period. YCD will receive an option and/or first right of refusal to purchase the property after the 15-year tax credit compliance period. A to-be determined equity investor will have a 99.99% ownership stake in the limited partnership. During predevelopment, developer fee will be paid to the Sponsors and not the borrower.

During the course of Project development, JRCo and YCD will act as co-developers for the Project. YCD's long term organizational goal is to grow a full development staff and continue to partner with other organizations to eventually lead developments independently.

The JV partnership between YCD and JRCo advances racial equity. By YCD receiving a portion of the developer fee and splitting allowable fees on the Project, YCD is able to build organizational capacity. The Sponsors will revise and update the MOU, with the update completed after the Loan Committee meeting and prior to a predevelopment loan disbursement.

By participating in the predevelopment, construction and long term operations of the property with JRCo and having a first-right of refusal at the end of the 15-year tax credit compliance period, YCD builds staff and organizational capacity through decision-making power. By leading the marketing, lease up, and workforce development, YCD leverages its community connections and its own workforce development programs in District 10.

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

Established in 1973, YCD is a black-led California community-based nonprofit that provides a variety of training and support opportunities for the Bayview Hunters Point neighborhood of San Francisco, which is located in District 10. As such, the Board reflects the neighborhood it serves with two-thirds of its Board and leadership staff identified as black, and half of the project development staff participating in project check-ins, financial feasibility reviews, entitlement and predevelopment activities with MOHCD and JRCo staff identifies as BIPOC.

JRCo is a for-profit company and does not have a Board of Directors. JRCo has a Management Committee who oversees the national organization's development opportunities and strategic growth. The Management Committee is 43% Caucasian, 14% Black or African American, and 43% not specified. The 3 key JRCo staff working on 88 Bluxome all identify as Black or African American. Below are race demographics for the corporate staff and the total company staff.

Corporate only

Asian	18	11%
Black or African American	21	12%
Hispanic or Latino	8	5%

Not specified	15	9%
Two or more races	6	4%
White	101	60%
Grand Total	169	

All

American Indian/Alaskan Native	1	0.2%
Asian	26	5.9%
Black or African American	108	24.5%
Hispanic or Latino	76	17.2%
Native Hawaiian or Other Pacific Islander	2	0.5%
Not specified	24	5.4%
Two or more races	11	2.5%
White	193	43.8%
Grand Total	441	

1.3.4. Racial Equity Vision. The Jonathan Rose Companies have made a commitment to work toward becoming an antiracist organization, looking at everything they do through the lens of racial equity and racial justice. With an understanding of the national reach of JRCo's ability to leverage and direct large sums of capital, develop the field's next leaders and have direct contact with diverse low-income residents in JRCo-managed communities, the JRCo's Antiracism Committee established three pillars for JRCo to focus efforts for its initiatives. JRCo has contracted and is working with third-party consultant, Frontline Solutions, for guidance around strategy and implementation. Below are the 3 pillars identified by the Antiracism Committee and specific focus areas within each pillar:

Internal

- Culture
- Hiring
- Onboarding
- Retention
- Pay Equity
- Leadership/ Board
- Ownership
- Professional Development

External

- Partners
- Contractors
- Consultants
- Where and How we Invest
- Investors
- Suppliers

JRCo Communities

- Communities of Opportunity

- Exposure to Real Estate Industry
- Neighborhood/ Community Organizing
- Police Engagement

As a Black-led California community-based nonprofit that has over 50% of its staff identified as Black or African American, YCD's racial equity vision is established through its Executive Director, Board, and staff. However, YCD has a range of policies and procedures around diversity, equity, and inclusion because all organizations—no matter their history—have room for growth in this area. For its part, YCD has been working to build cultural competency with District 10's Asian population, as Asians are the largest racial and ethnic group in District 10 representing approximately 37% of the population.

YCD's racial equity approach on the Project will be to ensure the construction workforce is racially diverse and provides opportunities for residents by connecting graduates from its construction training programs to jobs at 88 Bluxome. YCD will also draw from its own expertise and connections to other grassroots service organizations to ensure that communities of color have opportunities to rent a unit at the Project, and access the community recreational services operating by R&P on the ground floor of the building. For marketing and lease-up, YCD's nearly half century of work and large client base makes it among the most qualified to perform outreach to Neighborhood Preference holders. YCD has a partnership with Cathy Davis, San Francisco's expert in outreach to COP holders. Together, YCD and Cathy Davis achieved 20% of residents being COP-holders at Pacific Pointe, which leased-up before Neighborhood Residential Housing Preference was implemented.

1.3.5. Relevant Experience. JRCo leads in competing for 4% and 9% Low Income Housing Tax Credits (LIHTC) and has successfully completed over 21 projects utilizing 4% and 9% LIHTC equity for both new construction and preservation of affordable housing. JRCo is also one of the largest owners of Section 8 projects in the country, with over 5,581 units in its portfolio. In early 2021, Office of Community Investment and Infrastructure (OCII) selected the Jonathan Rose Companies as the replacement developer for Hunters Point Shipyard Blocks 52 & 54, a large family development with a similar resident population.

In partnership with AMCAL, a for-profit developer of affordable housing, YCD has completed 60 affordable housing units in one development. YCD has 516 units in its pipeline (148 ownership at Mission Bay Block 9A and 368 rental). One of the completed projects is a 4% LIHTC project called Pacific Pointe Apartments. A CCDC-YCD joint venture was also recently awarded Pier 70 through the RFQ. YCD is also one of the three final teams selected to move to the final RFP stage for Potrero Yard development with San Francisco Municipal Transportation Agency (SFMTA).

As Jonathan Rose Companies will have lead lease up and property management, all property management staff working at the Project or having any supervisorial roll or function with the Project, must complete

trauma informed training with MOHCD. Please see Section 9.3 for a loan condition related to this training.

- 1.3.6. Project Management Capacity. JRCo will be devoting 2.4 FTE's to the Project. Heading up JRCo's work on this project will be Yusef Freeman, Managing Director for the West Coast. Mr. Freeman will be spending 50% of his time on the Project. Alexis Campbell, Development Manager will be spending 80% of her time on the Project. Chris Edwards, Director of Construction and Johnathan Coates, Senior Construction Manager will be spending 20% and 70% of their time, respectively on the Project. Jonathan Rose, President and Lauren Zullo, Director of Sustainability, will each spend 10% of their time on the Project.

Young Community Developers will commit 0.75 FTE to this project. Robert Abbott will spend 40% of his time on this Project as the senior project manager for YCD. Divali Ramkalwan, Director of Housing at YCD will spend 15% of her time on this Project and Zachary Weisenberger will spend 20% of his time as assistant project manager.

- 1.3.7. Past Performance.

1.3.7.1. City audits/performance plans. YCD holds 7 contracts/grants with the City including emergency rental assistance program, 100% College Prep related to Alice Griffith HOPE SF Development, Stand In Peace, OMI Job Center, and the Phoenix Project. They have no outstanding performance issues on any of their grants with Community Development. MOHCD Community Development staff noted that "YCD stepped up and took on a heavy lift during the COVID pandemic for the southeast part of San Francisco."

JRCo has no grants with Community Development.

- 1.3.7.2. Marketing/lease-up/operations.

YCD and JRCo have not completed lease-ups with MOHCD loans. However, Yusef Freeman, JRCo's Managing Director for the West Coast, has participated in lease ups with the OCII through McCormack Baron Salazar, his former employer.

YCD has nearly 50 years of experience assisting Black and Latin-X community members secure affordable housing. For 88 Bluxome, YCD will use its partnership with Cathy Davis, Executive Director at Bayview Hunters Point Multi-purpose Senior Services, Inc., and is an expert in outreach to COP holders, to achieve at least 20% occupancy by COP holders.

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

Site Description	
Zoning:	See below.

Maximum units allowed by current zoning (N/A if rehab):	N/A
Number of units added or removed (rehab only, if applicable):	N/A
Seismic (if applicable):	Seismic Hazard Zone - Liquefaction
Soil type:	To-be-determined. Sponsors need reports from Principal Developers' Geotechnical Engineers. Reports have been requested and will be provided after this loan request.
Environmental Review:	<p>CEQA: Per case no. 2015-012490ENV as reflected in the PIM, CEQA clearance has been issued for the Principal Development, and the Planning Department's Environmental review was closed on September 18, 2019. The final CEQA document included a Community Plan Evaluation Certificate of Determination & Final Mitigated Negative Declaration.</p> <p>NEPA: Not required. At present the affordable housing does not assume any financing that would require NEPA.</p> <p>Section 106 Historic Preservation: N/A, no historic preservation is present on Principal Development.</p>
Adjacent uses (North):	Commercial uses, Office buildings, neighborhood retail
Adjacent uses (South):	Commercial uses, Office buildings, neighborhood retail, residential apartments
Adjacent uses (East):	Commercial uses, Office buildings, neighborhood retail
Adjacent uses (West):	Commercial uses, Office buildings, neighborhood retail
Neighborhood Amenities within 0.5 miles:	<p>Five Keys Charter School Mission Bay Montessori Academy of Art University Bessie Carmichael Elementary School</p> <p>Walgreens pharmacy Safeway Pharmacy & Grocery Trader Joes</p> <p>UCSF Mission Bay Hospital</p>
Public Transportation within 0.5 miles:	4 th St. & King St bus stop – 91 and T BUS CAL train station is on 4 th Street
Article 34:	The Project will seek authority under Article 34 that will be obtained prior to executing the predevelopment loan
Article 38:	The Principal Development must comply with Article 38. How and to what extent the affordable housing needs to participate in the Article 38 mitigation

	measures is to be determined and will be defined during predevelopment.
Accessibility:	Accessible units will be compliant with TCAC minimums for new construction, which is 15% of the total unit count or 16 units that will need to will be designated with mobility features as defined in the California Building Code (CBC) 11B 809.2 through 809.4, and 10% of units or 11 units will accessible features for vision and hearing impaired households, as defined in CBC 11B 809.5. In addition, accessibility and adaptability will comply with Mayor's Office of Disability (MOD) requirements.
Green Building:	Project will meet the minimum TCAC Green Building requirements and the City's Green Building Code.
Recycled Water:	The Project is exempt. The Principal Development is not exempt. MOHCD staff and Sponsors have to determine if the land dedication with R&P is exempt.
Storm Water Management (SWM):	The Storm Water Management (SWM) Ordinance is applicable to the Principal Development and the Principal Developers will need to submit a SWM Plan. How and to what extent the affordable housing needs to participate or pay be charged any costs for assumed storm water is to-be-determined.

- 2.1. Description. The Principal Development is an infill lot in a predominantly industrial area. The Principal Development is one lot on the block bounded by Brannan Street to the north, 4th Street to the east, Bluxome Street to the south, and 5th Street to the west. The Principal Development is currently occupied by the Tennis Club. The Project will be located on floors 2 through 6 over a first floor concrete podium shared with R&P.
- 2.2. Zoning. The Principal Development area is zoned CMUO – Central Soma-Mixed Use Office and Central SoMa Mixed Use-Office District Controls. The height and bulk district are 130-CS and 200-CS. The Sponsors with MOHCD's assistance need to determine if the zoning extends to the air-rights affordable housing parcel or if the entitlements are only a requirement of the Principal Developers. This determination will be made after this loan request.
- 2.3. Probable Maximum Loss. Not Applicable (N/A), new construction
- 2.4. Local/Federal Environmental Review. N/A – see the above chart.
- 2.5. Environmental Issues.
 - Phase I/II Site Assessment Status and Results. Sponsors need Phase I/II Site Assessment Reports from Principal Developers. The Sponsors has requested the Phase I/II Site Assessment Reports and the Reports will be provided after this loan request and during predevelopment.
 - Potential/Known Hazards. Lead and asbestos may be present in the existing building. However, the cost to demolish the existing building and mitigate for potential hazards is the responsibility of the Principal Developers. Radon study will be conducted during predevelopment in order to provide information to Principal Developers who will develop the podium

and work with Sponsors' consultants for utilities and residential systems. The radon study is being conducted in the event a tax credit investor requires radon mitigation; a system could be added to the subgrades or residential systems on the ground floor or below grade levels.

- 2.6. Adjacent uses and neighborhood amenities. R&P will operate the community center complete with a swimming pool, providing a great opportunity for health and wellness services for low-income large families. There are ample amenities in the area for residents including a grocery store, pharmacy, school and public transportation.
- 2.7. Green Building. Per the City's Green Building Code, the Sponsor is required to achieve an all-electric building. Green features will be determined during predevelopment and expected to meet the minimum California Tax Credit Allocation Committee's (TCAC) Green Building Requirements.

3. COMMUNITY SUPPORT

- 3.1. Prior Outreach. No prior outreach has been made to the community by the Sponsors for the affordable housing portion of the Principal Development. The Project team will meet with Julia Sabory, MOHCD Cultural Districts Director, to receive initial input on their community engagement and stakeholder list.
- 3.2. Future Outreach. The Sponsors will ensure outreach is provided to neighbors and the broader community to inform them of any relevant meetings discussing this Project throughout development and operations, as necessary. As a closing condition of this loan, Sponsors must complete a community outreach plan that outlines initial outreach to surrounding neighbors within 0.5 miles from site. See Section 9.3 for more information on this loan condition.
- 3.3. Proposition I. Chapter 79 of the City's Administrative Code requires public noticing (Prop I) for any new City construction project. The Sponsors will need to complete the 30-day noticing process immediately following Loan Committee's approval of this request.

4. DEVELOPMENT PLAN

- 4.1. Site Control. The Principal Development land is owned in fee by the Principal Developers.
 - 4.1.1. Proposed Property Ownership Structure. The Principal Developers will own the land in fee. The Principal Developers will dedicate to the City two stories below grade for the operating systems areas of both City uses – affordable housing and recreation. The land dedication includes a fully built-out pool for R&P on below grade, and a ground floor podium that MOHCD and R&P will share. The City will further divide the air rights land dedication into R&P area and affordable housing and each City divided area will include area for the operating systems for each City use and reciprocal easements.

The Project will be built on an at-grade podium that has been constructed by the Principal Developers on the affordable housing air-rights land dedication parcel that will be owned by the City, through MOHCD. The City will ground lease the affordable housing air-rights land dedication parcel to Bluxome Development LP, the ultimate borrower.

At construction closing, MOHCD will transfer the property through a 75-year initial term ground lease agreement (with an option to extend up to 99-years) to Bluxome Development LP. The City's execution of a long-term ground lease for the affordable housing air-rights land dedication parcel is subject to approval by the City's Board of Supervisors.

- Annual rent shall be set at 10% of the fair market appraised value, re-determined on the 15th anniversary date of ground lease and every 15 years thereafter.
- Payment shall consist of an annual Base Rent of \$15,000, collected annually regardless of cash flow and considered a project expense.
- Residual Rent of 10% of the appraised unrestricted value of the affordable housing air-rights land dedication parcel. Residual Rent will only be collected to the extent that cash flow is available and does not accrue.

4.2. Proposed Design. While design work has not yet commenced, the Project is conceptually proposed to have 6-stories with the first floor podium shared with R&P and floors 2 through 6 constructed as Type I mid-rise. The Sponsor will seek to maximize density within a modern building that responds to its context.

Avg Unit SF by Type:	Studio avg sf - 350 sf 1-br avg sf- 650 sf 2-br avg sf- 850 sf 3-br avg sf- 1,000 sf		
Do all units meet TCAC minimum SF?	Yes, all units are expected to exceed the TCAC minimum SF.		
	Unit Type	TCAC Minimum SF as written in 6/16/2021 Regulations	88 Bluxome proposed unit type percentage greater than TCAC minimums
	Studios	200	75%
	1-BDR	450	44%
	2-BDR	700	21%
	3-BDR	900	11%
Residential SF:	90,132 sf		
Commercial SF:	Not Applicable – There is no commercial square footage in the Project.		
Parking?	No parking for affordable housing. Parking for the affordable housing was not a requirement made by the Planning Department to the Principal Developers.		

	Parking is included in the Principal Developers' City land dedication for other City uses.
Building Total SF:	90,132 sf

The Sponsors and their design consultants will continuously analyze total hard and total development costs and the impact on both costs on the CDLAC bond scoring. The Sponsors proposed to use Cross Laminated Timber (CLT) on floors 2 through 6. The use of CLT may allow the Sponsors to increase building height without adding additional structure to the foundation or add additional levels below grade. Increasing the height will depend on approval from MOHCD and the Principal Developers. The Principal Developers are building a commercial tower on the Principal Development and may not allow a higher affordable housing building in order to not obstruct the commercial tower views. Height increases of the affordable housing will be explored during predevelopment. If an increased height is allowed by the Principal Developers, MOHCD requires that the Sponsors' exploration first include increasing height for an all affordable housing building and providing the estimated total MOHCD loan required. The second exploration may include increasing height for a mix of additional affordable units and middle-income units. Third option will be to explore height increase for only middle-income units that would not increase MOHCD's loan amount in the base design of 107-unit development.

The Principal Developers are providing the podium to the City. While MOHCD and the Sponsors may provide comments on the podium design, MOHCD will require peer review of Principal Developers' infrastructure and foundation plans by the Sponsors to ensure that the proposed 107-unit affordable housing development or future housing with more units can be built in its entirety. Qualified engineering consultants will be required to provide peer review of the following items (preferably prior to permit submission but no later than the start of the construction bidding process):

- Proposed foundation will be able to support the loads associated with R&P's swimming and community-serving facility and a minimum of six full floors of affordable housing above a first-floor podium.
- Proposed electrical service will meet San Francisco Public Utilities Commission (SFPUC) and PG&E requirements and the electrical demand and/or loads required by R&P and the affordable housing.
- All other infrastructure utilities, points of connection, chases (vertical and horizontal), etc. including (but not limited to) plumbing, mechanical, fire alarm, fire sprinkler, data/communication, Emergency Responder Radio Coverage System (ERRCS), City's Fiber-to-Housing Program, etc. as required by R&P and the affordable housing.

4.3. Construction Supervisor/Construction Representative's Evaluation

At this very early stage in the process before an architect and general contractor are on the project, there is not much to comment on in terms of design and cost containment. JRCo developed the hard construction estimate based on JRCo's OCII project that had been recently bid with a similar construction type and prevailing wage. JRCo subtracted the cost of the concrete podium and divided that total cost by the square footage of

comparable project and applied the dollar-per-square-foot by the proposed square footage based on the drawings the Sponsors received from the Principal Developers' architect, Studios Architecture. The proposed total hard cost includes MOHCD allowable contingencies and escalation is assumed at 7.3% for 20 months. If the Project does not begin in spring 2024 and the current construction market conditions continue, MOHCD's loan may increase by 4.4% per year until the start of construction. However, if current construction costs assumptions hold, the \$610,825 per unit cost to construct this Project is the lowest of similar construction type projects in MOHCD's in-development pipeline.

In addition, the Sponsors understands that the Principal Developers' drawings will evolve once the Sponsors bring on their lead architect and a general contractor. Once the Sponsors' architect and general contractor are selected, JRCO and YCD will be able to confirm the cost estimate.

- 4.4. Commercial Space. N/A – there is no commercial space associated with the Project.
- 4.5. Service Space. The conceptual design is not advanced enough to speak to the amount of services space, and the Sponsors has made no early assumptions. The Sponsors anticipates defining the services offices and/or spaces during predevelopment and once a supportive services provider for the homeless units is selected.
- 4.6. Interim Use. N/A – the City does not currently own the site. The Principal Developers are responsible for interim use.
- 4.7. Infrastructure. N/A.
- 4.8. Communications Wiring and Internet Access. MOHCD Communications Wiring Standards are under review will be released soon. Costs permitting, the Sponsor will work with the MOHCD Construction Representative to determine the appropriate communications wiring scope that meets MOHCD's standards.
- 4.9. Public Art Component. N/A – The Principal Developers are responsible for public art requirement applicable to the Principal Development.
- 4.10. Marketing, Occupancy, and Lease-Up

MOHCD's marketing policies and procedures will be applied to all units.

The Sponsors, led by YCD, will conduct outreach to neighborhood-based, non-profit housing corporations, agencies and other low-income housing advocacy organizations that maintain waiting lists. Units that are not Plus Housing or subsidized by LOSP, will be entered in a lottery and subject to San Francisco preferences. Among all eligible applicants, additional preference will be observed in the following order:

1. San Francisco Redevelopment Agency Certificate of Preference Holders;
2. Displaced Tenant Housing Preference (Ellis Act/OMI, Fire Displacees) Certificate Holders;
3. Neighborhood Resident Preference, and;
4. Live or Work in San Francisco.

