# **Citywide Affordable Housing Loan Committee**

San Francisco Mayor's Office of Housing and Community
Development

Department of Homelessness and Supportive Housing Office of Community Investment and Infrastructure Controller's Office of Public Finance

# San Cristina \$2,764,036 in Amended and Restated Consolidated Loan \$8,024,000 for PASS Loan

Evaluation of Request for: Change of Loan Terms for

consolidated loan and funding for

PASS Loan

Loan Committee Date: June 24, 2022

Prepared By: William Wilcox, Bond Program

Manager

Sources and Amounts of New Funds

Recommended:

\$8,024,000 PASS

Sources and Amounts of Previous City

Funds Committed:

\$2,566,506 CDBG

\$197,530 1996 GO Bond - Tax

Exempt (Old Prop A)

Applicant/Sponsor(s) Name: HomeRise

# **EXECUTIVE SUMMARY**

#### **Sponsor Information:**

Project Name: San Cristina Sponsor(s): HomeRise (fka

Community Housing

Partnership)

Project Address (w/ cross St): 1000 Market Street (at **Ultimate Borrower Entity:** San Cristina L.P.

Taylor), 94102

#### **Project Summary:**

HomeRise is requesting a PASS funds loan and to consolidate three existing MOHCD loans (predevelopment funds, an operating reserve loan from 2017 and the original loans to the project dating back to 1991) for the rehabilitation of the San Cristina, a 58-unit SRO building that houses formerly homeless single adults and three commercial spaces (an office used by HomeRise, a restaurant space and a cell phone antenna). Rents for all the units are restricted at 50% AMI and all units have Section 8 Project Based Vouchers. The project was purchased by HomeRise (then doing business as Community Housing Partnership (CHP)) in 1991, when a moderate level of rehab was conducted using City and State funding. Additional rehab focused on energy efficiency was conducted in 2011 utilizing City and Enterprise funding. The project also for many years received operating subsidies through HUD's Section 8 Moderate Rehabilitation program. Due to the low payment standard for those vouchers, the property operated at a deficit for several years and replacement reserves have been underfunded. In 2017 HomeRise converted its Mod Rehab SRO subsidies to more generous Section 8 subsidies under HUD's RAD program, which will allow the project to leverage HCD California Housing Accelerator (CHA) funds as well as permanent debt from MOHCD's PASS program and undertake a major rehabilitation, currently projected to start in July 2022. The scope of work for the proposed rehabilitation includes seismic strengthening, plumbing and HVAC system replacement, electrical upgrades, reflooring, and fire protection improvements. The rehabilitated project is not anticipated to require additional operating subsidies during the term of its rental assistance contract

#### **Project Description:**

Construction Type:	Type III, steel frame, unreinforced brick masonry	Project Type:	Rehab
Number of Stories:	4	Lot Size (acres and sf):	7,900 sf (0.18 acres)
Number of Units:	58	Architect:	MEI Architects
Total Residential Area:	26,722 sf	General Contractor:	D&H
Total Commercial Area:	4,078 sf	Property Manager:	HomeRise
Total Building Area:	39,995 sf (including 9,155 sf basement)	Supervisor and District:	Sup. Dean Preston, D5
Land Owner:	HomeRise		
Total Development Cost (TDC):	\$47,663,946	Total Acquisition Cost:	\$6,905,184
TDC/unit:	\$821,792	TDC less land cost/unit:	\$702,737
Loan Amount Requested:	\$8,024,000	Request Amount / unit:	\$133,648
HOME Funds?	No	Parking?	No

## PRINCIPAL DEVELOPMENT ISSUES

- The San Cristina operated at a deficit for several years due to inadequate Mod Rehab SRO operating subsidies until the conversion to Project Based Vouchers in 2018. As a result, replacement reserves were long underfunded and major capital repairs have been deferred. The long-overdue recapitalization of the project as proposed here is feasible because HomeRise converted the subsidies to higher-value Section 8 subsidies, as allowed by the Rental Assistance Demonstration (RAD) program. (See Section 1.1)
- As a "classic SRO" without private baths or kitchens, the San Cristina was challenged to attract
  favorable financing terms. This has made the PASS permanent debt an important part of the capital
  stack for the project but resulted in less-than-ideal construction loan terms with a large construction
  loan interest spread and origination fee after receiving a bid from only one lender, Merchants Bank.
  (See Section 6.5.)
- Numerous staff vacancies and turnover at HomeRise will make this occupied rehab project challenging. This project is being managed by an outside consultant, Alice Salinas, who is affiliated with Zen Consulting and began on the project in April. (See Attachment D.)
- HomeRise is proposing to use income from the commercial spaces to support their debt service. This will be reliant on attracting a tenant to the new space. While two of the commercial spaces are already rented, a third restaurant space is still in the process of leasing up. Leasing this space is vital to generating necessary income to support the debt service on the PASS loan. MOHCD will work with HomeRise to ensure a lease is secured for the space before permanent loan conversion. A two-year commercial rent reserve has been structured into the project to ensure there is adequate cash to pay debt service in the event of any leasing challenges, which are anticipated due to high commercial vacancy in this location that relies on tourist business. The vacancy rate has also been set at 20% for all commercial income. (See Section 4.3.)
- The project received an award from the California Housing Accelerator (CHA) in lieu of using tax-exempt bonds and 4% Low Income Housing Tax Credits (LIHTC), which has a closing deadline of August 3. We have a planned closing date of July 18. The project has applied for a 90-day extension from HCD and is awaiting approval at this time. However, if HomeRise does not meet the closing deadline the project risks losing the award. CHA funds also prohibit resyndication during the 20-year term of the loan, making it vital that this rehabilitation addresses all major building systems. (See Section 6.5.1 for financing information)
- The project currently has a high rate of residential vacancies (17%). In order to have adequate cash flow to fund operations and debt service after the rehabilitation, it will be necessary for the project to reach at least 5% vacancy. (See Section 7.1 for operating budget information)

# **SOURCES AND USES SUMMARY**

Permanent Sources	Amount	Per Unit	Terms	Status
MOHCD Recast	\$2,764,036	\$47,656	55 yrs @ 3% / Res Rec	Committed
HCD LPR	\$3,099,739	\$53,444	55 yrs @ 3% / Res Rec	Committed
HCD Acclerator	\$24,242,000	\$417,966	20 yrs @ 0% / Forgivable	Committed
HCD MHP	\$8,143,953	\$140,413	55 yrs @ 3% / Res Rec	Committed
AHP	\$750,000	\$12,931	55 yrs @ 0% / Deferred	Committed
Pass Loan Deferred	\$441,320	\$7,609	40 yrs @ 0.96% / Deferred	Committed

Total	\$47,663,946	\$821,792		
Deferred Developer Fee	\$200,000	\$3,448	N/A	Committed
Existing Reserves	\$271,297	\$4,678	N/A	Committed
Accrued/Deferred Interest	\$168,921	\$2,912.43	N/A	Committed
PASS Loan MR	\$4,886,616	\$84,252	40 yrs @ 3.87% / Hard Debt	Committed
PASS Loan BMR	\$2,696,064	\$46,484	40 yrs @ 0.96% / Hard Debt	Committed

Permanent Uses	Amount	Per Unit	Per SF
Acquisition	\$6,905,184	\$119,055	\$224
Hard Costs	\$26,615,134	\$458,882	\$864
Soft Costs	\$7,210,362	\$124,317	\$234
Reserves	\$4,560,705	\$78,633	\$148
Developer Fee	\$2,372,561	\$40,906	\$77
Total	\$47,663,946	\$821,792	\$1,548

### 1. BACKGROUND

# 1.1. Project History Leading to This Request.

HomeRise acquired and conducted a moderate rehab of the San Cristina in 1991. Capital improvements have been carried out in three phases since then:

- At acquisition (1991-1992): This rehab converted the building from its previous use as a commercial office building to an SRO residential building. The work included substantial structural reinforcement at the basement, conversion of offices into residential units, new common shower rooms and kitchens, new laundry facilities and space for property management and services staff on the ground floor. This stage utilized \$1,460,000 in CDBG funding from MOH, \$1,750,000 in conventional permanent debt and \$1,750,000 in California Housing Rehabilitation Program (CHRP) funding from the California Department of Housing and Community Development (HCD).
- Additional building upgrades (1999): This renovation included elevator replacement, exterior paint, cleaning terra cotta tiles, plaster and stone repair, and installation of magnetic hold-open corridor doors. This was funded using additional MOH debt in the amount of \$725,000.
- Green retrofit (2011): This work scope included replacing the roof, boiler, domestic hot water tanks and pumps, and replacing common area and exit lighting and was intended to increase the building's energy efficiency. This was funded with a green retrofit loan from Enterprise Community Partners in the amount of \$39,670.

The rehabilitation to date has not addressed ongoing building needs such as plumbing and water intrusion mitigation, serious subflooring issues, significant upgrades to units and common area bathrooms, and the reconfiguration of ground floor common area to improve management services. HomeRise applied for funding under the City's Existing Non-Profit Owned Rental Housing Capital Repairs (ENP) Notice of Funding Availability (NOFA) in 2016 to address the most critical of these needs. However, the project was not awarded funds due to City concerns about the project's overall feasibility due to ongoing operating shortfalls. Instead, the project received \$197,530 operating reserve replenishment loan in 2017, which allowed them to stabilize their operations.

In Summer 2016, HUD unveiled revisions to its RAD program that allowed for conversion of Mod Rehab subsidies (which fund the San Cristina and 23 other San Francisco projects, most of them SROs) to Project Based Vouchers. The "Mod-to-RAD" conversion of the San Cristina resulted in a 100% increase to the per-unit subsidy at the project. The conversion under RAD allowed the San Cristina to operate without a deficit since 2018 and to

fund future reserve deposits to support the building's capital needs. The conversion also provided a 20-year subsidy contract to the project which positions it for the full recapitalization contemplated in this request. Since that time the project has had adequate cash flow and has produced a surplus annually, despite a high vacancy rate. MOHCD in 2018 provided \$450,000 in predevelopment funds to the project to begin the recapitalization.

Due to the competitive nature of tax-exempt bonds since December 2020, the project was not able to secure 4% LIHTC. The project won an award of Supportive Housing Multi-family Housing Program funds from HCD (\$8,143,953) in 2019 and then California Housing Accelerator (CHA) funds from HCD (\$24,242,000) in 2021, to replace the tax credit equity.

In 2021, the Community Housing Partnership (CHP) changed their name to HomeRise. This is a Doing Business As (DBA) change and all legal entities have maintained the original names.

- 1.2. <u>Applicable NOFA/RFQ/RFP.</u> (See Attachment E for Threshold Eligibility Requirements and Ranking Criteria)
  N/A
- 1.3. <u>Borrower/Grantee Profile.</u> (See Attachment B for Borrower Org Chart; See Attachment C for Developer Resume and Attachment D for Asset Management Analysis)
  - 1.3.1. <u>Borrower.</u> HomeRise, the applicant, developer, and property manager, was founded in 1990 to create, implement, and demonstrate solutions to homelessness in San Francisco by working in partnership with people who would otherwise be without a home. HomeRise develops and operates supportive housing, accompanied by delivery of supportive services, community organizing and job training and employment opportunities. HomeRise's portfolio consists of 1,100 units of supportive housing, across 15 buildings. HomeRise delivers support services to another two buildings totaling 158 units.

A HomeRise controlled limited partnership (San Cristina L.P.) will be the borrower.

- 1.3.2. Joint Venture: N/A
- Demographics of Board of Directors, Staff and People Served.
   Over one-third of the members of the Board of Directors for HomeRise are People of Color.

# **Resident Race x Building**

	Ameri can Indian or Alaska n Native	Asian (not Pacific Island er)	Bi- or Multi- Racial	Black or Africa n Ameri can	Hawaii an Native or Pacific Island er	Other Race	Unkno wn	White or Cauca sian
1750 McAllister	1.9%	24.1%	6.5%	34.3%	0.0%	7.4%	0.0%	25.9%
666 Ellis	0.9%	20.0%	0.9%	39.1%	0.9%	11.8%	0.0%	26.4%
Arnett Watson Apartments	0.6%	5.3%	16.5%	31.8%	2.9%	23.5%	0.6%	18.8%
Cambridge	3.4%	6.9%	1.7%	39.7%	1.7%	13.8%	1.7%	31.0%
Civic Center Hotel	4.4%	1.9%	6.9%	26.9%	4.4%	13.1%	0.6%	41.9%
Fifth Street	2.1%	6.3%	8.3%	35.4%	0.0%	14.6%	0.0%	33.3%
Hamlin Hotel	1.5%	6.0%	3.0%	52.2%	3.0%	6.0%	0.0%	28.4%
Hotel Essex	2.5%	1.2%	2.5%	35.8%	0.0%	18.5%	0.0%	39.5%
Iroquois Hotel	5.9%	3.5%	4.7%	45.9%	2.4%	8.2%	0.0%	29.4%
Island Bay Homes	3.8%	11.3%	9.6%	50.3%	3.5%	10.8%	0.9%	9.9%
San Cristina	0.0%	4.3%	0.0%	48.9%	4.3%	10.6%	0.0%	31.9%
Senator Hotel	0.0%	2.1%	3.2%	46.3%	0.0%	7.4%	2.1%	38.9%
William Penn Hotel	1.9%	9.6%	3.8%	28.8%	0.0%	7.7%	3.8%	44.2%
Zygmunt Arendt House	0.0%	3.9%	2.0%	39.2%	0.0%	21.6%	0.0%	33.3%
Grand Total	2.4%	8.5%	6.7%	40.3%	2.2%	12.7%	0.7%	26.5%

Source: HomeRise Resident Services department database annual intake/update assessment data, pulled on 10 June 2022; data includes residents who moved out during the previous 12 months.

# 1. Resident Ethnicity x Building

	Hispanic or Latino	Non-Hispanic or Non-Latino	Unknown
1750 McAllister	10.2%	89.8%	0.0%
666 Ellis	15.5%	83.6%	0.9%
Arnett Watson Apartments	38.8%	60.6%	0.6%
Cambridge	12.1%	87.9%	0.0%

Grand Total	21.0%	<b>78.1%</b>	0.9%
Zygmunt Arendt House	27.5%	70.6%	2.0%
William Penn Hotel	21.2%	78.8%	0.0%
Senator Hotel	23.2%	76.8%	0.0%
San Cristina	14.9%	85.1%	0.0%
Island Bay Homes	24.1%	75.0%	0.9%
Iroquois Hotel	10.6%	89.4%	0.0%
Hotel Essex	27.2%	71.6%	1.2%
Hamlin Hotel	6.0%	94.0%	0.0%
Fifth Street	20.8%	75.0%	4.2%
Civic Center Hotel	16.3%	81.3%	2.5%

Source: HomeRise Resident Services department database annual intake/update assessment data, pulled on 10 June 2022 data includes residents who moved out during the previous 12 months.

### 1.3.4. Racial Equity Vision.

Mission: HomeRise's Diversity, Equity, and Inclusion Workgroup, made up of members selected from across the organization spearhead and champion efforts to create equity as an explicit agency value and practice, with a focus on ensuring racial equity and empowerment of other marginalized groups.

Vision: As a premier leader in Supportive Housing—HomeRises's commitment is to actively combat racism for our residents, staff, and community. Together as an agency, we will fight the good fight to end all types of racism and inequities for all marginalized groups.

Strategy: The HomeRise DEI workgroup is to be the place where everybody in the organization can provide their input about DEI and will provide proactive outreach to ensure inclusion from all voices. This workgroup provides allyship as a key cornerstone to ensuring historically marginalized voices are lifted to the highest levels of power.

# 1.3.5. <u>Relevant Experience</u>. HomeRise's relevant development experience includes four rehabs:

- Cambridge. This major rehab of an occupied 68-unit supportive housing building included seismic upgrades, addition of kitchenettes to all units, and reconfiguration of the ground floor. It was completed in June 2013.
- Edward II. This major rehab converted a tourist hotel in Cow Hollow to 24 units for Transition Age Youth. It was completed in December 2014.

- 666 Ellis Street. Rehabilitation this former SFHA property through the RAD program was completed in 2017.
- 1750 McAllister. Rehabilitation of this former SFHA property through the RAD program was completed in 2018.
- 1.3.6. Project Management Capacity. HomeRise has extensive real estate development experience, with seventeen permanent supportive housing in its portfolio or under development. However, there has been significant staff turnover and the project manager left 2 months before construction closing. The project manager was replaced by an outside consultant. An outside consultant is also serving as their Director of Asset Management currently. The Development Director position is currently vacant. This staff turnover has created challenges for the development process.
- 1.3.7. <u>Past Performance.</u> There are no past performance issues at this property.
  - 1.3.7.1. <u>City audits/performance plans.</u> In June 2022, MOHCD issued a default notice to HomeRise related to operating performance on the Richardson Apartments. There are no past performance issues from Community Development contracts.
  - 1.3.7.2. <u>Marketing/lease-up/operations.</u>

HomeRise units are leased through the City's Coordinated Entry System so there are no relevant BMR marketing report cards.

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

Site Description	Site Description			
Zoning:	Downtown General, C-3-G			
Maximum units allowed by current zoning (N/A if rehab):	N/A			
Number of units added or removed (rehab only, if applicable):	Rehab only			
Seismic (if applicable):	Seismic Zone 4; Neither PML nor SUL has been drafted yet (see comments below)			
Soil type:	Stable, suitable for existing improvements			
Environmental Review:	Received approvals May 20, 2021.			
Adjacent uses (North):	Mid-rise commercial uses including the Golden Gate Theater, "We Work" shared office spaces.			
Adjacent uses (South):	Mid-rise commercial uses include SF Camerawork Gallery, Hospitality House Arts Program, Chai Bar, tech offices			
Adjacent uses (East):	Mid rise commercial uses including restaurants, Golden Gate Theater			
Adjacent uses (West):	Uses including a mid-rise market rate housing on Market Street and Golden Gate Avenue			

Neighborhood Amenities within 0.5 miles:	Walgreens Pharmacy, Trader Joe's, Harvest Urban Market, Saint Anthony's Dining Room and Social Services, Westfield San Francisco Centre, San Francisco Public Library Main Branch, Civic Center Park, City College of San Francisco Civic Center, San Francisco State College of Extended Learning, HomeRise's Employment Training Program and Solutions SF, Tenderloin Health Services, Glide Memorial Church, First Presbyterian Church of San Francisco, Saint Boniface Catholic Church, Chabad of SF, Islamic Society of San Francisco.
Public Transportation within 0.5 miles:	BART and Muni Metro Civic Center/UN Plaza and Powell Street stations, Multiple SFMTA bus, light rail, streetcar, and cable car lines including E, F, J, K, L, M, N, T, 2, 3, 5, 5R, 6, 7, 7X 8, 8AX, 8 BX, 9R, 12, 14, 14R, 19, 27, 31, 38, 38R, 45.
Article 34:	Exempt
Article 38:	The property is within the Article 38 Air Pollution Exposure Zone, the area of rehabilitated space is over 25,000 square feet, there are likely to be significant upgrades to one or more systems, as well as significant structural work. HomeRise expects to submit the Article 38 Application for Compliance Assessment during the predevelopment phase.
Accessibility:	All units, common baths and kitchens are accessible for wheelchairs. Vision- and hearing-impaired upgrades will be part of the rehab. The building has a level street entry. The existing elevator serves all floors. HomeRise will request a waiver from the Mayor's Office on Disability for the existing elevator, since meeting ADA requirements for new construction would require enlarging the shaft, resulting in loss of residential units.
Green Building:	N/A
Recycled Water:	Exempt
Storm Water Management:	N/A for project

- 2.1. <u>Description</u>. The site is currently in use as affordable housing and the commercial spaces include HomeRise office space and an empty commercial space. The site also has a cell phone antenna that provides additional rental income.
- 2.2. Zoning. The site is zoned Downtown General (C-3-G) and there will be no change to use.
- 2.3. <u>Probable Maximum Loss</u>. HomeRise hired Tipping Structural Engineers to do an analysis of the structural improvements required to bring the building's PML to 20%. This served to inform the hard cost line item in the permanent uses budget. The general contractor will provide an estimate for the structural work at the end of June.

- 2.4. <u>Local/Federal Environmental Review.</u> The project sponsor received its environmental approvals including NEPA on May 20, 2021.
- 2.5. Environmental Issues. A Phase I conducted in 2011 found no Recognized Environmental Conditions at the site, but noted potential lead-based paint and asbestos containing materials and recommended testing of work areas. At that time, testing was conducted only at the roof where work was scheduled, identifying some lead and asbestos. Proposed capital improvements will not result in any disturbance to existing soils. A lead-based paint/asbestos monitoring firm has been retained to ensure OSHA compliance and clearance reporting.
  - Phase I/II Site Assessment Status and Results. A new Phase I and lead/asbestos testing will be completed during predevelopment; it's assumed that some hazardous material demolition/remediation will be needed.
  - <u>Potential/Known Hazards.</u> Based on the age of the building, it's
    anticipated that lead based paint may be present throughout the
    building; in addition, plaster on the third floor has tested positive for
    Asbestos Containing Materials ("ACM"). Beyond these typical
    conditions, are no potential/known hazards
- 2.6. Adjacent uses and neighborhood amenities. The San Cristina is located at the northwest corner of the intersection of Market Street, Golden Gate Avenue, Taylor Street, and 6th Street. Adjacent uses are commercial in all directions, including the Golden Gate Theater/WeWork building across Golden Gate Ave. to the north, the Warfield building across Taylor St. to the northeast, and multiple commercial buildings across Market St. to the south. A large market-rate rental apartment project has been constructed on the adjacent parcel to the west, previously home to The Hall. The surrounding Tenderloin, Civic Center, Mid-Market, and SOMA neighborhoods have an abundance of amenities that serve the single adults living at the San Cristina. The property is located across the street from a CVS pharmacy which serves basic everyday needs. Nearby Trader Joe's, Whole Foods, and Harvest Urban Market offer groceries and other basic items. The adjacent Civic Center neighborhood includes important public amenities like the Main Branch of the City's Public Library and Civic Center Park. The surrounding neighborhoods are filled with convenience stores, restaurants, and other shopping opportunities.

Saint Anthony's, located approximately one block away, provides hot meals and social services to those in need. Tenderloin Health Services is located three blocks away and offers essential health services.

