

## **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

### **Golden Gate Avenue Phase I - Educator Housing (750 Golden Gate)**

**Up to \$3,000,000 Predevelopment Financing**

Evaluation of Request for:	Predevelopment Loan
Loan Committee Date:	February 2, 2024
Prepared By:	Ryan VanZuylen Senior Project Manager
MOHCD Asset Manager:	Wesley Ellison-Labat
MOHCD Construction Manager:	Brendan Dwyer
Sources and Amounts of New Funds Recommended:	\$3,000,000 – Housing Trust Funds
Sources and Amounts of Previous City Funds Committed:	\$20,000,000 - \$19,600,000 in 2019 GO Bonds, \$400,000 in Affordable Housing Fund – Inclusionary (preliminary gap approval in Aug 2023 for HCD application)
NOFA/PROGRAM/RFP:	2023 Educator Housing NOFA
Applicant/Sponsor(s) Name:	MidPen Housing Corporation

## EXECUTIVE SUMMARY

### Sponsor Information:

Project Name:	Golden Gate Avenue Phase I - Educator Housing	Sponsor(s):	MidPen Housing Corporation (MidPen)
Project Address (w/ cross St):	750 Golden Gate Avenue (at Franklin), 94102	Ultimate Borrower Entity:	MP Golden Gate Avenue Associates, L.P.

### Project Summary:

Golden Gate Avenue Phase I - Educator Housing will provide 75 new housing units for San Francisco Unified School District (SFUSD) and San Francisco Community College District (SFCCD) employees (the “Project”). The Project is one of three projects on two State-owned sites that comprise the San Francisco State Lands sites, the others being 850 Turk (applying for tax credits this year) and a future 750 Golden Gate Phase II. In May 2021, MidPen was selected by the State of California Department of General Services (DGS) and Department of Housing and Community Development (HCD) to develop Golden Gate Avenue (both Phase I and Phase II) and its sibling project 850 Turk Street. In total, the SF State Lands sites propose to deliver 262 affordable housing units.

This evaluation concerns only Phase I with 75 units including 7 studios, 33 one-bedrooms, 21 two-bedrooms (including 1 manager’s unit), and 14 three-bedrooms. To be more competitive for its CDLAC application, the Project is divided into two financing structures: a moderate-income portion for the 140% SF AMI units and a LIHTC portion for the remaining units. The 75 units are divided into a 45-unit tax credit component, including one manager’s unit, serving incomes between 40-90% MOHCD AMI (30-60% TCAC AMI) targeting para-educator and classified staff roles and a 30-unit non-tax credit, moderate-income component restricted at 140% SF AMI targeting teacher roles and dual-income households.

On July 24, 2023, MidPen Housing Corporation (“MidPen”) was awarded up to \$20M by MOHCD to advance the development of a new affordable educator housing project at 750 Golden Gate Avenue Phase I through the 2023 Acquisition, Predevelopment and Construction Financing for New Affordable Educator Housing NOFA, dated February 24, 2023. To meet the August 14, 2023, deadline for the State’s Excess Sites Local Government Matching Grants (LGMG) program, MidPen needed a commitment letter for \$20M from MOHCD. Loan Committee approved the preliminary gap commitment on August 4, 2023, and MOHCD provided a commitment letter based on the assumptions submitted for the Educator Housing NOFA. The Project was awarded LGMG funds in September 2023. At that time, the project was not underwritten to MOHCD Guidelines due to the accelerated timeline for the State funding deadline. Through this evaluation, the Project is now being underwritten to MOHCD’s Guidelines.

The Project is fully entitled. The Sponsor expects to apply to CDLAC for 4% tax credits in April 2024 with construction projected to start by December 16, 2024, and be completed by December 2026.

### Project Description:

Construction Type:	Type I	Project Type:	New Construction
Number of Stories:	8	Lot Size (acres and sf):	.68 acres / 29,621 sf
Number of Units:	75	Architect:	David Baker Architects and Min Design Studio
Total Residential Area:	50,016 sf	General Contractor:	Cahill Contractors
Total Commercial Area:	0 sf	Property Manager:	MidPen Property Management Corporation
Total Building Area:	77,510 sf	Supervisor and District:	Sup. Stefani (2)
Land Owner:	State of California		

Total Development Cost (TDC):	\$79,085,754	Total Acquisition Cost:	\$0
TDC/unit:	\$1,058,476	TDC less land cost/unit:	\$935,335
Loan Amount Requested:	\$3,000,000	Request Amount / unit:	\$266,667
HOME Funds?	N	Parking?	Y* (37 spaces)

\*State funding requires that the project includes parking for state EDD employees which cannot be used by residents.