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

To ensure that the building is truly integrated, the affordable housing units and middle-income units must also meet the following within a tower if additional floors are added to the base proposed design:

- a) Affordable and middle-income units, or any units with an affordability restriction, must be leased through DAHLIA.
- b) Affordable and middle-income units must be dispersed throughout the bottom two-thirds of the building constructed on the City ground lease parcel.
- c) Affordable units can be no less than 90% of the average size of the middle-income and/or market rate units.
- d) Appliances and finishes in the middle-income and market rate units must be comparable.

The five Plus Housing units in the Project are restricted at 50% MOHCD AMI. Incomes of Plus Housing participants, however, are primarily at or below 30% AMI. As a loan condition, the Sponsor will work with seniors in the community and Plus Housing participants to seek a tenant-based rental subsidy from programs like the Q Foundation to help meet the Sponsor's affordability goals for the Project. See Section 9.3 Recommended Loan Conditions.

4.11. Relocation. N/A – There is no relocation associated with this Project.

5. DEVELOPMENT TEAM

Development Sponsors			
Owner/Consultant Type	Name	SBE/LBE	Outstanding Procurement Issues
Property Manager	Rose Community Management	N	N
Services Provider for non-supportive housing units	Young Community Developers	N	N
Service Provider for LOSP Units	TBD	TBD	TBD

5.1. Procurement Plan. The Sponsors will need to meet with the Contract Monitoring Division (CMD) to establish the professional services goals for the Project. Further procurement will occur during predevelopment and after this loan request.

5.2. Opportunities for BIPOC-Led Organizations. The Sponsors are committed to providing opportunities for BIPOC-Led organizations and individuals for the project. In addition, JRCo has committed a BIPOC-led staff for the day to day management of the development project and to exceed goals associated with subcontracting for the construction. To accomplish BIPOC-led employment, the permanent budget assumes \$25K for a Section 3/MBE Coordinator position, which is to be led by YCD. During predevelopment and prior to the gap financing request, the role and responsibilities of Section 3/MBE

Coordinator position will be developed by the Sponsors and reviewed and approved by MOHCD.

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. Disbursement Status. If this loan request is recommended, the Sponsors will be able to submit for costs related to the project dated July 1, 2021 to present.

6.2. Proposed Predevelopment Financing

6.2.1. Predevelopment Sources Evaluation Narrative

This predevelopment budget is sized to take the Project through construction closing, totaling \$3,500,000.

6.2.2. Predevelopment Uses Evaluation:

Predevelopment Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Acquisition Cost is based on appraisal	N/A	Not included. Site is currently owned by the Principal Developers. The City will receive an air-rights land dedication. The housing portion of the land dedication will be owned by MOHCD, who will ground lease the air-rights ground lease to the to-be-determined Limited Partnership of the Sponsors.
Holding costs are reasonable	N/A	Holding costs are the responsibility of the Principal Developers and do not apply to this Project.
Architecture and Engineering Fees are within standards	Y	Architect costs during predevelopment total \$1,850,049 and are within MOHCD's standards.
Consultant and legal fees are reasonable	Y	Within MOHCD standards.
Entitlement fees are accurately estimated	Y	Within MOHCD standards.
Construction Management Fees are within standards	N/A	JRCO has in-house Construction Management, and as this is a salaried position, in-house Construction Management is assumed in payment of developer fee.
Developer Fee is within standards	Y	Total Dev Fee during predevelopment of \$550,000 complies with MOHCD Developer Fee Policy.
Soft Cost Contingency is 10% per standards	Y	Soft Cost Contingency is 9.6%.

6.3. Proposed Permanent Financing. *The permanent financing is presented to demonstrate the project's overall feasibility but not intended to be presented for their approval at this time.*

6.3.1. **Permanent Sources Evaluation Narrative:** The Sponsors proposes to use the following sources to permanently finance the Project:

- 1) **MOHCD Loan (\$29,499,087)** – The estimated on this project is \$29,499,087 or \$275,692 per unit, which exceeds the targeted \$250K per unit of MOHCD funds stated in the RFQ. However, the total MOHCD loan in this loan request is based on the building concept that includes base affordability restrictions that meets staff recommendations, and includes MOHCD predevelopment loan interest. At this time, staff does not recommend adjusting affordability restrictions to increase the private mortgage and reduce the MOHCD loan. However, Sponsors should continue to refine the budget to be compliant with MOHCD Underwriting Guidelines.

At gap loan evaluation request and if recommended, MOHCD's \$3.5MM predevelopment loan will be rolled into MOHCD's final gap loan amount for 57-year term at 3.00% simple interest rate, and a residual receipt payment.

- 2) **Private mortgage (\$9,675,516)** – The permanent loan is projected to be 30 years amortized with a 30-year term with an interest rate of 4.00%.
- 3) **4% Tax Credit Equity (\$25,591,841)** - The Sponsors is assuming \$0.920 per federal credit pricing. Should the market improve and the project receive higher federal credit pricing, the increase in tax-credit equity will reduce MOHCD's gap loan to the Project.
- 4) **Deferred Developer Fee (\$482,533)** - The Sponsors will take the maximum MOHCD allowable deferred developer fee on the non-LOSP units and generate tax credit equity by this use of funds.
- 5) **General Partner Equity (\$100)** - The amount does not meet the minimum \$500K GP Equity under MOHCD's Developer Fee policy. The Sponsors are not seeking to raise additional equity through increased developer fees in order to keep the project competitive for bonds, and the Sponsors is requesting a waiver to provide only the minimum general partner equity by an investor. For these reasons, staff recommends approving this general partner equity contribution amount.
- 6) **HCD FUNDS (AHSC/MHP/IIG Loan/Grant) (\$0)** - MOHCD typically obligates borrowers to seek non-City funds to limit the City contribution. Due to the Project's location, the Project is not competitive for most of HCD's programs under the proposed program changes related to the Super-NOFA. MOHCD anticipates cost savings through a land dedication with a completed podium delivered by the Principal Developers that the Sponsors will construct the residential housing. Due to the Project not being competitive for most HCD programs and cost saving through a land dedication, MOHCD does not anticipate leveraging City sources with HCD funds.

- 7) **Federal Home Loan Bank, Affordable Housing Program (AHP)** – As stated in 6) above, MOHCD typically obligates borrowers to seek non-City funds to limit the city contribution to a project. Since this Project will have no other soft secondary lender, the Sponsors are required to apply for AHP prior to construction closing and immediately after the construction closing after permits are received and in the eligible application period.

6.3.2 CDLAC Tax-Exempt Bond Application.

- **Construction Loan (\$33,986,259):** While not a permanent source, the construction loan terms are 24 months with a 3.25% interest term.

Based on current regulation and as long as the regulation do not change, the Project scoring will compete in the ELI/VLI set-aside within the New Construction pool and the Bay Area's geographic set-aside.

CDLAC Self-Score	
Opportunity Map Resource Level	Low Resource Area
TCAC Housing Type (new construction only)	Large Family
Bond Allocation Request Amount	\$33,956,259
Total Self-Score (out of 120 points)	119 out of 120
Tiebreaker Score	\$194,604

The Project will be competing in the ELI/VLI set-aside within the New Construction pool and the Bay Area's geographic set-aside, along with several others. The Project will apply to CDLAC-TCAC in September 2023 for a December 2023 allocation of tax-exempt bonds, scoring 119 out of 120 total points, with a tiebreaker of \$194,604 (based off the 2020 tiebreaker calculation). With two opportunities to compete in the New Construction set-asides – ELI/VLI and Bay Area regional pool -- the Project's tiebreaker score is not competitive for an allocation in either pool because Bay Area projects are disadvantaged by higher development cost. In addition to the hard cost interventions to increase competitiveness, the Sponsor reduced the general partner equity contribution from the TCAC's maximum developer fee of 15% eligible basis to \$500,000 established as minimum in MOHCD's previous Developer Fee Policy.

- 6.3.2. HOME Funds Narrative: N/A – Currently there are no HOME Funds planned for this Project.

6.4 Permanent Uses Evaluation:

Development Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes

Hard Cost per unit is within standards	Y	\$469,913/unit
Construction Hard Cost Contingency is at least 5% (new construction) or 15% (rehab)	N	Hard Cost Contingency is 4.4%. However, the budget includes a cost escalation at 7.3% for 20 months.
Architecture and Engineering Fees are within standards	Y	Estimated total Architect Fees are 5% of total hard costs and are within MOHCD's standard.
Construction Management Fees are within standards	N/A	JRCO has in-house Construction Management, and as this is a salaried position, in-house Construction Management is assumed in payment of developer fee.
Developer Fee is within standards, see also disbursement chart below	Y	Project management fee: \$1,100,000 At risk fee: \$1,170,000 Deferred fee: \$482,533 GP equity: \$100 Commercial fee: N/A Total fee: \$2,752,633
Consultant and legal fees are reasonable	Y	Within MOHCD standard.
Entitlement fees are accurately estimated	Y	Within MOHCD standard.
Soft Cost Contingency is 10% per standards	Y	Soft Cost Contingency is 10%.
Capitalized Operating Reserves are a minimum of 3 months	Y	Capitalized Operating Reserve is equal to 3 months operating expenses including debt.
Capitalized Replacement Reserves are a minimum of \$1,000 per unit (Rehab only)	N/A	Project is new construction.
Unit Furnishing	Y	Meets MOHCD underwriting standard.
Other standard: Section 3/MBE Coordinator	Allowed	See Section 5.2 for more detail.

6.5. Developer Fee Evaluation. The predevelopment loan will be written to the Borrower, Bluxome Development, LP, but the developer fee will be paid to the Sponsors (JRCO and YCD). A breakdown of the total developer fee in the Project and the milestones that will need to be met before developer fee is paid is provided below.

Total Developer Fee:	\$2,752,633	
Project Management Fee Paid to Date:	\$ 0	
Amount of Remaining Project Management Fee:	\$1,100,000	This total payment received during predevelopment will be split between the Sponsors 50/50, as required by MOHCD's Policy on Development Fees for Tax Credit

		Developments effective October 16, 2020
Amount of Fee at Risk (the "At Risk Fee"):	\$1,170,000	
Amount of Commercial Space Developer Fee (the "Commercial Fee"):	\$ 0	N/A
Amount of Fee Deferred (the "Deferred Fee"):	\$ 482,533	
Amount of General Partner Equity Contribution (the "GP Equity"):	\$ 100	
Milestones for Disbursement of that portion of Developer Fee remaining and payable for Project Management	Amount Paid at Milestone	Percentage Project Management Fee
Acquisitions/Close of predevelopment financing	\$165,000	15%
At approval of schematic design by MOHCD	\$110,000	10%
Completion of all the following: (1) MOHCD approved job description for SBE/MBE Coordinator, (2) Job Description of YCD's Resident Services Coordinator, (3) Draft resident services plan submission for MOHCD and HSH review and direction.	\$100,000	9%
Completion of MOHCD approved Communication Plan	\$65,000	6%
Submission of joint CDLAC and TCAC Application	\$110,000	10%
Project Management Fee: Construction close	\$220,000	20%
Project Management Fee: During Construction (<i>Milestones to be negotiated prior to gap funding request,</i>)	\$220,000	20%
Project Management Fee: Project close-out	\$110,000	10%
Milestones for Disbursement of that portion of Developer Fee defined as At Risk Fee		Percentage At Risk Fee
100% lease up and draft cost certification	\$234,000	20%
Permanent conversion	\$585,000	50%
Project close-out	\$351,000	30%

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

7.1 Annual Operating Budget. *Please note that the annual operating budget presented is to demonstrate the project's overall feasibility, but not intended for Loan Committee approval at this time.*

The proposed operating budget is generally in compliance with MOHCD policies. The proposed Project will receive a 15-year LOSP contract for 27 LOSP units (\$8,610/unit in Year 1). Tenant rents for non-LOSP units at a range of AMIs will support building operations, in addition to small amounts of revenue from building laundry.

Operating expenses are almost entirely proportionately divided between non-LOSP and LOSP units. The resident service coordinator and supplies are supported by non-LOSP units.

7.2 Annual Operating Expenses Evaluation.

Operating Proforma		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Debt Service Coverage Ratio is minimum 1.10:1 in Year 1 and stays above 1:1 through Year 17	Y	DSCR is 1.18 at Year 1 and 1.46 at Year 17.
Vacancy meets TCAC Standards	Y	Vacancy is 5% on non-LOSP units. Vacancy is 5% on LOSP tenant rents.
Annual Income Growth is increased at 2.5% per year or 1% for LOSP tenant rents	Y	Income escalation factor is 2.5% for non-LOSP incomes and 1% on LOSP tenant incomes.
Annual Operating Expenses are increased at 3.5% per year	Y	Expenses escalation factor is 3.5%
Base year operating expenses per unit are reasonable per comparables	Y	Total Operating Expenses are \$10,764 per unit and is comparable to other developments in MOHCD's portfolio.
Property Management Fee is at allowable HUD Maximum	Y	Total Property Management Fee is \$76,608 or \$60 PUPM.
Property Management staffing level is reasonable per comparables	Y	See below staffing chart in Section 7.3 - Staffing Summary, which includes total of 4.0 FTE property management staff (management and maintenance) and 0.8 FTE resident services coordinator.
Asset Management and Partnership Management Fees meet standards	Y	Annual AM Fee is \$26,000/yr Annual PM Fee is \$26,008/yr For first full year of operations in 2025
Replacement Reserve Deposits meet or exceed TCAC minimum standards	Y	Replacement Reserves are \$400 per unit per year, which is consistent with MOHCD underwriting guidelines and TCAC.
Limited Partnership Asset Management Fee meets standards	Y	\$5,000/yr. with no escalation.

7.3 Staffing Summary.

The staffing plan is also subject to further review by HSH. Also, Sponsors to provide fringe benefit (FICA, Worker's Comp, Health and 403b, if applicable) percentage or total amount of fringe benefit for each position listed below.

Title	FTE allocated to Project
Office Salaries	
<i>Assistant Community Manager</i>	1.0
Subtotal	1.0
Manager Salaries	
<i>Community Manager</i>	1.0
Subtotal	1.0
Maintenance, inclusive of janitorial services	
<i>Maintenance Supervisor</i>	1.0
<i>Maintenance Technician</i>	1.0
Subtotal	2.0
Supportive Services	
<i>YCD Resident Services Coordinator</i>	0.8
Subtotal	0.8
Total FTEs and Expenses	4.8

7.4 Income Restrictions for All Sources.

UNIT SIZE		<u>MAXIMUM INCOME LEVEL</u>		
<u>NON-LOTTERY</u>	No. of Units	MOHCD	TCAC	MOST RESTRICTIVE
1 BR – LOSP	6	30% MOHCD AMI	25% TCAC AMI	MOHCD
1 BR – LOSP	3	50% MOHCD AMI	40% TCAC AMI	MOHCD
2 BR – LOSP	5	30% MOHCD AMI	25% TCAC AMI	MOHCD
2 BR – LOSP	4	50% MOHCD AMI	40% TCAC AMI	MOHCD
3 BR – LOSP	6	30% MOHCD AMI	25% TCAC AMI	MOHCD
3 BR – LOSP	3	50% MOHCD AMI	40% TCAC AMI	MOHCD
Sub-Total - LOSP	27			
<u>NON-LOTTERY</u>				
0 BR – Studios – (Plus Housing)	1	50% MOHCD AMI	40% TCAC AMI	MOHCD
1 BR – (Plus Housing)	2	50% MOHCD AMI	40% TCAC AMI	MOHCD
2 BR – (Plus Housing)	2	50% MOHCD AMI	40% TCAC AMI	MOHCD
Sub-Total – Plus Housing	5			
<u>LOTTERY</u>				
0 BR - Studios	5	30% MOHCD AMI	25% TCAC AMI	MOHCD
0 BR - Studios	5	50% MOHCD AMI	40% TCAC AMI	MOHCD
0 BR - Studios	9	60% MOHCD AMI	45% TCAC AMI	MOHCD
Sub-Total	19			

1 BR	9	50% MOHCD AMI	40% TCAC AMI	MOHCD
1 BR	21	60% MOHCD AMI	50% TCAC AMI	MOHCD
Sub-Total	30			
2 BR	2	50% MOHCD AMI	40% TCAC AMI	MOHCD
2 BR	8	60% MOHCD AMI	45% TCAC AMI	MOHCD
Sub-Total	10			
3 BR	6	50% MOHCD AMI	40% TCAC AMI	MOHCD
3 BR	9	60% MOHCD AMI	45% TCAC AMI	MOHCD
Sub-Total	15			
<u>STAFF UNITS</u>				
2 BR	1			
TOTAL	107			
PROJECT AVERAGE EXCLUDING STAFF UNIT		50.28%	37.03%	
AVERAGE FOR LOTTERY UNITS ONLY		55.00%	41.89%	

- 7.5 MOHCD Restrictions. The chart and similar language below will be in Exhibit A of the Project's predevelopment loan agreement and in the Declaration of Restrictions, to be recorded at construction close. Median Income used below is defined in the loan agreement as the City's median income.

Unit Size	No. of Units	Maximum Income Level	Rental Subsidy
0 BD – Studio	5	30% of Median Income	
0 BD - Studio	6	50% of Median Income	
0 BD - Studio	9	60% of Median Income	
Total 0-BD - Studios	20		
1 Bedroom	6	30% of Median Income	LOSP
1 Bedroom	3	50% of Median Income	LOSP
1 Bedroom	11	50% of Median Income	
1 Bedroom	21	60% of Median Income	
Total 1-Bedrooms	41		
2 Bedroom	5	30% of Median Income	LOSP
2 Bedroom	4	50% of Median Income	LOSP
2 Bedroom	4	50% of Median Income	
2 Bedroom	8	60% of Median Income	
2 Bedroom	1	Unrestricted	
Total 2 Bedrooms	22		

3 Bedroom	6	30% of Median Income	LOSP
3 Bedroom	3	50% of Median Income	LOSP
3 Bedroom	6	50% of Median Income	
3 Bedroom	9	60% of Median Income	
Total 3 Bedrooms	24		

Twenty-seven (27) units must be made available to the chronically homeless or those at risk of homelessness during the period in which the City's Local Operating Subsidy program is in operation and the City provides such subsidy to the project under LOSP.

If the LOSP is terminated, discontinued or reduced at no fault of Borrower with respect to the Project, then the rent restrictions above may be altered but only to the extent necessary for the Project to remain financially feasible, as determined in City's reasonable discretion; provided that:

(a) Borrower diligently pursues an additional or alternative source of income or subsidy acceptable to the City to replace the rental subsidies.

(b) One hundred percent (100%) of the Units formerly under the LOSP must at all times be occupied by Qualified Tenants whose Adjusted Income does not exceed fifty percent (50%) of Median Income and the monthly rent paid by the Qualified Tenants may not exceed (a) thirty percent (30%) of fifty percent (50%) of Median Income, (b) less utility allowance. The maximum initial occupancy income level restrictions when averaged for all Residential Units in the Project may not exceed sixty percent (60%) of Median Income and subject to any applicable regulatory agreement, restrictive covenant, or other encumbrance. To the extent financially feasible, as mutually determined by the Parties, any such rent increase will be limited to (or will be first implemented with) any vacant units.

8. SUPPORT SERVICES

8.1. Services Plan.

YCD will be the service provider for the 79 non-LOSP units, inclusive of the Plus Housing households. Because of YCD's limited experience serving permanent supportive housing households, the Sponsors must contract with an HSH approved permanent supportive housing provider to serve the 27 LOSP households during predevelopment and prior to a CDLAC application. If YCD desires to become an HSH approved LOSP service provider, this approval must be acquired 90 days before a CDLAC application.

While the LOSP households may participate in overall building services provided by YCD, the services staffing and supplies in the budget are attributed to the non-LOSP households. Services for the LOSP units will not be included in the Project's operating budget and will be covered in a LOSP contract with HSH. During predevelopment, the Sponsors and their property management and operations staff are required to be trained in trauma informed property management for all households, but particularly LOSP households.

The Sponsors are proposing the following on-site support services staff:

Staff Position	Employed	FTE	Residents Served	Staff to Resident Ratio	Funding Source
Resident Services Coordinator	YCD	0.8 FTE	79 households	1:79	Operating Budget
Intensive Case Manager	TBD	1.0 FTE	27 formerly homeless households	1:27	HSH

8.2. Services Budget. The Sponsors are proposing a resident service staff member salary at \$60,000 per year at 0.8 FTE. They are proposing an additional \$25,000 for programming for a total of \$85,000 covered by the Project's operating budget. As both Sponsors have limited experience with operating buildings with formerly homeless families in units supported with LOSP, 90 days prior to the MOHCD gap loan request the Sponsors must submit a services budget and plan inclusive of LOSP and non-LOSP households. On the services budget, they Sponsors must detail costs covered by the operating budget and those covered by HSH through the LOSP contract.