City College of San Francisco and San Francisco State have nearby branches which provide opportunities for adult education. HomeRise's own Employment Training Program and Solutions SF are located on the same block as the San Cristina and offer workforce training opportunities tailored to HomeRise's residents. There are also multiple places of worship within walking distance.

The San Cristina is less than a quarter mile from the Civic Center/UN Plaza and Powell Street BART and SFMTA stations. Residents have convenient access to multiple SFMTA bus, light rail, trolley, and street car lines, including the major arterial routes that follow Market Street.

2.7. <u>Green Building.</u> The property underwent a green retrofit in 2011 that included energy efficiency improvements including domestic hot water heater and lighting fixtures.

# 3. COMMUNITY SUPPORT

3.1. <u>Prior Outreach</u>. HomeRise has a long-standing role in the neighborhood, as owner of the property for over 25 years and with its corporate offices on the same block. HomeRise maintains excellent relationship with neighbors, such as Tidewater Development to the west and ZenDesk across the street. Both organizations have served as partners and volunteers, assisting HomeRise generally, as well as specifically with the San Cristina. ZenDesk volunteers assist in holiday decorating at the San Cristina every December. Corporate neighbors ZenDesk, Spotify, Dolby and Twitter contribute to HomeRise, including supporting HomeRise's A Night With the Stars fundraiser.

Residents are very supportive of this effort to improve the property. Two Resident Briefings were held in March of 2017 to present residents with information about the Mod-Rehab-to-RAD conversion, and multiple meetings have been held since this time. Currently, HomeRise conducts regular outreach to local neighbors and hosts monthly tenant meetings to keep stakeholders appraised of the project's developments.

- 3.2. <u>Future Outreach</u>. HomeRise will conduct regular community outreach during the construction and post-construction phase to local businesses and residents (both in English and Spanish) to provide updates on the project and seek input on the project's operations and social service programming.
- 3.3. <u>1998 Proposition I Citizens' Right-To-Know</u>. Neighborhood notification under Prop. I is not required.

#### 4. DEVELOPMENT PLAN

- 4.1 <u>Site Control.</u> HomeRise is the current owner of the land and improvements.
  - 4.1.1. <u>Proposed Property Ownership Structure</u> HomeRise established San Cristina L.P. a limited partnership for financing purposes and will transfer the property to that entity at construction closing.
- 4.2. Proposed Design. N/A

UNIT TYPES	Avg Unit SF - This Project	CTCAC-Required Minimum SF
SRO:	200	200
Do all units meet CTCAC minimum SF?	N/A no Tax Credits	

- 4.3. Proposed Rehab Scope. Consultant Fran Hereth created the scope and budget based on the Physical Conditions Assessment (PCA) conducted for the 2018 RAD conversion, discussions with site staff about building deficiencies, inspections of the building, and seismic strengthening analysis by Tipping. The rehab scope will improve the building's functionality for residents and staff, address structural and systems issues, and incorporate durable and low maintenance finishes, fixtures and other features. Key scope areas include the following:
  - Plumbing (replace sanitary risers and laterals, replace main sewer lateral, shut-off valves)
  - Structural/shear walls to address seismic strengthening (structural plywood, includes drywall removal/replace)
  - HVAC replacement
  - Electrical (include new system/components)
  - Fire protection to meet new codes
  - Reflooring (subfloor, to address uneven, wavy floors)
  - Window and door replacements
  - Water damage repairs and other unit upgrades

Residential SF:	27,100
Commercial SF:	3,700
Building Total SF:	30,800

4.4. Construction Supervisor/Construction Representative's Evaluation The San Cristina is a substantial rehabilitation of an existing 58 room SRO building, plus basement and ground floor retail space. Rehabilitation scope includes reconfiguration of the basement and ground floors, removal and replacement of the sidewalk along the entire frontage on Golden Gate Avenue and installation of a new trash lift from basement to sidewalk. The new Trash room will be served by new trash chutes from the three residential floors, and the basement Laundry Room will also be rehabilitated and include new equipment. First floor spaces will include new Lobby entrance and vestibule, Staff and Services offices, Community Room with Lounge space and computer workstations. On the three residential floors, all SRO rooms will receive new vanity sinks, flooring, and lighting as well as smoke detectors and alarms. Each residential

floor will have new common bathrooms, including accessible shower rooms, and accessible common kitchens featuring new appliances. The building main systems will be updated including fire life safety, electrical service and plumbing. Bathrooms will be mechanically ventilated and rooms will receive new baseboard heaters.

The retail space includes a restaurant which will be finished to a warm shell standard, the cost of which (approximately \$640,000) is incorporated into the Construction Hard Cost budget and the drawings for which are being prepared for permit and final bid at this time.

In reviewing the Rehabilitation Cost Comparison Chart, the per square foot, per unit and per bedroom costs, on average across the portfolio appear higher. But when compared solely with the most comparable project; the South Park Scattered Sites, which is comprised of 3 separate SRO rehab projects, the San Cristina compares favorably. Given the current market conditions in construction materials and labor, and the condition of this building, the scope of work and the hard cost budget appear to be appropriate and reasonable. In terms of cost containment, focus should remain on resolving any outstanding questions related to the sub-sidewalk basement area, carefully coordinate the commercial space tenant improvements including gas, electric, hood/venting, floor sinks and drains.

4.5. <u>Commercial Space.</u> The building contains three commercial spaces: 1010 and 1020 Market Street as well as a cell phone tower. The 1010 and 1020 Market Street spaces are vacant and will be leased upon the completion of the construction of the property.

## Space Description.

- 1010 Market Street 2,067 sf. HomeRise has been occupying this space since October 2017. All planned tenant improvements will be covered by HomeRise corporate funds. HomeRise will vacate the space during renovation and reoccupy the space once the construction is completed. HomeRise is in the process of applying for the property tax exemption for this space. At post construction, HomeRise will pay a monthly rent of \$1,457 for the 1010 Market space with a 3% escalator (\$8.45 per square foot annually).
- 1020 Market 2,011 sf. This space is currently vacant and will be occupied by a local restaurant. Rent is \$8,480 per month with a 3% annual increase (\$51 per square foot annually).
- Sprint cell phone tower. This lease generates \$2,500 per month and increases 2.5% annually.

#### Commercial Leasing Plan.

 A prospective tenant has been identified for the restaurant space and leasing is being negotiated. The other two spaces are already leased. The sponsor will provide MOHCD with the completed lease and a market study justifying the rent before permanent loan conversion.

- Operating Pro Forma. Since a prospective tenant has been identified for the restaurant space and the other two spaces are fully leased we are assuming 20% vacancy for the commercial space. The pro forma assumes a 3% annual increase on the office spaces and restaurant with a 2.5% annual increase for the cell phone tower. Since there is a commercial rent reserve for the space and two of the spaces are already leased, we are comfortable with a lower year 1 vacancy of 20% instead of the standard MOHCD 50% in year 1. This also complies with the PASS underwriting for commercial spaces.
- Tenant Improvement Build Out. HomeRise is currently working with a restaurant to occupy the commercial space at 1020 Market. An architectural plan has been shared with a prospective tenant to ensure that the tenant improvement build-out meets the needs of the prospective tenant and is fitting given the scope of the shell construction. The proposed budget is approximately \$640,000 and will be financed with project funds. The warm shell restaurant space will include replacing existing restaurant equipment, new cooktop, flat-top grill, deep fryer, convection oven, dishwasher, ice machine, walk-in, refrigerators and beverage service. Also new millwork, stainless steel countertops, flooring and lighting, new ANSUL system and hood and new life safety systems
- 4.6. <u>Service Space</u>. Currently services staff occupy two offices located near the community room. This space has not been adequate for service delivery, so as part of the design process, HomeRise has explored ways to better optimize the entirety of the ground floor common area and offices within the rehab budget. This has been accomplished through a new floor plan has been created to optimize the space for social services and community trainings.
- 4.7. Interim Use. N/A
- 4.8. <u>Infrastructure.</u> The scope of work includes improvements to the building's facade, site utilities and new sidewalks.
- 4.9. Communications Wiring and Internet Access. N/A
- 4.10. Public Art Component. N/A
- 4.11. <u>Marketing, Occupancy, and Lease-Up:</u> All units are subsidized by the Section 8 Housing Choice Voucher program. All referrals come from the Continuum of Care (HSH's ONE System) and are approved and processed by the San Francisco Housing Authority. HomeRise will not be involved in marketing, and there will be no waitlists held by HomeRise.

HomeRise manages its own portfolio of 43 Mental Health Services Act

(MHSA) units for formerly homeless people with severe mental illness. Including funding for 5 units at the San Cristina. Referrals for these units also go through the Coordinated Entry system.

## 4.12. Relocation.

- HomeRise has retained Overland Pacific Cutler (OPC) as the project's relocation consultant. All federal and state relocation notices have been distributed to the tenants residing at the property. A master lease has been executed at a property near-by and it will provide temporary housing for twelve months for all the San Cristina residents.
- The temporary relocation budget is \$1,852,816, which is funded from project sources. These funds cover moving expenses, utility hook-ups (if any) and pays the difference between the new rent and 30% of monthly household income. These funds will be distributed to 46 households that will be relocated. The phases of relocation include: 1) proper noticing, 2) executing the relocation contract with each tenant, 3) assisting with the moving process, 4) ongoing monthly rent payments to property owner under the master lease contract and 5) assistance with moving back to the San Cristina project. The relocation is planned to last 11 months to avoid triggering permanent relocation benefits.

#### 5. DEVELOPMENT TEAM

Development Team				
Consultant Type	Name	SBE/LBE	Outstanding Procurement Issues	
Project Manager	Alice Salinas, Zen Development	N	N	
Architect	MEI Architects	Υ	N	
General Contractor	D&H	N	N	
Owner's Rep/Construction Manager	MGAC Consultants	N	N	
Financial Consultant	CHPC	N	N	
Legal	Goldfarb and Lipman	N	N	
Property Manager	HomeRise	N	N	
Services Provider	HomeRise	N	N	

- 5.1. <u>Procurement Plan.</u> For this project, the LBE/SBE goals are 20%. The sponsor has been in consultation with CMD and their General Contractor on this item.
- 5.2. Opportunities for BIPOC-Led Organizations. HomeRise strategy is to further our mission utilizing partners that are locally based and are led by people of color. With the current project, HomeRise, under the advice of MOHCD, extended the deadline for the construction bids to allow for more diversity in the subcontractors that are being utilized by the project.

Of the development team, all are locally based, and some have women and people of color in leadership positions.

- FINANCING PLAN (See Attachment F for Cost Comparison of City Investment in Other Housing Developments; See Attachment G and H for Sources and Uses)
  - 6.1. Prior MOHCD/OCII Funding:

Loan	Loan Amt.	Appl. To Int.	Appl. To Prin.	Prin. Bal.	Accrued Interest Unpaid	Total Payoff Amount
CDBG	•	<b>A</b> =	<b>A</b> =		<b>^</b>	<b>.</b>
(predev)	\$450,000	\$0	\$0	\$450,000	\$57,036	\$507,036
1996 GO						
Bond -						
Tax-						
Exempt						
("Old Prop						
A")	\$197,350	\$22,167	\$0	\$197,530	\$510	\$198,040
Older						
CDBG	\$2,191,506	\$0	\$75,000	\$2,116,506	\$0	\$2,116,506
	Totals	\$22,167	\$75,000	\$2,764,036	\$57,546	\$2,821,582

6.2. <u>Disbursement Status.</u> All prior MOHCD funds have been expended at this time with the final amount of predevelopment funds disbursed on 9/12/2018.

## 6.3. Fulfillment of Loan Conditions.

Below is the status of Loan Conditions since this project was last at Loan Committee for predevelopment funds in 2017. These conditions were for seeking gap funding, which the project did not end up seeking from MOHCD.

- MOHCD and HomeRise to explore the feasibility of transferring the land to MOHCD in exchange for writing down existing CDBG debt from 1991-1999 (See Section 4.1.1.)
  - Status: Mutually determined that this would add too much additional complexity to the transaction so HomeRise will retain the land.
- HomeRise to analyze the proposal to utilize 1010 Market, one of the project's two commercial spaces, as office space for its administrative and/or property management functions, using market comparables. Analysis to include analysis of leasing and ownership responsibilities for the commercial spaces. (See Section 4.5.)
  - Status: New floor plans have been created to allow for a new community service center that will provide offices for case

managers and a large open space for community trainings. HomeRise is incorporating this space into the building footprint to provide a highly accessible, and robust service programming strategy that tenants can easily utilize. The training space will be offered to other nonprofits and community members. The goal is to create an inviting and truly community-based service center.

- HomeRise to provide monthly updates to MOHCD Project Manager on progress in filling the Project Manager position as well as any senior staff vacancies including Director of Property Management, Development Director, and Director of Asset Management. (See Principal Development Issues.)
  - Status: Vacancies at all levels of HomeRise's operations, including senior management levels, continue to be of concern to MOHCD. Most recently, Danielle Thoe, Senior Project Manager, left HomeRise in May 2022. HomeRise has engaged Alice Salinas of Zen Consulting for project management services and to bring San Cristina to completion.
- HomeRise will consider the project's competitiveness for AHP during predevelopment. (See Section 6.5.)
  - Status: AHP has been secured with funds to be disbursed during the construction phase.
- 6.4. Proposed Predevelopment Financing
  - 6.4.1. <u>Predevelopment Sources Evaluation Narrative</u>
    N/A
- 6.4.2. <u>Predevelopment Uses Evaluation</u>: N/A 6.5. Proposed Permanent Financing
  - 6.5.1. Permanent Sources Evaluation Narrative: The Borrower proposes to use the following sources to permanently finance the project
    - PASS Permanent mortgage (\$8,024,000): This is comprised of a Market Rate, Below Market Rate and Deferred loan tranche. The Market Rate and Below Market Rate tranches are senior must-pay debt, while payment on the Deferred tranche is deferred until maturity of the loan after 40 years. The current amount may be adjusted depending on final closing budget. The loan has a 40 year term and 40 year amortization.
      - o Market Rate: \$4,886,616 with a 3.87289% interest rate
      - Below Market Rate: \$2,696,064 at a 0.95763% interest rate
      - o Deferred: \$441,320 at a 0.95763% interest rate
    - HCD California Housing Accelerator (\$24,242,000): In lieu of tax credit equity the project received an award from the California Housing Accelerator of \$24,242,000. The loan is

- forgivable after 20 years at 0% interest. The loan prohibits projects from applying for tax credits during the loan period.
- SH-MHP Loan (\$8,143,953): 55 years, residual receipts with a 0.42% mandatory payment (awarded 2019)
- HCD LP CHRP (\$3,099,739): 3% simple interest, 55 years, residual receipts (approved 2022)
- MOHCD Loan (\$2,764,036): This comprises \$2,116,506 in outstanding CDBG funds, a \$197,530 operating reserve loan and a \$450,000 predevelopment loan that will be consolidated into a single loan with a new 55 year term at 3% simple interest.
- AHP (\$750,000): Century is the bank sponsor and the funds will be disbursed at construction closing. The loan term is 55 years.
- <u>Deferred Developer Fee (\$200,000)</u>: Sized based on the previous loan committee amount of approved fee and the limit on total fee from the HCD CHA program.
- Existing Reserves (\$271,297): MOHCD authorized HomeRise to use existing reserves to pay for predevelopment costs, which will be incorporated as part of the total project budget.
- Construction Loan (\$33,511,864): While not a permanent source, the construction loan terms are 18 months at 2.6% over 30-day SOFR with a 1% origination fee.

# 6.5.2 CDLAC Tax-Exempt Bond Application: N/A no bonds

#### 6.5.3 HOME Funds Narrative: N/A

6.5.4 Commercial Space Sources and Uses Narrative: Commercial space will be financed with loan proceeds provided by the State of California Department of Housing and Community Development. The "warm shell" costs have been incorporated into the overall project construction budget.

## 6.5.5 Permanent Uses Evaluation:

Development Budget							
Underwriting Standard	Meets Standard? (Y/N)	Notes					
Hard Cost per unit is within standards	N	\$458,882/unit					
		28% above comparable per unit costs.					
Construction Hard Cost Contingency is at least 5% (new construction) or 15% (rehab)	Υ	Hard Cost Contingency is 15%					
Architecture and Engineering Fees are within standards	Y						

Construction Management Fra		
Construction Management Fees are within standards	Υ	
Developer Fee is within standards, see also disbursement chart below	Y	Project management fee: \$1,000,000 At risk fee: \$1,000,000 Deferred fee: \$200,000 GP equity: N/A Commercial fee: N/A Total fee: \$2,200,000
Consultant and legal fees are reasonable	Υ	
Entitlement fees are accurately estimated	Y	
Construction Loan interest is appropriately sized	Y	
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 6 months
Capitalized Replacement Reserves are a minimum of \$1,000 per unit (Rehab only)	Y	\$2,000 per unit  Higher than usual to provide additional cushion in 20 year period before next allowable resyndication.
Tenant Improvement Reserves		\$640,000 for tenant improvements in the restaurant space.
Transition Reserves		This reserve is required by HCD for projects with project-based voucher contracts to provide funds to cover operating expenses if the HAP contract is not renewed.
Commercial Rent Reserve		This reserve is sized to provide funds equal to two years of the commercial income from the currently un-leased restaurant space, in order to cover debt service payments.
Extraordinary Repair Reserve		This reserve is set aside to cover extraordinary repair in excess of typical replacement reserve needs. This is necessitated by the high-needs population at the San Cristina and the history of extraordinary repairs necessitated by some tenant incidents.

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

Total Developer Fee:	\$2,200,000	
Project Management Fee Paid to Date:	\$150,000	
Amount of Remaining Project Management Fee:	\$850,000	
Amount of Fee at Risk (the "At Risk Fee"):	\$1,000,000	
Amount of Fee Deferred (the "Deferred Fee"):	\$200,000	
Milestones for Disbursement of that portion of Developer Fee	Amount Paid at	Doroontogo
remaining and payable for Project Management	Milestone	Percentage
Construction close	\$550,000	64.7%
50% Construction Completion	\$200,000	23.5%
Project close-out	\$100,000	11.7%
Milestones for Disbursement of that portion of Developer Fee		
defined as At Risk Fee		
100% lease up and draft cost certification	\$200,000	20%
Permanent conversion	\$500,000	50%
Project close-out	\$300,000	30%

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

# 7.1. Annual Operating Budget.

- The project has an ongoing HAP contract for Project Based Vouchers (PBVs) on all 58 units. The 20-year contract, which can be extended, was entered into in September 2018. HomeRise is currently waiting on the updated contract in the name of the Limited Partnership from the San Francisco Housing Authority (SFHA)
- The largest project cost is for office salaries for the project at \$389,529 (see breakdown below). This cost should be examined. Security at \$174,167 is also a significant cost.
- There is a \$500 PUPA replacement reserve deposit budgeted, in line with MOHCD and HCD requirements.
- There is \$105,000 from project cash flow budgeted for resident services, which funds a 1 FTE Community Volunteer Team Supervisor and goes toward salaries for positions mostly otherwise funded by the HSH contract.

## 7.2. Annual Operating Expenses Evaluation.

Operating Proforma							
Underwriting Standard	Meets Standard? (Y/N)	Notes					
Debt Service Coverage Ratio is minimum 1.1:1 in Year 1 and stays above 1:1 through Year 17	Y	DSCR is 1.21 at Year 1 and 1.08 at Year 17.					
Vacancy rate is based on project's historical actuals	Υ	Vacancy rate is 5%					

Annual Income Growth is increased at 2.5% per year or 1% for LOSP tenant rents	Y	Income escalation factor is 2.5%
Annual Operating Expense escalation is based on project's historical actuals	Y	Expenses escalation factor is 3/5%
Base year operating expenses per unit are reasonable per comparables	N	Total Operating Expenses are \$19,843  per unit  This is above the operating cost comparison for similar projects of
Property Management Fee is at allowable HUD Maximum	Y	\$17,326 PUPA. Total Property Management Fee is \$56,376 or 81 PUPM
Property Management staffing level is reasonable per comparables	Y	Proposed staffing: .5 FTE Senior Property Manager (PM) 1 FTE Assistant PM 24 hour 1 FTE Front Desk Coverage .20 FTE Maintenance Manager 1 FTE Maintenance Supervisor
Asset Management and Partnership Management Fees meet standards	Y and N/A	Annual AM Fee is \$23,460/yr Annual PM Fee is N/A because no tax credits
Replacement Reserve Deposits meet or exceed HCD minimum standards	Y	Replacement Reserves are \$500 per unit per year

7.3. <u>Capital Needs Assessment & Replacement Reserve Analysis.</u> The most recent CNA for the project was performed in 2012 by Basis. It identified \$519,184 in capital needs including \$116,000 in life safety repairs, \$96,050 in immediate repairs and another \$307,134 in short-term repairs. This was \$8,951 per unit. At time of the CNA the replacement reserves only totaled \$125,274.

## 7.4. Income Restrictions for All Sources.

UNIT SIZE		MAXIMUM INCOME	LEVEL
NON-LOTTERY	No. of Units	MOHCD	HCD
0 BR – PBV	32	50% MOHCD AMI	25% TCAC AMI
0 BR – PBV	26	50% MOHCD AMI	50% TCAC AMI
Sub-Total	58		
TOTAL	58		
PROJECT AVERAGE		50%	36%

7.5. MOHCD Restrictions.

Unit	No. of	Maximum Income
Size	Units	Level
0 BR	58	50% of Median Income

#### 8. SUPPORT SERVICES

8.1. <u>Services Plan.</u> HomeRise has provided services to San Cristina residents since 1994. The following services are currently provided at the San Cristina: intake, outreach/engagement, assessment, individualized care planning, crisis intervention, mental health and substance use counseling, budgeting, food/clothing, educational classes, social events, and IHSS and other resource referrals.

## 8.2. Services Budget.

The total services budget for the San Cristina is \$320,656. That includes \$215,656 annually funded through the Department of Homelessness and Supportive Housing. An additional \$105,000 for the budget comes from project cash flow. It covers the following personnel and related expenses:

- Resident Services Team Lead (1 FTE)
- Resident Services Counselor (1 FTE)
- Clinical Case Manager (.20 FTE)
- Resident Services Manager (.5 FTE)

The San Cristina also receives MHSA funding for part of an additional Clinical Case Manager. At the present time, there are five MHSA residents at the San Cristina with Full Service Partnerships.