## PRINCIPAL DEVELOPMENT ISSUES

- **Timeline to Close.** This Project's Difficult Development Area (DDA) status, which provides a 30% boost to tax credit basis, will expire in June 2024. Without the DDA status, the Project stands to lose roughly \$5M in tax credit equity. This expiration date sets an urgent design and procurement schedule as the Project would have until December 16, 2024, to start construction but is still very early in the design phase with 100% Schematic Drawings submitted January 5, 2024, 50% Design Drawings (DDs) planned for March 1, 2024, and 100% DDs planned for submission April 1, 2024. See Section 1.1 and Section 4.4.
- **Temporary/Permanent Power Issues.** The Project plans to apply for PGE retail service in early February 2024. However, the Project may be required to submit a PUC Wholesale Distribution Tariff (WDT) application since it is on State lands. If State lands are excluded from WDT in the upcoming PUC/PGE agreement, which is expected to be executed Q1 2024, then the Project can apply as retail and keep its current schedule. If it must apply as WDT then an additional System Impact Study would be needed which would delay the schedule by 6 months and add \$350-500K in extra costs. See Section 4.4.
- **Parking garage risks.** All parking will be dedicated to California EDD staff but the terms of the ground leases with the State have not been finalized. The Sponsor continues to communicate with DGS as owners of the land to draft the ground leases but the San Francisco Assessor's Office will ultimately decide if property taxes need to be paid, presumably by the state. See Section 4.3.
- **Possible project gap.** The Sponsor originally proposed a Sponsor Tranche C loan to make up a \$1.65M gap (now shown as a potential MOHCD gap in the moderate project's sources). This assumed a 90/10 residual receipts split to pay back the Tranche C loan which does not align with MOHCD Guidelines. MOHCD staff asked the Sponsor to remove the Tranche C loan and for now include an additional MOHCD gap loan if needed. As the Project proceeds through design and refines the budget, the Sponsor and MOHCD will revise the budget as needed to determine if the project can close construction financing without an additional gap or with an additional MOHCD gap, a Sponsor Tranche C loan, or other funding source. See Section 6.5.1.

## SOURCES AND USES SUMMARY TAX CREDIT PROJECT – 45 UNITS

Predevelopment Sources	Amount	Terms	Status
MOHCD Loan	\$3,000,000	55 yrs @ 3% / Res Rec	This Request
Sponsor Funds	\$326,200		Committed

Permanent Sources	Amount	Terms	Status
MOHCD Loan	\$8,986,632	55 yrs @ 3% / Res Rec	Committed
Permanent Loan	\$3,922,125	35 yr amort @ 6.38% (15-year term)	Not Committed
Tax Credit Equity	\$19,998,653	\$0.97 pricing	Not Committed
HCD LGMG	\$4,000,000	Grant	Committed
HCD IIG	\$897,350	Grant	Committed
GP Equity	\$3,671,530		Committed
<b>Total</b>	<b>\$41,476,290</b>		

<b>Permanent Uses</b>	<b>Amount</b>	<b>Per Unit</b>	<b>Per SF</b>
Hard Costs	\$30,355,901	\$674,576	\$1,012
Soft Costs	\$5,736,263	\$127,473	\$191
Reserves	\$212,596	\$4,724	\$7
Developer Fee	\$5,171,530	\$114,923	\$172
<b>Total</b>	<b>\$41,476,290</b>	<b>\$921,695</b>	<b>\$1,382</b>

**SOURCES AND USES SUMMARY**  
**MODERATE INCOME PROJECT – 30 UNITS**

<b>Permanent Sources</b>	<b>Amount</b>	<b>Terms</b>	<b>Status</b>
MOHCD Loan	\$11,013,368	55 yrs @ 3% / Res Rec	Committed
Additional MOHCD Gap	\$1,650,000	55 yrs @ 3% / Res Rec	Not Committed
Permanent Loan	\$7,212,847	35 yr amort @ 6.50% (15-year term)	Not Committed
HCD LGMG	\$6,000,000	Grant	Committed
HCD IIG	\$1,850,000	Grant	Committed
<b>Total</b>	<b>\$27,726,215</b>		