8.3. HSH Assessment of Service Plan and Budget. HSH staff were part of the development team RFQ selection panel. HSH and MOHCD will review and assess the overall services plan and services budget that should include specific sections related to the LOSP units. HSH and MOHCD will remain involved during predevelopment phase while the selection of the supportive housing provider and programming for the residents experiencing homelessness are developed.

9. STAFF RECOMMENDATIONS

9.1. Proposed Loan/Grant Terms

Financial Description of Proposed Loan	
Loan Amount:	\$3,500,000
Loan Term:	3 years (rolled into 57-year loan at construction closing)
Loan Maturity Date:	2024
Loan Repayment Type:	Residual Receipts
Loan Interest Rate:	3% and rate may be adjusted at the discretion of the MOHCD Director to attain financial feasibility for the Project (pending true debt analysis).
Date Loan Committee approves prior expenses can be paid:	July 1, 2021

9.2. Recommended Disbursement Condition/schedule

Prior to initial predevelopment disbursement:

- Sponsors must provide an executed revised MOU outlining their partnership inclusive of providing YCD with 50% of the Project Management Developer Fee.
- Sponsor must provide evidence of Limited Partnership formation and be a vendor in the City and County of San Francisco.
- Sponsor must provide evidence of Prop I sign posting.
- Sponsor must provide organization chart for Bluxome Development LP.

9.3. Recommended Loan Conditions

General & Ongoing

1. Throughout the course of the predevelopment loan Sponsors must provide MOHCD with detailed monthly updates via the MOH Monthly Project Update
 - a) During predevelopment, the monthly report must include reporting on:
 - 1) Community outreach completed,
 - 2) Outcomes achieved related to racial equity goals, and
 - 3) Commercial-use programming.
2. Sponsors must work with MOHCD staff and project's General Contractor to Value Engineer construction while meeting the goal of the total hard cost to be less than \$600K per unit. Sponsor must identify and implement cost containment strategies for construction and present them at the various cost estimates with narrative analysis of the pricing from the general contractor.
3. Any and all staff having operational and/or property management and resident services functions at the property in an onsite, supervisory, or upper management function must complete MOHCD's Trauma Informed training program and provide evidence of training.

During Predevelopment

4. Sponsors must complete a community outreach plan that outlines initial outreach to surrounding neighbors within 0.5 miles from site and outlines neighborhood organizations to communicate with and form of initial communication including any meetings or presentations. Plan must also include maintaining communication through construction design, through construction, and during operations.
5. Sponsor must provide operating and development budgets that meet MOHCD Underwriting Guidelines. Also, for every construction pricing received, Sponsors must update the entire MOHCD proforma. Updates to the first year operating budget must include fringe benefits for the property management staff including maintenance and resident services.

During Predevelopment & Prior to Gap Loan Approval

6. Sponsor must provide MOHCD with a services plan and services budget that meet MOHCD underwriting standards prior to gap loan approval. The service budget must include supplies and other expenses, not including salary. Salary must include a separate line item for fringe benefits. Any changes to the current proposed staffing

will need to be presented to MOHCD at least 90 days prior to gap loan approval.

7. If using Cathy Davis to assist with COP Holder outreach, Sponsors must provide a contract for Cathy Davis' services whether in-kind or for cost.
8. Sponsor must: a) provide for MOHCD review of the Request for Proposals (RFP) for equity investors and lenders before it is finalized and distributed; b) provide for MOHCD review of all raw financial data from developer or financial consultant prior to selection; c) provide for MOHCD review and approval of all selected investors and lenders; and, d) provide for MOHCD review and approval of all Letters of Intent from financial partners.

Prior to Marketing & Lease Up

9. Sponsor must provide initial draft marketing plan within 12 months of anticipated TCO, outlining the affirmative steps they will take to market the project to the City's preference program participants, including COP Holders, Displaced Tenants, and Neighborhood Residents, as well as how the marketing is consistent with the Mayor's Racial Equity statement and promotion of positive outcomes for African American San Franciscans.
10. Sponsor must submit an updated 1st year operating budget and 20-year cash flow – if any changes have occurred – by November 1st before the year the project will achieve TCO so that MOHCD may request the LOSP subsidy.
11. Sponsor will work with seniors in the community and Plus Housing participants to seek a tenant-based rental subsidy from programs like the Q Foundation to help meet the Sponsor's affordability goals for the Project. See Section 9.3 Recommended Loan Conditions.

10. LOAN COMMITTEE MODIFICATIONS

LOAN COMMITTEE RECOMMENDATION

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

☐ APPROVE. ☐ DISAPPROVE. ☐ TAKE NO ACTION.

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

Date: _____

☐ APPROVE. ☐ DISAPPROVE. ☐ TAKE NO ACTION.

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

Date: _____

☐ APPROVE. ☐ DISAPPROVE. ☐ TAKE NO ACTION.

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

Date: _____

☐ APPROVE. ☐ DISAPPROVE. ☐ TAKE NO ACTION.

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

Date: _____

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

Chavez, Rosanna (MYR)

From: Shaw, Eric (MYR)
Sent: Friday, December 3, 2021 12:17 PM
To: Chavez, Rosanna (MYR)
Subject: Predevelopment Loan 88 Bluxome

Approve

Eric D. Shaw
Director/ Interim Director HopeSF

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

If you, or someone you know, is a SF resident and in need of help paying rent due to the COVID-19 pandemic please go to <http://sf.gov/renthelp>

Chavez, Rosanna (MYR)

From: Hewson, Elizabeth (HOM)
Sent: Friday, December 3, 2021 12:19 PM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR); Menjivar, Salvador (HOM)
Subject: Pre-development funding for 88 Bluxome

On behalf of Salvador Menjivar, I cast a Yes vote for the pre-development loan for 88 Bluxome.

Best,
Elizabeth



Elizabeth Hewson (she/her)

Manager of Supportive Housing Programs

San Francisco Department of Homelessness and Supportive Housing

elizabeth.hewson@sfgov.org | P: 628-652-7730

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

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Chavez, Rosanna (MYR)

From: Oerth, Sally (CII)
Sent: Friday, December 3, 2021 12:15 PM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR); Heavens, Cindy (MYR)
Subject: Predevelopment Funding for 88 Bluxome St, 12.3.21 Loan Committee

I approve the predev loan request for 88 Bluxome St, as presented at the 12.3.21 Loan Committee.



Sally Oerth
Interim Executive Director

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

Chavez, Rosanna (MYR)

From: Pereira Tully, Marisa (CON)
Sent: Friday, December 3, 2021 12:15 PM
To: Chavez, Rosanna (MYR)
Cc: Shaw, Eric (MYR)
Subject: Predevelopment funding for 88 Bluxome

Approve

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

Attachment A: Project Milestones and Schedule

No.	Performance Milestone	Estimated or Actual Date	Notes
A.	Prop I Noticing (if applicable)	<u>11/2021</u>	
1	Acquisition/Predev Financing Commitment	12/2021	
2.	Site Acquisition	_____	
3.	Development Sponsors Selection		
a.	Architect	11/2021	
b.	General Contractor	2/2022	
c.	Owner's Representative		
d.	Property Manager	6/2021	RCM as Proposed in RFQ
e.	Service Provider	6/2021	YCD as proposed in RFQ
f.	Supportive Service Provider	TBD	
4.	Design		
a.	Submittal of Schematic Design & Cost Estimate to MOHCD	3/2022	
b.	Submittal of Design Development & Cost Estimate to MOHCD	7/2022	
c.	Submittal of 50% CD Set & Cost Estimate to MOHCD	3/2023	
d.	Submittal of Pre-Bid Set & Cost Estimate (75%-80% CDs) to MOHCD	9/2023	
5.	Commercial Space	N/A	
a.	Commercial Space Plan Submission	N/A	
b.	LOI/s Executed	N/A	
6.	Environ Review/Land-Use Entitlements	N/A	
a.	SB 35 Application Submission	TBD	
b.	CEQA Environ Review Submission	N/A	Existing Principal Development Plan's CEQA includes the Project
c.	NEPA Environ Review Submission	N/A	Only required if project based vouchers are added.
d.	CUP/PUD/Variances Submission	TBD	
7.	PUC/PG&E		

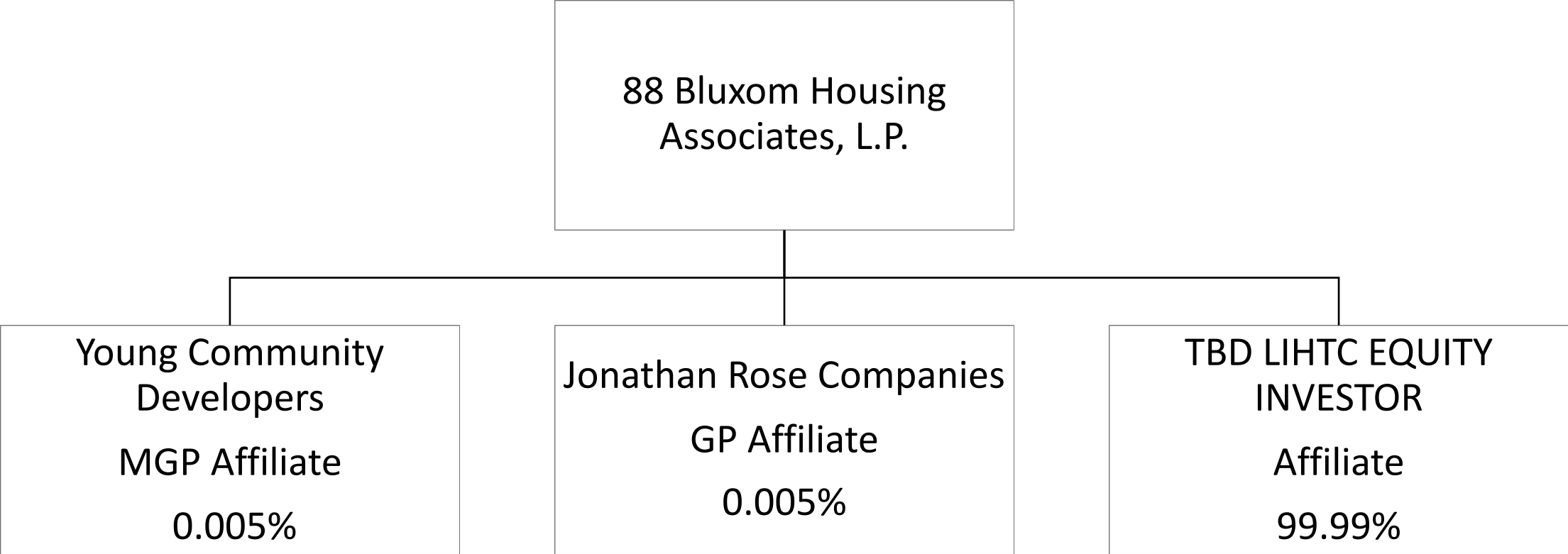
a.	Temp Power Application Submission	TBD	Principal Developer's application was submitted in spring 2021
b.	Perm Power Application Submission	TBD	
8.	Permits		
a.	Building / Site Permit Application Submitted	TBD	
b.	Addendum #1 Submitted	TBD	
c.	Addendum #2 Submitted	TBD	
9.	Request for Bids Issued	TBD	
10.	Service Plan Submission		
a.	Preliminary	7/2022	LOSP is YCD and JRCo's first development with permanent supportive housing units. The draft is due early to begin discussion.
b.	Final	7/2024	
11.	Additional City Financing		
a.	Preliminary Gap Financing Application	7/2023	For CDLAC Application
b.	Gap Financing Application	8/2023	
12.	Other Financing		
a.	HCD Application	N/A	
b.	Construction Financing RFP	10/2023	
c.	AHP Application	TBD	
d.	CDLAC Application	9/2023	
e.	TCAC Application	9/2023	
f.	Other Financing Application	N/A	
g.	LOSP Funding Request	7/2023	
13.	Closing		
a.	Construction Loan Closing	5/2024	
b.	Conversion of Construction Loan to Permanent Financing	10/2025	

14.	Construction		
a.	Notice to Proceed	5/2024	
b.	Temporary Certificate of Occupancy/Cert of Substantial Completion	5/2026	
15.	Marketing/Rent-up		
a.	Marketing Plan Submission	12/2024	
b.	Commence Marketing	2/2024	
c.	95% Occupancy	10/2026	
16.	Cost Certification/8609	6/2026	
17.	Close Out MOH/OCII Loan(s)	6/2026	

Attachment B: Borrower Org Chart

See attached.

88 BluxomSt Org Chart



Attachment C: Development Staff Resumes

JONATHAN ROSE COMPANIES

Yusef Freeman, Managing Director for the West Coast joined Jonathan Rose Companies ("Rose Companies") in 2020. Prior to Rose Companies, Yusef was a Vice President of Investments in the transactions group at PGIM Real Estate, sourcing investment opportunities for the real estate private equity funds of the company. Prior to joining PGIM in 2018, Yusef was the Managing Director for McCormack Baron Salazar, leading west coast operations and new business development nationally for the company and a Graduate Program lecturer in the Department of City and Regional Planning at the University of California, Berkeley. Yusef holds a bachelor's degree from the University of California, Berkeley and a Master of Public Administration from New York University, where he majored in public finance as a Public Policy and International Affairs Fellow. Yusef is an alum of the Center for Urban Redevelopment Excellence Fellowship Program at the University of Pennsylvania.

Alexis Campbell, Development Manager joined Jonathan Rose Company in 2017. Prior to joining Jonathan Rose Company, Alexis worked at Concord Ventures and assisted in the rehabilitation, and management of apartment complexes in redevelopment areas of Southern California. Alexis received a Bachelor's degree in International Development and Urban Planning at the University of California, Los Angeles, and a Master's in Real Estate Development from Columbia University.

Johnathan Coates, Senior Construction Manager, in conjunction with his Sponsors, Jonathan is responsible for budgeting, planning, coordination, and oversight of Jonathan Rose's new construction and rehabilitation initiatives in California. Before joining Rose Companies, Johnathan managed and provided construction oversight supporting the delivery of more than 8,000 units of affordable and market rate housing of various unit types and financing models of multifamily and senior living.

Chris Edwards, Director of Construction is involved in all aspects of the design and construction processes at Jonathan Rose Companies. Chris brings more than 18 years of experience in the fields of development and construction management and has overseen over \$1 billion of work throughout his career. Chris is a LEED Accredited Professional. Chris received his Bachelor of Science in Civil and Environmental Engineering from Bucknell University in Lewisburg, PA.

Lauren Zullo, Director of Sustainability is responsible for leading environmental and healthy building initiatives across the Rose Companies portfolio. Working closely with our Asset Management, Development, and Construction practices, Lauren identifies and implements green retrofit opportunities and advances environmental innovation in new development. Lauren brings 10 years of experience in planning and implementation of green real estate strategy for owners, tenants, and local governments. Lauren received her A.B. from Bowdoin College and has served on USGBC's LEED Advisory Committee since 2013.

Jonathan Rose, President founded Jonathan Rose Companies in 1989, Jonathan F.P. Rose has provided Rose Companies with vision, leadership and industry visibility. Jonathan F.P. Rose is a leader in the integration of business, public policy, and nonprofit work, to create more environmentally, socially and economically resilient communities.

Jonathan F.P. Rose is known for developing communities that are considered affordable and environmentally-responsible. Jonathan F.P. Rose has written several books including *The Well Tempered City: What Modern Science, Ancient Civilizations and Human Behavior Teach Us About the Future of Urban Life*. Jonathan F.P. Rose was selected as the Winner of the 2021 ULI Prize for Visionaries in Urban Development.

YOUNG COMMUNITY DEVELOPERS (YCD)

Robert Abbott, Senior Project Manager started his career at Novogradac & Company, a real estate accounting firm that specializes in low-income housing tax credits. Robert worked on both the tax and audit side of low-income housing tax credit partnerships. Robert also has experience in mixed-use and commercial developments in California and Nevada. Robert has a B.S. in Accounting from the University of Oregon.

Divali Ramkalwan, Director of Housing Development and Policy, before joining YCD, worked for the County of San Mateo Department of Housing as a Housing Specialist. Divali's work consisted of developing policy, programming, and oversight of funds allocated for affordable housing projects and community development programs. Divali has a B.A. in Political Science from the University of California Los Angeles (UCLA) and has a Master's of City and Regional Planning from the University of California Berkeley.

Zachary Weisenberger, Assistant Project Manager, joined YCD in 2020 working in the Housing and Anti-Displacement department. Zach assists in project management, the completion of RFQ proposals and relevant housing development application documents, as well as other policy-related tasks. Zach will support the development by ensuring the desired outcomes are achieved through cooperation with the appropriate service providers and effective community engagement and outreach.

Attachment D: Asset Management Evaluation of Project Sponsor

JRC's portfolio consists of 88 projects, 17,000 units under the asset management portfolio. An Asset Management Organizational Chart is included in this attachment. 93.9% of JRC's portfolio (both existing and pipeline projects) is affordable. We don't have an only "market rate" property. All JRC properties are either affordable, or mixed-income. The Asset Management Team (the "Team") monitors the performance, leasing and operations of investment and development properties, in a portfolio of over 4.5 million sf. of commercial and residential properties, including new construction, green retrofits and completed projects implementing green operations. The practice provides financial oversight of the property in context of the overall portfolio, including drafting the initial business plan, provide guidance on operating budgets and 5-year capital expense plans to meet or exceed business plan goals, monitors the monthly financials to assess performance, acts swiftly to address budget variances, and fully understands the economics of a deal, while continuously seeking to optimize value.

As the liaison between ownership and property management the Team ensures property management is operating to the budget. The Asset Management Team leads the refinancing and disposition processes of properties and is responsible for the successful completion of the transactions.

JRC owns 17,000 units and plan to be at least 25,000 by end of strategic plan period. We have established offices coast to coast nationally, with HQ in NYC and Management and Operations in Cleveland, and we staff according to need by region as portfolio grows.

JRC's California Asset Management staffing plan, including Blocks 52/54 is as follows:

Jay Magee – FTE – Director, Asset Management
Melissa Galek – FTE – Director, Asset Management
Scott Frye – FTE – Asset Manager
Evan Finley – FTE – Asset Management Analyst
Alex Canitano – FTE - Asset Management Analyst
Kristen Hennings – FTE – Asset Management Coordinator

Dulce Pineda – FTE – Regional Vice President for RCM who reports to AM
Tia Rameriz – FTE – Regional Manager

Our other California property assignments are the following:

La Mesa Springs
Miramar Towers
The Grove
Casa Panorama
Glendora Gardens
Golden West Tower
Piedmont Apartments

Attachment E: Threshold Eligibility Requirements and Ranking Criteria

MINIMUM EXPERIENCE AND CAPACITY REQUIREMENTS

Respondents must meet the following minimum development Sponsors characteristics, experience, and capacity requirements in order to qualify to be scored and ranked under this RFQ. For Minimum Qualifications for respondents applying for 100% housing for homeless adults please refer to Sections III.D and IV.C.

Racial Equity Capacity: The proposed Development Sponsors must document its capacity to successfully plan, design, and develop racial equity strategies that will lower barriers to obtaining quality affordable housing for communities of color through employment of staff with appropriate experience and capacity, contracted services, and/or collaboration with other organizations. Respondents should submit demographic data of the Boards of Directors of member organizations of the Development Sponsors and of the staff of the various organizations that make up the respondent Sponsors.

Minimum Development Sponsors Characteristics

The proposed development Sponsors must include members able to work with MOHCD to create developments that are responsive to populations disproportionately impacted by systemic racism; implement a culturally competent approach throughout the development process; align the development program with City policies on anti-displacement, racially inclusive communities, and creation of stable housing for vulnerable populations; and create opportunities for Black- and Brown-led developers to be competitive within the RFQ process.

The proposed Development Sponsors must include:

- At least one San Francisco-based non-profit development entity whose mission includes the development of affordable housing in low-income communities with experience developing housing for the identified priority populations (such as Certificate of Preference Holders, displaced tenants, neighborhood residents, San Francisco residents, seniors, families, Plus Housing waitlist households and/or formerly homeless households) acting either as sole developer or as a partner in a joint venture, or joint-venture partner, defined as a nonprofit organization;
- A property owner entity with experience owning housing for low-income communities, including for priority populations (such as COP Holders, displaced tenants, neighborhood residents, San Francisco residents, seniors, families, Plus Housing waitlist households and/or formerly homeless households);
- A property management entity with experience managing housing for low-income communities, including for priority populations (such as COP Holders, displaced tenants, neighborhood residents, San Francisco residents, seniors, families, Plus Housing waitlist households and/or formerly homeless households);
- At least one services-providing entity with experience providing services appropriate for the intended target population(s) of each site.