- 8.3. <u>HSH Assessment of Service Plan and Budget.</u> HSH has already approved the current service plan and has an ongoing contract for the services.
- 9. STAFF RECOMMENDATIONS

### 9.1. Proposed Loan/Grant Terms

Financial Description of Proposed Loan – Recast of Existing Loans					
Loan Amount:	\$2,764,036				
Loan Term:	55 years				
Loan Maturity Date:	2077				
Loan Repayment Type:	Residual Receipts				
Loan Interest Rate:	3%				
Date Loan Committee approves prior expenses can be paid:	6/24/2022 (this is for the recast not existing expenditures under predevelopment loan or other loans)				

Financial Description of Proposed PASS Loa	an
Loan Amount:	\$8,024,000 (\$4,886,616 Market Rate, \$2,696,064 Below Market Rate, \$441,320 Deferred)
Loan Term:	40 years
Loan Maturity Date:	2064 (40 years after permanent financing conversion)
Loan Repayment Type:	MR and BMR are fully amortizing, deferred is due in full upon maturity date
Loan Interest Rate:	3.87289% Market Rate, 0.95763% Below Market Rate and Deferred
Date Loan Committee approves prior expenses can be paid:	10/6/2017 (approval date of predev loan)

# 9.2. Recommended Loan Conditions

- 1. Sponsor must provide MOHCD with detailed monthly updates via the MOH Monthly Project Update, including on:
  - 1. Community outreach completed,
  - 2. Outcomes achieved related to racial equity goals, and
  - 3. Commercial-use programming and lease-up process
- Sponsor must provide operating and development budgets that meet MOHCD Underwriting Guidelines and MOHCD Commercial Space Underwriting Guidelines 6 months prior to permanent loan conversion.
- 3. Sponsor must provide MOHCD with information outlining cost containment, efficiencies and innovation strategies to reduce overall project costs and maximize efficiency of PASS loans prior to construction closing.

- 8. Sponsor must provide a signed lease for all three commercial spaces before permanent loan conversion as well as a market analysis for the rent charged for the restaurant space.
- 9. Sponsor must use all existing reserves towards funding the rehabilitation project. Sponsor will provide a bank statement showing full extent of existing reserves.
- 10. Sponsor must use any balances held by in escrow by the Old Republic Title Company toward funding the rehabilitation project. Sponsor will provide a bank statement showing full extent of balances.
- 11. Sponsor must provide quarterly updated response to any letters requesting corrective action.

#### 10. LOAN COMMITTEE MODIFICATIONS

# LOAN COMMITTEE RECOMMENDATION

Α	ppro	val indicates app	rova	l wi	th modifications, w	hen	so d	letermined by the Committee.
[	]	APPROVE.	[	]	DISAPPROVE.	[	]	TAKE NO ACTION.
								Date:
		. Shaw, Director 's Office of Hous				_		
[	]	APPROVE.	[	]	DISAPPROVE.	[	]	TAKE NO ACTION.
_						_		Date:
		dor Menjivar, Dire tment of Homele			Housing and Supportive Ho	usin	9	
[	]	APPROVE.	[	]	DISAPPROVE.	[	]	TAKE NO ACTION.
						_		Date:
		Kaslofsky, Executor of Community In			ctor nt and Infrastructur	е		
[	]	APPROVE.	[	]	DISAPPROVE.	[	]	TAKE NO ACTION.
_						_		Date:
		Van Degna, Dire oller's Office of P		Fir	nance			
[	]	APPROVE.	[	]	DISAPPROVE.	[	]	TAKE NO ACTION.
_						_		Date:
		Lediju, Director ng Authority of th	e Ci	ty a	nd County of San F	rand	cisco	
At	ttach	E. Three F. Site M G. Eleva H. Com I. Prede J. Deve K. 1 <sup>st</sup> Ye	ower slope t Ma sholo Map vation paris velop lopm	Org r Re nag l Eli with s ar on ent oper	g Chart esumes lement Analysis of gibility Requiremer amenities and Floor Plans, if a	nts a /aila	nd R ble	

From: Ely, Lydia (MYR)

**Sent:** Friday, June 24, 2022 12:06 PM

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

**Subject:** Fw: PASS Loan & Recast of Existing MOHCD Loan for San Cristina

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

**Sent:** Friday, June 24, 2022 11:32 AM **To:** Ely, Lydia (MYR) <lydia.ely@sfgov.org>

Subject: PASS Loan & Recast of Existing MOHCD Loan for San Cristina

#### I 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

From: Menjivar, Salvador (HOM)

Sent: Friday, June 24, 2022 4:07 PM

Chavez, Rosanna (MYR)

**Cc:** Shaw, Eric (MYR) **Subject:** San Cristina

I approve HomeRise requests of up to \$8,024,000 in PASS loans and a recast of \$2,764,036 of existing MOHCD loans into a 55 year residual receipt loan with 3% simple interest for the rehabilitation of 58 units of housing for homeless households at the San Cristina.

Best,

salvador



Salvador Menjivar Director of Housing *Pronouns: He/Him* 

San Francisco Department of Homelessness and Supportive Housing

salvador.menjivar1@sfgov.org | 415-308-2843

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

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From: Colomello, Elizabeth (CII)

**Sent:** Friday, June 24, 2022 11:32 AM

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

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

**Subject:** Request for PASS Loan and Recast of Existing MOHCD Loan for San Cristina

Hi Rosie-

I approve the subject request on behalf of OCII.

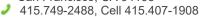
Thanks-Elizabeth



# Elizabeth Colomello

**Housing Program Manager** 

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



n www.sfocii.org

From: Katz, Bridget (CON)

**Sent:** Friday, June 24, 2022 11:32 AM

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

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

**Subject:** PASS Loan & Recast of Existing MOHCD Loan for San Cristina

## Approve

# **Bridget Katz**

Development Finance Specialist, Office of Public Finance Controller's Office | City & County of San Francisco

Office Phone: (415) 554-6240 Cell Phone: (858) 442-7059 E-mail: bridget.katz@sfgov.org

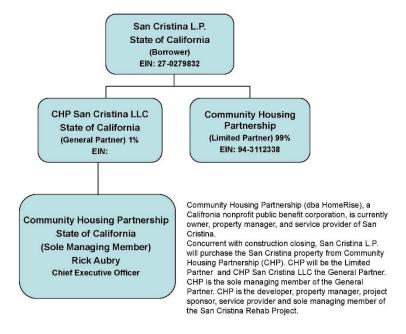
# **Attachment A: Project Milestones and Schedule**

No.	Performance Milestone	Estimated or Actual Date	Notes
A.	Prop I Noticing (if applicable)	N/A	
1	Acquisition/Predev Financing Commitment	<u>4/2019</u>	
2.	Site Acquisition	<u>12/1991</u>	
3.	Development Team Selection		
a.	Architect	<u>10/2019</u>	
b.	General Contractor	6/2/2022	
C.	Owner's Representative	3/2022	
d.		<u>N/A</u>	Sponsor is property
	Property Manager		manager
e.	Service Provider	<u>N/A</u>	Sponsor is service provider
4.	Design		
a.	Submittal of Schematic Design & Cost Estimate	<u>6/2018</u>	
b.	Submittal of Design Development & Cost Estimate	10/2019	
C.	Submittal of 50% CD Set & Cost Estimate	<u>12/2019</u>	
d.	Submittal of Pre-Bid Set & Cost Estimate (75%-80% CDs)	11/2022	
5.	Commercial Space		
a.	Commercial Space Plan Submission	6/2023	
b.	LOI/s Executed	<u>4/2023</u>	
6.	Environ Review/Land-Use Entitlements		
a.	SB 35 Application Submission	<u>N/A</u>	Rehab
b.	CEQA Environ Review Submission	<u>5/2020</u>	
C.	NEPA Environ Review Submission	<u>5/2020</u>	
d.	CUP/PUD/Variances Submission	<u>5/2020</u>	
7.	PUC/PG&E		
a.	Temp Power Application Submission		
b.	Perm Power Application Submission		
8.	Permits		
a.	Building / Site Permit Application Submitted	6/2022	

b.	Addendum #1 Submitted		
C.	Addendum #2 Submitted		
9.	Request for Bids Issued	<u>5/2022</u>	
10.	Service Plan Submission		
a.	Preliminary	<u>2/2019</u>	
b.	Final	11/2019	
11.	Additional City Financing		
a.	Preliminary Gap Financing Application	<u>N/A</u>	
b.	Gap Financing Application	<u>N/A</u>	
12.	Other Financing		
a.	HCD Application	10/2021	
b.	Construction Financing RFP	4/2022	
C.	AHP Application	<u>2/2020</u>	
d.	CDLAC Application	<u>N/A</u>	
e.	TCAC Application	<u>N/A</u>	
f.	Other Financing Application		
13.	Closing		
a.	Construction Loan Closing	<u>8/2022</u>	
b.	Conversion of Construction Loan to Permanent Financing	12/2023	
14.	Construction		
a.	Notice to Proceed	8/2022	
b.	Temporary Certificate of Occupancy/Cert of Substantial Completion	8/2023	
15.	Marketing/Rent-up		
a.	Marketing Plan Submission	3/2023	
b.	Commence Marketing	5/2023	
C.	95% Occupancy	11/2023	
16.	Cost Certification/8609	3/2024	
17.	Close Out MOH/OCII Loan(s)		

# **Attachment B: Borrower Org Chart**

#### SAN CRISTINA ORGANIZATIONAL STRUCTURE



# **Attachment C: Development Staff Resumes**

# Alice Torres Salinas Hernandez 6909 Terra Rye San Antonio, TX 78240 alicesalinashernandez@gmail.com (323) 528-3683

Decades of nonprofit experience with demonstrated success in leading and managing nonprofit corporations to develop innovative affordable housing and community development projects that empower very low-income families, homeless individuals, and women.

#### **WORK EXPERIENCE**

#### **AS Consulting**

Chief Advisor

June 2021 to present

Assists nonprofit corporations in all areas of nonprofit management and operations, fundraising, affordable housing development, community facility development, acquisitions, financing applications, project management, program development and implementation, asset management, staff and community engagement, and other organizational capacity and community building work. Loan underwriting services also provided.

#### **Coachella Valley Housing Coalition**

**Executive Director** 

June 2020 to June 2021

Responsibilities included: collaborate with the Board of Directors to identify and implement strategic plan for meeting mission objectives; recruit, train, and support a talented group of employees who lead critical departments and manage strategic business functions; monitor organizational operations and ensure employees and business practices comply with legal and regulatory requirements; support a culture of transparency and collaboration throughout organization; develop partnerships with community stakeholders, public sector officials, affordable housing finance agencies, and private foundations; identify sources of revenue including private foundation grants and individual donors to ensure short-term and long-term financial sustainability; monitor performance of a portfolio of 42 affordable housing developments; represent the organization externally with industry associations, public agencies, development partners, residents, and potential homeowners; and, grow the organizations affordable housing pipeline.

#### **Local Initiatives Support Corporation – San Antonio Office**

Senior Program Officer - Lending

September 2016 to June 2020

Responsible for creating and managing the LISC San Antonio lending pipeline. Responsible for underwriting and closing \$5 million annually in acquisition, construction, and bridge financing. Job duties include structuring potential deals, building capacity of nonprofit community development corporations, and providing technical assistance to the City of San Antonio in affordable housing finance and policy.

#### **East LA Community Corporation**

Managing Director, Real Estate Development

January 2016 to September 2016

Responsible for managing a real estate team of six professionals and overall operations of the real estate unit, including developing the department budget and fundraising. Job duties include supervising and mentoring staff, structuring complicated real estate projects, and responsible for moving forward a pipeline of eleven affordable housing projects including six transit-oriented development (TOD) projects, three homeless deals, and two single family home projects. Also responsible for developing and leading a retail initiative to ensure community serving retail in various mixed-use projects. Projects total approximately \$600 million in new investments and 700 units of new affordable and permanent supportive housing. Responsible for collaboration with other departments including fund development, tenant services,

and asset management. Works externally with all funding partners to secure needed financing commitments.

#### **PATH Ventures**

Real Estate Development Director
December 2011 to December 2015

Directly responsible for the planning, finance and development of permanent supportive housing projects for homeless and low-income households. Duties include applying and securing project financing, managing the development team, creating the design including incorporating "green" sustainable features, managing the construction process, and project lease-up. Also responsible for loan closings, negotiation of loan documents and limited partnership agreements, acquisition of new sites for real estate development and land entitlements.

### **Corporation for Supportive Housing (CSH)**

Senior Program/Loan Officer

March 2008 to March 2010

Responsible for underwriting over \$500,000 in grants to nonprofit corporations and over \$50,000,000 in acquisition, predevelopment, and bridge loans to nonprofit developers to facilitate the purchase of land the development of permanent supportive housing projects. Responsible for managing the CSH loan portfolio and providing borrowers with the technical assistance on financing and deal structuring, and created training's on permanent supportive housing finance and development.

#### **Salinas Consulting**

President

May 2003 to February 2008

Consulting services in all areas of community development including affordable housing finance, project management, community planning, loan underwriting, grant making/writing, property management, asset management, program development and implementation.

#### National Farm Workers Service Center (NFWSC)

Director of California Programs

August 2002 - May 2003

Supervised the NFWSC's California housing staff in the development and implementation of all affordable housing programs targeted to low-income, farm worker families. Collaborated with the Property Management Division to ensure proper maintenance and care for existing affordable housing facilities.

#### **Esperanza Community Housing Corporation (ECHC)**

Director of Housing and Public Policy

June 1992 – July 2002

Directly responsible for developing and furthering ECHC's mission, vision, and strategic growth. Created and implemented ECHC's affordable housing strategies including the development of several affordable housing developments, a workforce training center, two community parks, two childcare centers, and assisted with the development of the Mercado La Paloma - a public marketplace for local micro businesses. Responsible for directing community organizing, neighborhood planning, and public policy initiatives that support working families.

### Los Angeles Housing Department, Policy and Planning Unit

Student Professional Worker

January 1991 - June 1992

Assisted in the creation of the Tenant Educational and Outreach Program, and the Tenant Assistance Grant Program. Conducted market analysis in assessing housing needs for various communities throughout the City of Los Angeles. Staffed the Los Angeles Reinvestment Committee, a group organized to reduce "redlining" and to increase access to capital to low-income communities.

#### **EDUCATION**

Graduate: UCLA Graduate School of Architecture & Urban Planning, MA, Urban Planning

**Undergraduate:** Occidental College, Bachelor of Arts, Public Policy

**Professional:** Local Initiatives Support Corporation, Asset and Property Management Training

USC Minority Program in Real Estate Finance & Development Development Training Institute, CA Training of Trainers Program Industrial Areas Foundation, Organizing for Family and Congregation

Center for Community Change, Change Agent

Affordable Housing Commissioner, City of Los Angeles

Board Member, Housing First Community Coalition San Antonio, Texas

Awards: Winner, National Brick Award for Community Service

**References Available Upon Request** 

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

Asset Management manages a total of 16 communities (projects) in HomeRise's Portfolio with an average of 81 units per project.

Sponsor's current asset management staffing – job titles, FTEs, avg # units assigned to each FTE, org chart and status of each position (filled/vacant):

Kiana Williams, Compliance and Asset Manager, FTE, 99 average units assigned over seven (7) projects, position filled

Rynelle Hardy, Compliance and Asset Manager, FTE, 68 average units assigned over nine (9) projects, position filled

Description of scope and range of duties of sponsor's asset management team:

Reporting to the Chief Strategy and Operating Officer, a Compliance and Asset Manager (CAM) serves in an important role for HomeRise as the "owner's representative" on a variety of legal, regulatory and operational matters and as the "primary point person" with HomeRise Communities. The CAM also plays an important role in maintaining HomeRise reputation with lender/syndicator partners and state housing agencies within the Housing Operations Department.

- Serving as the primary HomeRise liaison to our subsidiary property management company, HomeRise Communities.
- Regular monitoring of the portfolio's financial and operational performance. This process will also involve discussing operating findings / issues / variances with HomeRise Communities' Finance and/or Housing Operations Supervisors, Maintenance Operations Managers or Facilities Director for resolution.
- Review quarterly asset management reports and contribute to portfolio analyses and systems.
- Reviewing, offering suggestions, analyzing and monitoring of the HomeRise Communities annual property budgets, reforecasts and capital plans. Evaluating budget variance requests from property management staff and approve/deny or refer to CFO based on industry benchmarks.
- Conducting site visits to the properties in the HomeRise portfolio to ensure compliance with HomeRise policies and procedures, to offer assistance and guidance to HomeRise Communities staff, and to identify opportunities to maximize the value of the HomeRise portfolio or to mitigate concerns.
- Reviewing property inspection reports, audit findings, housing agency correspondence to determine if HomeRise faces any adverse situation CAM can intervene for a positive outcome.
- Responding thoughtfully to residents that contact HomeRise directly with grievances looping in HomeRise Communities.
- Developing suggestions for HomeRise Communities on possible cost savings and systems/process improvements.
- Assisting with the collection and maintenance of portfolio data / information / documentation for the HomeRise database (HomeRise's Intel or "PI").
- Abstracting back end purchase rights and summarizing them and key financial considerations (capital accounts, exit taxes, estimated value, debt, etc.) in memos for all properties within 3 years of LIHTC Year 15.

- Negotiating and closing on the purchase of Limited Partner partnership interests under 42(i)(7) Right of First Refusal, Fair Market Value Option and/or a negotiated sale.
- Projecting out capital account balances and collaborating with Finance colleagues to propose special allocation of losses to limited partners to manage exit tax liability.
- Evaluating the sufficiency of hurdles in the cash flow or capital transaction waterfall in the current year and future years to inform spending, replacement reserve withdrawals and other decisions,
- Providing support to the Director of Housing Operations as it relates to understanding property operations, navigating lender/investor consents and approvals for energy projects or money, optimizing property performance and reporting.
- Researching legal and other pertinent documents (i.e. LPAs, subsidy contracts, loan agreements, tax returns, audits, regulatory agreements, ROFRs, guaranty agreements, cash flow/capital transaction waterfalls, etc.) to see if they support or obstruct a desired property strategy and/or to proactively identify opportunities across the portfolio opportunistically or for troubled assets.
- Negotiating consents and approvals with lenders and limited partners (i.e., operating/other reserve releases, repayment agreements, waivers on policy or contract provisions, tax election, personal representative designation, debt assignment, budget variances, GP operating deficit loans, etc.)
- Work closely with CFO to acquire investor limited partners' interest in ownership entities at the earliest possible date and the lowest cost. Serve as point person to close these transactions once MOUs have been executed.
- Serving as the primary Asset Management contact for external partners (i.e., lenders, syndicators, tax credit allocators, third party inspection companies, HUD, co-GPs, etc.) responding thoughtfully to requests and inquiries about the portfolio or organization.
- Assisting with and/or leading potentially property workout and/or refinancing efforts for a property.
- Although communications / relationship-management are shared responsibilities with several other departments within HomeRise Communities, the CAM will work to ensure that the various housing partners are receiving excellent support and uniform highquality work product.
- The CAM also needs to be an effective writer, listener and communicator showing mature judgment in all business matters / decision making and in recommendations made to colleagues.
- Supporting and negotiating lease extensions, evictions, and lease-ups with HomeRise' commercial spaces

Description of sponsor's coordination between asset management and other functional teams, including property management, accounting, compliance, facilities management, etc.:

Leads the organization in gathering key metrics, relationship management, and strategic planning with property management, accounting, compliance, and facilities management for each respective community.