<b>Permanent Uses</b>	<b>Amount</b>	<b>Per Unit</b>	<b>Per SF</b>
Hard Costs	\$22,974,103	\$765,803	\$1,148
Soft Costs	\$3,526,379	\$117,546	\$176
Reserves	\$225,733	\$7,524	\$11
Developer Fee	\$1,000,000	\$33,333	\$50
<b>Total</b>	<b>\$27,726,215</b>	<b>\$924,207</b>	<b>\$1,386</b>

1. BACKGROUND

1.1. Project History Leading to This Request.

On January 15, 2019, Governor Gavin Newsom signed Executive Order (EO) N-06-19 which allows housing production on excess state-owned properties (Excess Sites). The EO authorizes the Department of General Services (DGS) and Department of Housing and Community Development (HCD) to identify and prioritize excess site properties for multifamily affordable housing projects with 50% of the units affordable at 80% HCD AMI. MOHCD communicated with DGS and HCD that given high construction costs any project in San Francisco would most likely need a soft loan from the City and would need to be 100% affordable according to MOHCD AMI.

In May 2021, the State of California through DGS and HCD selected MidPen to develop two State-owned sites in San Francisco located at 850 Turk and 750 Golden Gate Avenue. DGS required that parking be replaced for State employees on both sites. On February 24, 2023, MOHCD issued a NOFA for educator housing. MidPen applied for educator housing funds for the first phase of the 750 Golden Gate excess site. On July 24, 2023, MidPen was awarded up to \$20 million in MOHCD Educator Housing funding for the first phase of Golden Gate Avenue. In August 2023, MidPen applied for the Local Government Matching Grants (LGMG) Program as a State Excess Site and on September 18, 2023, was awarded \$10,000,000.

Under MidPen's proposal, the Golden Gate Avenue site will create 171 homes in two phases. The 75-unit Educator Phase (Golden Gate Avenue Phase I - Educator Housing, or the "Project") consists of 7 studios, 33 one-bedrooms, 21 two-bedrooms (including 1 manager's unit), and 14 three-bedrooms. A future second phase consists of an additional 96 homes. This two-phase approach has been structured to best align the development with the current financing landscape and community objectives. The Project is at 50% Schematic Drawings (SDs), will apply for CDLAC/TCAC in April 2024. If awarded, the Sponsor expects to start construction in December 2024, complete construction in December 2026, and complete lease up May 2027.

The Golden Gate Avenue location's Difficult to Develop Area (DDA) status, as determined by HUD, expired on 12/31/22. DDA status gives the project a 30% basis boost in both the 4% and 9% tax credit programs, which translates to approximately \$5MM in tax credit equity for Golden Gate Avenue Phase 1. TCAC issued a memo on 11/14/22 that allowed projects set to lose their DDA status in 2023 to maintain their eligibility for the basis boost as long as CDLAC received a complete application for the project by 12/16/22. The memo stated that CDLAC will allow up to 18 months (i.e. by 6/30/24) for applicants and sponsors to secure a CDLAC allocation and maintain the basis boost. In addition, the bonds must be issued within 730 days from the date the complete application was submitted (i.e. by 12/15/24). Subsequently in late 2023 when CDLAC was discussing changing the 4% application deadlines for 2024, the issue of the expiring DDA projects' deadline to secure a bond allocation was flagged to both TCAC and CDLAC staff. CDLAC has since indicated that they will adjust the 6/30/24 deadline to allow applicants to the 1<sup>st</sup> 2024 bond round (due 4/23/24) to still be eligible for the basis boost if not awarded bonds until 8/7/24. The 12/16/24 deadline for bond issuance is a HUD requirement which cannot be adjusted. All said, if the Project receives a bond award it must close construction financing by 12/16/2024.

MidPen submitted an application to CDLAC for Golden Gate Avenue Phase 1 by the 12/16/22 deadline with CMFA as the bond issuer and received a preservation letter from TCAC on 12/28/22. MidPen intends to apply for 4% tax credits/bonds on 4/23/24 with MOHCD as the bond issuer. If the project receives a bond allocation in the round 1 competition, the 130% basis boost for DDA status will still apply.