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

Minimum Development Sponsors Experience

Minimum experience must be demonstrated by identifying specific **Qualifying Projects** in which Sponsors members have participated, as further described below. The proposed Development Sponsors must submit **Attachment 4 - Qualifying Project Form**, to document how the

Qualifying Project characteristics meet each of the experience categories below (developer, owner, property manager, service provider.)

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

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

- New construction in either a Type V over I or Type III over I construction type (not a requirement for Minimum Property Manager and Service Provision Experience)
- At least 75 units in size
- Majority multiple-bedrooms, *only for family projects*
- Mixed-use including residential (not a requirement for Minimum Service Provision Experience)
- Affordable to low- and very low-income households¹, formerly homeless residents, families and/or seniors
- Financed with Low-Income Housing Tax Credits.

a. Minimum Development Experience:

The proposed Developer must have completed within the past ten years at least **one** Qualifying Project located in San Francisco. “Completed” means the Project must have received its Temporary Certificate of Occupancy by the date of the issuance of the RFQ.

For joint venture Developer Sponsors, the experience of the lead entity may suffice for the joint-venture partnership. A signed Memorandum of Understanding or Term Sheet between joint-venture Development partners that outlines roles and responsibilities, proposed ownership structure, etc. must be submitted with the application. Furthermore, a Respondent can qualify for development experience by contracting with a development consultant for comprehensive project management services. Finally, the requirement to have served formerly homeless residents may be satisfied in a non- Type V over I or Type III over I building. In such a case, the proposed Developer must provide evidence of having completed a partially Type V over I or Type III over I affordable housing building, and separately, an affordable housing building that serves formerly homeless residents.

b. Minimum Ownership Experience: The proposed Owner must have owned at least **one** Qualifying Project for at least four years prior to the Submittal Deadline of this RFQ. For purposes of this requirement, the member of the general partner of the tax credit partnership that will own the completed project is the proposed “Owner.”

c. Minimum Property Management Experience: The proposed Property Manager must have managed at least **one** Qualifying Project for at least 24 months.

d. Minimum Service Provision Experience: The proposed service provider(s) must have at least 36 months experience providing services to low-income family residents, communities of color, homeless persons and/or senior citizens within a Qualifying Project.

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

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

Minimum Developer and Owner Capacity Requirements

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

- a. **Financial Capacity:** The proposed Developer (or Guarantor where another entity is providing required guarantees) must demonstrate its ability to obtain competitive financing, as evidenced by submitting the latest (2) years of either signed federal income tax returns (including schedules or attachments, if any); or audited financial statements (with management letters, if any). The proposed Developer must also submit **Attachment 5 – Financing Terms for Developer's Qualifying Project** documenting the equity pricing and debt terms for the Qualifying Project submitted under Minimum Developer Experience.
- b. **Staffing Capacity:** The proposed Developer must document its capacity to successfully plan, design, and develop the Project, throughout the period of development, either through staff with appropriate experience and capacity, contracted services, or collaboration with other organizations. To document this, the proposed Developer must submit a written narrative **no more than one page** (in Times New Roman font, 12 font size, and 1-inch margins) to document the experience and capacity of key staff, their workloads, and the organizational structure for supporting staff. The proposed Developer must also submit **Attachment 6 – Projected Staffing Workload Form** to document the work assignments (existing or contemplated) associated with each staff person expected to work on the Project for Developer.
- c. **Asset Management Capacity:** The proposed Owner must document its capacity to successfully manage real estate assets in compliance with City regulatory agreements and restrictions. To document this, the proposed Owner must submit a recent Real Estate Owned (REO) schedule, stating the number of projects and average number of units/project currently in Owner's asset management portfolio, proposed Owner's current asset management staffing noting job titles, FTEs, and status of each position (filled/vacant) and proposed Owner's organizational chart.
- d. **Racial Equity Capacity:** The proposed Developer must document its capacity to successfully plan, design, and develop racial equity strategy that will lower barriers to obtaining quality affordable housing for communities of color through staff with appropriate experience and capacity, contracted services, or collaboration with other organizations. Documentation should include information evidencing the Developer's capacity to achieve the goals of this RFQ (see especially pages 4-5).
 - Select partners that are able to work with MOHCD to deploy city resources, tools and expertise to create developments that are responsive to populations disproportionately impacted by systemic racism;
 - Ensure that development Sponsorss are working within a culturally competent approach through the development process;

- Align each Project with the implementation of City policies on anti-displacement, racially inclusive communities, and creating stable housing for vulnerable populations;
- Create opportunities for growth of smaller and Black, Indigenous and people of color, (BIPOC)-led organizations in development role or as member of development Sponsors
- Submit demographic data for the Boards of Directors of each Development Sponsors member and for the staff of each organization represented on the Sponsors.

*MINIMUM EXPERIENCE AND CAPACITY REQUIREMENTS FOR
RESPONDENTS APPLYING FOR 100% SUPPORTIVE HOUSING FOR
HOMELESS ADULTS*

Sponsors Member Specific Minimum Requirements

- a. **Minimum Developer Requirements** - Lead Developer itself or in partnership with other co-developers must provide evidence of the following experience:
- New construction of at least two affordable housing developments that are both high-density infill sites, with an aggregate unit count of approximately 75 units or more
 - Development of at least one supportive affordable housing development for formerly homeless adults and/or formerly homeless seniors (may be new construction or substantial rehabilitation of an existing building)
 - Use of Low-Income Housing Tax Credit financing

For joint-venture Development partners, the experience of either entity may suffice for the joint-venture partnership. A Memorandum of Understanding between joint-venture Development partners must be submitted with the application.

Furthermore, a Respondent can qualify for development experience by contracting with a development consultant for comprehensive project management services. Project management services should include financial packaging, selection of other consultants, selection of construction contractor and property management agent, oversight of architectural design, construction management, and consultation on major aspects of the development process. The contract for development services must be submitted with the RFQ response and must be acceptable to MOHCD.

- b. **Minimum Ownership Experience** - The proposed Owner of the Project must have owned at least one supportive formerly homeless project in San Francisco for at least 5 years prior to the Submittal Deadline of this RFQ. In addition, each proposed Owner must provide evidence of experience with owning housing financed with Low Income Housing Tax credits. This experience does not have to be on the same project that satisfies the 5-year ownership requirement. If the Selected Developer entity is not the same entity as the proposed Owner, MOHCD reserves the right to require that certain members of the Selected Developer remain active in the ownership for whatever length of time MOHCD deems necessary to ensure operating and financial stability.

For purposes of this requirement, the managing general partner of the tax credit partnership intended to take ownership of the completed Project and to provide asset management for the Project is the proposed "Owner".

- c. **Minimum Property Manager Requirements** - The proposed property manager for the Project must have managed at least three supportive formerly homeless or supportive senior rental projects, including at least one in San Francisco, each for at least 36 months. In addition, the Property Manager for the Project must provide evidence of experience with managing housing financed with Low Income Housing Tax credits.
- d. **Minimum Service Provision Requirements** - The proposed service provider(s) must have at least 36 months' experience providing supportive services to formerly homeless adults and/or formerly homeless seniors including case management and comprehensive services for homeless households in a residential setting in San Francisco. The proposed service provider(s) must have the infrastructure to supervise and train the onsite staff and their supervisors. The service provider must also have experience with and capacity to bill Medi-Cal.
- e. **Other Consultants** – For any Respondent Sponsors, the experience of key staff members or “other consultants” may be substituted for the experience of the organization as a whole as long as the staff member’s or consultant’s experience in other firms was substantive and involved responsibilities similar to what they are anticipated to perform as a member of the Respondent’s Sponsors.

SELECTION CRITERIA AND SCORING

All applications that meet the Minimum Experience and Capacity Requirements will be scored and ranked according to the following selection criteria:

	Category	Points
A.	EXPERIENCE:	40
i.	Developer (12 pts) <ul style="list-style-type: none"> ➤ Experience with the following: <ul style="list-style-type: none"> ○ Completing projects on time and on budget ○ Obtaining competitive financing terms ○ Developing Type V/I or III/I construction ○ Developing housing for low-income families, seniors, or the homeless ➤ Building community support through outreach ➤ Current staff capacity and experience to take on this project type 	
ii.	Owner (4 pts) <ul style="list-style-type: none"> ➤ Track record successfully owning housing financed with Low-Income Housing Tax Credits <ul style="list-style-type: none"> ○ Experience owning affordable housing for low-income families, seniors and/or the homeless ➤ Current asset management structure, staffing, and portfolio ➤ Capacity for assuming asset management of an expanded portfolio once the development is complete 	

iii.	Property Manager (8 pts) <ul style="list-style-type: none"> ➤ Experience managing property for target populations ➤ Experience achieving high rates of housing retention ➤ Implements low barrier tenant selection policies ➤ Contributes to long-term sustainability of the development ➤ Achieves cost efficiencies in operations 	
iv.	Service Providers (8 pts) <ul style="list-style-type: none"> ➤ Experience delivering services to target populations ➤ Experience linking residents to the City's safety net of services ➤ Works with property management to achieve high rates of housing retention ➤ Supports positive outcomes for residents around health and economic mobility ➤ If applicable, provides explanation for service contracts terminated prematurely within the last 5 years ➤ Discusses barriers to communities of color accessing quality health care services, employment and educational opportunities 	
v.	Racial Equity Strategy (8 pts) <ul style="list-style-type: none"> ➤ Describes level of racial equity awareness ➤ Experience providing housing to COP and neighborhood preference holders ➤ Uses innovative approaches to engagement with COP and neighborhood preference holders ➤ Demonstrates commitment to racially diverse project development Sponsorss <p>Proposes a substantive partnership that increases opportunity/capacity for growth of smaller and Black, Indigenous and people of color, (BIPOC)-led organizations</p> <ul style="list-style-type: none"> ➤ Demonstrates experience with serving historically excluded communities of color ➤ Describes approaches to overcoming historical obstacles to communities of color obtaining high quality affordable housing ➤ Describes experience providing access and implementing service delivery strategies to historically excluded communities of color 	
B.	VISION:	60
i.	Program Concept (20 pts) <ul style="list-style-type: none"> ➤ Describes vision for a development program at this site, while best achieving the project goals, and includes: <ul style="list-style-type: none"> ○ A residential program and other envisioned uses; ○ Indicates how the proposed uses and amenities will enhance the lives of the proposed target population and the surrounding neighborhood. 	

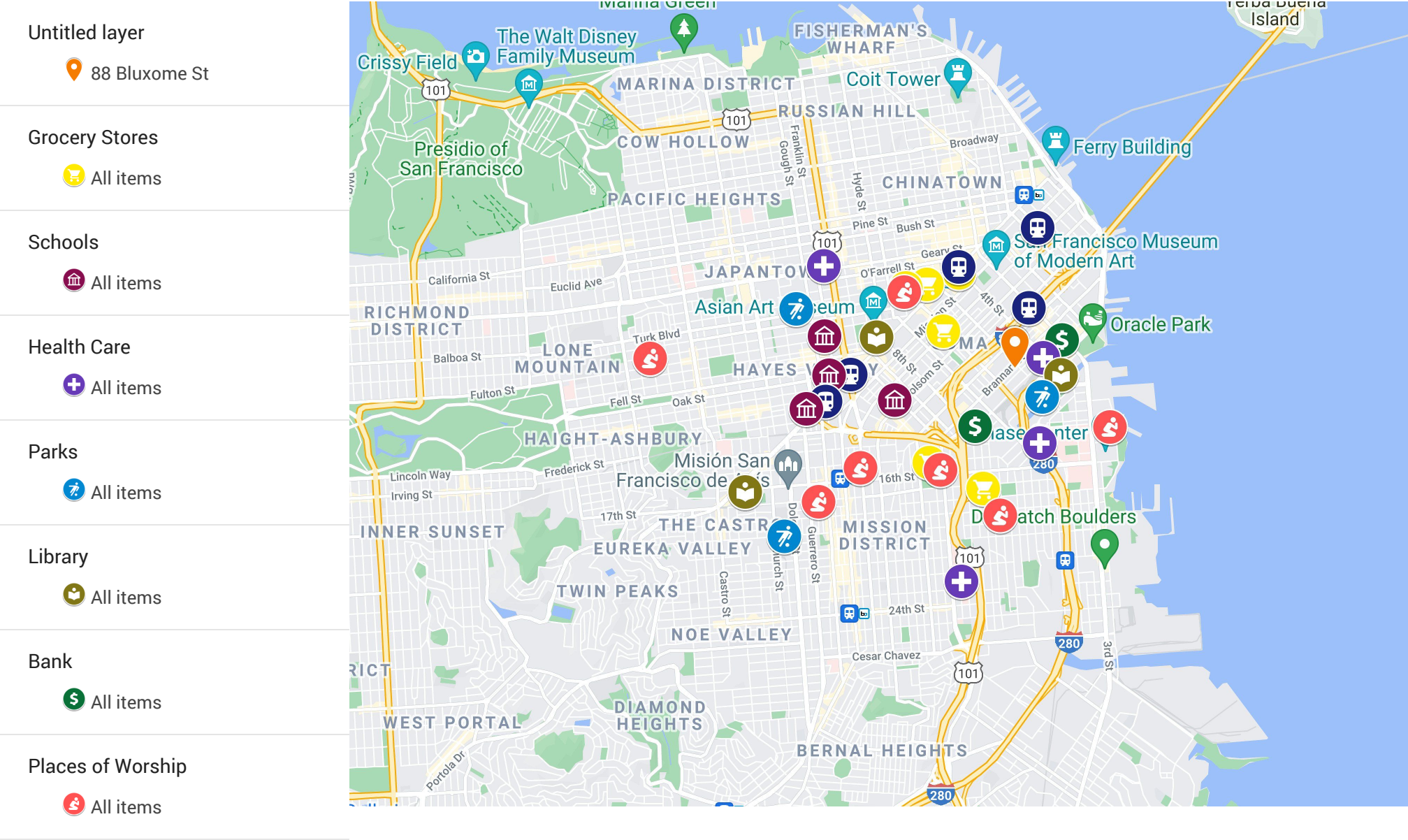
	<ul style="list-style-type: none"> ➤ Indicates particular groups served by the programs and spaces (tots, children, teens, homeless people, young adults, adults, elderly, disabled etc.). ➤ Describes how the program will contribute to lowering barriers to persons of color seeking and retaining quality housing. 	
ii.	<p>Community Engagement Strategy (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes community engagement strategy and includes: <ul style="list-style-type: none"> ○ The Sponsors's philosophy on community engagement; ○ Process for establishing and/or building positive relationships with surrounding neighbors and the larger community; ○ Efforts designed to engage all interested community members, including monolingual non-English speaking members of the community; ○ How the Development Sponsors intends to comply with the City's Language Access Ordinance. ➤ Describes the Sponsors's approach to achieving entitlements for the project expeditiously and the Sponsors's approach to maintaining and building community relationships after entitlements have been achieved and the development is in operations. ➤ Indicate how particular community engagement strategy will address the historical exclusion of communities of color from quality housing, including but not limited to marketing to attract target populations. 	
iii.	<p>Services Delivery Strategy (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes the Development Sponsors's services delivery strategy and includes: <ul style="list-style-type: none"> ○ The overall service philosophy; ○ Model for providing any anticipated services to formerly homeless residents (including case management ratio and provision of amenities such as front desk clerks, if applicable); ○ The services goals of the proposed vision. ➤ A brief description of the desired outcome of the services to be provided and innovative approaches to services provision, including the strategy of engaging residents and encouraging access to services. ➤ Describes how services for residents will be coordinated with the existing network of services in the neighborhood and community. 	
iv.	<p>Finance & Cost Containment Approach (10 pts)</p> <ul style="list-style-type: none"> ➤ Narration that describes the Development Sponsors's financing approach to the project. 	

	<ul style="list-style-type: none"> ➤ Includes the Sponsors's process for structuring the project and controlling development costs. ➤ Includes innovative strategies intended to minimize MOHCD's projected capital gap financing. ➤ Describes any innovative (i.e. non-standard, routine or commonly used) direct or indirect cost-cutting strategies relevant to overall development, construction or operating expenses. ➤ Do not include proforma financials. 	
v.	<p>Racial Equity Strategy (10 pts)</p> <ul style="list-style-type: none"> ➤ Describes proposed resident services program, including the activities or types of services, how they will be provided, and the approach (such as timeline, hours and days of operation, examples, and best practices). ➤ Explain how the Development Sponsors's model removes barriers to intergenerational wealth, self-sufficiency and resiliency for persons of color, particularly COP holders, African American households and/or households in historically African American neighborhoods. ➤ Explain how the strategy aligns with the four primary goals of this RFQ set forth in the Introduction. 	
TOTAL POSSIBLE POINTS		100

Attachment F: Site Map with amenities

See attached.

88 Bluxome Amenities Map



88 Bluxome Site Amenities Map

Grocery Store

Downtown Grocery Market
California Grocery
SOMA Supermarket
Trader Joe's
Whole Foods Market
Safeway

School

Presidio Knolls School
Chinese American International School
International High School
San Francisco Unified School District

Health Care

UCSF Mission Bay Hospitals
Zuckerberg San Francisco General Hospital and Trauma Center
CPMC Van Ness Campus
Walgreens Pharmacy

Parks

Mission Bay Park System
Jefferson Square Park
Mission Dolores Park

Library

Mission Bay Library
San Francisco Public Library
Eureka Valley/Harvey Milk Memorial Bra

Banks

Fremont Bank
Union Bank

Places of Worship

San Francisco Worship Center

New Life Worship Center

Oasis Fuente de Vida

RCCG Dayspring Worship Center

CornerstoneSF Church - Mission Campus

Experience Church

Pentecostal Temple C.O.G.I.C. San Francisco, CA

Transit

Golden Gate Transit

Market St & Stockton St

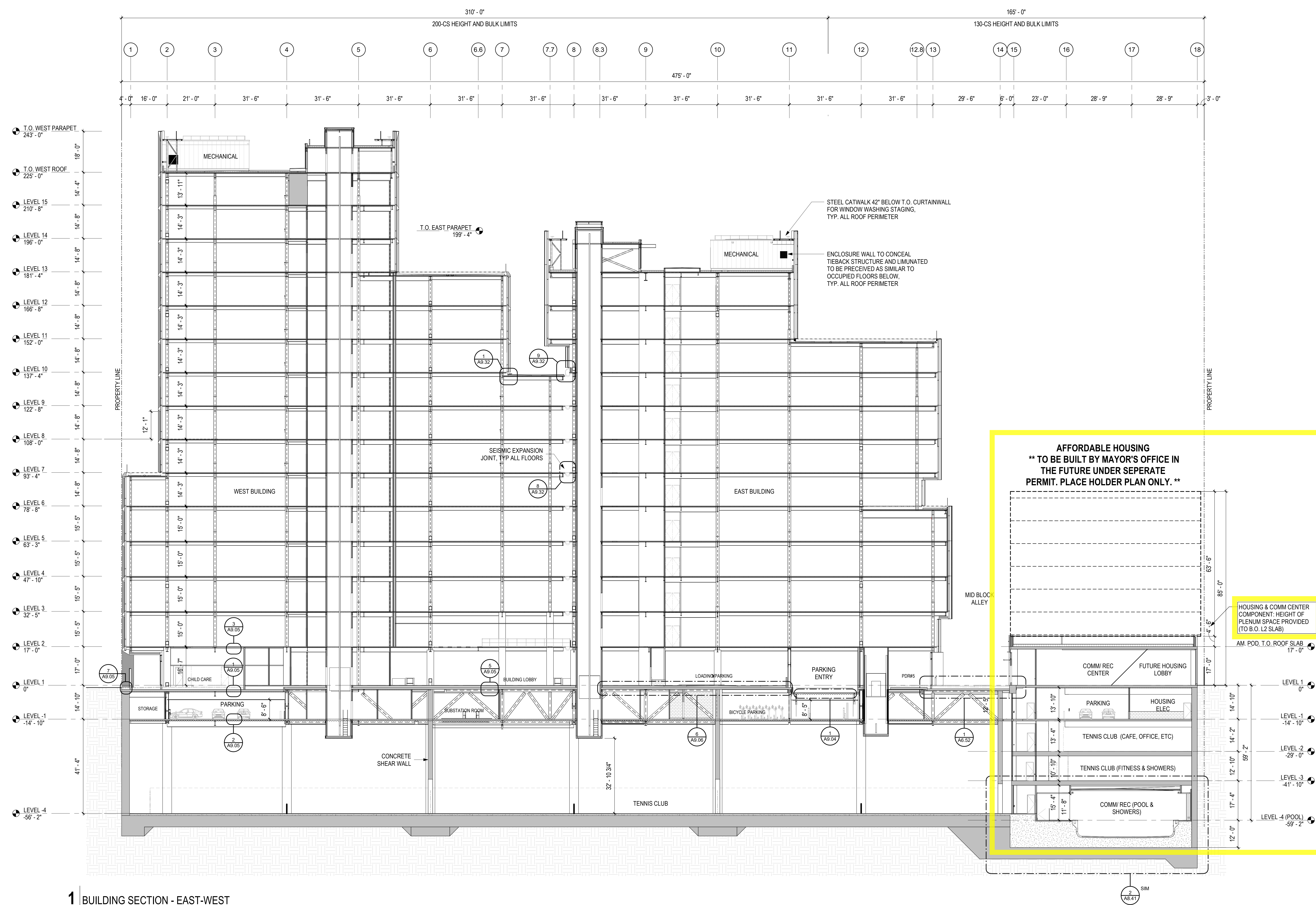
Salesforce Transit Center

Market St & South Van Ness Av

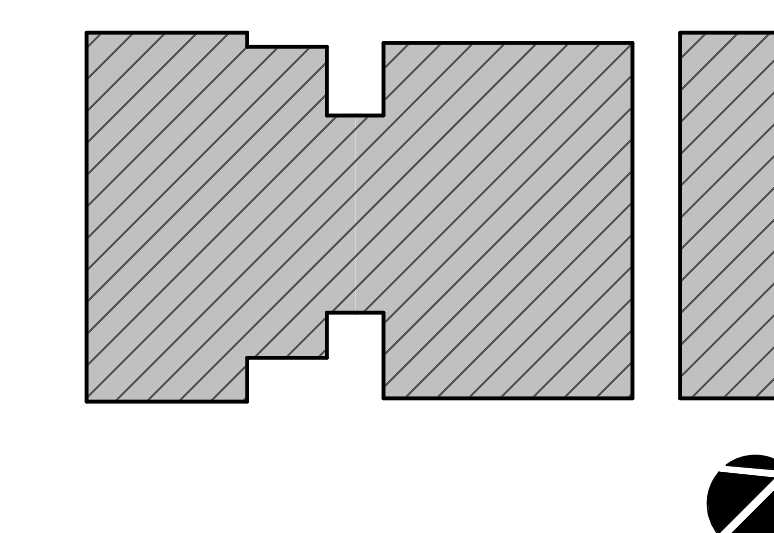
Market St & Gough St

Attachment G: Previous & Revised Building Section

See attached.