## **Attachment E: Threshold Eligibility Requirements and Ranking Criteria**

N/A

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



\*The CVS shown has closed

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



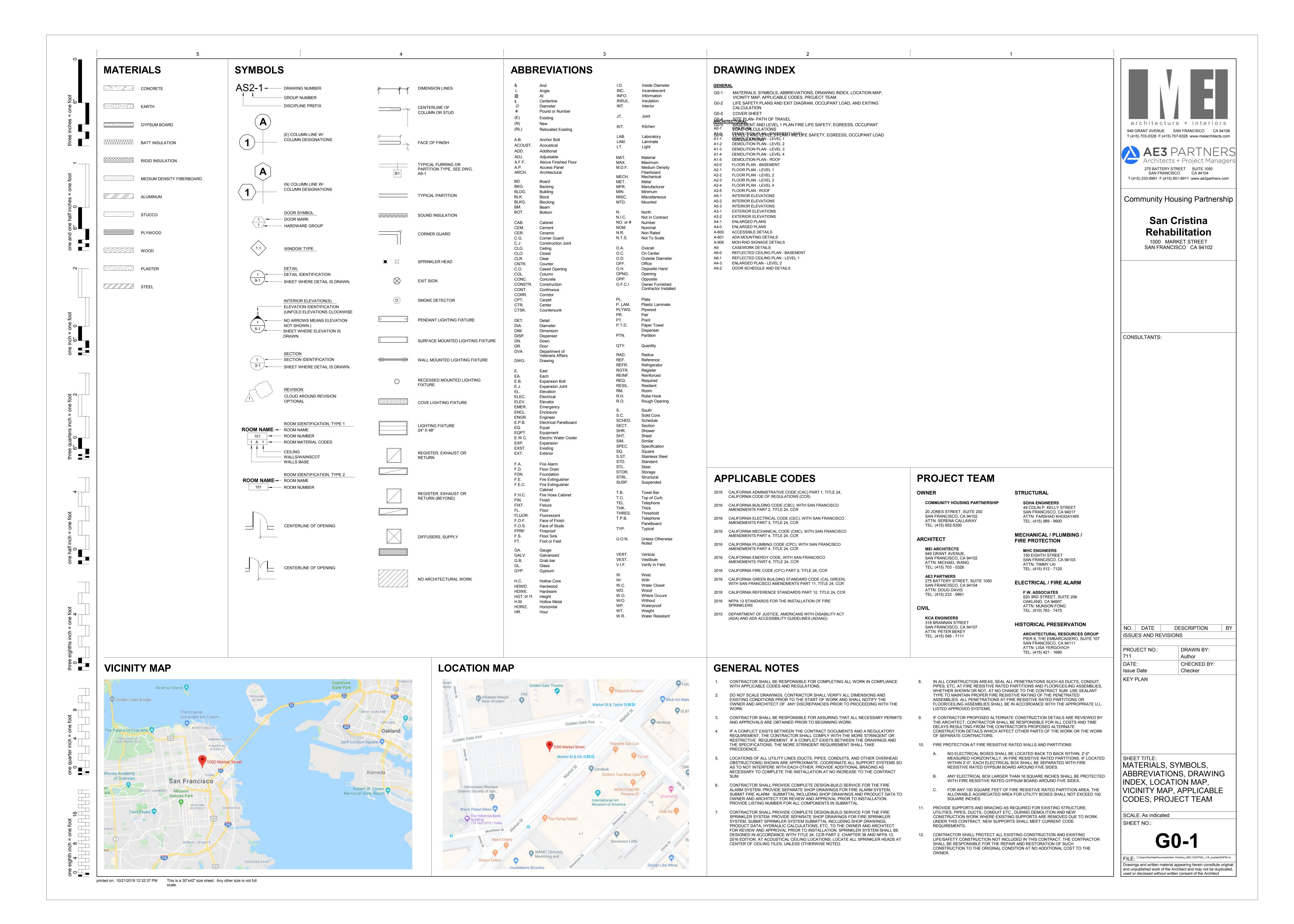


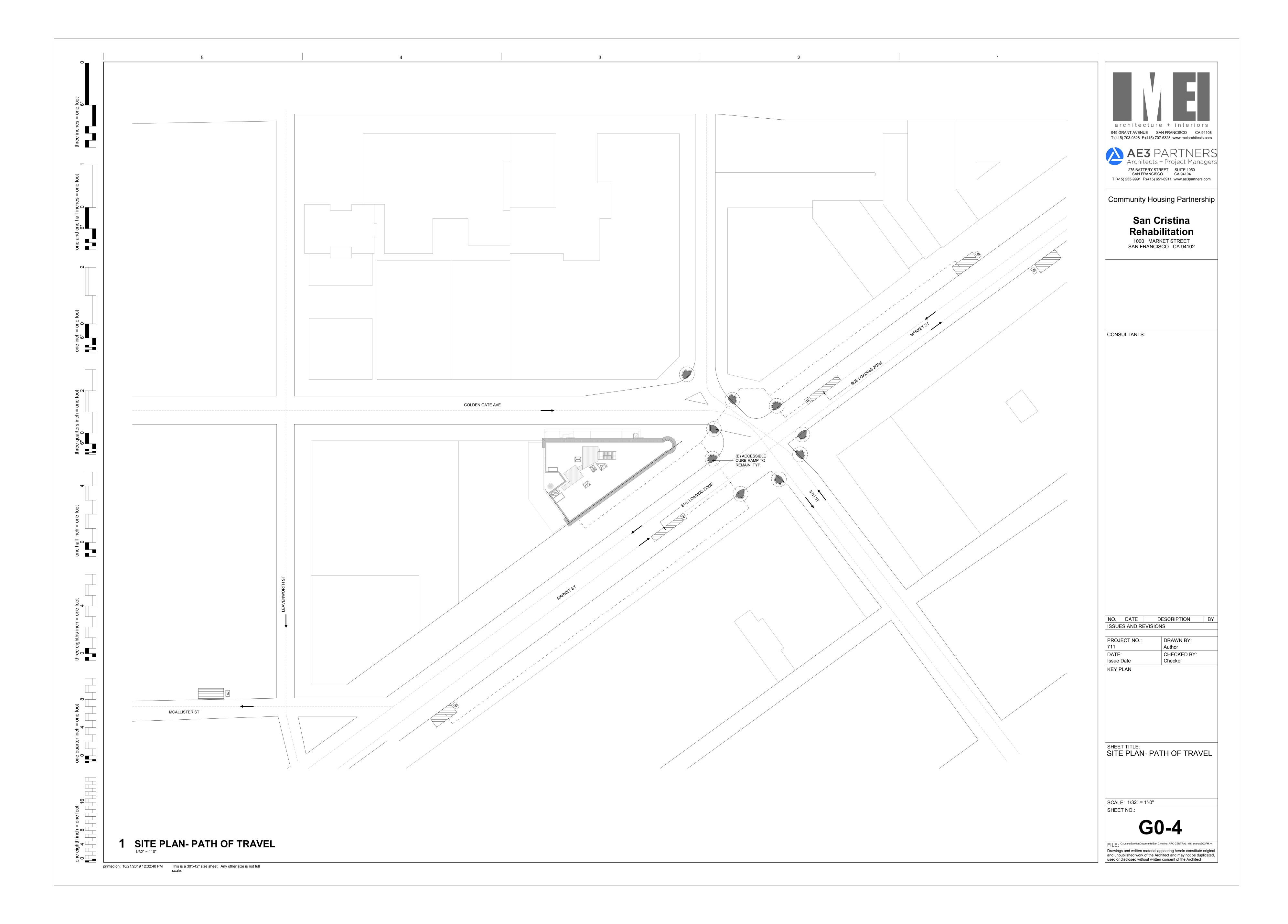
# SAN CRISTINA REHABILITATION 1000 MARKET STREET, SAN FRANCISCO, CA 94102 RAD PROJECT - PRIORITY PERMIT PROCESSING

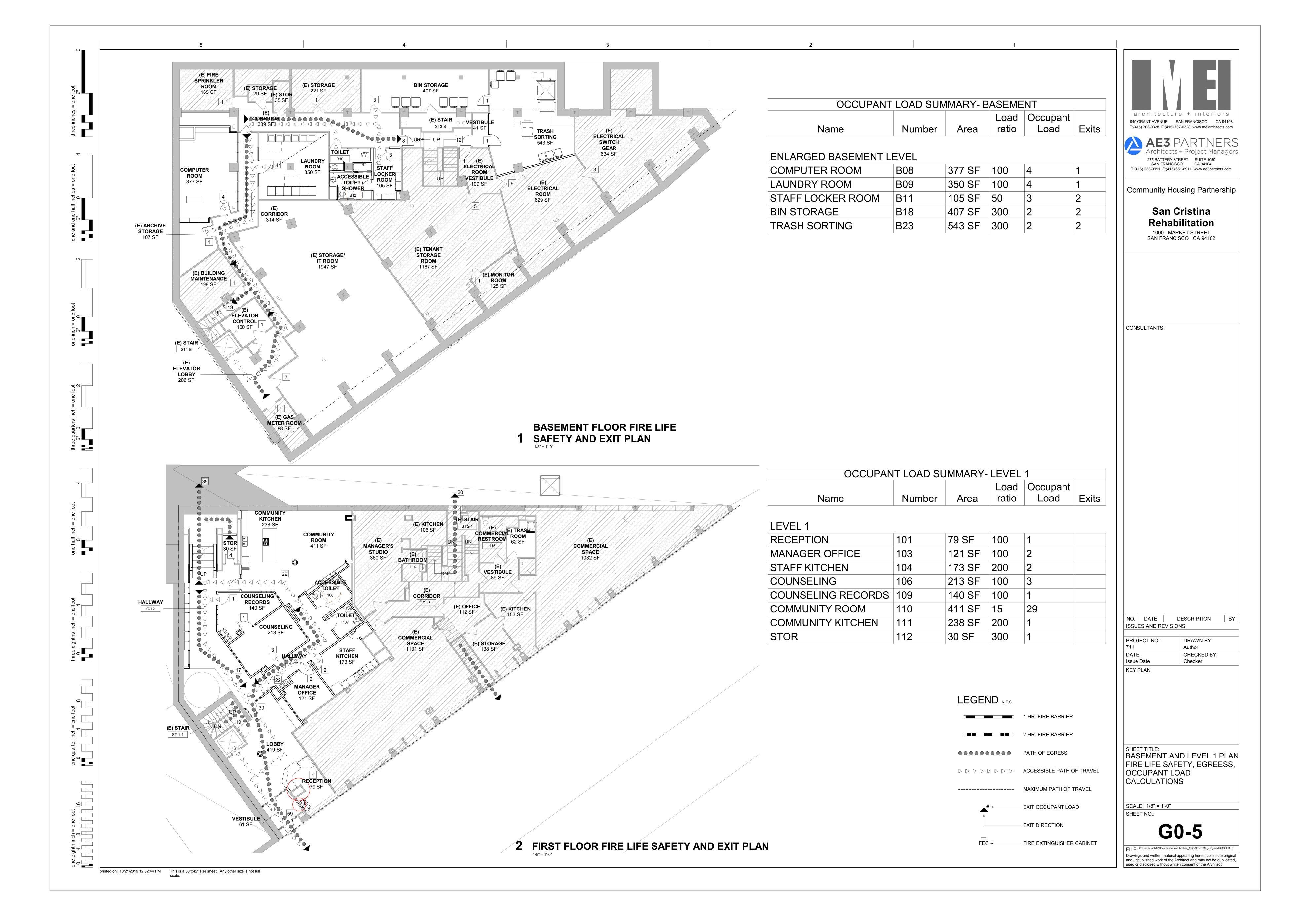
50% DESIGN DEVELOPMENT OCTOBER 18, 2019 SAN FRANCISCO CA 94104 T:(415) 233-9991 F:(415) 651-8911 www.ae3partners.com Community Housing Partnership **EXISTING BUILDING DATA SCOPE OF WORK - MOHCD RAD PROGRAM DEFERMENT OF FEES** PRIORITY PERMIT APPLICATION PROCESSING San Cristina LOCATION: 1000 MARKET STREET **BUILDING EXTERIOR AND SITE** Rehabilitation SAN FRANCISO, CA 94102 ASSESSOR PARCEL NUMBER: 1000 MARKET STREET PROVIDE NEW SIDEWALK FREIGHT ELEVATOR ON GOLDEN GATE AVENUE USING EXISTING UNDER SIDEWALK SAN FRANCISCO CA 94102 VAULT SPACE AND SIDEWALK OPENING ZONING DISTRICT: C-3-G - DOWNTOWN GENERAL DEMO EXISTING SIDEWALK AT GOLDEN GATE AVENUE AND PROVIDE NEW SIDEWALK WITH WATERPROOFING MEMBRANCE AND UPDATED STRUCTURAL SUPPORT HEIGHT & BULK DISTRICT: REPAIR, CLEAN, AND PROVIDE NEW SEALANT AT BUILDING EXTERIOR FACADE HISTORIC RESOURCE STATUS: A - HISTORIC RESOURCE PRESENT CONSTRUCTION TYPE: TYPE III-B AND SASH; PAINT ALL WOOD WINDOWS AND FRAMES PROVIDE NEW TINTED GLAZING FILM AT ALL WINDOWS AT LEVELS 2, 3, AND 4 OCCUPANCY GROUP: GROUP R-2 & B PATCH AND REPAIR ROOF AND ROOFING AS REQUIRED REPAIR OF SKYLIGHT LEAK NO. OF STORIES: 4 STORIES ABOVE BASEMENT EXISTING BUILDING AREA: GROUND FLOOR TO LEVEL 4 - 30,800 SQUARE FEET BASEMENT LEVEL - 9,160 SQUARE FEET PROVIDE NEW PAINT AT LAUNDRY ROOM, CORRIDORS, AND AREAS OF RENOVATION RENOVATE EXISTING LAUNDRY ROOM TO PROVIDE NEW APPLIANCES TO MEET CODE REQUIREMENT FIRE PROTECTION: FULLY SPRINKLERED PROVIDE NEW STAFF LOCKER AND TOILET FACILITIES PROVIDE NEW EMERGENCY BATTERY BACK-UP OPERATED LIGHT FIXTURES TO MEET CODE REQUIREMENT NEW CIRCUIT BREAKERS IN EXISTING SWITCHBOARD TO SERVE NEW PANELS ON EACH FLOOR PROVIDE NEW TRASH ROOM TO INCLUDE NEW SIDEWALK ELEVATOR, TRASH COMPACTOR, TRASH BINS STORAGE, CONSULTANTS: **RESIDENTIAL UNITS** CHUTE DOORS AT LEVEL 2, 3 AND 4; PROVIDE SANITARY WASH SYSTEM FOR THE CHUTE; PROVIDE NEW SIDEWALK ELEVATOR IN TRASH ROOM PROVIDE MECHANICAL VENTILATION AS REQUIRED FOR TRASH ROOMS **EXISTING RESIDENTIAL** RENOVATE MAIN ENTRANCE ON MARKET STREET TO PROVIDE ENTRY VESTIBULE AND BUILDING ENTRANCE TO SINGLE ROOM OCCUPANCY: MEET ADA COMPLIANCE 7 MOBILITY UNITS (UNITS: 203, 205, 215, 302, 307, 314, 421) PROVIDE NEW PAINT AT AREAS OF RENOVATION PROVIDE NEW RECEPTION / STAFF WORK AREA PROVIDE NEW LED LIGHT FIXTURES WITH NEW LIGHTING CONTROL TO MEET CODE REQUIREMENT PROVIDE NEW EMERGENCY BATTERY BACK-UP OPERATED LIGHT FIXTURES, EXIT SIGNS AND DIRECTIONNAL SIGNS TO MEET CODE REQUIREMENT PROPOSED RESIDENTIAL PROVIDE NEW USPS APPROVED MAILBOXES AND RESIDENT CUBBIES TO MEET ACCESSIBILITY REQUIREMENTS PROVIDE NEW RESIDENT COMMUNITY ROOM WITH COMMUNITY KITCHEN, LOUNGE AREA AND COMPUTER SINGLE ROOM OCCUPANCY: 58 UNITS TOTAL 7 MOBILITY UNITS (10% REQUIRED, 12% PROVIDED), PROVIDE PROPERTY MANAGEMENT OFFICE AND RESIDENT SERVICES OFFICE UNITS: 203, 205, 215, 302, 304, 314, 421 3 COMMUNICATION UNITS (4% REQUIRED, 5% PROVIDED) LEVELS 2, 3 AND 4 - COMMON AREAS UNITS: 201, 302, 403 DEMO EXISTING FLOORING AND PROVIDE NEW RESILIENT FLOORING AT ALL CORRIDORS AND COMMON SPACES PROVIDE NEW PAINT ON WALLS, CEILING AND TRIMS PROVIDE NEW BICYCLE STORAGE AT LEVEL 2 CORRECT SLOPE AT CORRIDOR FLOORS AT LEVEL 2 TO MEET ADA COMPLIANCE PROVIDE NEW ACCESSIBLE SHOWER AND TOILET ROOMS (BATH/SHOWER RATIO: 1 PER 8 UNITS) PROVIDE CODE COMPLIANT SIGNAGE **DEFERRED APPROVAL** PROVIDE ROOF-TOP HVAC EQUIPMENT AND CENTRAL EXHAUST DUCTS TO ALL SHOWER AND TOILET ROOMS PROVIDE JANITORS CLOSETS WITH MOP SINK AT ALL RESIDENTIAL FLOORS (LEVELS 2, 3, AND 4) REPLACE ALL CASEWORK AND APPLIANCES IN COMMUNITY RESIDENTIAL KITCHENS TO MEET ADA COMPLIANCE AUTOMATIC FIRE SPRINKLER SYSTEM. EXISTING BUILDING IS FULLY SPRINKLERED. MODIFICATIONS TO EXISTING FIRE SPRINKLER SYSTEM TO RENOVATED AREA LEVELS 2, 3, AND 4 - RESIDENTIAL UNITS FIRE ALARM SYSTEM PROVIDE 10% (6 UNITS) MOBILITY UNITS AND 4% (3 UNITS) COMMUNICATION UNITS PAINT ALL UNIT INTERIORS (WALLS, CEILINGS AND TRIMS) PROVIDE NEW FLOORING THROUGHOUT UNIT REPLACE EXISTING WALL MOUNT SINK WITH NEW VANITY CABINET WITH RESIN COUNTERTOP WITH INTEGRAL SINK AND SINGLE HANDLE FAUCET - PROVIDE ACCESSIBLE CABINETRY AT ALL MOBILITY UNITS PROVIDE NEW WINDOW COVERINGS PROVIDE NEW FIRE RATED DOOR ASSEMBLY INCLUDING DOOR, FRAME, THRESHOLD AND HARDWARE AT ALL UNIT ENTRY DOORS. ALL DOORS SHALL PROVIDE 32" CLEAR OPENING PROVIDE 2-HOLE VIEWING PORTS AT ALL ENTRY DOORS (HI-LOW) PROVIDE HARDWIRED DOORBELL WITH AUDIO AND VISUAL ASSISTANCE AT ENTRY DOORS FOR ALL MOBILITY AND COMMUNICATION UNITS REPLACE CEILING FAN / LIGHT FIXTURE WITH WALL MOUNTED CONTROLS REPLACE BASEBOARD HEATERS AND CLEAN EXISTING COVERS, REPLACE COVERS WHERE BROKEN MOD DISABILITY ACCESS COMPLIANCE FORM SF DBI DISABLED ACCESS CHECKLIST PROVIDE NEW THERMOSTAT CONTROL REPLACE ELECTRICAL OUTLETS, SWITCHES, COVERPLATES TO MEET CODE REQUIREMENT. PROVIDE ONE DEDICATED 20A. 120V CIRCUIT FOR EACH UNIT REPLACEMENT TELEPHONE JACK COVERPLATES AND RJ-11 JACK OUTLETS WHERE BROKEN PROVIDE NEW SMOKE DETECTORS IN ALL UNITS PROVIDE NEW LED LIGHTING VERTICAL CIRCULATION PAINT ALL EXISTING WALLS AND CEILINGS IN EXISTING STAIRS PROVIDE NEW FIRE RATED DOOR ASSEMBLY INCLUDING DOOR, FRAME, THRESHOLD AND HARDWARE AT REPAIR AND EXTEND HANDRAILS TO MEET CODE REQUIREMENT PROVIDE CODE COMPLIANT SIGNAGE AT EXISTING ELEVATOR, PROVIDE NEW CONTROLS TO MEET ADA COMPLIANCE PROVIDE NEW FINISHES IN ELEVATOR CAB **BUILDING SYSTEMS** NO. DATE DESCRIPTION BY ISSUES AND REVISIONS PROVIDE NEW AIR HANDLING UNIT, FAN COILS, HEAT RECOVERY VENTILATION UNITS, EXHAUST FANS ON CLEAN AND SEAL EXISTING SUPPLY AIR RISERSS PROJECT NO.: CLEAN AND SEAL EXISTING EXHAUST RISERS REPLACE ALL PLUMBING SANITARY WASTE LINE RISERS AND HORIZONTALS DATE: CHECKED BY: REPLACE ALL EXISTING GALVANIZED SUPPLY WATER PIPING WITH COPPER PIPE PROVIDE WATER SAVING PLUMBING FIXTURES Issue Date Checker FIRE ALARM SYSTEM UPGRADE FIRE ALARM SYSTEM THROUGHOUT TO CODE COMPLIANCE KEY PLAN PROVIDE REMOTE ANNUNCIATION PANEL ON GROUND FLOOR LEVEL 1 NEAR ENTRANCE TO THE BUILDING PROVIDE PULL STATIONS AS REQUIRED COVER SHEET Drawings and written material appearing herein constitute original and unpublished work of the Architect and may not be duplicated