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

On February 24, 2023, MOHCD issued a \$32 million Notice of Funding Availability (NOFA) to develop affordable rental and homeowner housing for educators including acquiring, developing and constructing sites in San Francisco. MOHCD issued the NOFA to facilitate, economize and streamline the process to develop affordable housing for education employees. The NOFA aligned with MOHCD's ongoing racial equity work, 5-year Consolidated Plan and the City's Housing Element.

A selection panel of five staff with expertise in affordable housing finance and construction from MOHCD, SFUSD and SF OCII evaluated respondents. Five unique developer teams responded to the NOFA for rental housing (and two for homeowner housing) with four meeting minimum qualifications. This Project, Golden Gate Avenue Educator Housing Phase 1, met minimum threshold eligibility requirements and was the highest scoring Rental Developer Team with 87.8 points. MOHCD selected MidPen and awarded \$20 million on July 24, 2023.

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

1.3.1. Borrower. The Project is being financed as two projects with two unique ownership entities. The predevelopment loan Borrower will be MP Golden Gate Avenue Associates, L.P. (Tax Credit Project). At closing, the Borrowers will be the MP Golden Gate Avenue Associates, L.P. (Tax Credit Project) and MP GGA Avenue LLC (Moderate Income Project). A portion of the predevelopment loan will be assigned to MP GGA Avenue LLC (Moderate Income Project) at closing.

Although 750 Golden Gate Avenue – Phase I Educator Housing is being financed as two projects with two ownership entities, architectural design, environmental review, and permitting will be completed as one project. The cost split between the two projects will be a pro rata share of the costs based on the unit split per project and parcel – 45 units and 30 units.

1.3.2. Joint Venture Partnership. The state originally selected both MidPen and Tishman Speyer to develop the two Excess Sites projects as an affordable LIHTC project (850 Turk) and a market rate project (750 Golden Gate). They were selected concurrently as part of a single joint application with the state. Tishman Speyer brought experience with Type I construction and buildings over five stories which MidPen had limited experience with. As the COVID pandemic affected the local economy and rents declined in the City, Tishman Speyer determined that a market rate development at Golden Gate Avenue was no longer feasible. MidPen and Tishman Speyer agreed to restructure the program so that MidPen would take the 750 Golden Gate Avenue site and develop it into affordable housing. Most of Tishman Speyer's involvement to date has been on 850 Turk to support VE efforts. As the design team for 850 Turk is largely the same as 750 Golden Gate, this benefits this Project as the design is starting from 850 Turk's VE'd design.

Tishman Speyer will serve as a co-developer but will not be party to either projects' borrowing, ownership or Partnership entities. The parties have entered

into a Development and Co-Funding Agreement dated March 1, 2022, for the development of the Excess Sites. The Agreement outlines MidPen’s lead role as the Project developer and Tishman’s role as support similar to a development consultant, particularly in the areas of entitlement and cost containment for Type I buildings. Tishman Speyer has funded 20% of predevelopment costs but is otherwise not involved. Once the Project starts drawing MOHCD predevelopment funds, it will stop drawing Tishman Speyer funds. Any predevelopment costs incurred before the date allowed for MOHCD predevelopment reimbursement will be split 80/20 between MidPen and Tishman Speyer. MidPen and Tishman Speyer have agreed to split the developer fee so that Tishman Speyer receives 20% of the fee.

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

	Gender Identity	Race
MidPen Housing Corp Board	73% Female 17% Male	Asian: 27% African American: 13% White: 47% Hispanic or Latino: 13%
MidPen Housing Corp All Staff	58% Female 42% Male	Asian: 17% African American: 9% White: 23% Native Hawaiian/Other Pacific Islander: 1% Hispanic or Latino: 42% Not Specified: 8%
MidPen Housing Corp Dev Staff	78% Female 22% Male	Asian: 24% African American: 4% White: 41% Hispanic or Latino: 18% Not Specified: 13%

**1.3.4 Racial Equity Vision.** The principles of diversity, equity, inclusion, and belonging (DEIB) are core to the founding of MidPen and integrated into all facets of the organization. In 2018, MidPen began work with The Winters Group, a globally recognized DEIB consultant, to formally create a culture of diversity, equity, inclusion, and belonging at MidPen. MidPen committed to changing hiring requirements to eliminate minimum educational requirements, modifying screening questions and other practices that could inadvertently screen out BIPOC applicants. MidPen is working to expand representation among senior leadership and committed to increasing BIPOC representation in senior leadership and Board of Directors. Based on this strategy, as of January 2021, MidPen's Board of Directors is more than 50% BIPOC.