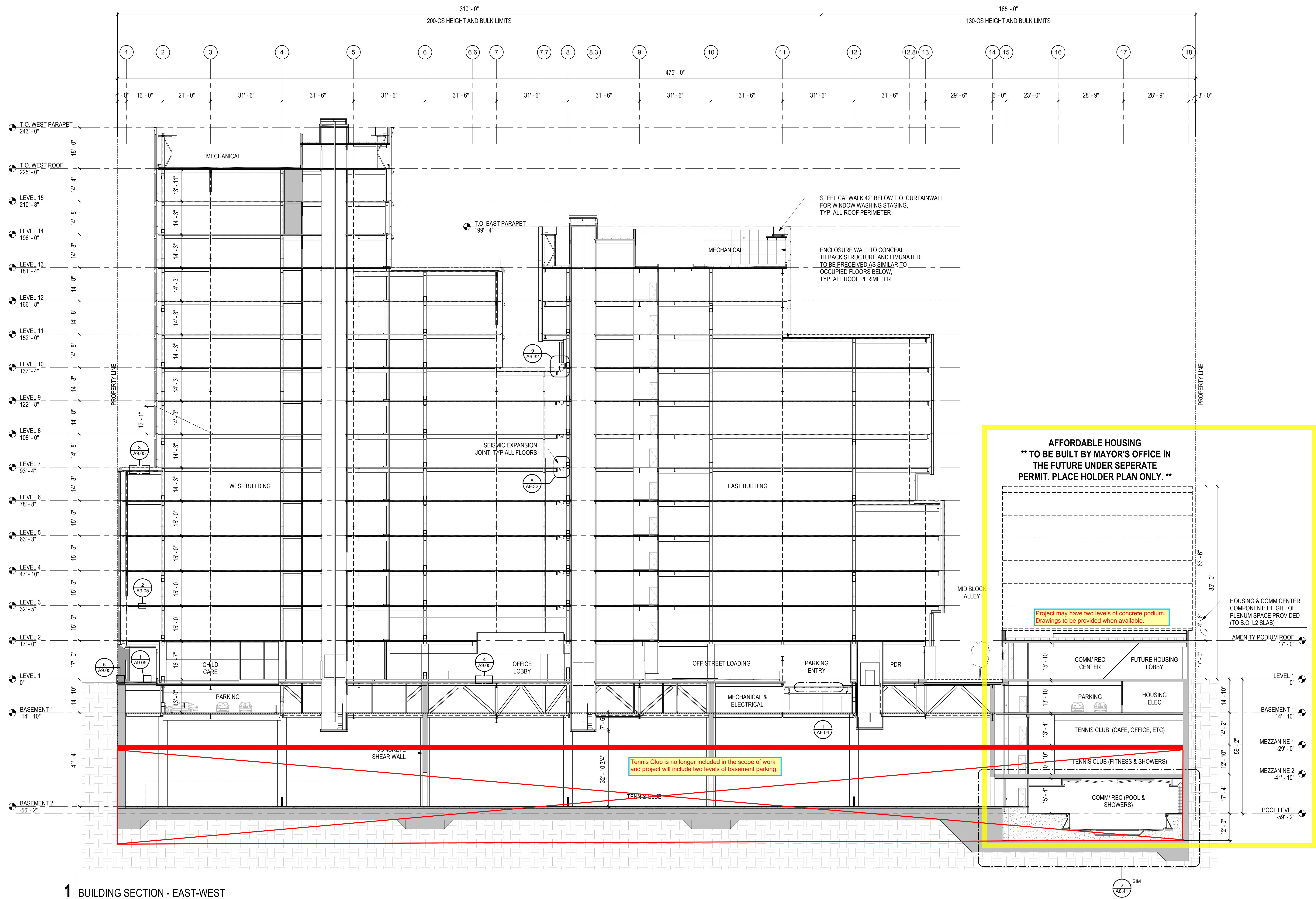
[illegible]

88 BLUXOME



**BUILDING SECTION -
EAST-WEST**

A6.01



ISSUED FOR: DATE:

MOH REVIEW PACKAGE 02/21/2020

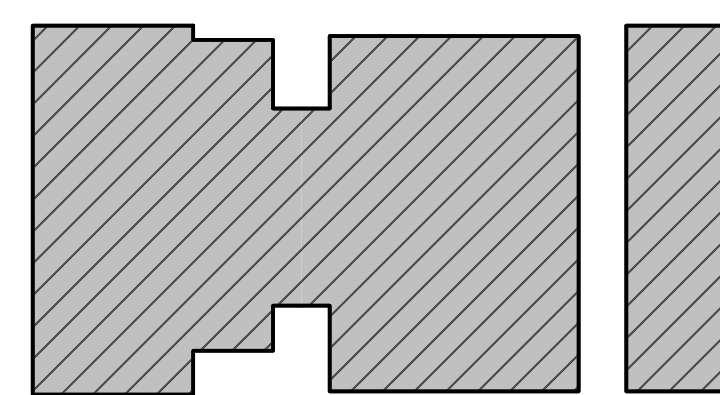
CD PROGRESS SET 01/24/2020

100% DESIGN DEVELOPMENT 06/28/2019

50% DESIGN DEVELOPMENT 04/15/2019

100% SCHEMATIC DESIGN 01/31/2017

88 BLUXOME



BUILDING SECTION -
EAST-WEST

A6.01

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

See attached.

Affordable Multifamily Housing New Construction Cost Comparison

Updated 11/11/2021

PROJECTS COMPLETED						Building Square Footage			Total Project Costs							
Project Name	Address	Lot sq.ft	Compl. Date	# of Units	# of BR ¹	Res. ²	Non-Res.	Total	Acq. Cost3	Constr. Cost4	Soft Cost	Total Dev. Cost w/land	Local Subsidy5	Total Dev. Cost w/o land	Notes on Financing	Comments
Hunters View Phase II - Bl 7 & 11	227-229 West Point Rd	62,703	May-17	107	239	117,023	23,657	140,680	\$ -	\$ 65,990,187	\$ 9,272,003	\$ 75,262,190	\$ 19,737,243	\$ 75,262,190	2 HCD Loans (MHP & IIG)	Mixed Townhome stepping down slope and Type III-V over Type I flats w/pkg
Hunters View Phase II - Block 10	146 West Point Road	52,333	Jun-18	72	144	90,274	13,328	103,602	\$ -	\$ 39,639,577	\$ 8,732,464	\$ 48,372,041	\$ 17,393,406	\$ 48,372,041	9% LIHTC	Type IIIA over Type I Podium 5 Stories + Parking, Community Hub and Childcare
Transbay 7 - Natalie Gubb Comm	222 Beale Street	29,209	Oct-18	120	208	118,251	5,000	123,251	\$ 35,000	\$ 67,895,810	\$ 16,314,468	\$ 84,245,278	\$ 25,560,000	\$ 84,210,278	HCD AHSC Loan	3 Buildings - Type I Podium, 4-8 stories (Pueblo structural system), plus Childcare shell
Mission Bay Bl 6 East	626 Mission Bay Blvd. No.	63,250	Nov-18	143	276	162,080	9,719	171,799	\$ 148,125	\$ 88,873,958	\$ 15,222,907	\$ 104,244,990	\$ 35,750,000	\$ 104,096,865	HCD AHSC Loan	Type IIIA & V over Type I podium, 41 pkg spaces, Mission Bay soils and infrastructure
Potrero Block X (Vertical)	25th and Connecticut	30,000	Sep-19	72	139	86,569	28,952	115,521	\$ 20,700	\$ 67,326,230	\$ 12,766,230	\$ 80,113,160	\$ 17,693,093	\$ 80,092,460		Type IIIA & V over Type I Podium (4-6 stories) stepped w/ topography. No Infrast. Cost
Sunnydale Parcel Q	1477-1497 Sunnydale Ave	21,757	Jun-20	55	102	75,101	-	75,101	\$ -	\$ 39,066,470	\$ 10,072,197	\$ 49,138,667	\$ 9,652,147	\$ 49,138,667	9% LIHTC	Type IV - 5 Stories over grade podium parking
88 Broadway - Family Housing	88 Broadway	38,182	Jul-21	125	221	140,279	8,700	148,979	\$ 14,900,000	\$ 79,372,243	\$ 27,558,226	\$ 122,030,469	\$ 27,908,676	\$ 107,130,469		Type IIIA & V over Type I Podium (5-6 stories) - family
691 China Basin (MB South 6W)	691 China Basin St	49,437	Aug-21	152	294	178,050	7,098	185,148	\$ -	\$ 114,268,874	\$ 23,515,332	\$ 137,784,206	\$ 40,726,827	\$ 137,784,206	HCD IIG Grant	Type III/podium and Type V/podium on mews wing, incl. 28 parking spaces, 4,640 sf child care space
Completed Projects:	Average:	45,859		106	203	120,953	12,082	133,035	3,775,956	70,304,169	15,456,728	87,648,875	24,302,674	85,760,897		

PROJECTS UNDER CONSTRUCTION						Building Square Footage			Total Project Costs							
Project Name	Address	Lot sq.ft	Compl. Date	# of Units	# of BR ¹	Res. ²	Non-Res.	Total	Acq. Cost3	Constr. Cost4	Soft Cost	Total Dev. Cost w/land	Local Subsidy5	Total Dev. Cost w/o land	Notes on Financing	Comments
1990 Folsom Street	1990 Folsom	29,047	Sep-21	143	226	138,824	15,063	153,887	\$ 8,407,380	\$ 73,760,332	\$ 25,616,512	\$ 107,784,224	\$ 46,711,496	\$ 99,376,844		Mixed type - Type VA (townhomes) and 8 story Type I
53 Colton (Plumbers Union DA)		7,780	Jul-22	96	226	47,969	-	47,969	\$ 171,697	\$ 34,895,639	\$ 16,721,274	\$ 51,788,610	\$ 2,750,000	\$ 51,616,913	4% HCD MHP, AHP, \$10M GM	Type IIIA over Type I podium and basement, 6 stories, constrained site, efficiency studies
4840 Mission	4840 Mission	64,033	Apr-23	137	232	181,711	14,384	120,861	\$ 14,169,802	\$ 83,789,393	\$ 23,931,086	\$ 121,890,281	\$ 51,614,447	\$ 107,720,479	HCD MHP Loan	Type V over Type I Podium + retail + 39 spaces pkg + Health Clinic + POPO (11/20 Eval)
Under Construction:	Average:	33,620		125	185	122,835	9,816	107,572	7,582,960	64,148,455	22,089,624	93,821,038	33,691,981	86,238,079		

PROJECTS IN PREDEVELOPMENT						Building Square Footage			Total Project Costs							
Project Name	Address	Lot sq.ft	Start Date (anticipated)	# of Units	# of BR ¹	Res. ²	Non-Res.	Total	Acq. Cost3	Constr. Cost4	Soft Cost	Total Dev. Cost w/land	Local Subsidy	Total Dev. Cost w/o land	Notes on Financing	Comments
TI Parcel C3.1	Treasure Island C3.1	49,497	Jul-22	138	319	140,803	52,000	192,803	\$ 25,000	\$ 95,399,362	\$ 21,841,279	\$ 123,422,727	\$ 33,014,900	\$ 123,397,727	HCD AHSC Loan	Type IIIA and VB over Type I in 3 to 7 stories stepped + 26 pkg and Youth Activity (50% CD est.)
Shirley Chisholm Village Ed Hsg.	1351 42nd	60,000	Feb-22	135	203	157,635	11,322	168,957	\$ -	\$ 86,201,784	\$ 19,603,978	\$ 105,805,762	\$ 25,469,902	\$ 105,805,762	9% LIHTC	Type 3A 4 fl on grade cityd. + IA pkg 9% LIHTC proposed (85% CD est. 12/20 escal. To 7/22)
Sunnydale Block 3B	TBD	73,000	Feb-22	90	178	125,800	3,400	129,200	\$ 20,001	\$ 69,588,660	\$ 19,750,187	\$ 89,338,847	\$ 8,466,742	\$ 89,338,847	4% Credits; HCD IIG & AHSC	Type IIIA 5 story, includes infrastructure costs (Nibbi 100%DD w/VE 4/16/21 escal to 3/22) parking
Sunnydale Block 3A	TBD	34,400	Aug-22	80	164	83,339	18,461	101,800	\$ 20,001	\$ 60,021,794	\$ 18,364,563	\$ 78,386,357	\$ 7,161,137	\$ 78,386,357	4% Credits; HCD IIG & AHSC	Type IIIA 5 story, 30k sq ft of commercial; includes infrastructure costs (Nibbi 100%DD w/VE 4/16/21 escal to 3/22)
Potrero Block B	25th and Connecticut	74,311	Feb-22	157	348	274,371	10,473	284,844	\$ 11,919,500	\$ 127,851,223	\$ 49,467,028	\$ 189,237,751	\$ 11,991,620	\$ 177,318,251	4% Credits; HCD IIG & AHSC	Type IIIA over Type IA 5-6 stepped, 65 pkg + childcare & park. (per 75% CD est. 3/28/21 incl VE) excl. Infra of \$15MM
HPSY Block 52-54	151 and 351 Friedell St	45,580	May-22	112	217	147,190	21,541	168,731	\$ -	\$ 91,878,228	\$ 16,839,389	\$ 108,717,617	\$ 59,200,732	\$ 108,717,617	4% credits, bonds	Type III over Type 1, 2 buildings built on separate non-contiguous parcels. Parking ratio .6/1
Hunters View Ph 3 Block 14 & 17	855 & 853 Hunters View Dr	39,355	May-22	118	286	172,645	3,881	176,526	\$ -	\$ 99,328,925	\$ 23,897,677	\$ 123,226,602	\$ 37,735,027	\$ 123,226,602	4% Credits; HCD MHP	Type IIIA over Type I 5-6 stories with Comm (Community svgs) spaces & 56 Pkg spaces (35% CD 8/20)
The Kelsey	240 Van Ness	18,313	Jul-22	112	144	94,001	1,349	95,350	\$ 9,846,500	\$ 60,075,564	\$ 22,200,353	\$ 92,122,417	\$ 25,618,912	\$ 82,275,917	4% LIHTC, IIG, AHSC	5 stories of Type III over 3 stories of Type I, Innovative C40 Cities Initiative + Universal design (est. 3/18/21 SD)
Reservoir Building E	Lee Avenue	31,008	Mar-23	124	192	138,150	1,000	139,150	\$ 1,777,707	\$ 73,866,869	\$ 30,807,599	\$ 106,452,175	\$ 13,628,128	\$ 104,674,468		Type IIIA over Type IA 7 stories
Sunnydale Block 7	Sunrise Wy and Santos St	73,161	Oct-24	169	159	100,939	-	100,939	\$ 10,000	\$ 57,837,582	\$ 15,107,806	\$ 72,955,388	\$ 12,743,082	\$ 72,955,388	4% Credits; HCD IIG & AHSC	Type IIIA over Type IA 4 stories. Parking at .74 ratio
Sunnydale Block 9	TBD	52,272	Oct-24	100	239	108,644	-	108,644	\$ 10,000	\$ 80,087,484	\$ 20,587,449	\$ 100,684,933	\$ 18,660,015	\$ 100,684,933	4% Credits; HCD IIG & AHSC	Type IIIA over Type IA 4 stories. Parking at .74 ratio
1515 SVN	1515 South Van Ness Ave	35,714	May-24	122	220	143,000	10,000	153,000	\$ 45,000	\$ 74,611,565	\$ 15,886,352	\$ 90,542,917	\$ 25,737,456	\$ 90,497,917	4% credits, HCD MHP	No design yet, assumes mid-rise, 6 stories, 10k sf retail TI, no parking (10/19/21 loan eval estimates)
160 Freelon	160 Freelon	13,155	May-24	72	127	76,000	5,000	81,000	\$ 20,000	\$ 53,859,263	\$ 15,418,134	\$ 69,297,397	\$ 15,815,754	\$ 69,277,397	4% Credits, MHP, AHP	No design yet, assumes mid-rise, 7 stories, Type I or Type IIIA over I. No pkg. (10/19/21 loan eval est)
In Predevelopment	Average:	46,136		110	215	135,578	10,648	146,226	\$ 1,822,593	\$ 79,277,562	\$ 22,290,138	\$ 103,860,838	\$ 22,711,031	\$ 102,042,860		

ALL PROJECTS	Average:	41,872		114	201	126,455	10,849	128,945	\$ 4,393,836	\$ 71,243,395	\$ 19,945,497	\$ 95,110,250	\$ 26,901,895	\$ 91,347,279		
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SUBJECT PROJECT	88 Bluxome	14,800	May-24	107	176	90,132	0	90,132	0	50,280,700	14,968,377	65,249,077	29,499,087	65,249,077	4% credits	No design yet, assumes mid-rise, 4-5 stories Type IIIA over 1-2 Type I air rights parcel, no pkg. (10/19/21 loan eval est)
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PROJECTS COMPLETED		Acquisition by Unit/Bed/SF			Construction by Unit/Bed/SF			Soft Costs By Unit/Bed/SF			Total Development Cost (Incl. Land)			Subsidy	
Project Name	Compl. Date	Acq/unit	Acq/BR	Acq/lot sq.ft	Const/unit	Const/BR	Const/sq.ft ⁶	Soft/unit	Soft/BR	Soft/sq.ft6	Gross TDC/unit	Gross TDC/BR	Gross TDC/sq.ft6	Subsidy / unit	Leveraging ⁷
Hunters View Phase II - Bl 7 & 11	May-17	-	-	-	\$ 616,731	\$ 276,110	\$ 468	\$ 86,654	\$ 38,795	\$ 66	\$ 703,385	\$ 314,905	\$ 534	\$ 184,460	73.8%
Hunters View Phase II - Block 10	Jun-17	-	-	-	\$ 550,550	\$ 275,275	\$ 383	\$ 121,284	\$ 60,642	\$ 84	\$ 671,834	\$ 335,917	\$ 467	\$ 241,575	64.0%
Natalie Gubb Commons (TB7)	Oct-18	292	168	1	\$ 565,798	\$ 326,422	\$ 551	\$ 135,954	\$ 78,435	\$ 132	\$ 702,044	\$ 405,025	\$ 684	\$ 213,000	69.7%
Mission Bay S6E	Nov-18	1,036	537	2	\$ 621,496	\$ 322,007	\$ 517	\$ 106,454	\$ 55,155	\$ 89	\$ 728,986	\$ 377,699	\$ 607	\$ 250,000	65.7%
Potrero Block X (Vertical)	Sep-19	288	149	1	\$ 935,087	\$ 484,361	\$ 583	\$ 177,309	\$ 91,843	\$ 111	\$ 1,112,683	\$ 576,354	\$ 693	\$ 245,737	77.9%
Sunnydale Parcel Q	Jun-20	-	-	-	\$ 710,299	\$ 383,005	\$ 520	\$ 183,131	\$ 98,747	\$ 129	\$ 893,430	\$ 481,752	\$ 654	\$ 175,494	80.4%
88 Broadway - Family Housing	Jul-21	119,200	67,421	390	\$ 634,978	\$ 359,150	\$ 533	\$ 222,066	\$ 125,603	\$ 186	\$ 976,244	\$ 552,174	\$ 819	\$ 223,269	77.1%
691 China Basin (MB South 6W)	Aug-21	-	-	-	\$ 751,769	\$ 388,670	\$ 617	\$ 154,706	\$ 79,984	\$ 127	\$ 906,475	\$ 468,654	\$ 744	\$ 267,940	70.4%
Completed Projects:	Average:	\$ 30,204	\$ 17,069	\$ 99	\$ 673,338	\$ 351,875	\$ 522	\$ 148,445	\$ 78,651	\$ 115	\$ 836,885	\$ 439,060	\$ 650	\$ 225,184	72%