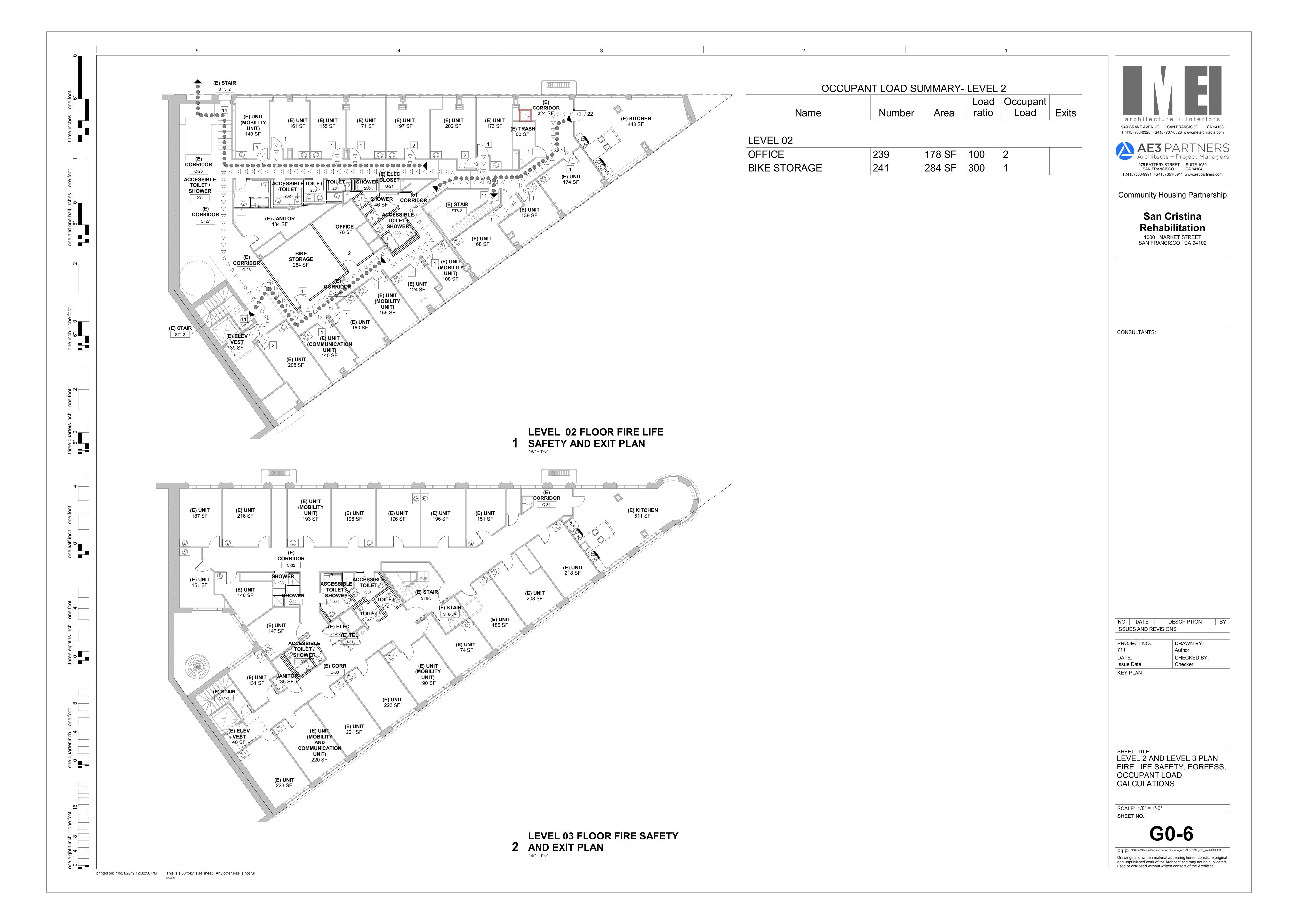
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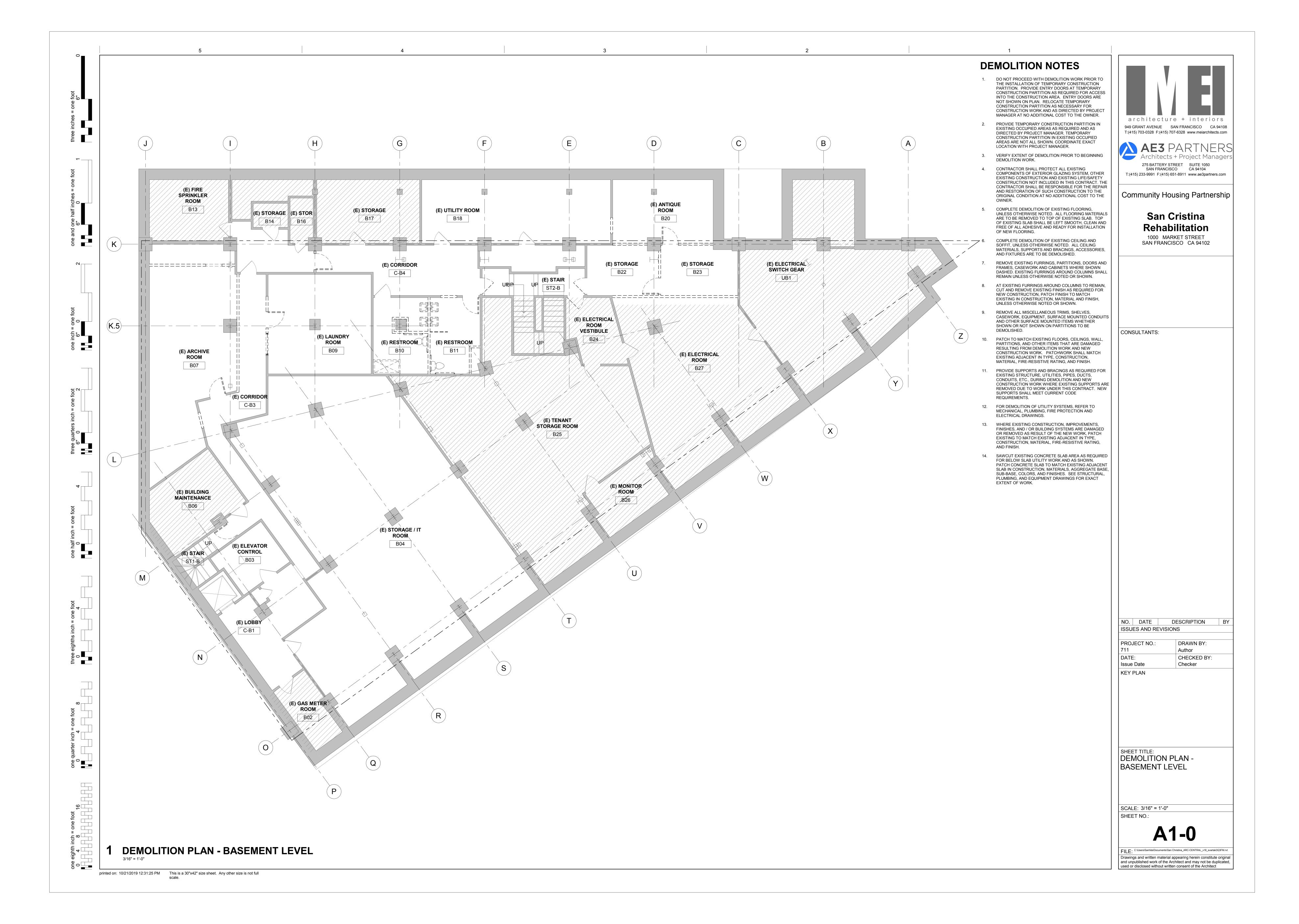
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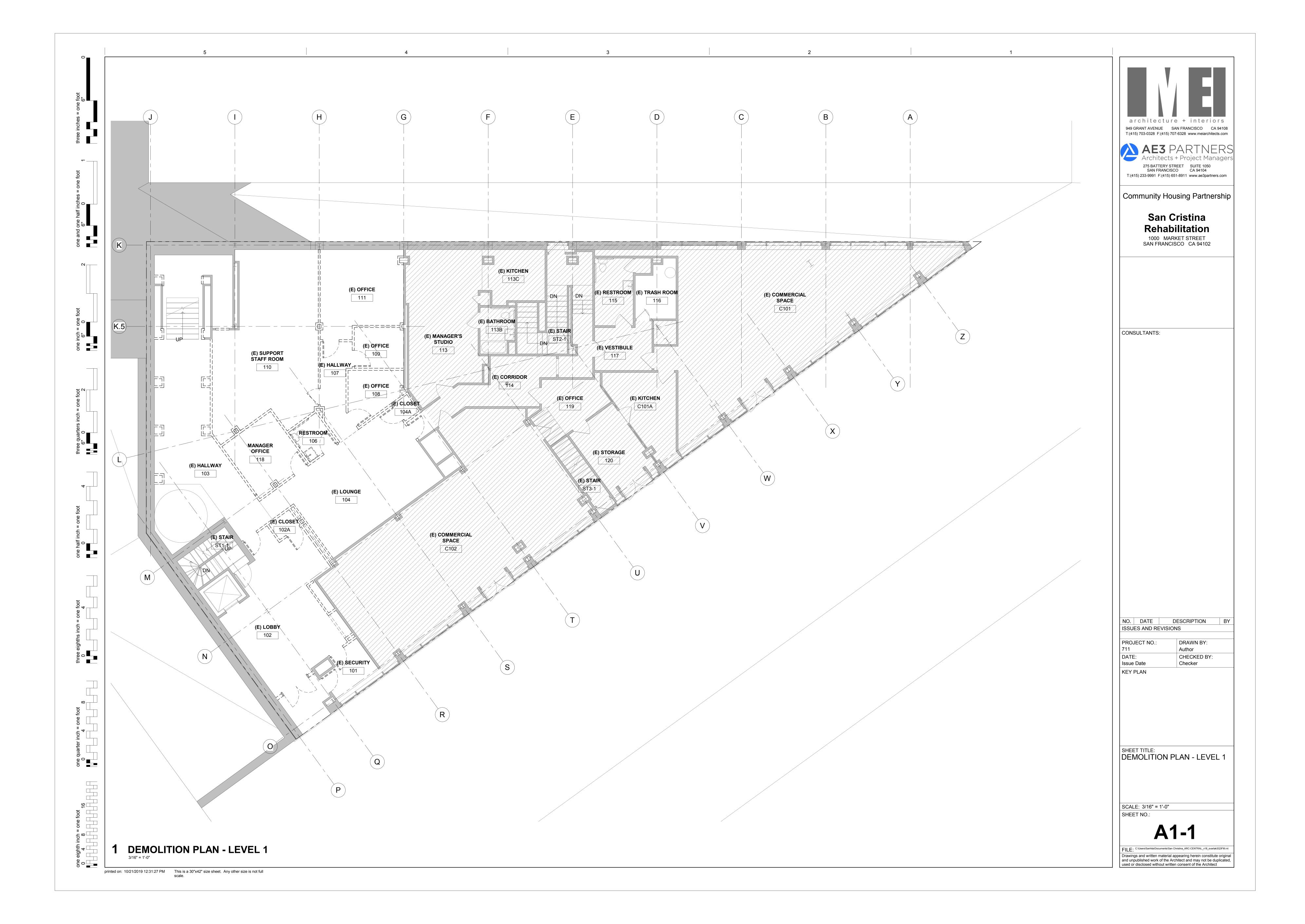