In addition, MidPen Housing formed its own Collective Voices for Equity Council (“the Council”) to embed, monitor, and celebrate DEIB principles at MidPen. The

Council is comprised of MidPen staff throughout the organization; each member of the Council was selected through an extensive nomination and interview process because of their passion for both DEIB work and MidPen's mission. Meeting monthly, the Council engages in intensive learning and intense conversations to develop a solid framework to engage, educate, and ultimately embed DEIB into everything MidPen does internally and externally.

The Council's racial equity vision statement includes the following:

- To cultivate a diverse workforce that represents the communities MidPen serves
- To increase cultural appreciation among MidPen employees and throughout MidPen's communities
- To create an environment where every person feels valued, included, and that they belong
- To ensure that all MidPen employees and residents have equal opportunities to advance in their lives

1.3.4. Relevant Experience. MidPen is currently developing San Francisco's first educator housing development known as Shirley Chisholm Village, located in the Sunset neighborhood, which is projected to finish construction in August 2024. MidPen has developed and operated over 100 communities with more than 8,700 rental units for working, low-income families, seniors, and special needs households in the Bay Area since it was formed in 1970. Currently, MidPen has 797 units entitled and 321 units under construction. MidPen Housing also includes MidPen Property Management and MidPen Resident Services which will provide property management and Resident services once the project is in operations.

1.3.5. Project Management Capacity. Staff members assigned to 750 Golden Gate Avenue Phase I are:

Ali Gaylord, Director of Housing Development (12.5% of time dedicated to both Golden Gate Avenue projects) - Ali has over 18 years of affordable housing experience and has been at MidPen since 2017. She has extensive experience working in San Francisco, currently leading the development of SCV. She was also responsible for developing 490 South Van Ness and 1950 Mission Street during her tenure at Bridge Housing as Housing Development Director.

Lauren Fuhry, Project Manager (50% of time dedicated to both Golden Gate Avenue projects) - Lauren joined MidPen in 2020 and played an integral role in the predevelopment of the Shirley Chisholm Village project. Lisa currently manages Fair Haven commons, a recently completed 72-unit new construction project in Fairfield, and Washington Commons, a 50-unit new construction project in Petaluma, in addition to the Golden Gate Avenue projects.

Brandon Weaver, Project Associate (50% of time dedicated to both Golden Gate Avenue projects) - Brandon joined MidPen in 2023 after working in MOHCD's communications department. Brandon also works on the 80-unit Sherwood Oaks rehabilitation in Fairfax.

1.3.6. Past Performance. MOHCD's Community Development team confirmed that there are no identifiable past performance issues. This is MidPen's second development in San Francisco.

1.3.6.1. City audits/performance plans. There are no performance issues associated with the Sponsor.

1.3.6.2. Marketing/lease-up/operations. There is no marketing or lease up performance issues and planning related to MidPen's first San Francisco project, Shirley Chisholm Village, is proceeding well. MOHCD's leasing team notes that SCV is set to start marketing in February 2024 but has met with the Sponsor monthly for over a year and finds them to be well prepared and properly staffed. The Sponsor has worked with SFUSD through the process as well.

MidPen has a total of 19,532 residents living at its properties and owns 8,784 units of affordable housing. The below chart represents the percentage of people currently living in MidPen owned and managed properties across 10 counties in the Bay Area, disaggregated by race.

<b>Race</b>
<u>Asian:</u> 15.67%
<u>African American:</u> 8.40%
<u>White:</u> 14.05%
<u>Native Hawaiian/Other Pacific Islander:</u> 0.74%
<u>Hispanic or Latino:</u> 46.64%
<u>Not Specified:</u> 10.94%
<u>Other:</u> 2.97%
<u>American Indian or Alaska Native:</u> 1.60%

In 2021, there were 14 evictions in MidPen's 7,684-unit portfolio. Below is a chart of the number of evictions disaggregated by race.