PROJECTS UNDER CONSTRUCTION		Acquisition			Construction			Soft Costs			Total Development Cost (Incl. Land)			Subsidy	
Project Name	Compl. Date	Acq/unit	Acq/BR	Acq/lot sq.ft	Const/unit	Const/BR	Const/sq.ft ⁶	Soft/unit	Soft/BR	Soft/sq.ft6	Gross TDC/unit	Gross TDC/BR	Gross TDC/sq.ft6	Subsidy / unit	Leveraging ⁷
1990 Folsom Street	Sep-21	58,793	37,201	289	\$ 515,807	\$ 326,373	\$ 479	\$ 179,136	\$ 113,347	\$ 166	\$ 753,736	\$ 476,921	\$ 700	\$ 326,654	56.7%
Sunnydale Block 6	Feb-22	222	112	0	\$ 773,207	\$ 390,948	\$ 539	\$ 219,447	\$ 110,956	\$ 153	\$ 992,654	\$ 501,904	\$ 691	\$ 94,075	90.5%
53 Colton	Jun-22	1,789	1,789	22	\$ 363,496	\$ 363,496	\$ 727	\$ 174,180	\$ 22	\$ 349	\$ 539,465	\$ 539,465	\$ 1,080	\$ 28,646	94.7%
4840 Mission Street	Apr-23	103,429	61,077	221	\$ 611,601	\$ 361,161	\$ 693	\$ 174,679	\$ 103,151	\$ 198	\$ 889,710	\$ 525,389	\$ 1,009	\$ 376,748	57.7%
Under Construction:	Average:	\$ 41,058	\$ 25,045	\$ 133	\$ 566,028	\$ 360,495	\$ 610	\$ 186,861	\$ 125,409	\$ 216	\$ 793,891	\$ 510,920	\$ 870	\$ 206,531	75%

PROJECTS IN PREDEVELOPMENT		Acquisition			Construction			Soft Costs			Total Development Cost (Incl. Land)			Subsidy	
Project Name	Start Date (anticipated)	Acq/unit	Acq/BR	Acq/lot sq.ft	Const/unit	Const/BR	Const/sq.ft ⁶	Soft/unit	Soft/BR	Soft/sq.ft ⁶	Gross TDC/unit	Gross TDC/BR	Gross TDC/sq.ft ⁶	Subsidy / unit	Leveraging ⁷
TI Parcel C3.1	Jul-22	181	78	-	\$ 691,300	\$ 299,058	\$ 495	\$ 158,270	\$ 68,468	\$ 113	\$ 894,368	\$ 386,905	\$ 640	\$ 239,238	73.3%
Shirley Chisholm Village Educator Hsg	Feb-22	-	-	1	\$ 638,532	\$ 424,639	\$ 510	\$ 145,215	\$ 96,571	\$ 116	\$ 783,746	\$ 521,211	\$ 626	\$ 188,666	75.9%
Sunnydale Block 3B	Feb-22	222	112	0	\$ 773,207	\$ 390,948	\$ 539	\$ 219,447	\$ 110,956	\$ 153	\$ 992,654	\$ 501,904	\$ 691	\$ 94,075	90.5%
Sunnydale Block 3A	Aug-22	250	122	1	\$ 750,272	\$ 365,987	\$ 590	\$ 229,557	\$ 111,979	\$ 180	\$ 979,829	\$ 477,966	\$ 770	\$ 89,514	90.9%
Potrero Block B	Feb-22	75,920	34,251	160	\$ 814,339	\$ 367,389	\$ 449	\$ 315,077	\$ 142,147	\$ 174	\$ 1,205,336	\$ 543,787	\$ 664	\$ 76,380	93.7%
HPSY Block 52-54	May-22	-	-	-	\$ 820,341	\$ 423,402	\$ 545	\$ 150,352	\$ 77,601	\$ 100	\$ 970,693	\$ 501,003	\$ 644	\$ 528,578	45.5%
Hunters View Ph 3 Block 14 & 17	May-22	-	-	-	\$ 841,771	\$ 347,304	\$ 563	\$ 202,523	\$ 83,558	\$ 135	\$ 1,044,293	\$ 430,862	\$ 698	\$ 319,788	69.4%
The Kelsey	Jul-22	87,915	68,378	538	\$ 536,389	\$ 417,191	\$ 630	\$ 198,217	\$ 154,169	\$ 233	\$ 822,522	\$ 639,739	\$ 966	\$ 228,740	72.2%
Reservoir Buiding E	Mar-23	14,336	9,259	57	\$ 595,701	\$ 384,723	\$ 531	\$ 248,448	\$ 160,456	\$ 221	\$ 858,485	\$ 554,438	\$ 765	\$ 109,904	87.2%
Sunnydale Block 7	Oct-24	145	63	0	\$ 838,226	\$ 363,758	\$ 573	\$ 218,954	\$ 95,018	\$ 150	\$ 1,057,324	\$ 458,839	\$ 723	\$ 184,682	82.5%
Sunnydale Block 9	Oct-24	100	42	0	\$ 800,875	\$ 335,094	\$ 737	\$ 205,874	\$ 86,140	\$ 189	\$ 1,006,849	\$ 421,276	\$ 927	\$ 186,600	81.5%
1515 S. Van Ness Avenue	May-24	369	205	1	\$ 611,570	\$ 339,143	\$ 488	\$ 130,216	\$ 72,211	\$ 104	\$ 742,155	\$ 411,569	\$ 592	\$ 210,963	71.6%
160 Freelon	May-24	278	157	-	\$ 748,045	\$ 424,089	\$ 665	\$ 214,141	\$ 121,403	\$ 190	\$ 962,464	\$ 545,649	\$ 856	\$ 219,663	77.2%
In Predevelopment	Average:	\$ 17,972	\$ 11,267	\$ 84	\$ 727,736	\$ 375,594	\$ 563	\$ 202,792	\$ 106,206	\$ 158	\$ 947,748	\$ 491,934	\$ 736	\$ 205,907	78%

Attachment I: Predevelopment Budget

See attached.

Application Date:
Project Name:
Project Address:
Project Sponsor:

9/30/21
88 Bluxome
88 Bluxome St
Rose Community Development Corporation

Units: 107
Bedrooms: 217
Beds:

n/a

LOSP Project

SOURCES	3,500,000	-	-	-	-	-	-	Total Sources	Comments
Name of Sources:	MOHCD/OCII								

USES

ACQUISITION

Acquisition cost or value								0	
Legal / Closing costs / Broker's Fee								0	
Holding Costs								0	
Transfer Tax								0	
TOTAL ACQUISITION	0	0	0	0	0	0	0	0	

CONSTRUCTION (HARD COSTS)

Unit Construction/Rehab								0	Include FF&E	
Commercial Shell Construction								0		
Demolition								0		
Environmental Remediation								0		
Onsight Improvements/Landscaping								0		
Offsite Improvements								0		
Infrastructure Improvements								0	HOPE SF/OCII costs for streets etc.	
Parking								0		
GC Bond Premium/GC Insurance/GC Taxes								0		
GC Overhead & Profit								0		
CG General Conditions								0		
Sub-total Construction Costs	0	0	0	0	0	0	0	0		
Design Contingency (remove at DD)								0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+	
Bid Contingency (remove at bid)								0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+	
Plan Check Contingency (remove/reduce during Plan Review)								0	4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+	
Hard Cost Construction Contingency								0	5% new construction / 15% rehab	
Sub-total Construction Contingencies	0	0	0	0	0	0	0	0		
TOTAL CONSTRUCTION COSTS	0	0	0	0	0	0	0	0		

Construction line item costs as a % of hard costs

SOFT COSTS

Architecture & Design

Architect design fees	1,550,000							1,550,000	See MOHCD A&E Fee Guidelines: http://sfmohcd.org/documents-reports-and-forms
Design Subconsultants to the Architect (incl. Fees)								0	
Architect Construction Admin								0	
Reimbursables								0	
Additional Services								0	
Sub-total Architect Contract	1,550,000	0	0	0	0	0	0	1,550,000	
Other Third Party design consultants (not included under Architect contract)	338,000							338,000	MEPF Design Build
Total Architecture & Design	1,888,000	0	0	0	0	0	0	1,888,000	

Engineering & Environmental Studies

Survey								0	
Geotechnical studies								0	
Phase I & II Reports								0	
CEQA / Environmental Review consultants								0	
NEPA / 106 Review								0	
CNA/PNA (rehab only)								0	
Other environmental consultants								0	Name consultants & contract amounts
Total Engineering & Environmental Studies	0	0	0	0	0	0	0	0	

Financing Costs

Construction Financing Costs									
Construction Loan Origination Fee	100,000							100,000	
Construction Loan Interest								0	
Title & Recording	15,000							15,000	
CDLAC & CDIAC fees	5,450							5,450	
Bond Issuer Fees								0	
Other Bond Cost of Issuance								0	
Other Lender Costs (specify)								0	
Sub-total Const. Financing Costs	120,450	0	0	0	0	0	0	120,450	
Permanent Financing Costs									
Permanent Loan Origination Fee	10,000							10,000	
Credit Enhance. & Appl. Fee								0	
Title & Recording								0	
Sub-total Perm. Financing Costs	10,000	0	0	0	0	0	0	10,000	
Total Financing Costs	130,450	0	0	0	0	0	0	130,450	

Legal Costs

Borrower Legal fees	50,000							50,000	
Land Use / CEQA Attorney fees								0	
Tax Credit Counsel	25,000							25,000	
Bond Counsel	25,000							25,000	
Construction Lender Counsel								0	
Permanent Lender Counsel								0	
LP/Organization formation	25,000							25,000	
Total Legal Costs	125,000	0	0	0	0	0	0	125,000	

Other Development Costs

Appraisal								0	
Market Study	10,000							10,000	
* Insurance								0	
* Property Taxes								0	
Accounting / Audit								0	
* Organizational Costs	5,000							5,000	
Entitlement / Permit Fees	359,095							359,095	This number is inclusive of permit fees and Expeditor fees Based on a current project
* Marketing / Rent-up								0	
* Furnishings								0	\$2,000/unit; See MOHCD U/W Guidelines: http://sfmohcd.org/documents-reports-and-forms
PGE / Utility Fees	5,000							5,000	
TCAC App / Alloc / Monitor Fees	32,000							32,000	
* Financial Consultant fees								0	
Construction Management fees / Owner's Rep								0	
Security during Construction								0	
* Relocation								0	
Other: Preconstruction Services	138,500							138,500	
Other (specify)								0	
Other (specify)								0	
Total Other Development Costs	549,595	0	0	0	0	0	0	549,595	

Soft Cost Contingency

Contingency (Arch, Eng, Fin, Legal & Other Dev)	256,955	0	0	0	0	0	0	256,955	Should be either 10% or 5% of total soft costs.
TOTAL SOFT COSTS	2,950,000	0	0	0	0	0	0	2,950,000	

Total Soft Cost Contingency as % of Total Soft Costs 9.5%

RESERVES

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

DEVELOPER COSTS

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

TOTAL DEVELOPMENT COST

Development Cost/Unit by Source	3,500,000	0	0	0	0	0	0	3,500,000	
Development Cost/Unit as % of TDC by Source	32,710	0	0	0	0	0	0	32,710	
	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	

Acquisition Cost/Unit by Source

0	0	0	0	0	0	0	0	0	
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Construction Cost (inc Const Contingency)/Unit By Source

0	0	0	0	0	0	0	0	0	
---	---	---	---	---	---	---	---	---	--

Construction Cost (inc Const Contingency)/SF

0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
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*Possible non-eligible GO Bond/COP Amount:

5,000

City Subsidy/Unit

32,710

Tax Credit Equity Pricing:

0.00

Construction Bond Amount:

0

Construction Loan Term (in months):

0 months

Construction Loan Interest Rate (as %):

0.00%

Attachment J: Development Budget

See attached.

Application Date:
Project Name:
Project Address:
Project Sponsor:

9/30/21
88 Bluxome
88 Bluxome St
Rose Community Development Corporation

Units: 107
Bedrooms: 217
Beds:

n/a

LOSP Project

SOURCES	29,499,087	9,675,516	25,591,841	482,533	100	-	Total Sources	65,249,077	Comments
Name of Sources:	MOHCD/OCII	First Mortgage	Federal LIHTC	Deferred Developer Fee	General Partner Equity				

USES

ACQUISITION

Acquisition cost or value								0	
Legal / Closing costs / Broker's Fee								0	
Holding Costs								0	
Transfer Tax								0	
TOTAL ACQUISITION	0	0	0	0	0	0	0	0	

CONSTRUCTION (HARD COSTS)

Unit Construction/Rehab	1,686,763	9,675,516	25,591,841					36,954,120	Include FF&E	
Commercial Shell Construction								0		
Demolition								0		
Environmental Remediation								0		
Onsight Improvements/Landscaping								0		
Offsite Improvements								0		
Infrastructure Improvements								0	HOPE SF/OCII costs for streets etc.	
Parking								0		
GC Bond Premium/GC Insurance/GC Taxes	1,478,165							1,478,165	Bond and Insurance	3.5%
GC Overhead & Profit	1,570,550							1,570,550	profit	3.7%
CG General Conditions	2,394,319							2,394,319		5.6%
Sub-total Construction Costs	7,129,797	9,675,516	25,591,841	0	0	0	0	42,397,154		
Design Contingency (remove at DD)	1,847,706							1,847,706		4.4%
Bid Contingency (remove at bid)	3,079,510							3,079,510	Escalation	7.3%
Plan Check Contingency (remove/reduce during Plan Revie	1,108,624							1,108,624	4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+	2.6%
Hard Cost Construction Contingency	1,847,706							1,847,706	5% new construction /	4.4%
Sub-total Construction Contingencies	7,883,546	0	0	0	0	0	0	7,883,546		
TOTAL CONSTRUCTION COSTS	15,013,343	9,675,516	25,591,841	0	0	0	0	50,280,700		

Construction
line item costs
as a % of hard
costs

SOFT COSTS

Architecture & Design

Architect design fees	1,964,090							1,964,090	See MOHCD A&E Fee Guidelines: http://sfmohcd.org/documents-reports-and-forms	
Design Subconsultants to the Architect (incl. Fees)								0		
Architect Construction Admin	549,945							549,945	28% of total contract for CA	
Reimbursables								0		
Additional Services								0		
Sub-total Architect Contract	2,514,035	0	0	0	0	0	0	2,514,035		
Other Third Party design consultants (not included under Architect contract)								0	Consultants not covered under architect contract; name consultant type and contract amount	
Total Architecture & Design	2,514,035	0	0	0	0	0	0	2,514,035		

Engineering & Environmental Studies

Survey	58,500							58,500		
Geotechnical studies								0		
Phase I & II Reports								0		
CEQA / Environmental Review consultants								0		
NEPA / 106 Review								0		
CNA/PNA (rehab only)								0		
Other environmental consultants	331,998							331,998	ENGEO - Super structure Special inspections & sitco (Scaffolding)	
Total Engineering & Environmental Studies	390,498	0	0	0	0	0	0	390,498		

Financing Costs

Construction Financing Costs										
Construction Loan Origination Fee	457,000							457,000	Bridge loan & lender origination	
Construction Loan Interest	2,168,658							2,168,658		
Title & Recording	15,000							15,000		
CDLAC & CDIAC fees								0		
Bond Issuer Fees	278,600							278,600	Bond Counsel and Rate Cap fees	
Other Bond Cost of Issuance								0		
Other Lender Costs (specify)	81,250							81,250	Appraisal PCR/PCNA & Seismic , Underwriting and inspection costs, insurance review, flood cert,zoning,credit reports, lender inspection	
Sub-total Const. Financing Costs	3,000,508	0	0	0	0	0	0	3,000,508		
Permanent Financing Costs										

Permanent Loan Origination Fee	581,000							581,000	Bridge loan , lender origination & perm financing fee	
Credit Enhance. & Appl. Fee	315,000							315,000	MOHCD Predevelopment Loan Interest	
Title & Recording	80,000							80,000	Mot recording	
Sub-total Perm. Financing Costs	976,000	0	0	0	0	0	0	976,000		
Total Financing Costs	3,976,508	0	0	0	0	0	0	3,976,508		

Legal Costs

Borrower Legal fees	357,000		0					357,000		
Land Use / CEQA Attorney fees								0		
Tax Credit Counsel								0		
Bond Counsel	25,000							25,000		
Construction Lender Counsel								0		
Permanent Lender Counsel								0		
Other Legal (specify)								0		
Total Legal Costs	382,000	0	0	0	0	0	0	382,000		

Other Development Costs

Appraisal	10,000							10,000		
Market Study	10,000							10,000		
* Insurance	1,102,502							1,102,502		
* Property Taxes								0		
Accounting / Audit	18,002							18,002		
* Organizational Costs								0		
Entitlement/ Permit Fees	775,000							775,000	ARS estimated Permit fees	
* Marketing / Rent-up	293,592							293,592	1k per unit for marketing and leasing +staff time for lease period	
* Furnishings	214,000							214,000	\$2,000/unit; See MOHCD U/W Guidelines on: http://sfmohcd.org/documents-reports-and-forms	
PGE / Utility Fees	147,000							147,000	Utilities During lease up	
TCAC App / Alloc / Monitor Fees	77,920							77,920		
* Financial Consultant fees	82,500							82,500	Novogradic	
Construction Management fees / Owner's Rep								0	Pre Con Fee	
Security during Construction								0		
* Relocation								0		
Section 3 MBE coordinator & Pre Con Services	163,500							163,500	MOHCD Loan covers Pre Con Services	
Expeditor	75,000							75,000		
Vibration & adjacent property monitoring	475,000							475,000		
Total Other Development Costs	3,444,016	0	0	0	0	0	0	3,444,016		

Soft Cost Contingency

Contingency (Arch, Eng, Fin, Legal & Other Dev)	1,070,706					0	0	1,070,706	Should be either 10% or 5% of total soft costs.	10.0%
TOTAL SOFT COSTS	11,777,763	0	0	0	0	0	0	11,777,763		

RESERVES

* Operating Reserves	437,981							437,981		
Replacement Reserves								0		
* Tenant Improvements Reserves								0		
Other (specify)								0		
Other (specify)								0		
TOTAL RESERVES	437,981	0	0	0	0	0	0	437,981		

DEVELOPER COSTS

Developer Fee - Cash-out Paid at Milestones	1,100,000							1,100,000		
Developer Fee - Cash-out At Risk	1,170,000							1,170,000		
Commercial Developer Fee								0		
Developer Fee - GP Equity (also show as source)						100		100		
Developer Fee - Deferred (also show as source)				482,533				482,533		
Development Consultant Fees								0	Need MOHCD approval for this cost, N/A for most projects	
Other (specify)								0		
TOTAL DEVELOPER COSTS	2,270,000	0	0	482,533	100	0	0	2,752,633		

TOTAL DEVELOPMENT COST

	29,499,087	9,675,516	25,591,841	482,533	100	0	65,249,077			
Development Cost/Unit by Source	275,692	90,425	239,176	4,510	1	0	609,804			
Development Cost/Unit as % of TDC by Source	45.2%	14.8%	39.2%	0.7%	0.0%	0.0%	100.0%			

Acquisition Cost/Unit by Source	0	0	0	0	0	0	0			
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Construction Cost (inc Const Contingency)/Unit By Source	140,312	90,425	239,176	0	0	0	469,913			
Construction Cost (inc Const Contingency)/SF	166.57	107.35	283.94	0.00	0.00	0.00	557.86			

*Possible non-eligible GO Bond/COP Amount:	3,817,338
City Subsidy/Unit	275,692

Tax Credit Equity Pricing:	0.920
Construction Bond Amount:	33,803,168
Construction Loan Term (in months):	24 months
Construction Loan Interest Rate (as %):	3.25%

Attachment K: 1st Year Operating Budget

See attached.