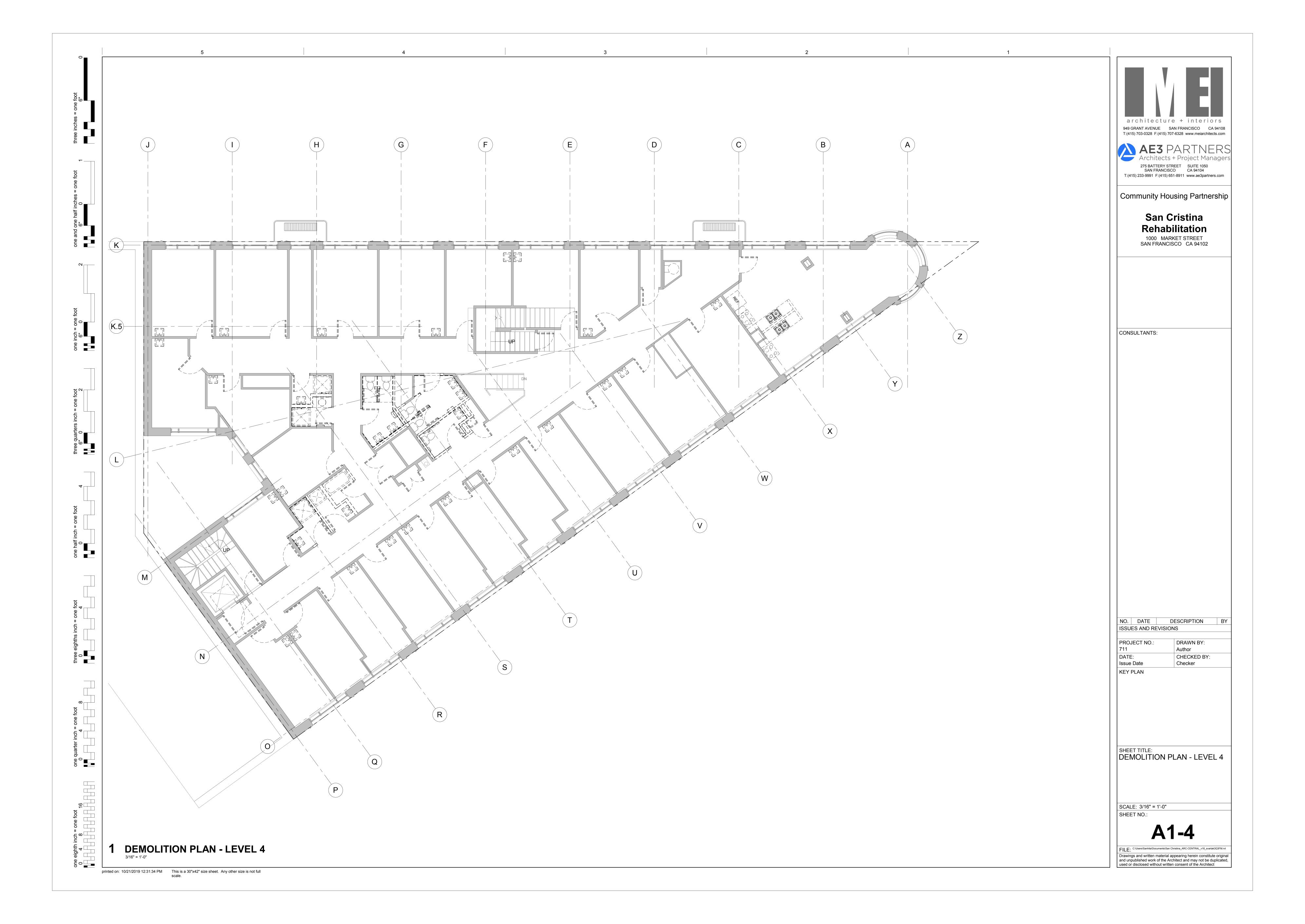


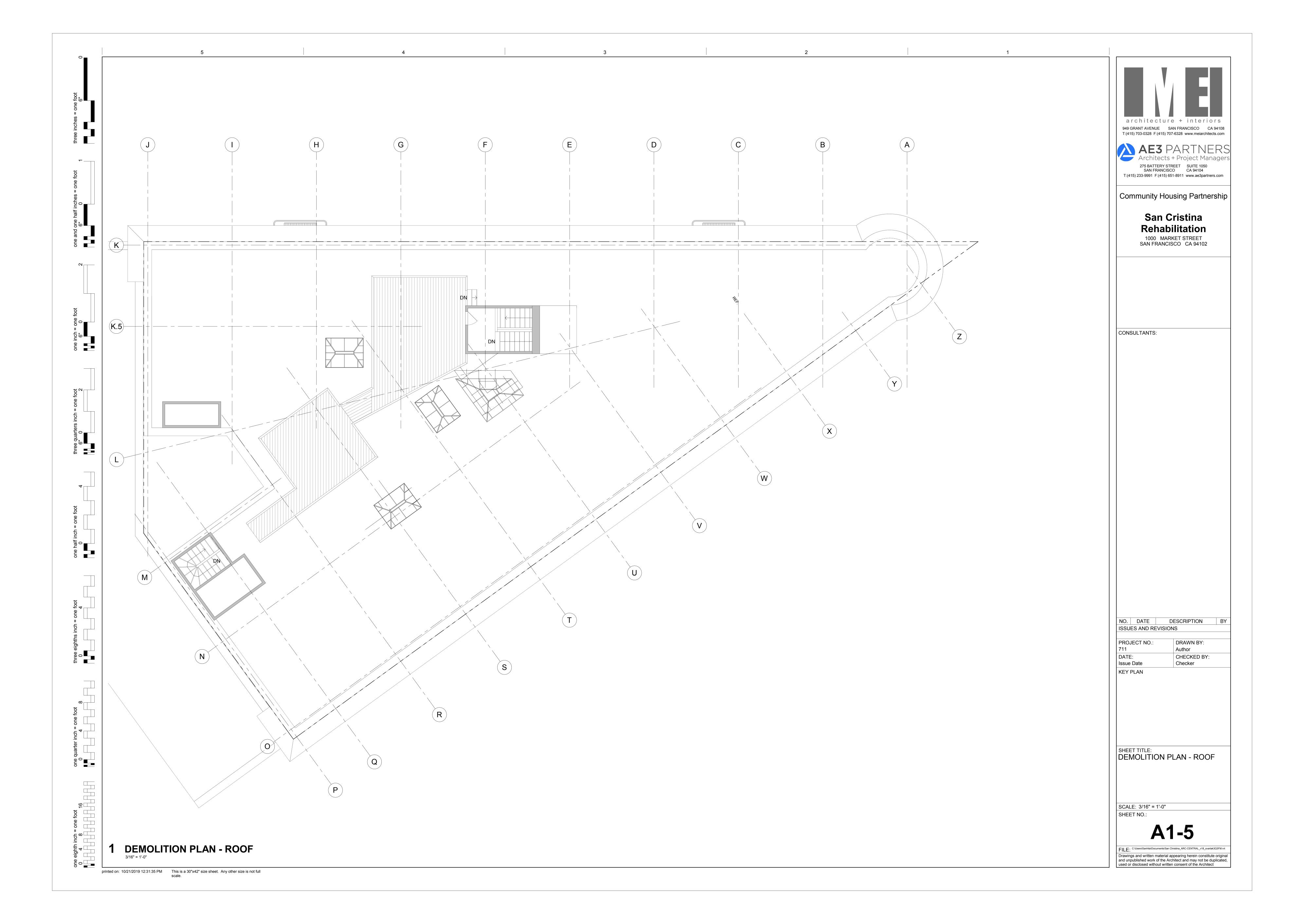


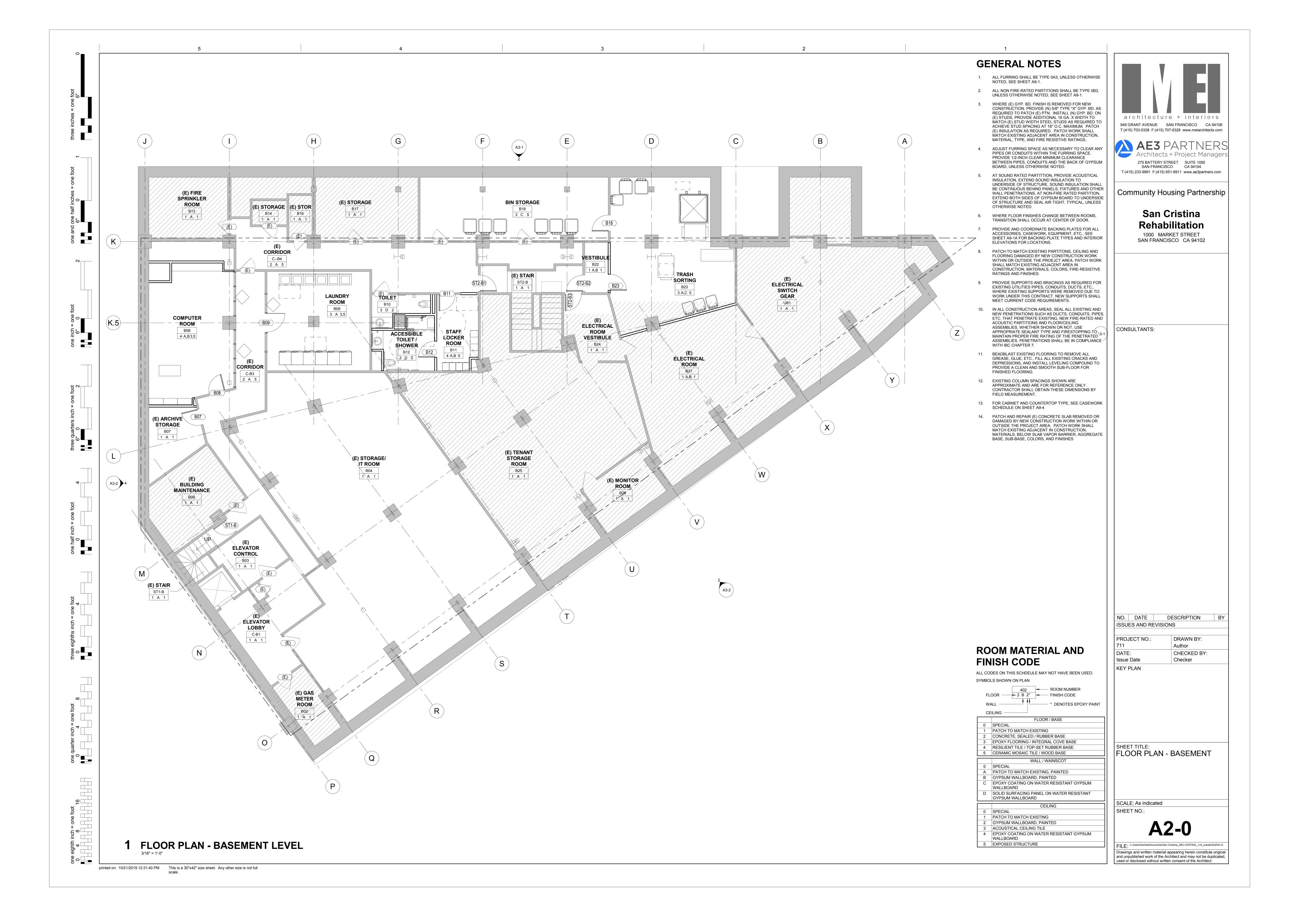


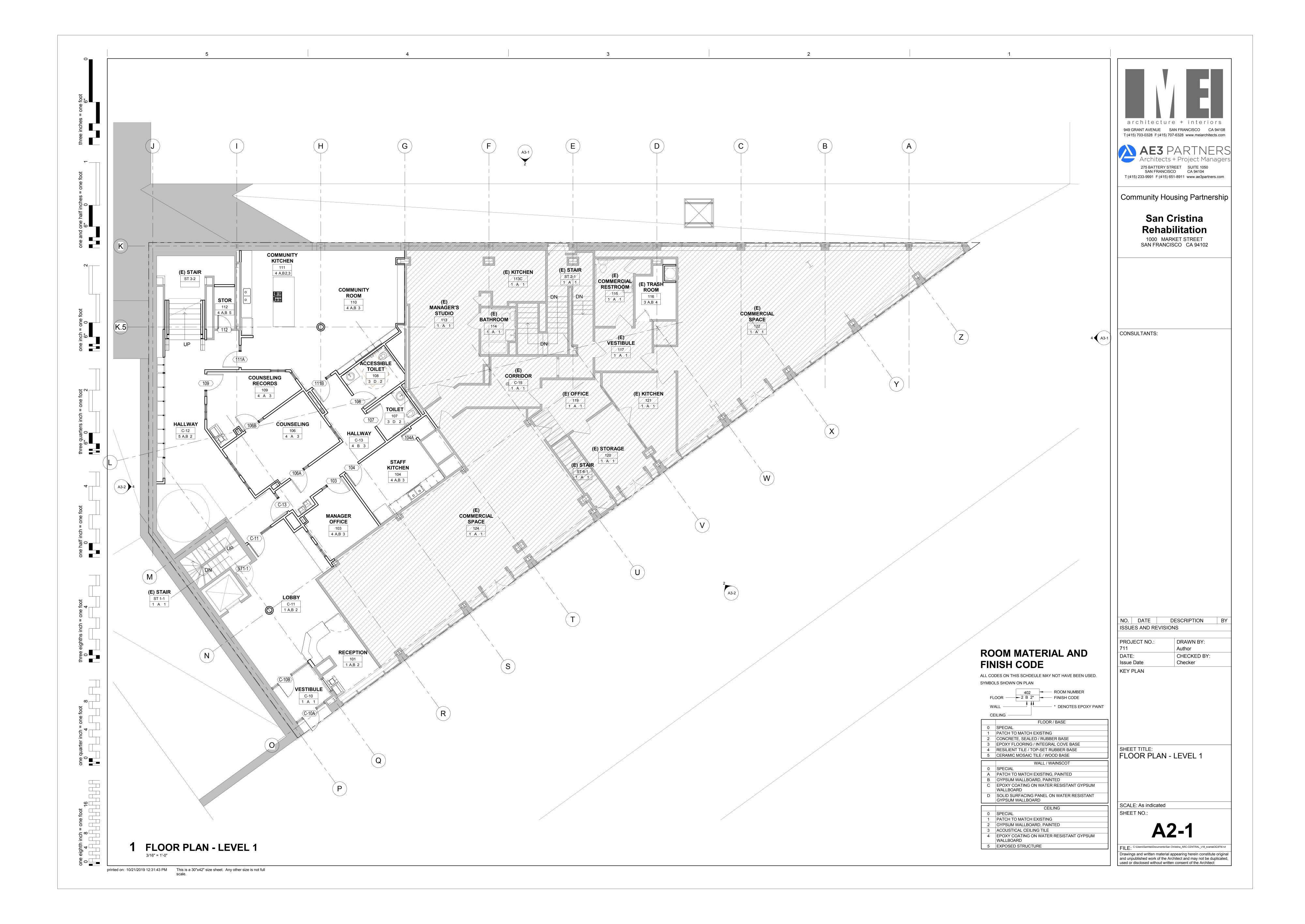


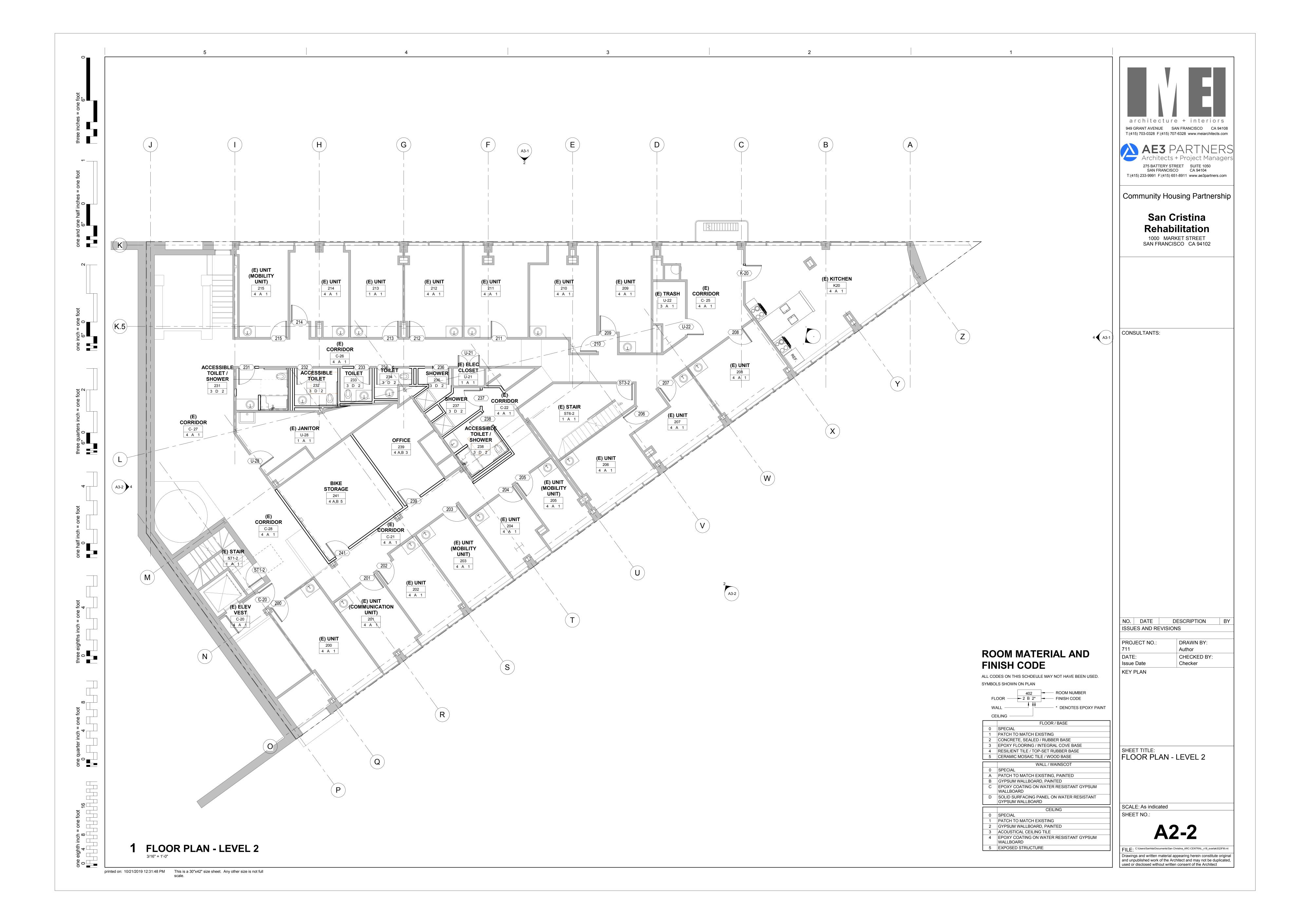


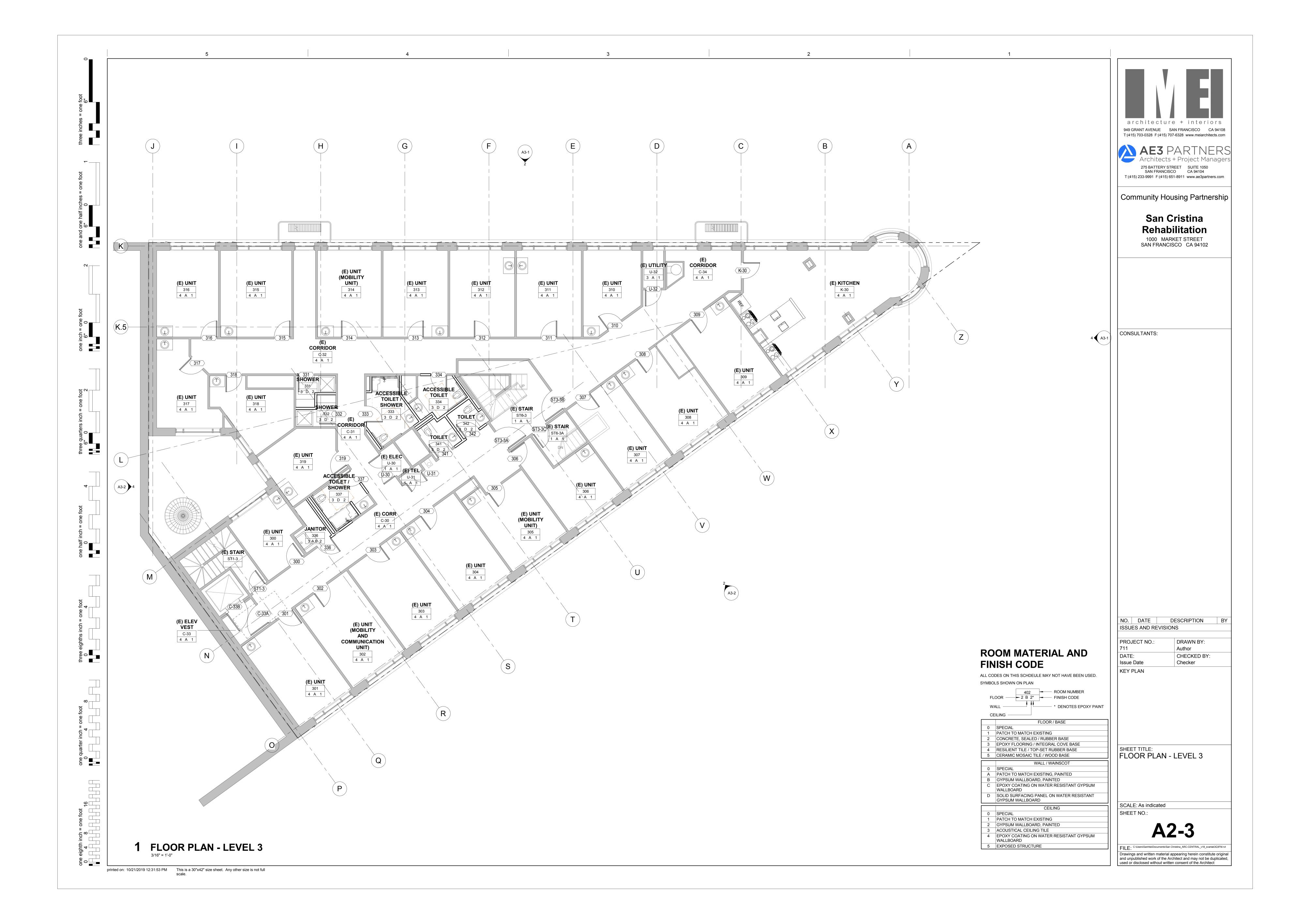


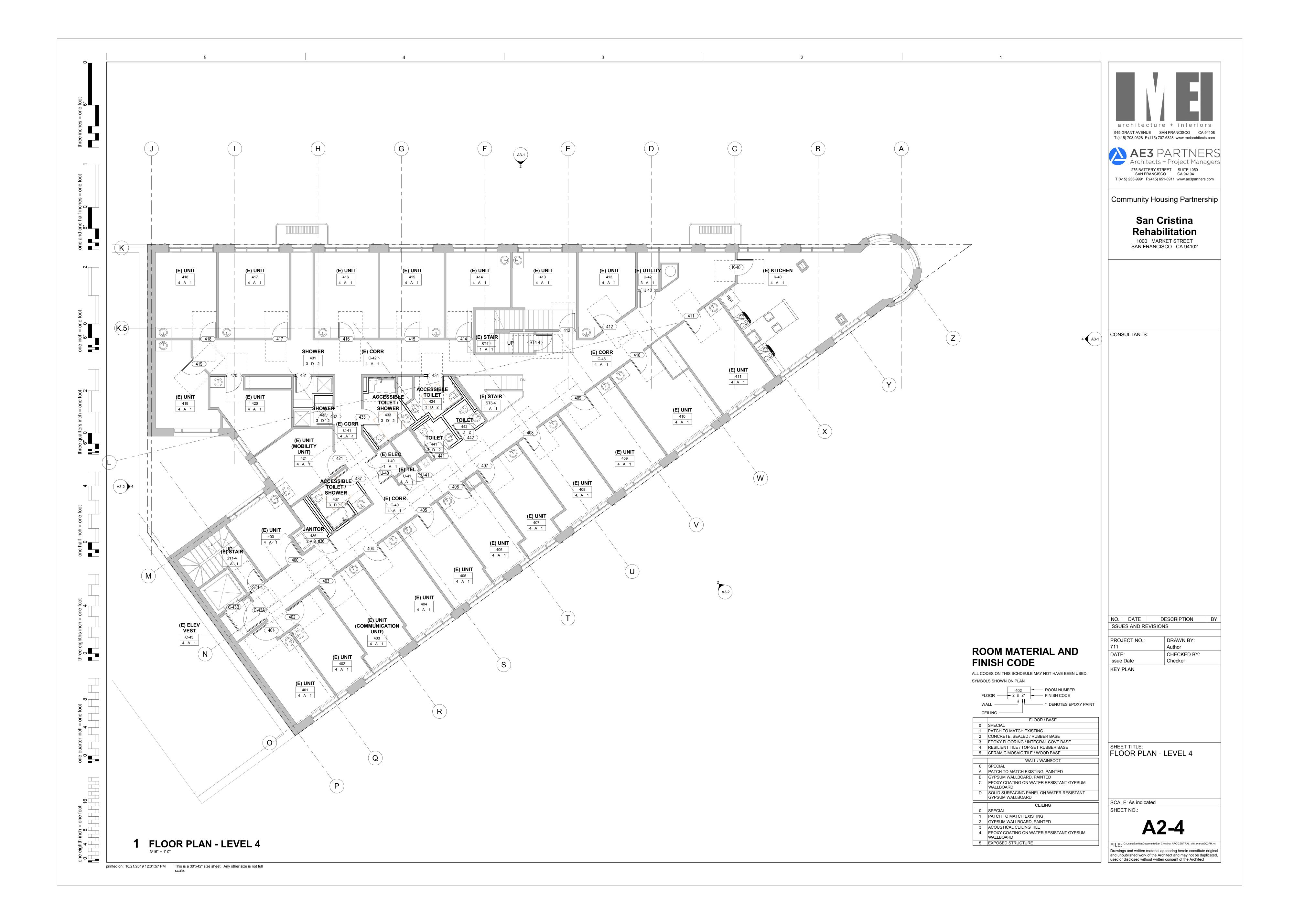


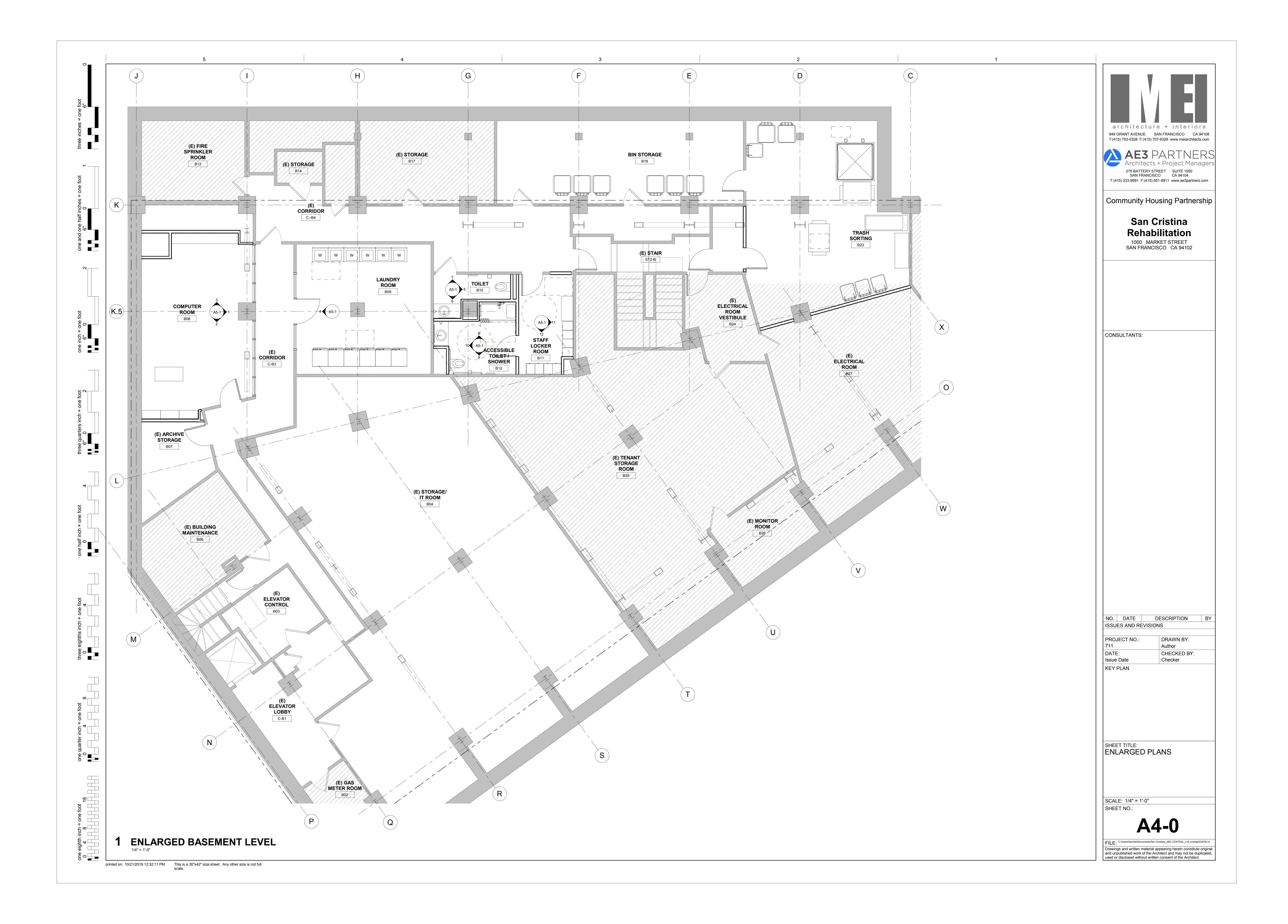


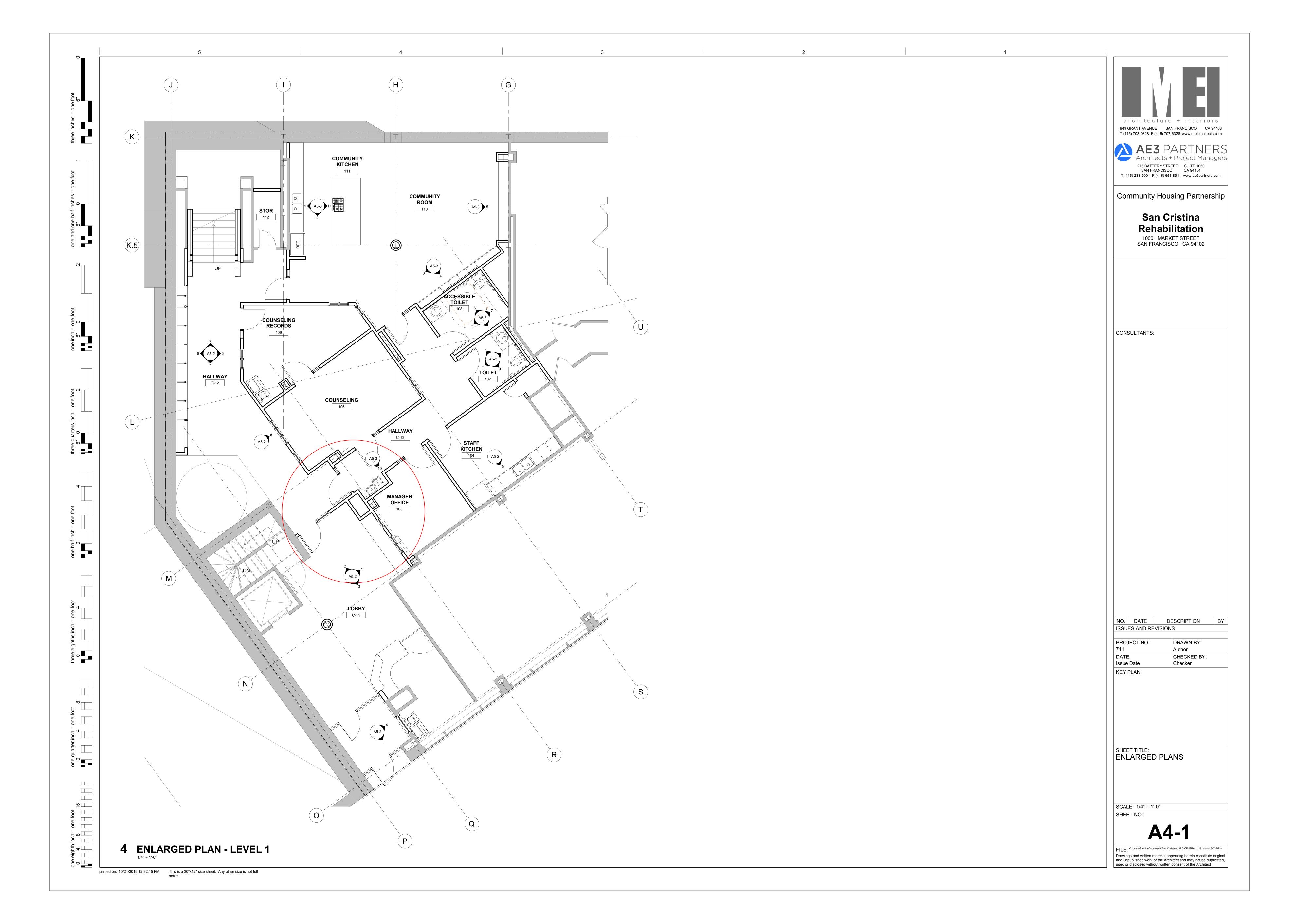














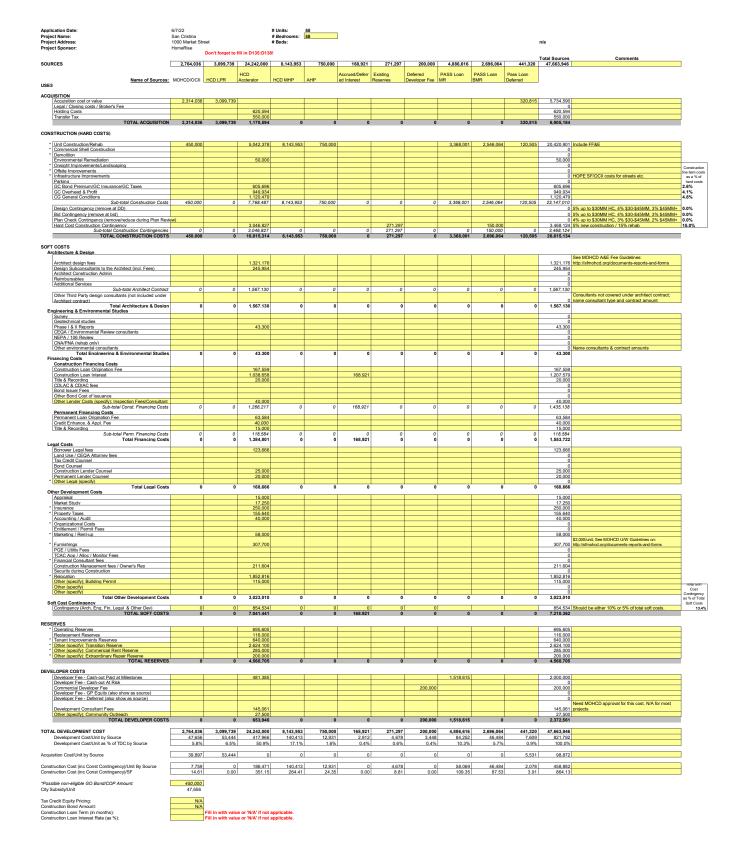
# Attachment H: Comparison of City Investment in Other Housing <u>Developments</u>