<b>Race</b>
<u>Asian:</u> 0
<u>African American:</u> 2
<u>White:</u> 6
<u>Native Hawaiian/Other Pacific Islander :</u> 0
<u>Hispanic or Latino:</u> 0
<u>Not Specified:</u> 6
<u>Other:</u> 0
<u>American Indian or Alaska Native:</u> 0

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

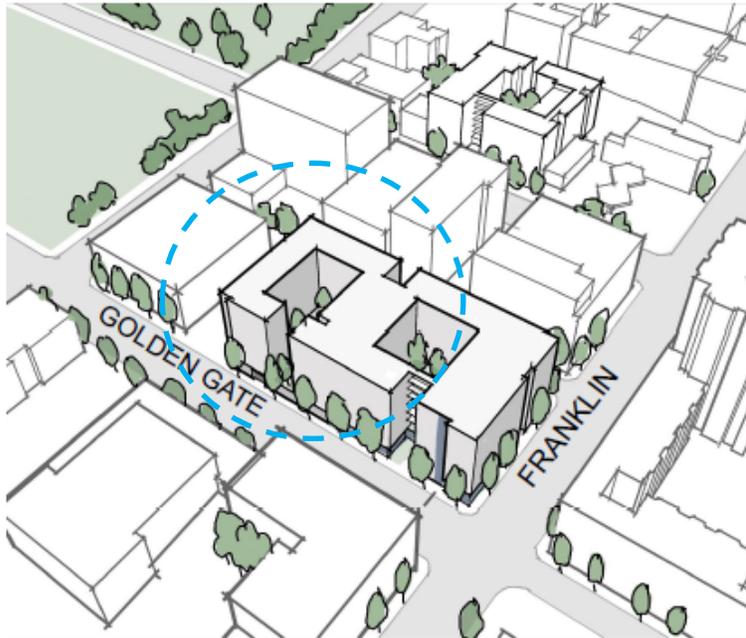
<b>Site Description</b>	
Zoning:	NCT-3 (Moderate Scale Neighborhood Commercial Transit District)

Maximum units allowed by current zoning (N/A if rehab):	N/A - No residential density limit by lot area. Density restricted by physical envelope controls of height, bulk, setbacks, open space, exposure and other applicable controls of this and other Codes, as well as by applicable design guidelines, applicable elements and area plans of the General Plan, and design review by the Planning Department.
Seismic (if applicable):	Not within an area of Seismic Hazard for Landslide or Liquefaction
Soil type:	Soils at the Site are characterized as Class D, Urban Land, indicating clayey soils with very slow infiltration rates, a high-water table or are near to an impervious layer. The Environmental Database Resources, Inc. (EDR) report identifies the geology in the general area of the target property as Upper Mesozoic rocks from the Mesozoic era in the category of Eugeosynclinal Deposits.
Environmental Review:	Phase I – 12/3/2021 Phase II – 2/7/2022 CEQA Class 32 Exemption – 4/8/2022
Adjacent uses (North):	North (across Elm Street) - midrise commercial/residential buildings
Adjacent uses (South):	South (across Golden Gate) - public institution uses (Civic Center Secondary School), midrise residential building, including Mary Helen Rogers Senior Community to SE.
Adjacent uses (East):	East (across Franklin) - Opera Plaza, supports a variety of commercial uses (offices, restaurant, retail) and apartments.
Adjacent uses (West):	West (adjacent) - mid-rise commercial building
Neighborhood Amenities within 0.5 miles:	Parks: James P. Lang Athletic fields, Jefferson Square Park Medical Clinics: San Francisco Community Health Center Tenderloin, BAART Community Healthcare, North East Mid-Cal Services, CPMC Van Ness Campus Pharmacy: Walgreens Supermarket: Safeway Library: SF Public Library Main Branch
Public Transportation within 0.5 miles:	Muni: 38,19,5 BRT/Rail: 38R, 49, Muni Rail Lines at Van Ness
Article 34:	Article 34 authorization granted July 27, 2023.
Article 38:	Not Exempt. This location falls within the Exposure Zone Map Area. <a href="https://www.sfdph.org/dph/files/EHSdocs/AirQuality/AirPollutantExposureZoneMap.pdf">https://www.sfdph.org/dph/files/EHSdocs/AirQuality/AirPollutantExposureZoneMap.pdf</a>
Accessibility:	12 units, or 15%, will be mobility accessible; 8 units, or 10%, will have Hearing and Visual Aid features; 75 units, or 100%, will be adaptable
Green Building:	The Project will meet at least minimum requirements for GreenPoint rating
Recycled Water:	Exempt
Storm Water Management:	Not yet determined

2.1. Description.

The Golden Gate Avenue Phase I – Educator Housing Project is a portion of the 0.68 acre 750 Golden Gate Avenue Site, which consists of four contiguous parcels under ownership of DGS. Most of it is currently used by the California Employment

Development Department (EDD) for employee and public parking and will continue to be used for parking until construction commences. 750 Golden Gate Phase I will utilize the western portion of the Site that is already vacant. The Site is currently fenced and not used as parking.