Application Date:

9/30/2021

Total # Units:

107

First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations):

2025

LOSP Units

27

Non-LOSP Units

80

LOSP/non-LOSP Allocation

25%75%

Project Name:

88 Bluxome

Project Address:

88 Bluxome St

Project Sponsor:

Rose Community Development Corporation

INCOME	LOSP	non-LOSP	Total	Comments	
Residential - Tenant Rents	23,505	1,634,979	1,658,484	Links from 'New Proj - Rent & Unit Mix' Worksheet	Alternative LOSP Split
Residential - Tenant Assistance Payments (Non-LOSP)	0	0	0	Links from 'New Proj - Rent & Unit Mix' Worksheet	Residential - Tenant Assistance Payments (No
Residential - LOSP Tenant Assistance Payments	232,458		232,458		
Commercial Space			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	
Residential Parking	0	0	0	Links from 'Utilities & Other Income' Worksheet	
Miscellaneous Rent Income	0	0	0	Links from 'Utilities & Other Income' Worksheet	Alternative LOSP Split
Supportive Services Income	0	0	0		Supportive Services Income
Interest Income - Project Operations	0	0	0	Links from 'Utilities & Other Income' Worksheet	
Laundry and Vending	9,609	28,827	38,436	Links from 'Utilities & Other Income' Worksheet	Projected LOSP Split
Tenant Charges	0	0	0	Links from 'Utilities & Other Income' Worksheet	Tenant Charges
Miscellaneous Residential Income		0	0	Links from 'Utilities & Other Income' Worksheet	
Other Commercial Income			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	Alternative LOSP Split
Withdrawal from Capitalized Reserve (deposit to operating account)	0	0	0		Withdrawal from Capitalized Reserve (deposit
Gross Potential Income	265,572	1,663,806	1,929,378		
Vacancy Loss - Residential - Tenant Rents		(81,749)	(81,749)	Vacancy loss is 4.9% of Tenant Rents.	
Vacancy Loss - Residential - Tenant Assistance Payments	0	0	0	#DIV/0!	
Vacancy Loss - Commercial			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	
EFFECTIVE GROSS INCOME	265,572	1,582,057	1,847,629	PUPA: 17,268	

OPERATING EXPENSES

Management

Management Fee	19,152	57,456	76,608	1st Year to be set according to HUD schedule.	Alternative LOSP Split
Asset Management Fee	6,500	19,500	26,000	Asset management fee from Operating fee policy	Management Fee
Sub-total Management Expenses	25,652	76,956	102,608	PUPA: 959	Asset Management Fee

Salaries/Benefits

Office Salaries	13,000	39,000	52,000	Asst. Community Manager/Property Manager	Alternative LOSP Split
Manager's Salary	20,575	61,725	82,300	Property Manager/Community Manager	Office Salaries
Health Insurance and Other Benefits	0	0			Manager's Salary
Other Salaries/Benefits	0	0			Health Insurance and Other Benefits
Administrative Rent-Free Unit	6,762	20,286	27,048		Other Salaries/Benefits
Sub-total Salaries/Benefits	40,337	121,011	161,348	PUPA: 1,508	Administrative Rent-Free Unit

Administration

Advertising and Marketing	1,400	4,200	5,600		
Office Expenses	0	0			
Office Rent	0	0			Projected LOSP Split
Legal Expense - Property	5,000	15,000	20,000		Legal Expense - Property
Audit Expense	11,250	33,750	45,000		
Bookkeeping/Accounting Services	0	0			Projected LOSP Split
Bad Debts	0	0			Bad Debts
Miscellaneous	0	0			
Sub-total Administration Expenses	17,650	52,950	70,600	PUPA: 660	

Utilities

Electricity	15,740	47,220	62,960		Projected LOSP Split
Water	20,130	60,390	80,520		Electricity
Gas	0	0			
Sewer	20,130	60,390	80,520		
Sub-total Utilities	56,000	168,000	224,000	PUPA: 2,093	

Taxes and Licenses

Real Estate Taxes	0	0	0		Alternative LOSP Split
Payroll Taxes	18,721	56,163	74,884		Real Estate Taxes
Miscellaneous Taxes, Licenses and Permits	0	0	0		Payroll Taxes
Sub-total Taxes and Licenses	18,721	56,163	74,884	PUPA: 700	

Insurance

Property and Liability Insurance	30,875	92,625	123,500		
Fidelity Bond Insurance	0	0			Alternative LOSP Split
Worker's Compensation	0	0			Worker's Compensation
Director's & Officers' Liability Insurance	0	0			
Sub-total Insurance	30,875	92,625	123,500	PUPA: 1,154	

Maintenance & Repair

Payroll	0	104,000	104,000		Alternative LOSP Split
Supplies	5,000	15,000	20,000		Payroll
Contracts	0	0			Supplies
Garbage and Trash Removal	0	0			Contracts
Security Payroll/Contract	25,000	75,000	100,000	One FTE on Security contract	Alternative LOSP Split
HVAC Repairs and Maintenance	12,500	37,500	50,000	Includes Elevators	Security Payroll/Contract
Vehicle and Maintenance Equipment Operation and Repairs	0	0			
Miscellaneous Operating and Maintenance Expenses	8,960	26,880	35,840	Gound maintenance	
Sub-total Maintenance & Repair Expenses	51,460	258,380	309,840	PUPA: 2,896	

Supportive Services

Supportive Services	0	85,000	85,000	\$60K salary @ 0.80 FTE & \$25K supplies	Alternative LOSP Split
Commercial Expenses			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	Supportive Services

TOTAL OPERATING EXPENSES

240,695911,0851,151,780PUPA: 10,764

Reserves/Ground Lease Base Rent/Bond Fees

Ground Lease Base Rent	3,750	11,250	15,000	Ground lease with MOHCD	Provide additional comments here, if needed.	
Bond Monitoring Fee	0	0				Alternative LOSP Split
Replacement Reserve Deposit	13,375	40,125	53,500	\$500 Per unit		Replacement Reserve Deposit
Operating Reserve Deposit	0	0				Operating Reserve Deposit
Other Required Reserve 1 Deposit	0	0				Other Required Reserve 1 Deposit
Other Required Reserve 2 Deposit	0	0				
Required Reserve Deposit/s, Commercial			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%		
Sub-total Reserves/Ground Lease Base Rent/Bond Fees	17,125	51,375	68,500	PUPA: 640		

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

257,820962,4601,220,280PUPA: 11,404

NET OPERATING INCOME (INCOME minus OP EXPENSES)

7,752619,597627,349PUPA: 5,863

DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)

Hard Debt - First Lender	0	531,643	531,643	First Mortgage	Provide additional comments here, if needed.	Hard Debt - First Lender
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Len	0	0	0		Provide additional comments here, if needed.	Hard Debt - Second Lender (HCD Program 0
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	0	0	0		Provide additional comments here, if needed.	Hard Debt - Third Lender (Other HCD Program
Hard Debt - Fourth Lender	0	0	0		Provide additional comments here, if needed.	Hard Debt - Fourth Lender
Commercial Hard Debt Service			0	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%		
TOTAL HARD DEBT SERVICE	0	531,643	531,643	PUPA: 4,969		

CASH FLOW (NOI minus DEBT SERVICE)

7,75287,95495,706

Commercial Only Cash Flow

0

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

00

AVAILABLE CASH FLOW

7,75287,95495,706

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

1.18

USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL

"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	0	0				
Partnership Management Fee (see policy for limits)	6,502	19,506	26,008	2nd		
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	1,250	3,750	5,000	3rd		Alternative LOSP Split
Other Payments	0	0				Other Payments
Non-amortizing Loan Pmnt - Lender 1 (select lender in comments field)	0	0			Provide additional comments here, if needed.	Non-amortizing Loan Pmnt - Lender 1 (select
Non-amortizing Loan Pmnt - Lender 2 (select lender in comments field)	0	0			Provide additional comments here, if needed.	
Deferred Developer Fee (Enter amt <= Max Fee from cell I130)	0	32,349	32,349	Def. Develop. Fee split: 50%	Provide additional comments here, if needed.	Deferred Developer Fee (Enter amt <= Max F
TOTAL PAYMENTS PRECEDING MOHCD	7,752	55,605	63,357	PUPA: 592		

RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)

032,34932,349

Residual Receipts Calculation

Does Project have a MOHCD Residual Receipt Obligation?

Yes

Project has MOHCD ground lease?

Yes

Will Project Deter Developer Fee?

Yes

Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1:

50%

Max Deferred Developer Fee Amt (Use for data entry above. Do not link.):

32,349

% of Residual Receipts available for distribution to soft debt lenders in

50%

Sum of DD F from LOSP and non-LOSP:

Ratio of Sum of DDF and calculated 50%:

Soft Debt Lenders with Residual Receipts Obligations

(Select lender name/program from drop down)

Total Principal Amt

Distrib. of Soft Debt Loans

MOHCD/OCII - Soft Debt Loans			All MOHCD/OCII Loans payable from res. rects	\$24,980,352	99.40%
MOHCD/OCII - Ground Lease Value or Land Acq Cost			Ground Lease Value	\$150,000	0.60%
HCD (soft debt loan) - Lender 3					0.00%
Other Soft Debt Lender - Lender 4					0.00%
Other Soft Debt Lender - Lender 5					0.00%

MOHCD RESIDUAL RECEIPTS DEBT SERVICE

MOHCD Residual Receipts Amount Due	32,349	32,349	50% of residual receipts, multiplied by 100% -- MOHCD's pro rata share of all soft debt
Proposed MOHCD Residual Receipts Amount to Loan Repayment	193,209	193,209	Enter/override amount of residual receipts proposed for loan repayment.
Proposed MOHCD Residual Receipts Amount to Residual Ground Lease	(160,860)	(160,860)	If applicable, MOHCD residual receipts amt due LESS amt proposed for loan repymt.

REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS

DEBT SERVICE

0

NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE

HCD Residual Receipts Amount Due		0
Lender 4 Residual Receipts Due		0
Lender 5 Residual Receipts Due		0
Total Non-MOHCD Residual Receipts Debt Service		0

REMAINDER (Should be zero unless there are distributions below)

0

Owner Distributions/Incentive Management Fee

0

Other Distributions/Uses

0

Final Balance (should be zero)

0

Application Date: 9/30/2021
Total # Units: 107
First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations): 2025

INCOME			
Residential - Tenant Rents		non-LOSP	Approved By (reqd)
Residential - Tenant Assistance Payments (Non-LOSP)	on-LOSP)		
Residential - LOSP Tenant Assistance Payments			
Commercial Space			
Residential Parking			
Miscellaneous Rent Income	LOSP	non-LOSP	Approved By (reqd)
Supportive Services Income			
Interest Income - Project Operations			
Laundry and Vending	LOSP	non-LOSP	(only acceptable if LOSP-specific expenses are being 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)	to operating account)		
Gross Potential Income			
Vacancy Loss - Residential - Tenant Rents			
Vacancy Loss - Residential - Tenant Assistance Payments			
Vacancy Loss - Commercial			
EFFECTIVE GROSS INCOME			

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

TOTAL OPERATING EXPENSES

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

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

NET OPERATING INCOME (INCOME minus OP EXPENSES)

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

TOTAL HARD DEBT SERVICE

CASH FLOW (NOI minus DEBT SERVICE)

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

AVAILABLE CASH FLOW

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

USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL

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

TOTAL PAYMENTS PRECEDING MOHCD

RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)

Residual Receipts Calculation

Does Project have a MOHCD Residual Receipt Obligation?
Will Project Defer Developer Fee?

Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1: 32,349
% of Residual Receipts available for distribution to soft debt lenders in 1.000002071

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 L: 20-year Operating Proforma

See attached.

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Total # Units:				LOSP Units		Non-LOSP Units		Year 1 2025			Year 2 2026			Year 3 2027			Year 4 2028			Year 5 2029		
				107	27	80	25.00%	75.00%														
				% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	
INCOME				1.0%	2.5%		23,505	1,634,979	1,658,484	23,740	1,675,853	1,699,594	23,977	1,717,750	1,741,727	24,217	1,760,694	1,784,911	24,459	1,804,711	1,829,170	
Residential - Tenant Rents				n/a	0.0%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Residential - Tenant Assistance Payments (Non-LOSP)				n/a	n/a		232,458	-	232,458	268,732	-	268,732	278,156	-	278,156	287,919	-	287,919	298,032	-	298,032	
Residential - LOSP Tenant Assistance Payments				n/a	n/a	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Commercial Space				n/a	0.0%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Residential Parking				2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Miscellaneous Rent Income				2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Supportive Services Income				2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest Income - Project Operations				2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Laundry and Vending				2.5%	2.5%		9,609	28,827	38,436	9,849	29,548	39,397	10,095	30,286	40,382	10,348	31,044	41,391	10,607	31,820	42,426	
Tenant Charges				2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Miscellaneous Residential Income				2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other Commercial Income				n/a	0.0%	from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Withdrawal from Capitalized Reserve (deposit to operating account)				n/a	n/a	Link from Reserve Section below, as applicable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Gross Potential Income							265,572	1,663,806	1,929,378	302,321	1,705,401	2,007,722	312,229	1,748,036	2,060,266	322,484	1,791,737	2,114,221	323,098	1,836,531	2,169,628	
Vacancy Loss - Residential - Tenant Rents				n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	-	(81,749)	(81,749)	(1,187)	(83,793)	(84,980)	(1,199)	(85,887)	(87,086)	(1,211)	(88,035)	(89,246)	(1,223)	(90,236)	(91,459)	
Vacancy Loss - Residential - Tenant Assistance Payments				n/a	n/a		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Vacancy Loss - Commercial				n/a	n/a		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
EFFECTIVE GROSS INCOME							265,572	1,582,057	1,847,629	301,134	1,621,609	1,922,742	311,030	1,662,149	1,973,179	321,273	1,703,702	2,024,976	331,875	1,746,295	2,078,170	
OPERATING EXPENSES																						
Management																						
Management Fee				3.5%	3.5%	1st Year to be set according to HUD schedule.	19,152	57,456	76,608	19,822	59,467	79,289	20,516	61,548	82,064	21,234	63,702	84,937	21,977	65,932	87,909	
Asset Management Fee				3.5%	3.5%	per MOHCD policy	6,500	19,500	26,000	6,728	20,183	26,910	6,963	20,889	27,852	7,207	21,820	28,827	7,459	22,377	29,836	
Sub-total Management Expenses							25,652	76,956	102,608	26,550	79,649	106,199	27,479	82,437	109,916	28,441	85,522	113,763	29,436	88,309	117,745	
Salaries/Benefits																						
Office Salaries				3.5%	3.5%		13,000	39,000	52,000	13,455	40,365	53,820	13,926	41,778	55,704	14,413	43,240	57,653	14,918	44,763	59,671	
Manager's Salary				3.5%	3.5%		20,575	61,725	82,300	21,295	63,885	85,181	22,040	66,121	88,162	22,812	68,436	91,247	23,610	70,831	94,441	
Health Insurance and Other Benefits				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other Salaries/Benefits				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Administrative Rent-Free Unit				3.5%	3.5%		6,782	20,286	27,048	6,999	20,996	27,995	7,244	21,731	28,974	7,497	22,491	29,989	7,760	23,279	31,038	
Sub-total Salaries/Benefits							40,337	121,011	161,348	41,749	125,246	166,995	43,210	128,630	172,840	44,722	134,167	178,889	46,288	138,863	185,151	
Administration																						
Advertising and Marketing				3.5%	3.5%		1,400	4,200	5,600	1,449	4,347	5,796	1,500	4,499	5,999	1,552	4,657	6,209	1,607	4,820	6,426	
Office Expenses				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Office Rent				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Legal Expense - Property				3.5%	3.5%		5,000	15,000	20,000	5,175	15,525	20,700	5,358	16,068	21,425	5,544	16,631	22,174	5,738	17,213	22,950	
Audit Expense				3.5%	3.5%		11,250	33,750	45,000	11,644	34,931	46,575	12,051	36,154	48,205	12,473	37,419	49,892	12,910	38,729	51,639	
Bookkeeping/Accounting Services				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Bad Debts				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Miscellaneous				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Sub-total Administration Expenses							17,650	52,950	70,600	18,268	54,803	73,071	18,907	56,721	75,628	19,569	58,707	78,275	20,254	60,761	81,015	
Utilities																						
Electricity				3.5%	3.5%		15,740	47,220	62,960	16,291	48,873	65,164	16,861	50,583	67,444	17,451	52,354	69,805	18,062	54,186	72,248	
Water				3.5%	3.5%		20,130	60,390	80,520	20,835	62,504	83,338	21,564	64,691	86,255	22,318	66,955	89,274	23,100	69,299	92,399	
Gas				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Sewer				3.5%	3.5%		20,130	60,390	80,520	20,835	62,504	83,338	21,564	64,691	86,255	22,318	66,955	89,274	23,100	69,299	92,399	
Sub-total Utilities							56,000	168,000	224,000	57,960	173,880	231,840	59,989	179,966	239,954	62,088	186,265	248,535	64,261	192,784	257,045	
Taxes and Licenses																						
Real Estate Taxes				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Payroll Taxes				3.5%	3.5%		18,721	56,163	74,884	19,376	58,129	77,505	20,054	60,163	80,218	20,756	62,269	83,025	21,483	64,448	85,931	
Miscellaneous Taxes, Licenses and Permits				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Sub-total Taxes and Licenses							18,721	56,163	74,884	19,376	58,129	77,505	20,054	60,163	80,218	20,756	62,269	83,025	21,483	64,448	85,931	
Insurance																						
Property and Liability Insurance				3.5%	3.5%		30,875	92,625	123,500	31,956	95,867	127,823	33,074	99,222	132,296	34,232	102,695	136,927	35,430	106,289	141,719	
Fidelity Bond Insurance				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Worker's Compensation				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Director's & Officers' Liability Insurance				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Sub-total Insurance							30,875	92,625	123,500	31,956	95,867	127,823	33,074	99,222	132,296	34,232	102,695	136,927	35,430	106,289	141,719	
Maintenance & Repair																						
Payroll				3.5%	3.5%		-	104,000	104,000	26,910	80,730	107,640	27,852	83,556	111,407	28,827	86,480	115,307	29,836	89,507	119,342	
Supplies				3.5%	3.5%		5,000	15,000	20,000	5,175	15,525	20,700	5,358	16,068	21,425	5,544	16,631	22,174	5,738	17,213	22,950	
Contracts				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Garbage and Trash Removal				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Security Payroll/Contract				3.5%	3.5%		25,000	75,000	100,000	25,875	77,625	103,500	26,781	80,342	107,123	27,718	83,154	110,872	28,688	88,064	114,752	
HVAC Repairs and Maintenance				3.5%	3.5%		12,500	37,500	50,000	12,938	38,813	51,750	13,390	40,171	53,561	13,859	41,577	55,436	14,344	43,032	57,376	
Vehicle and Maintenance Equipment Operation and Repairs				3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Miscellaneous Operating and Maintenance Expenses				3.5%	3.5%		8,960	26,880	35,840	9,274	27,821	37,094	9,598	28,795	38,393	9,934	29,802	39,736	10,282	30,845	41,127	
Sub-total Maintenance & Repair Expenses							51,460	258,380	309,840	80,171	240,513	320,684	82,977	248,931	331,908	85,881	257,644	343,525	88,887	266,661	355,549	
Supportive Services				3.5%	3.5%		-	85,000	85,000	-	87,975	87,975	-	91,054	91,054	-	94,241	94,241	-	97,539	97,539	
Commercial Expenses						from 'Commercial Op. Budget' Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
TOTAL OPERATING EXPENSES							240,695	911,085	1,151,780	276,029	916,063	1,192,092	285,690	948,125	1,233,816	295,690	981,310	1,276,999	306,039	1,015,655	1,321,694	
Reserves/Ground Lease Base Rent/Bond Fees						PUPA (w/o Reserves/GL Base Rent/Bond Fees)			10,764													
Ground Lease Base Rent/Bond Fees							3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000	3,750	11,250	15,000	
Bond Monitoring Fee							-	-	-	-	-	-	-	-								