PROJECT PREDEVELO	_	Const	ruction C	osts	Total De	Subsid y		
Project Name	Start Date (anticipat ed)	Const/unit	Const/Be droom	Const / SF	Gross TDC / unit	TDC/Bedr oom	Gross TDC/sq.f t <sup>7</sup>	Subsidy /unit
A !!								
AII								
Comparabl								
e Projects:	AVERAGE	\$ 358,317	\$235,105	\$407	\$737,361	\$496,144	\$805	\$68,214
SUBJECT PROPERTY - San Cristina	1000 Sutter Street	\$458,882	\$ 458,882	\$665	\$821,792	\$821,792	\$1,192	\$ -
Delta of Comparable Projects Average and Subject Property		\$100,564	\$223,776	\$258	\$84,431	\$325,648	\$387	\$(68,214)
		28%	95%	63%	11%	66%	48%	-100%

## **Attachment I: Predevelopment Budget**

N/A

## **Attachment J: Development Budget**



## **Attachment K: 1st Year Operating Budget**

Application Date: 6/7/2022 Fotal # Units: 58		Project Name: Project Address:	San Cristina 1000 Market Street	
First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations): 2024		Project Sponsor:	HomeRise	
NCOME	Total	T.	Comments	
Residential - Tenant Rents Residential - Tenant Assistance Payments (Non-LOSP)	1,541,640	Links from 'Existing Proj - Ren Links from 'Existing Proj - Ren	t Info' Worksheet	
Commercial Space Residential Parking	0	Links from 'Utilities & Other In-	Worksheet; Commercial to Residential allocation: 100 come' Worksheet	)%
Miscellaneous Rent Income Supportive Services Income	0	Links from 'Utilities & Other In-	come' Worksheet	
nterest Income - Project Operations aundry and Vending	0	Links from 'Utilities & Other In- Links from 'Utilities & Other In-		
Fenant Charges  Miscellaneous Residential Income	0	Links from 'Utilities & Other Inc Links from 'Utilities & Other Inc	come' Worksheet	
Other Commercial Income Withdrawal from Capitalized Reserve (deposit to operating account)	0	from 'Commercial Op. Budget'	Worksheet; Commercial to Residential allocation: 100	)%
Gross Potential Income	1,690,884			
/acancy Loss - Residential - Tenant Assistance Payments /acancy Loss - Commercial	(77,082)	from 'Commercial On Budget'	Worksheet; Commercial to Residential allocation: 100	1%
EFFECTIVE GROSS INCOME	1,583,953	PUPA:	27,310	770
PERATING EXPENSES  Management				
lanagement Fee	56,376 23,460	1st Year to be set according to	HUD schedule.	
Sub-total Management Expenses	79,836	PUPA:	1,376	
office Salaries fanager's Salary	389,529			
lealth Insurance and Other Benefits Other Salaries/Benefits				
dministrative Rent-Free Unit	389 529	PUPA:	6.716	
dministration	389,529	PUPA:	wy w	
dvertising and Marketing				
iffice Rent egal Expense - Property	11,475			
udit Expense ookkeeping/Accounting Services	9,293			
ad Debts liscellaneous	25,692			
Sub-total Administration Expenses Itilities	46,460	PUPA:	801	
lectricity Vater	37,493 23,862			
Sas Sewer	20,889 23,862			
Sub-total Utilities	106,105	PUPA:	1,829	
axes and Licenses Real Estate Taxes				
vear Estate 1 axes 'ayroll Taxes fiscellaneous Taxes, Licenses and Permits	1,141			
Sub-total Taxes and Licenses surance	1,141	PUPA:	20	
Property and Liability Insurance	105,000			
idelity Bond Insurance Vorker's Compensation				
Director's & Officers' Liability Insurance Sub-total Insurance	105,000	PUPA:	1,810	
Maintenance & Repair Payroll				
oupplies Contracts	94,183			
Sarbage and Trash Removal Security Payroll/Contract	174,167			
HVAC Repairs and Maintenance /ehicle and Maintenance Equipment Operation and Repairs				
Miscellaneous Operating and Maintenance Expenses Sub-total Maintenance & Repair Expenses	268,350	PUPA:	4,627	
Supportive Services	105,000			
Commercial Expenses		from 'Commercial Op. Budget'	Worksheet; Commercial to Residential allocation: 100	)%
TOTAL OPERATING EXPENSES	1,121,921	PUPA:	19,343	
Reserves/Ground Lease Base Rent/Bond Fees Ground Lease Base Rent	0		Provide additional comments here, if needed.	
Sond Monitoring Fee Replacement Reserve Deposit	29,000			
Operating Reserve Deposit Other Required Reserve 1 Deposit				
Other Required Reserve 2 Deposit 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	29,000	PUPA: 500	Min DSCR: Mortgage Rate:	5.0
OTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond ees)	1,150,921	PUPA: 19,843	Term (Years):	
IET OPERATING INCOME (INCOME minus OP EXPENSES)		PUPA: 7,466		397, 6,167,
EBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)		In co. up	. 55	4,886,
lard Debt - First Lender lard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Len	81,159	PASS MR PASS BMR	Provide additional comments here, if needed.  Provide additional comments here, if needed.	
lard Debt - Third Lender (Other HCD Program, or other 3rd Lender) lard Debt - Fourth Lender	34,205	HCD MHP	Provide additional comments here, if needed.  Provide additional comments here, if needed.	201
commercial Hard Debt Service TOTAL HARD DEBT SERVICE	355,825	from 'Commercial Op. Budget' PUPA:	Worksheet; Commercial to Residential allocation: 100 6,135	J%
ASH FLOW (NOI minus DEBT SERVICE)	77,207 1,22			
SES OF CASH FLOW BELOW (This row also shows DSCR.) SES THAT PRECEDE MOHED DEBT SERVICE IN WATERFALL Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	1.22			
selow-ine-line Asset wigt ree (uncommon in new projects, see policy) arthership Management Fee (see policy for limits) ivestor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)				
ivesion Service Fee (aka EP Asset wigt Fee ) (see policy for limits) ther Payments Ion-amortizing Loan Pmnt - Lender 1 (select lender in comments field)				
on-amortizing Loan Printr - Lender 2 (select lender in comments field) in-amortizing Loan Printr - Lender 2 (select lender in comments field) leferred Developer Fee (Enter amt <= Max Fee from cell I130)	38 219	Def. Develop. Fee split: 50%	Provide additional comments here, if needed.  Provide additional comments here, if needed.	
TOTAL PAYMENTS PRECEDING MOHCD	38,219	PUPA:		
ESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS				
RECEDING MOHCD)  Residual Receipts Calculation	38,988			
Ooes Project have a MOHCD Residual Receipt Obligation? VIII Project Defer Developer Fee?	Yes Yes	Project has MOHCD ground le		
Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1: 6 of Residual Receipts available for distribution to soft debt lenders in	50% 50%	Max Deferred Developer Fee	Amt (Use for data entry above. Do not link.): 38,603	
			Distrik	
		me/program from drop down) Loans payable from res. rects		bt Lo 7.2
IOHCD/OCII - Soft Debt Loans	Ground Lease V HCD MHP		\$8,143,953	0.0 21.2
IOHCD/OCII - Soft Debt Loans IOHCD/OCII - Ground Lease Value or Land Acq Cost CD (soft debt Ioan) - Lender 3	HCD CHA		\$24,242,000 \$3,099,739	63.3 8.1
IOHCD/OCII - Soft Debt Loans IOHCD/OCII - Ground Lease Value or Land Acq Cost ICD (soft debt loan) - Lender 3 Ither Soft Debt Lender - Lender 4	HCD CHA HCD LPR		•	
(OHCD/CCII - Soft Debt Loans (OHCD/CCII - Soft Debt Loans (OHCD/CCII - Soryand Lease Value or Land Acq Cost (CD (soft debt loan) - Lender 3 )  **Ther Soft Debt Lender - Lender 4  **Ther Soft Debt Lender - Lender 5  **MOHCD RESIDUAL RECEIPTS DEBT SERVICE	HCD LPR		-11-4 b. 7 000/ MOLIODI	debt
(OHCD/OCCII - Soft Debt Loans (OHCD/OCII - Soft Debt Loans (OHCD/OCII - Ground Lease Value or Land Acq Cost (CD) (soft debt loan) - Lender 3 (there Soft Debt Lender - Lender 4 (there Soft Debt Lender - Lender 5 (there Soft Debt Lender - Lender 5 (OHCD Residual Receipts Amount Due (OHCD Residual Receipts Amount to Loan Repayment (OHCD Residual Receipts Amount to Loan Repayment	2,817	50% of residual receipts, multi Enter/override amount of resid		
(OHCD/OCCII - Soft Debt Loans (OHCD/OCII - Soft Debt Loans (OHCD/OCII - Ground Lease Value or Land Acq Cost (C) (soft debt loan) - Lender 3 Whiter Soft Debt Lender - Lender 4 Where Soft Debt Lender - Lender 5 WHOHED RESIDUAL RECEIPTS DEBT SERVICE (OHCD Residual Receipts Amount Due Toposed MOHCD Residual Receipts Amount to Loan Repayment Toposed MOHCD Residual Receipts Amount to Residual Ground Lease	2,817 2,817	Enter/override amount of resid	pried by 7.23% - MOPICUS spro rata share of all solid ual receipts proposed for loan repayment. I receipts amt due LESS amt proposed for loan repym	t.
(OHCD/OCII - Soft Debt Loans (OHCD/OCII - Soft Debt Loans (OHCD/OCII - Ground Lease Value or Land Acq Cost (CD (soft debt loan) - Lender 3 there Soft Debt Lender - Lender 4 there Soft Debt Lender - Lender 5  MOHCD RESIDUAL RECEIPTS DEBT SERVICE (OHCD Residual Receipts Amount Due troposed MOHCD Residual Receipts Amount to Loan Repayment troposed MOHCD Residual Receipts Amount to Residual Ground Lease LEMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS	2,817 2,817	Enter/override amount of resid	ual receipts proposed for loan repayment.	t.
(OHCD/OCCII - Soft Debt Loans (OHCD/OCII - Soft Debt Loans (OHCD/OCII - Sort out Lease Value or Land Acq Cost (C) (soft debt loan) - Lender 3 Where Soft Debt Lender - Lender 4 Where Soft Debt Lender - Lender 5 WOHCD RESIDUAL RECEIPTS DEBT SERVICE (OHCD Residual Receipts Amount Due Toposed MOHCD Residual Receipts Amount to Loan Repayment Toposed MOHCD Residual Receipts Amount to Residual Ground Lease (EMANINIC BALANCE AFTER MOHCD RESIDUAL RECEIPTS EET SERVICE  ION-MOHCD RESIDUAL RECEIPTS DEBT SERVICE	2,817 2,817 0 36,170	Enter/override amount of resid If applicable, MOHCD residua	ual receipts proposed for loan repayment. receipts amt due LESS amt proposed for loan repym	
(OHCD/OCCII - Soft Debt Loans (OHCD/OCII - Soft Debt Loans (OHCD/OCII - Sort out Lease Value or Land Acq Cost (C) (soft debt loan) - Lender 3 Where Soft Debt Lender - Lender 4 Where Soft Debt Lender - Lender 5 WOHCD RESIDUAL RECEIPTS DEBT SERVICE (OHCD Residual Receipts Amount Due Toposed MOHCD Residual Receipts Amount to Loan Repayment Toposed MOHCD Residual Receipts Amount To Residual Ground Lease LEMANING BALANCE AFTER MOHCD RESIDUAL RECEIPTS EBT SERVICE  ON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE (CD Residual Receipts Lender Lender Service LOANS)  ON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE (CD Residual Receipts Lender Lender - Residual Receipts Lender - Lender - Residual Receipts Lender - Residual Receipts Lender - Lender - Lender - Residual Receipts Lender -	2,817 2,817 0 36,170 8,301 24,710	Enter/override amount of resid If applicable, MOHCD residua 150% of residual receipts, multi 150% of residual receipts, multi 150% of residual receipts, multi	ual receipts proposed for loan repayment. receipts amt due LESS amt proposed for loan repym receipts amt due LESS amt proposed for loan repym plied by 21.29% — HCD MHP's pro rata share of all sof plied by 63.38%, HCD CHA's pro rata share of all sof	oft del
(OHCD/CC)I - Soft Debt Loans (OHCD/CC)I - Ground Lease Value or Land Acq Cost (CO (soft debt loan) - Lender 3 (Hoter Soft Debt Lender - Lender 4 ) (Hoter Soft Debt Lender - Lender 5 ) (Hoter Soft Debt L	2,817 2,817 0 36,170 8,301 24,710	Enter/override amount of resid If applicable, MOHCD residua 150% of residual receipts, multi 150% of residual receipts, multi 150% of residual receipts, multi	ual receipts proposed for loan repayment. receipts amt due LESS amt proposed for loan repym	oft deb
(OHCD/OCCII - Soft Debt Loans (OHCD/OCCII - Soft Debt Loans (OHCD/OCCII - Soft Debt Loans (OHCD/OCCII - Ground Lease Value or Land Acq Cost (CD (soft debt loan) - Lender 3 Where Soft Debt Lender - Lender 4 Where Soft Debt Lender - Lender 5 WHOED Residual Receipts DEBT SERVICE (OHCD Residual Receipts Amount to Loan Repayment roposed MOHCD Residual Receipts Amount to Loan Repayment roposed MOHCD Residual Receipts Amount to Residual Ground Lease LEMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS LEBT SERVICE (ON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE (OD Residual Receipts Amount of Residual Ground Lease) under 4 Residual Receipts Due ender 4 Residual Receipts Due	2,817 2,817 0 36,170 8,301 24,710 3,160	Enter/override amount of resid If applicable, MOHCD residua 150% of residual receipts, multi 150% of residual receipts, multi 150% of residual receipts, multi	ual receipts proposed for loan repayment. receipts amt due LESS amt proposed for loan repym receipts amt due LESS amt proposed for loan repym plied by 21.29% — HCD MHP's pro rata share of all sof plied by 63.38%, HCD CHA's pro rata share of all sof	oft deb
MOHCD/CCII - Soft Debt Loans MOHCD/CCII - Soround Lease Value or Land Acq Cost +CD (soft debt loan) - Lender 3 - Debt Soft Debt Lender - Lender 4 - Dither Soft Debt Lender - Lender 4 - Dither Soft Debt Lender - Lender 5 - 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	2.817 2.817 0	Enter/override amount of resid	ual receipts proposed for loan repayment.	