The infill Site is generally rectangular and gently sloping from north to south, and the total Site is 0.68 acres, or 29,700 square feet. The Site is developed with two asphalt surface parking lots surrounded by a chain-link fence. There is a small existing structure for a parking lot attendant. The Site is bounded by Elm Street to the north, Franklin Street to the east, and Golden Gate Avenue to the south.

## 2.2. Zoning.

Since 750 Golden Gate Avenue is a State-owned site, DGS exercised State Sovereignty which allowed the Sponsor to bypass local planning and zoning ordinances. Both this Project's and 750 Golden Gate Avenue Phase II's CEQA process required a Class 32 Exemption which received State approval in April 2022. The CEQA approval serves as the Project approval, and there is no separate entitlement needed. While State Sovereignty allowed the team to bypass San Francisco planning and zoning requirements, the Sponsor intends to work to ensure that the design for the Project aligns with the SF Planning Code and fits in well with the neighborhood context. The design for the proposed building currently follows a contemporary architectural style and utilizes different materials, textures, and colors to increase the richness of the urban environment.

## 2.3. Probable Maximum Loss.

N/A

## 2.4. Local/Federal Environmental Review.

Since these are State-owned sites, DGS exercised State Sovereignty and issued a Class 32 CEQA Exemption in April 2022. The appeal period expired on May 13, 2022.

## 2.5. Environmental Issues.

- Phase I/II Site Assessment Status and Results.

Phase I assessment was completed on 12/3/2021. The assessment identified the presence of Recognized Environmental Conditions related to historic uses on Site (dry cleaner and gas station, with no evidence that gas tanks were removed from the Site). Specifically, potential contamination from historic uses poses a vapor intrusion risk.

Phase II assessment was completed on 2/17/22 and determined that the former use as a fueling station does not pose a threat to future uses on the Site; however, soil vapor sample results for chloroform and tetrachloroethene resulting from the historic dry cleaning use exceed residential Environmental Screening Levels (ESLs). Additional investigation was completed to determine if soil vapor contaminants require mitigation against vapor intrusion for future site uses. No vapor mitigation has been recommended, but as a proactive measure, a chemically treated vapor barrier will be installed on the Project's ground floor. Sampling showed soil detections of lead, arsenic, hexavalent chromium, and benzo(A)pyrene above residential soil ESLs. The found concentration may require implementation of protective measures during construction (e.g., placement of clean soil for landscape areas, worker protection during construction, soil management procedures for offsite disposal). The Sponsor met with SF DPH in December 2023 prior to enrolling in the city's Maher program 12/22/23, and a construction soil management plan will be completed in Q1 2024. The Golden Gate Avenue site was added to the Maher area map as of 1/1/24. The Sponsor has \$45K budgeted for the soil management plan and associated environmental work.

- Potential/Known Hazards. The Soil Vapor Survey conducted during the Phase II assessment detected chemical contaminants (chloroform and tetrachloroethene) that could pose a vapor intrusion risk. Quantities of lead, arsenic, hexavalent chromium, and benzo(A)pyrene found on site may require protective measures during construction.

## 3. COMMUNITY SUPPORT

### 3.1. Prior Outreach.

MidPen has identified key stakeholders, including the Hayes Valley Neighborhood Association, District 5 Supervisor Dean Preston, and the facilities team at the Chinese American International School. In 2021, MidPen hosted one-on-one meetings with each stakeholder to identify known issues on the site and surrounding area as well as to understand any barriers to community engagement in the neighborhood. MidPen met with District 2 Supervisor Catherine Stefani in 2023 to discuss the project since it is now located in District 2 due to redistricting.