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Total # Units:		LOSP Units		Non-LOSP Units					Year 6 2030			Year 7 2031			Year 8 2032			Year 9 2033			Year 10 2034		
		107	27	25.00%	75.00%	% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total
INCOME																							
Residential - Tenant Rents						1.0%	2.5%		24,704	1,849,829	1,874,533	24,951	1,896,074	1,921,025	25,201	1,943,476	1,968,677	25,453	1,992,063	2,017,516	25,707	2,041,865	2,067,572
Residential - Tenant Assistance Payments (Non-LOSP)						n/a	0.0%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments						n/a	n/a	from Commercial Op. Budget Worksheet; Commercial to Residential allocation: 100%	308,507		308,507	319,357		319,357	330,595		330,595	342,236		342,236	354,292		354,292
Commercial Space						n/a	0.0%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Residential Parking						2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income						2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Supportive Services Income						2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations						2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Laundry and Vending						2.5%	2.5%		10,872	32,615	43,487	11,144	33,431	44,574	11,422	34,266	45,688	11,708	35,123	46,831	12,000	36,001	48,001
Tenant Charges						2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income						2.5%	2.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Commercial Income						n/a	0.0%	from Commercial Op. Budget Worksheet; Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)						n/a	n/a	Link from Reserve Section below, as applicable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Potential Income									344,083	1,882,444	2,226,526	355,451	1,929,505	2,284,956	367,218	1,977,743	2,344,960	379,396	2,027,186	2,406,582	392,000	2,077,866	2,469,866
Vacancy Loss - Residential - Tenant Rents						n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	(1,235)	(92,491)	(93,727)	(1,249)	(94,804)	(96,051)	(1,260)	(97,174)	(98,434)	(1,273)	(99,603)	(100,876)	(1,285)	(102,093)	(103,379)
Vacancy Loss - Residential - Tenant Assistance Payments						n/a	n/a		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial						n/a	n/a		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME									342,847	1,789,952	2,132,800	354,204	1,834,701	2,188,905	365,958	1,880,569	2,246,527	378,123	1,927,583	2,305,706	390,714	1,975,773	2,366,487
OPERATING EXPENSES																							
Management																							
Management Fee						3.5%	3.5%	1st Year to be set according to HUD schedule.	22,747	68,240	90,986	23,543	70,628	94,171	24,367	73,100	97,467	25,220	75,659	100,878	26,102	78,307	104,409
Asset Management Fee						3.5%	3.5%	per MOHCD policy	7,720	23,160	30,880	7,990	23,970	31,961	8,270	24,809	33,079	8,559	25,678	34,237	8,859	26,576	35,435
Sub-total Management Expenses									30,467	91,400	121,866	31,533	94,599	126,131	32,637	97,910	130,546	33,779	101,336	135,115	34,961	104,883	139,844
Salaries/Benefits																							
Office Salaries						3.5%	3.5%		15,440	46,320	61,760	15,980	47,941	63,921	16,540	49,619	66,159	17,119	51,356	68,474	17,718	53,153	70,871
Manager's Salary						3.5%	3.5%		24,437	73,310	97,747	25,292	75,876	101,168	26,177	78,531	104,709	27,093	81,280	108,373	28,042	84,125	112,166
Health Insurance and Other Benefits						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Salaries/Benefits						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Administrative Rent-Free Unit						3.5%	3.5%		8,031	24,093	32,125	8,312	24,937	33,249	8,603	25,809	34,413	8,904	26,713	35,617	9,216	27,648	36,864
Sub-total Salaries/Benefits									47,908	143,723	191,631	49,584	148,753	198,338	51,320	153,960	205,280	53,116	159,348	212,465	54,975	164,926	219,901
Administration																							
Advertising and Marketing						3.5%	3.5%		1,663	4,988	6,651	1,721	5,163	6,884	1,781	5,344	7,125	1,844	5,531	7,374	1,908	5,724	7,632
Office Expenses						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Rent						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Legal Expense - Property						3.5%	3.5%		5,938	17,815	23,754	6,146	18,439	24,585	6,361	19,084	25,446	6,584	19,752	26,336	6,814	20,443	27,258
Audit Expense						3.5%	3.5%		13,361	40,084	53,446	13,829	41,487	55,316	14,313	42,939	57,253	14,814	44,442	59,256	15,333	45,998	61,330
Bookkeeping/Accounting Services						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bad Debts						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sub-total Administration Expenses									20,963	62,888	83,851	21,696	65,089	86,785	22,456	67,367	89,823	23,242	69,725	92,967	24,055	72,165	96,221
Utilities																							
Electricity						3.5%	3.5%		18,694	56,083	74,777	19,348	58,045	77,394	20,026	60,077	80,103	20,727	62,180	82,906	21,452	64,356	85,808
Water						3.5%	3.5%		23,908	71,724	95,633	24,745	74,235	98,980	25,611	76,833	102,444	26,507	79,922	106,029	27,435	82,305	109,740
Gas						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sewer						3.5%	3.5%		23,908	71,724	95,633	24,745	74,235	98,980	25,611	76,833	102,444	26,507	79,922	106,029	27,435	82,305	109,740
Sub-total Utilities									66,510	199,531	266,042	68,638	206,515	275,353	71,248	213,743	284,991	73,741	221,224	294,965	76,322	228,967	305,289
Taxes and Licenses																							
Real Estate Taxes						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payroll Taxes						3.5%	3.5%		22,235	66,704	88,939	23,013	69,039	92,052	23,818	71,455	95,273	24,652	73,956	98,608	25,515	76,544	102,059
Miscellaneous Taxes, Licenses and Permits						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sub-total Taxes and Licenses									22,235	66,704	88,939	23,013	69,039	92,052	23,818	71,455	95,273	24,652	73,956	98,608	25,515	76,544	102,059
Insurance																							
Property and Liability Insurance						3.5%	3.5%		36,670	110,009	146,679	37,953	113,860	151,813	39,282	117,845	157,126	40,656	121,969	162,626	42,079	126,238	168,318
Fidelity Bond Insurance						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Worker's Compensation						3.5%	3.5%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Director's & Officers' Liability Insurance						3.5%	3.5%		-	-	-	-											

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Total # Units:				LOSP Units		Non-LOSP Units		Year 11 2035			Year 12 2036			Year 13 2037			Year 14 2038			Year 15 2039			
				107	27	80	25.00%	75.00%															
				% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)			LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total			
INCOME				1.0%	2.5%				25,964	2,092,911	2,118,875	26,224	2,145,234	2,171,458	26,486	2,198,865	2,225,351	26,751	2,253,637	2,280,587	27,018	2,310,183	2,337,201
Residential - Tenant Rents				n/a	0.0%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Residential - Tenant Assistance Payments (Non-LOSP)				n/a	n/a				-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Residential - LOSP Tenant Assistance Payments				n/a	n/a				366,780	-	366,780	379,714	-	379,714	393,110	-	393,110	406,984	-	406,984	421,353	-	421,353
Commercial Space				n/a	0.0%																		
Residential Parking				2.5%	2.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Miscellaneous Rent Income				2.5%	2.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Supportive Services Income				2.5%	2.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest Income - Project Operations				2.5%	2.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Laundry and Vending				2.5%	2.5%				12,300	36,901	49,201	12,608	37,824	50,432	12,923	38,769	51,692	13,246	39,738	52,985	13,577	40,732	54,309
Tenant Charges				2.5%	2.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Miscellaneous Residential Income				2.5%	2.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other Commercial Income				n/a	0.0%																		
Withdrawal from Capitalized Reserve (deposit to operating account)				n/a	n/a																		
Gross Potential Income									405,045	2,129,812	2,534,857	418,546	2,183,058	2,601,603	432,519	2,237,634	2,670,153	446,981	2,293,575	2,740,556	461,948	2,350,914	2,812,863
Vacancy Loss - Residential - Tenant Rents				n/a	n/a				(1,298)	(104,646)	(105,944)	(1,311)	(107,262)	(108,573)	(1,324)	(109,943)	(111,268)	(1,338)	(112,692)	(114,029)	(1,351)	(115,509)	(116,860)
Vacancy Loss - Residential - Tenant Assistance Payments				n/a	n/a				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial				n/a	n/a				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
EFFECTIVE GROSS INCOME									403,746	2,025,167	2,428,913	417,234	2,075,796	2,493,030	431,194	2,127,691	2,558,885	445,643	2,180,883	2,626,526	460,597	2,235,405	2,696,003
OPERATING EXPENSES																							
Management																							
Management Fee				3.5%	3.5%				27,016	81,047	108,063	27,961	83,884	111,845	28,940	86,820	115,760	29,953	89,859	119,812	31,001	93,004	124,005
Asset Management Fee				3.5%	3.5%				36,185	108,554	144,739	37,451	112,353	149,805	38,762	116,286	155,048	40,119	120,356	160,474	41,523	124,568	166,095
Sub-total Management Expenses									63,185	189,601	252,802	65,412	196,237	261,650	67,702	203,106	270,808	70,072	210,215	280,286	72,524	217,572	290,096
Salaries/Benefits																							
Office Salaries				3.5%	3.5%				18,338	55,013	73,351	18,980	56,939	75,918	19,644	58,932	78,576	20,331	60,994	81,326	21,043	63,129	84,172
Manager's Salary				3.5%	3.5%				29,023	87,069	116,092	30,039	90,117	120,156	31,090	93,271	124,361	32,178	96,535	128,714	33,305	99,914	133,219
Health Insurance and Other Benefits				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Salaries/Benefits				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Administrative Rent-Free Unit				3.5%	3.5%				9,538	28,615	38,154	9,872	29,617	39,489	10,218	30,654	40,871	10,575	31,726	42,302	10,946	32,837	43,782
Sub-total Salaries/Benefits									56,899	170,698	227,597	58,891	176,672	235,563	60,952	182,856	243,808	63,085	189,256	252,341	65,293	195,880	261,173
Administration																							
Advertising and Marketing				3.5%	3.5%				1,975	5,925	7,899	2,044	6,132	8,176	2,115	6,346	8,462	2,190	6,569	8,758	2,266	6,799	9,065
Office Expenses				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Rent				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Legal Expense - Property				3.5%	3.5%				7,053	21,159	28,212	7,300	21,900	29,199	7,555	22,666	30,221	7,820	23,459	31,279	8,093	24,280	32,374
Audit Expense				3.5%	3.5%				15,869	47,608	63,477	16,425	49,274	65,699	17,000	50,999	67,998	17,595	52,784	70,378	18,210	54,631	72,841
Bookkeeping/Accounting Services				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bad Debts				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sub-total Administration Expenses									24,897	74,691	99,588	25,768	77,305	103,074	26,670	80,011	106,581	27,604	82,811	110,415	28,570	85,710	114,280
Utilities																							
Electricity				3.5%	3.5%				22,203	66,608	88,811	22,980	68,940	91,920	23,784	71,353	95,137	24,617	73,850	98,467	25,478	76,435	101,913
Water				3.5%	3.5%				28,395	85,186	113,581	29,389	88,168	117,557	30,418	91,253	121,671	31,482	94,447	125,930	32,584	97,753	130,337
Gas				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sewer				3.5%	3.5%				28,395	85,186	113,581	29,389	88,168	117,557	30,418	91,253	121,671	31,482	94,447	125,930	32,584	97,753	130,337
Sub-total Utilities									78,994	236,981	315,974	81,758	245,275	327,033	84,620	253,860	338,479	87,582	262,745	350,326	90,647	271,941	362,588
Taxes and Licenses																							
Real Estate Taxes				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payroll Taxes				3.5%	3.5%				26,408	79,223	105,631	27,332	81,996	109,328	28,289	84,866	113,155	29,279	87,836	117,115	30,304	90,911	121,214
Miscellaneous Taxes, Licenses and Permits				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sub-total Taxes and Licenses									26,408	79,223	105,631	27,332	81,996	109,328	28,289	84,866	113,155	29,279	87,836	117,115	30,304	90,911	121,214
Insurance																							
Property and Liability Insurance				3.5%	3.5%				43,552	130,657	174,209	45,077	135,230	180,306	46,654	139,963	186,617	48,287	144,861	193,149	49,977	149,932	199,909
Fidelity Bond Insurance				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Worker's Compensation				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Director's & Officers' Liability Insurance				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sub-total Insurance									43,552	130,657	174,209	45,077	135,230	180,306	46,654	139,963	186,617	48,287	144,861	193,149	49,977	149,932	199,909
Maintenance & Repair																							
Payroll				3.5%	3.5%				36,676	110,027	146,702	37,959	113,878	151,837	39,288	117,863	157,151	40,663	121,989	162,651	42,066	126,258	168,344
Supplies				3.5%	3.5%				7,053	21,159	28,212	7,300	21,900	29,199	7,555	22,666	30,221	7,820	23,459	31,279	8,093	24,280	32,374
Contracts				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Garbage and Trash Removal				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Security Payroll/Contract				3.5%	3.5%				35,265	105,795	141,060	36,499	109,498	145,997	37,777	113,330	151,107	39,099	117,292	156,396	40,467	121,402	161,869
HVAC Repairs and Maintenance				3.5%	3.5%				17,632	52,897	70,530	18,250	54,749	72,998	18,888	56,665	75,553	19,549	58,648	78,198	20,234	60,701	80,935
Vehicle and Maintenance Equipment Operation and Repairs				3.5%	3.5%				-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses				3.5%	3.5%				12,639	37,917	50,556	13,081	39,244	52,325	13,539	40,618	54,157	14,013	42,039	56,052	14,504	43,511	58,014
Sub-total Maintenance & Repair Expenses									109,265	327,795	437,060	113,089	339,268	452,357	117,047	351,142	468,190	121,144	363,432	484,576	125,384	376,152	501,356
Supportive Services				3.5%	3.5%				-	119,901	119,901	-	124,097	124,097	-	128,441	128,441	-	132,936	132,936	-	137,589	137,589
Commercial Expenses																							
TOTAL OPERATING EXPENSES									376,200	1,248,500	1,624,699	389,367	1,292,197	1,681,564	402,994	1,337,424	1,740,419	417,099	1,384,234	1,801,333	431,698	1,432,682	1,864,380
PUPA (w/o Reserves/GL Base Rent/B																							

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Total # Units:				LOSP Units		Non-LOSP Units																															
107				27		80		Year 16 2040						Year 17 2041						Year 18 2042						Year 19 2043						Year 20 2044					
				% annual inc LOSP	% annual increase	Comments (related to annual inc assumptions)		LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total	LOSP	non-LOSP	Total									
INCOME				1.0%	2.5%			27,289	2,367,937	2,395,226	27,561	2,427,136	2,454,697	27,837	2,487,814	2,515,651	28,115	2,550,008	2,578,125	28,397	2,613,759	2,642,156															
Residential - Tenant Rents				n/a	0.0%																																
Residential - Tenant Assistance Payments (Non-LOSP)				n/a	n/a			436,234	-	436,234	451,647	-	451,647	467,608	-	467,608	484,139	-	484,139	501,258	-	501,258	-	-	-	-	-	-									
Residential - LOSP Tenant Assistance Payments				n/a	0.0%	from Commercial Op. Budget Worksheet; Commercial to Residential allocation: 100%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Commercial Space				2.5%	2.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Residential Parking				2.5%	2.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Miscellaneous Rent Income				2.5%	2.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Supportive Services Income				2.5%	2.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Interest Income - Project Operations				2.5%	2.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Laundry and Vending				2.5%	2.5%			13,917	41,750	55,667	14,265	42,794	57,059	14,621	43,864	58,485	14,987	44,960	59,947	15,361	46,084	61,446															
Tenant Charges				2.5%	2.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Miscellaneous Residential Income				2.5%	2.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Other Commercial Income				n/a	0.0%	from Commercial Op. Budget Worksheet; Commercial to Residential allocation: 100%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Withdrawal from Capitalized Reserve (deposit to operating account)				n/a	n/a	Link from Reserve Section below, as applicable		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Gross Potential Income								477,440	2,409,687	2,887,127	493,473	2,469,929	2,963,402	510,067	2,531,678	3,041,745	527,241	2,594,970	3,122,211	545,016	2,659,844	3,204,860															
Vacancy Loss - Residential - Tenant Rents				n/a	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate		(1,364)	(118,397)	(119,761)	(1,378)	(121,357)	(122,735)	(1,392)	(124,391)	(125,783)	(1,406)	(127,500)	(128,906)	(1,420)	(130,688)	(132,108)															
Vacancy Loss - Residential - Tenant Assistance Payments				n/a	n/a			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
Vacancy Loss - Commercial				n/a	n/a			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-									
EFFECTIVE GROSS INCOME								476,075	2,291,290	2,767,366	492,095	2,348,573	2,840,667	508,675	2,407,287	2,915,962	525,835	2,467,469	2,993,305	543,597	2,529,156	3,072,753															
OPERATING EXPENSES																																					
Management																																					
Management Fee				3.5%	3.5%	1st Year to be set according to HUD schedule.		32,086	96,259	128,345	33,209	99,628	132,837	34,372	103,115	137,487	35,575	106,724	142,299	36,820	110,459	147,279															
Asset Management Fee				3.5%	3.5%	per MOHCD policy		10,890	32,069	43,559	11,271	33,813	45,084	11,665	34,996	46,662	12,074	36,221	48,295	12,496	37,489	49,985															
Sub-total Management Expenses								42,976	128,328	171,904	44,480	133,441	177,921	46,037	138,111	184,148	47,648	142,945	190,593	49,316	147,948	197,264															
Salaries/Benefits																																					
Office Salaries				3.5%	3.5%			21,780	65,339	87,118	22,542	67,625	90,167	23,331	69,992	93,323	24,147	72,442	96,589	24,993	74,978	99,970															
Manager's Salary				3.5%	3.5%			34,470	103,411	137,881	35,677	107,030	142,707	36,925	110,776	147,702	38,218	114,654	152,871	39,555	118,666	158,222															
Health Insurance and Other Benefits				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Other Salaries/Benefits				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Administrative Rent-Free Unit				3.5%	3.5%			11,329	33,986	45,315	11,725	35,176	46,901	12,136	36,407	48,542	12,560	37,681	50,241	13,000	39,000	52,000															
Sub-total Salaries/Benefits								67,579	202,736	270,314	69,944	209,831	279,775	72,392	217,175	289,567	74,926	224,777	299,702	77,548	232,644	310,192															
Administration																																					
Advertising and Marketing				3.5%	3.5%			2,345	7,036	9,382	2,428	7,283	9,710	2,513	7,538	10,050	2,600	7,801	10,402	2,692	8,075	10,766															
Office Expenses				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Office Rent				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Legal Expense - Property				3.5%	3.5%			8,377	25,130	33,507	8,670	26,010	34,680	8,973	26,920	35,894	9,287	27,862	37,150	9,613	28,838	38,450															
Audit Expense				3.5%	3.5%			18,848	56,543	75,391	19,507	58,522	78,029	20,190	60,570	80,760	20,897	62,690	83,587	21,628	64,884	86,513															
Bookkeeping/Accounting Services				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Bad Debts				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Miscellaneous				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Sub-total Administration Expenses								29,570	88,710	118,280	30,605	91,815	122,419	31,676	95,028	126,704	32,785	98,354	131,139	33,932	101,796	135,729															
Utilities																																					
Electricity				3.5%	3.5%			26,370	79,110	105,480	27,293	81,879	109,172	28,248	84,745	112,993	29,237	87,711	116,948	30,260	90,781	121,041															
Water				3.5%	3.5%			33,725	101,174	134,899	34,905	104,715	139,621	36,127	108,380	144,507	37,391	112,174	149,565	38,700	116,100	154,800															
Gas				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Sewer				3.5%	3.5%			33,725	101,174	134,899	34,905	104,715	139,621	36,127	108,380	144,507	37,391	112,174	149,565	38,700	116,100	154,800															
Sub-total Utilities								93,820	281,459	375,278	97,103	291,310	388,413	100,502	301,505	402,007	104,019	312,058	416,078	107,660	322,980	430,640															
Taxes and Licenses																																					
Real Estate Taxes				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Payroll Taxes				3.5%	3.5%			31,364	94,093	125,457	32,462	97,386	129,848	33,598	100,794	134,392	34,774	104,322	139,096	35,991	107,973	143,965															
Miscellaneous Taxes, Licenses and Permits				3.5%	3.5%			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-															
Sub-total Taxes and Licenses								31,364	94,093	125,457	32,462	97,38																									