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

San	Cristin	έ

San Cristina																					
Total # Units:	58	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Voor 12	Year 14	Year 15	Voor 16	Year 17	Year 18	Year 19	Year 20
		Teal I	1eal 2	Teal 3	Teal 4	Teal 5	Teal 6	real /	Teal o	rear 5	Teal 10	Teal II	Teal 12	Tear 13	Teal 14	rear 15	Teal 10	Teal 17	Teal 10	real 15	Teal 20
		2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043
INCOME Residential - Tenant Rents	% annual increase	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total
Residential - Tenant Assistance Payments (Non-LOSP)	2.5%	1,541,640	1,580,181	1,619,686		1,701,682			1,832,526	1,878,339	1,925,297	1,973,430	2,022,765	2,073,334	2,125,168	2,178,297	2,232,754	2,288,573		2,404,432	2,464,543
Commercial Space Other Income Gross Potential Income	3.0%	149,244	153,571	158,025	162,608 - 1,822,786	167,325	172,179	177,174	182,316	187,607	193,052	198,657	204,424	210,360	216,469	222,756	229,227	235,887 - <b>2,524,460</b>	242,741	249,795	257,055
Vacancy Loss - Residential - Tenant Rents	n/a	(77,082)	(79,009)	(80,984)	(83,009)	(85,084)	(87,211)	(89,391)	(91,626)	(93,917)	(96,265)	(98,671)	(101,138)	(103,667)	(106,258)	(108,915)	(111,638)	-	(117,289)	-	-
Vacancy Loss - Residential - Tenant Assistance Payments  Vacancy Loss - Commercial  EFFECTIVE GROSS INCOME	n/a n/a	(29,849) 1,583,953	(30,714) 1.624.029	(31,605) 1.665.121	(32,522) 1.707.255	(33,465)	(34,436)	(35,435) 1.840,178	(36,463) 1,886,752	(37,521) 1,934,507	(38,610) 1,983,474	(39,731)	(40,885)	(42,072) 2,137,956	(43,294) 2.192.085	(44,551) 2,247,587	(45.845)	(47,177) 2,362,854	(48,548)	(120,222) (49,959) <b>2.484.046</b>	(123,227) (51,411) <b>2.546.960</b>
OPERATING EXPENSES		1,000,900	1,024,029	1,000,121	1,707,255	1,750,456	1,754,750	1,040,170	1,000,732	1,534,507	1,903,474	2,033,003	2,000,100	2,137,950	2,192,005	2,247,567	2,304,490	2,302,034	2,422,091	2,464,046	2,040,900
Management Salaries/Benefits	3.5%	79,836 389 529	82,630 403,163	85,522 417 273	88,516 431,878	91,614 446,993	94,820 462,638	98,139 478,831	101,574 495,590	105,129 512,935	108,808 530,888	112,617 549,469	116,558 568,701	120,638 588,605	124,860	129,230 630,528	133,753	138,435 675,438	143,280 699,078	148,295	153,485 748.870
Salaties Definits Utilities	3.5% 3.5% 3.5%	46,460 106.105	48,086 109,819	49,769 113,662	51,511 117,641	53,314 121,758	55,180 126.019	57,111 130,430	59,110 134,995	61,179 139,720	63,320 144.610	65,536 149,672	67,830 154,910	70,204	609,206 72,661 165,944	75,205 171,752	652,597 77,837 177,763	80,561 183,985	83,381 190,424	723,546 86,299 197,089	89,319
Taxes and Licenses	3.5%	1,141	1,181	1,222	1,265	1,309	1,355	1,403	1,452	1,502	1,555	1,609	1,666	160,332 1,724	1,784	1,847	1,912	1,978	2,048	2,119	203,987 2,194
Insurance Maintenance & Repair	3.5% 3.5% 3.5%	105,000 268,350 105,000	108,675 277,742 108,675	112,479 287,463 112,479	116,415 297,524 116,415	120,490 307,938 120,490	124,707 318,716 124,707	129,072 329,871 129,072	133,589 341,416 133,589	138,265 353,366 138,265	143,104 365,734 143,104	148,113 378,534 148,113	153,297 391,783 153,297	158,662 405,495 158,662	164,215 419,688 164,215	169,963 434,377 169,963	175,912 449,580 175,912	182,069 465,315 182,069	188,441 481,601 188,441	195,036 498,457 195,036	201,863 515,903 201,863
Supportive Services Commercial Expenses	3.5%	20,500	21,218	112,479 21,960	116,415 22,729	120,490 23,524	124,707 24,348	129,072 25,200	133,589 26,082	138,265 26,995	143,104 27,939	148,113 28,917	153,297 29,929	158,662 30,977	164,215 32,061	169,963 33,183	1/5,912 34,345	182,069 35,547	188,441 36,791	195,036 38,079	201,863 39,411
TOTAL OPERATING EXPENSES		1,121,921	1,161,188	1,201,830	1,243,894	1,287,430	1,332,490	1,379,127	1,427,397	1,477,356	1,529,063	1,582,580	1,637,971	1,695,300	1,754,635	1,816,047	1,879,609	1,945,395	2,013,484	2,083,956	2,156,895
PUPA (w/o Reserves/GL Base Rent/Bond Fees) Reserves/Ground Lease Base Rent/Bond Fees		19,343																			
Ground Lease Base Rent Bond Monitoring Fee		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Deposit Operating Reserve Deposit		29,000	29,000	29,000	29,000	29,000	29,000 0	29,000 0	29,000	29,000 0	29,000 0	29,000 0	29,000 0	29,000	29,000 0	29,000 0	29,000 0	29,000 0	29,000 0	29,000 0	29,000
Other Required Reserve 1 Deposit Other Required Reserve 2 Deposit		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Required Reserve Deposit/s, Commercial Sub-total Reserves/Ground Lease Base Rent/Bond Fees		29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000	29,000
TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond Fees)		1,150,921	1,190,188	1,230,830	1,272,894	1,316,430	1,361,490	1,408,127	1,456,397	1,506,356	1,558,063	1,611,580	1,666,971	1,724,300	1,783,635	1,845,047	1,908,609	1,974,395	2,042,484	2,112,956	2,185,895
PUPA (w/ Reserves/GL Base Rent/Bond Fees) NET OPERATING INCOME (INCOME minus OP EXPENSES)		19,843 433,032	433,841	434,291	434,361	434,027	433,266	432,050	430,355	428,151	425,411	422,103	418,196	413,656	408,450	402,540	395,889	388,459	380,207	371,090	361,065
DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans) [Hard Debt - First Lender	, .	240,461	240,461	240 461	240 461	240 461	240 461	240.461	240,461	240 461	240 461	240 461	240 461	240 461	240,461	240 461	240 461	240,461	240 461	240,461	240,461
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)		81,159 34,205	81,159 34,205	81,159 34,205	81,159 34,205	81,159 34,205	81,159 34.205	81,159 34,205	81,159 34,205	81,159 34,205	81,159 34,205	81,159 34.205	81,159 34,205	81,159 34,205	81,159 34.205	81,159 34,205	81,159 34,205	81,159 34,205	81,159 34,205	81,159 34,205	81,159 34,205
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender) Hard Debt - Fourth Lender		34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205	34,205
Commercial Hard Debt Service	1																				
TOTAL HARD DEBT SERVICE		355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825	355,825
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)		77,207	78,015	78,466	78,536	78,202	77,440	76,225	74,529	72,326	69,585	66,277	62,370	57,831	52,624	46,714	40,064	32,633	24,381	15,265	5,240
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHED DEBT SERVICE IN WATERFALL	DSCR:	77,207 1.217	78,015 1.219	78,466 1.221	,	,	,	,	,	,	,	,	,	,	,	,	,	32,633	,	,	
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  [Deferred Developer Fee (Enter amt <= Max Fee from row 131)	DSCR:	77,207	78,015	78,466	78,536	78,202	77,440	76,225	74,529	72,326	69,585	66,277	62,370	57,831	52,624	46,714	40,064	32,633	24,381	15,265	5,240
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  Deferred Develope Fee (Ericar ant <- Nax Fee from row 131)  "Below-the-line" Asset Mdt [se (uncommon in new projects, see policy)  Partnersho Management Fee (see policy for limits)	DSCR: 3.5% 3.5%	77,207 1.217	78,015 1.219	78,466 1.221	78,536	78,202	77,440	76,225	74,529	72,326	69,585	66,277	62,370	57,831	52,624	46,714	40,064	32,633	24,381	15,265	5,240
TOTAL HARD DEBT SERVICE  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Ericer ant) ex Mar Fee from row 131)  'Below-the-line' Asset Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy or limits)  Investor Service Fee (alka "LP Asset Mgt Fee") (see policy for limits)  Other Pawments	3.5%	77,207 1.217	78,015 1.219	78,466 1.221	78,536	78,202	77,440	76,225	74,529	72,326	69,585	66,277	62,370	57,831	52,624	46,714	40,064	32,633	24,381	15,265	5,240
TOTAL HARD DEBT SERVICE  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Ericer ant) ex Mar Fee from row 131)  "Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy or limits)  Investor Service Fee (alka "LP Asset Mgt Fee") (see policy for limits)  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 1	3.5%	77,207 1.217 38,219 - - - -	78,015 1.219 80,427 - - - - -	78,466 1.221 56,828 - - - - -	78,536	78,202	77,440	76,225	74,529	72,326	69,585	66,277	62,370	57,831	52,624	46,714	40,064	32,633	24,381	15,265	5,240
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  Deferred Develope Fee (Enter ant) <= Max Fee from row 131)  Teleow-the-line* Asset Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy for limits)  Investor Service Fee (aka "L" Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD	3.5%	77,207 1.217 38,219 - - - - - - - - 38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 - - - - - - - - 56,828	78,536 1.221 - - - - - - - - -	78,202 1.22 - - - - - - - - -	77,440 1.218 - - - - - - - - -	76,225 1.214 - - - - - - - - -	74,529 1.209 	72,326 1.203 - - - - - - - - -	69,585 1.196 	66,277 1.186 - - - - - - - - - -	62,370 1.175 - - - - - - - - -	57,831 1.163 - - - - - - - - - -	52,624 1.148 - - - - - - - -	46,714 1.131 - - - - - - - - -	40,064 1.113 - - - - - - - - -	32,633 1.092 	24,381	15,265 1.043 - - - - - - - -	5,240 1.015 
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  Deferred Develope Fee (Enter ant) <= Max Fee from row 131)  Teleow-the-line* Asset Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy for limits)  Investor Service Fee (aka "L" Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD)  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)	3.5%	77,207 1.217 38,219 - - - -	78,015 1.219 80,427 - - - - -	78,466 1.221 56,828 - - - - -	78,536	78,202	77,440	76,225	74,529	72,326	69,585	66,277	62,370	57,831	52,624	46,714	40,064	32,633	24,381	15,265	5,240
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Enter amt <= Max Fee from row 131)  Fellow-the-life* Asset Might equincommon in new projects, see policy)  Partnership Management Fee (see policy for limits)  Investor Service Fee (afa.* IP Asset Might Fee*) (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?	3.5% 3.5%	77,207 1.217 38,219 - - - - - - - - 38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 - - - - - - - - 56,828	78,536 1.221 - - - - - - - - -	78,202 1.22 - - - - - - - - -	77,440 1.218 - - - - - - - - -	76,225 1.214 - - - - - - - - -	74,529 1.209 	72,326 1.203 - - - - - - - - -	69,585 1.196 	66,277 1.186 - - - - - - - - - -	62,370 1.175 - - - - - - - - -	57,831 1.163 - - - - - - - - - -	52,624 1.148 - - - - - - - -	46,714 1.131 - - - - - - - - -	40,064 1.113 - - - - - - - - -	32,633 1.092 	24,381	15,265 1.043 - - - - - - - -	5,240 1.015 
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Enter ant) ex Max Fee from row 131)  Telcow-the-line* Asset Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy of limits)  Investor Service Fee (alka "LP Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Defer Developer Fee?  1st Residual Receipts Split - Lender/Deferred Developer Fee	3.5% 3.5% 3.5% Yes Yes Yes Oist. Soft	77,207 1.217 38,219 - - - - - - - - 38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 - - - - - - - - 56,828	78,536 1.221 - - - - - - - - -	78,202 1.22 - - - - - - - - -	77,440 1.218 - - - - - - - - - -	76,225 1.214 - - - - - - - - -	74,529 1.209 	72,326 1.203 - - - - - - - - -	69,585 1.196 	66,277 1.186 - - - - - - - - - -	62,370 1.175 - - - - - - - - -	57,831 1.163 - - - - - - - - - -	52,624 1.148 - - - - - - - -	46,714 1.131 - - - - - - - - -	40,064 1.113 - - - - - - - - -	32,633 1.092 	24,381	15,265 1.043 - - - - - - - -	5,240 1.015 
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (First and I.e. Max Fee from row 131)  "Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)  Partnershb Management Fee (see policy for limits)  Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)  Non-amortizing Loan Pmnt1 - Lender 1  Non-amortizing Loan Pmnt1 - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Deber Developer Fee?  1st Residual Receipts Spilt - Lender/Deferred Developer Fee  MOHCD RESIDUAL RECEIPTS DEBT SERVICE  MOHCD Residual Receipts Spilt - MOHCD RESIDUAL RECEIPTS DEBT SERVICE	3.5% 3.5% Yes Yes i0% / 50%	77,207 1.217 38,219 - - - - - - - - 38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 - - - - - - - - 56,828	78,536 1.221 - - - - - - - - -	78,202 1.22 - - - - - - - - -	77,440 1.218 - - - - - - - - - -	76,225 1.214 - - - - - - - - -	74,529 1.209 	72,326 1.203 - - - - - - - - -	69,585 1.196 	66,277 1.186 - - - - - - - - - -	62,370 1.175 - - - - - - - - -	57,831 1.163 - - - - - - - - - -	52,624 1.148 - - - - - - - -	46,714 1.131 - - - - - - - - -	40,064 1.113 - - - - - - - - -	32,633 1.092 	24,381	15,265 1.043 - - - - - - - -	5,240 1.015 
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (First Part Le Mar Fee from row 131)  Teleow-the-line* Asset Mgt fee (uncommon in new projects, see policy)  Partnershb Management Fee (see policy of limits)  Investor Service Fee (als "LP Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt1 - Lender 1  Non-amortizing Loan Pmnt1 - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Debet Developer Fee?  1st Residual Receipts Spilt - Lender/Deferred Developer Fee  MOHCD RESIDUAL RECEIPTS DEBT SERVICE  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese	3.5% 3.5% 3.5% Yes yes i0% / 50% Dist. Soft	77,207 1.217 38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 	78,536 1.221 - - - - - - - - - - - - - - - - - -	78,202 1.22 	77,440	76,225 1.214 	74,529 1.209 	72,326 1.203 	69,585 1.196 - - - - - - - - - - - - - - - - - - -	66,277 1.186 - - - - - - - - - - - - - - - - - - -	62,370 1.175 - - - - - - - - - - - - - - - - - - -	57,831 1.163 	52,624 1.148 - - - - - - - - - - - - - - - - - - -	46,714 1.131 	40,064 1.113 - - - - - - - - - - - - - - - - - -	32,633 1.092 	24,381 1.069 - - - - - - - - - - - - - - - - - - -	15,265 1.043 	5,240 1.015 
TOTAL HARD DEBT SERVICE  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL.  Deferred Developer Fee, (Erice rail r.c. Max Fee from row 131).  Teleow-the-line* Asset Mgt fee (uncommon in new projects, see policy)  Partnershb Management Fee, (see policy of limits)  Investor Service Fee (alsa "LP Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt1 - Lender 1  Non-amortizing Loan Pmnt1 - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Debet Developer Fee?  MOHCD Residual Receipts Spilt - Lender/Deferred Developer Fee  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD RESIDUAL RECEIPTS DEBT SERVICE  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE	3.5% 3.5% 3.5% Yes yes i0% / 50% Dist. Soft	77,207 1.217 38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 	78,536 1.221 	78,202 1.22 	77,440	76,225	74,529 1.209 - - - - - - - - - - - - - - - - - - -	72,326 1.203 - - - - - - - - - - - - - - - - - - -	69,585 1.196 - - - - - - - - - - - - - - - - - - -	66,277 1.186 - - - - - - - - - - - - - - - - - - -	62,370 1.175 - - - - - - - - - - - - - - - - - - -	57,831 1.163 - - - - - - - - - - - - - - - - - - -	52,624 1.148 - - - - - - - - - - - - - - - - - - -	46,714 1.131 - - - - - - - - - - - - - - - - - -	40,064 1.113 - - - - - - - - - - - - - - - - - -	32,633 1.092 	24,381 1.069 - - - - - - - - - - - - - - - - - - -	15,265 1.043 	5,240 1.015 
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (First Part Le Mar Fee from row 131)  Felow-the-line* Asset Mgt fee (uncommon in new projects, see policy)  Partnershb Management Fee (see policy of limits)  Investor Service Fee (als "LP Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt1 - Lender 1  Non-amortizing Loan Pmnt1 - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Debet Developer Fee?  1st Residual Receipts Spilt - Lender/Deferred Developer Fee  MOHCD RESIDUAL RECEIPTS DEBT SERVICE  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD Residual Receipts Amount to Residual Ground Lese  Proposed MOHCD Residual Receipts Amount to Replacement Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE	3.5% 3.5% 3.5% Yes i0% / 50% Dist. Soft Debt Loans 7.23%	77,207 1.217 38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 - - - - 56,828 21,638	78,536 1.221 	78,202 1.22 	77,440 1.218 	76,225 1.214 	74,529 1.209 	72,326 1.203 	69,585 1.196 	66,277  1.186	62,370  1.175	57,831 1.163 	52,624 1.148 	46,714 1.131 - - - - - - 46,714 3,376 - - 43,339	40,064 1.113 - - - - - - - - - - - - - - - - - -	32,633 1.092 	24,381 1.069 	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (First era mic e Mar Fee from row 131).  Felowethe-line' Asset Mgt fee (uncommon in new projects, see policy)  Partnershb Management Fee (see policy for limits)  Investor Service Fee (alsa "LP Asset Mgt Fee") (see policy for limits)  Investor Service Fee (alsa "LP Asset Mgt Fee") (see policy for limits)  Non-amortizing Loan Pmnt1 - Lender 1  Non-amortizing Loan Pmnt1 - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Deler Developer Fee?  1st Resatual Receipts Spit - Lender/Deferred Developer Fee  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Residual Ground Lease  Proposed MOHCD Residual Receipts Amount to Replacement Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE	3.5% 3.5% Yes Yes 10% / 50% Dist. Soft Debt Loans 7.23%	77,207  1.217  38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 	78,536 1.221 	78,202 1.22 	77,440 1.218	76,225 1.214 	74,529 1.209	72,326 1.203 	69,585 1.196 	66,277  1.186	62,370  1.175	57,831 1.163 	52,624 1.148 	46,714 1.131 	40,064  1.113	32,633 1.092 - - - - - - - - - - - - -	24,381  1.069	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  USES OF CASH FLOW BELOW. (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL.  Deferred Developer Fee (Enter anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  "Belowe behins" by the first anti-c= Max Fee from row 131).  The first anti-c= Max Fee from row 131).  The first period from row 131 in the first anti-c= Max Fee from row 131.  TOTAL PAYMENTS PRECEDING MOHCD.  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Deler Developer Fee?  MOHCD Residual Receipts Amount to Residual Ground Less Proposed MOHCD Residual Receipts Amount to Residual Ground Less Proposed MOHCD Residual Receipts Amount to Replacement Reserve REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE  HCD Residual Receipts Due  Lender 5 Residual Receipts Due  Lender 5 Residual Receipts Due  Total Non-MOHCD Residual Receipts Debt Service	3.5% 3.5% Yes Yes Y 50% Dist. Soft Debt Loans 7.23%	77,207 1.217 38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 	78,536 1.221 	78,202 1.22 - - - - - - - - - - - - -	77,440  1.218	76,225 1.214 	74,529  1.209	72,326 1.203 	69,585  1.196	66,277  1.186	62,370  1.175	57,831 1.163 	52,624 1.148 	46,714  1.131	40,064  1.113	32,633 1.092 - - - - - - - - - - - - -	24,381  1.069	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Erner antt <- Max Fee from row 131)  Felow-the-line* Asset Mgt fee (uncommon in new projects, see policy)  Partnershib Management Fee (see policy for limits)  Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Defer Developer Fee?  1st Residual Receipts Spit - Lender/Deferred Developer Fee  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Replacement Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD Residual Receipts Amount to Replacement Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD Residual Receipts Amount to Residual Receipts Service  HCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Replacement Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  REMAINOER (Should be zero unless there are distributions below)  Owner Distributions Discriber Management Fee	3.5% 3.5% Yes Yes Y 50% Dist. Soft Debt Loans 7.23%	77,207  1.217  38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 	78,536 1.221 	78,202 1.22 	77,440 1.218	76,225 1.214 	74,529 1.209	72,326 1.203 	69,585 1.196 	66,277  1.186	62,370  1.175	57,831 1.163 	52,624 1.148 	46,714 1.131 	40,064  1.113	32,633 1.092 - - - - - - - - - - - - -	24,381  1.069	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Erica mit <- Max Fee from row 131)  "Below-the-line" Assett Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy for limits)  Investor Service Fee (aka "L" Assett Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project Defer Developer Fee?  1st Residual Receipts Split - Lender/Deferred Developer Fee  1st Residual Receipts Split - Lender/Deferred Developer Fee  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Residual Ground Lease  Proposed MOHCD Residual Receipts Amount to Residual Ground Lease  Proposed MOHCD Residual Receipts Amount to Residual Ground Lease  Proposed MOHCD Residual Receipts Dual RECEIPTS DEBT SERVICE  NON-MOHOR RESIDUAL RECEIPTS DEBT SERVICE  HCD Residual Receipts Amount Due  Lender 4 Residual Receipts Due  Lender 5 Residual Receipts Due  Lender 5 Residual Receipts Due  Lender 6 Residual Receipts Due  REMAINDER (Should be zero unless there are distributions below)	3.5% 3.5% Yes Yes Y 50% Dist. Soft Debt Loans 7.23%	77,207  1.217  38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 	78,536 1.221 	78,202 1.22 	77,440 1.218	76,225 1.214 	74,529 1.209	72,326 1.203 	69,585 1.196 	66,277  1.186	62,370  1.175	57,831 1.163 	52,624 1.148 	46,714 1.131 	40,064  1.113	32,633 1.092 	24,381  1.069	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Erner ant <- Max Fee from row 131)  "Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)  Partnershe Management Fee (see policy for limits)  Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Defer Developer Fee?  1st Residual Receipts Split - Lender/Deferred Developer Fee  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Residual Ground Lease  Proposed MOHCD Residual Receipts Amount to Replacement Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  HCD Residual Receipts Amount Due  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  HCD Residual Receipts Due  Lender 4 Residual Receipts Due  Lender 5 Residual Receipts Due  Lender 6 Residual Receipts Due  Lender 6 Residual Receipts Due  REMAINOER (Should be zero unless there are distributions below)  Owner Destributions/Less  Final Balance (should be zero)	3.5% 3.5% Yes Yes Y 50% Dist. Soft Debt Loans 7.23%	77,207  1.217  38,219	78,015 1.219 80,427 - - - - - - - - - - - - - - - - - - -	78,466 1.221 56,828 - - - - - - - - - - - - - - - - - -	78,536 1.221 	78,202 1.22 	77,440 1.218	76,225 1.214 	74,529 1.209	72,326 1.203 	69,585 1.196 	66,277  1.186	62,370  1.175	57,831 1.163 	52,624 1.148 	46,714 1.131 	40,064  1.113	32,633 1.092 	24,381  1.069	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Erner ant <- Max Fee from row 131)  "Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)  Partnershe Management Fee (see policy for limits)  Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Defer Developer Fee?  1st Residual Receipts Split - Lender/Derend Developer Fee  MOHCD Residual Receipts Amount Due  Proposed MOHCD Residual Receipts Amount to Residual Ground Lease  Proposed MOHCD Residual Receipts Amount to Replacement Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE  HCD Residual Receipts Amount Due  Lender 4 Residual Receipts Due  Lender 5 Residual Receipts Due  Lender 6 Residual Receipts Due  Lender 7 Residual Receipts Management Fee  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD Residual Receipts Due  Lender 6 Residual Receipts Due  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHCD Residual Receipts Due  Lender 7 Residual Receipts Management Fee  PROPOSED RESIDUAL RECEIPTS DEBT SERVICE  REMAINDER (Should be zero unless there are distributions below)  Owner Distributions/incentive Management Fee  PROPOSED REMAINS REMAINS REMAINS REMAINS REMAINS REMAINS BALANCE AFTER MOHCD REMAINS REMAINS REMAINS BALANCE AFTER MOHCD REMAINS REMAI	3.5% 3.5% Yes Yes Y 50% Dist. Soft Debt Loans 7.23%	77,207 1.217 38,219	79,015 1.219 80,427	78,466 1.221 56,828 	78,536 1.221 	78,202 1.22 	77,440 1.218	76,225 1.214 	74,529 1.209 	72,326 1.203 - - - - - - - - - - - - -	69,585  1.196	66,277  1.186	62,370  1.175	57,831  1.163	52,624  1.148	46,714  1.131	40,064  1.113	32,633 1.092 - - - - - - - - - - - - -	24,381  1.069	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  Deferred Developer Fee (Erica mit <- Max Fee from row 131)  "Below-the-line" Assett Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy for limits)  Investor Service Fee (aka "L" Assett Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Defer Developer Fee?  1st Residual Receipts Split - Lender/Deferred Developer Fee  MOHCD Residual Receipts Split - Lender/Deferred Developer Fee  MOHCD Residual Receipts Split - Lender/Deferred Developer Fee  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-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  Lender 6 Residual Receipts Due  Lender 7 Residual Receipts Due  REMAINDER (Should be zero unless there are distributions below)  Owner Distributions/Juses  Final Balance (should be zero)	3.5% 3.5% Yes Yes Y 50% Dist. Soft Debt Loans 7.23%	77,207 1.217 38,219	79,015 1.219 80,427	78,466 1.221 56,828 	78,536 1.221 	78,202 1.22 	77,440 1.218	76,225 1.214 	74,529 1.209 	72,326 1.203 - - - - - - - - - - - - -	69,585  1.196	66,277  1.186	62,370  1.175	57,831  1.163	52,624  1.148	46,714  1.131	40,064  1.113	32,633 1.092 - - - - - - - - - - - - -	24,381  1.069	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL  Deferred Develope Fee (Enter ant <- Max Fee from row 131)  Teleow-the-line* Assett Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy for limits)  Investor Service Fee (aka "L" Assett Mgt Fee") (see policy for limits)  Investor Service Fee (aka "L" Asset Mgt Fee") (see policy for limits)  Other Payments  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Defer Developer Fee?  1st Residual Receipts Split - Lender/Deferred Developer Fee  MOHCD Residual Receipts Split - Lender/Deferred Developer Fee  MOHCD Residual Receipts Amount Due  Proposed MOTIC Residual Receipts Amount to Residual Ground Lease  Proposed MOTIC Residual Receipts Amount to Residual Ground Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHOR RESIDUAL RECEIPTS DEBT SERVICE  NON-MOHOR RESIDUAL RECEIPTS DEBT SERVICE  REMAINDER (Should be zero unless there are distributions below)  Owner Distributions/Dises  Final Balance (should be zero unless there are distributions below)  Other Distributions/Uses  Final Balance (should be zero)	3.5% 3.5% Yes Yes Y 50% Dist. Soft Debt Loans 7.23%	77,207 1.217 38,219	78,015 1.219 80,427	78,466 1.221 56,828 	78,536 1.221 	78,202 1.22 	77,440 1.218	76,225 1.214 	74,529 1.209 	72,326 1.203 - - - - - - - - - - - - -	69,585  1.196	66,277  1.186	62,370  1.175	57,831  1.163	52,624  1.148	46,714  1.131	40,064  1.113	32,633 1.092 - - - - - - - - - - - - -	24,381  1.069	15,265  1.043	5,240  1.015
TOTAL HARD DEBT SERVICE  CASH FLOW (NOI minus DEBT SERVICE)  USES OF CASH FLOW BELOW (This row also shows DSCR.)  USES THAT PRECEDE MOHOD DEBT SERVICE IN WATERFALL  Deferred Develope Free (First and Its Max Fee from row 131)  'Pelow-the-line' Asset Mgt fee (uncommon in new projects, see policy)  Partnersho Management Fee (see policy of limits)  Investor Service Fee (aka "L" Asset Mgt Fee") (see policy for limits)  Investor Service Fee (aka "L" Asset Mgt Fee") (see policy for limits)  Non-amortizing Loan Pmnt - Lender 1  Non-amortizing Loan Pmnt - Lender 2  TOTAL PAYMENTS PRECEDING MOHCD  RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)  Does Project have a MOHCD Residual Receipt Obligation?  Will Project Deber Developer Fee?  1st Residual Receipts Spit - Lender/Deferred Developer Fee  MOHCD Residual Receipts Spit - Lender/Deferred Developer Fee  MOHCD Residual Receipts Mount Due  Proposed MOHCD Residual Receipts Amount to Replacement Reserve  REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS DEBT SERVICE  HCD Residual Receipts Due  Lender 4 Residual Receipts Due  Lender 5 Residual Receipts Due  Lender 6 Residual Receipts Due  Lender 7 Residual Receipts Due  Total Non-MOHCD Residual Receipts Debt Service  REMAINER (Should be zero)  RR Running Balance  Ofther Distributions/Dess  Final Balance (should be zero)  DEFERRED DEVELOPER FEE - RUNNING BALANCE  DEFERRED DEVELOPER FEE - RUNNING BALANCE	3.5% 3.5% Yes Yes Y 50% Dist. Soft Debt Loans 7.23%	77,207 1.217 38,219	78,015 1.219 80,427	78,466 1.221 56,828 - - - - - - - - - - - - -	78,536  1.221	78,202 1.22 	77,440  1.218	76,225  1.214	74,529 1.209 	72,326  1.203	69,585  1.196	66,277  1.186	62,370  1.175	57,831  1.163	52,624  1.148	46,714  1.131	40,064  1.113	32,633 1.092 	24,381  1.069	15,265  1.043	5,240  1.015