Working with David Baker Architects, a local design firm with a long track record of delivering high-quality housing in San Francisco, MidPen used information from these stakeholder meetings to tailor a unique community outreach program that could address local language needs, hit optimal times of day and week, and adhere to local customs or preferences regarding food, childcare, etc. In December 2021, MidPen held an initial community meeting and walking tour of the area to introduce the project and the development team and to collect feedback on components of the development that are important in the context of the surrounding neighborhood. A second in-person community meeting took place in May 2022 to engage with stakeholders, share high-level site planning progress, and collect feedback on ground floor programming and exterior building materials.

- 3.2. Future Outreach. Since general community outreach to date has been positive, MidPen will shift its focus of future resident outreach to SFCCD employees with whom MidPen has not yet engaged deeply. Following the successful example of Shirley Chisholm Village the team will outreach through discussions with key stakeholders, focus groups, and surveys in the first quarter of 2024.

Additionally, MidPen will continually update the Golden Gate project-specific website to ensure that neighbors can stay up to date on the project and an avenue to reach project staff to provide ongoing feedback. An additional community meeting will be organized in Spring 2024.

The Sponsor provided MOHCD with a full community outreach and communications plan in November 2023.

- 3.3. 1998 Proposition I Citizens' Right-To-Know. Chapter 79 of the City's Administrative Code requires public noticing (Prop I) for initial City-funding made to any new construction project. A Notice of Intent to Approve Funding for Affordable Housing Development was posted in November 2023.

#### 4. DEVELOPMENT PLAN

- 4.1. Site Control. Lease Option Agreement with the State of California

4.1.1. MidPen has entered into an Option to Lease Agreement with the State of California which is the current owner of the Golden Gate Avenue site. The Option to Lease Agreement serves as current evidence of site control. A 99-year Ground Lease with the State will be executed at construction loan closing.

- 4.1.2. Proposed Property Ownership Structure

The State will own the land and ground lease Phase 1 to MP Golden Gate Avenue Associates L.P. (tax credit residential project), MP GGA Moderate LLC (moderate residential project), and Mid-Peninsula Hermanas, Inc. (garage) for \$1 per year. The L.P. and LLC will own the improvements. Due to State ownership, the City will not own the land as a ground lessor under a long-term ground lease structure. However, the land will be publicly owned by the State in perpetuity with long-term affordability provisions provided by the Excess Sites Program (EO N-06-19) which include a minimum 50% restricted affordable units consistent with Government Code 14671.2.

The Sponsor will create separate air rights subdivisions for the tax credit and moderate-income parcels. After consulting with DPW Mapping, they will submit the

Record of Survey (ROS) in February 2024 and have it recorded in summer 2024. When the map records, the State will need to execute deeds to itself creating the parcels by exempt conveyance and putting them in the chain of title. The state will create four deeds in summer 2024: one for the LIHTC parcel, one for the moderate parcel, one for the parking parcel, and one for the future Golden Gate Avenue Phase 2 parcel. Then ground leases will record at construction closing in December 2024.

**4.2. Proposed Design.**

The Golden Gate Avenue – Phase I Educator Housing Project will be an 8-story, Type I building served by two elevators. The building design stays under 85 feet for cost effectiveness and maximizes livable area in a mid-rise building configuration. The ground floor primarily houses replacement parking for EDD (37 spaces in Golden Gate Avenue Phase I – Educator Housing) as well as common and amenity spaces for residents, while floors 2-8 will house the majority of residential homes. Floor 2 will also include an outdoor landscaped courtyard sitting on top of the concrete podium. Shared indoor and outdoor amenities are incorporated to encourage socialization, promote wellness, and create a thriving and active family community.

Residential SF:	67,670
Parking SF*:	9,840
<b>Building Total SF:</b>	<b>77,510</b>

\*While the parking garage is structurally integral to the Project, it will not be accessible or usable by residents. EDD will lease the space back for their use.

Square footages by unit types are listed below:

Unit Type	TCAC Minimum	GGA Phase 1 (Avg)
Studio	None	336
1-BR	450	528
2-BR	600	768
3-BR	900	1008

**4.3. Parking**

All parking at the Project will be dedicated to California EDD employees. Per EDD preference, there will be a two-way entry drive provided for EDD staff and a total of 37 replacement parking spaces (eventually 66 total between Golden Gate Avenue Phases I and II). The parking plan was presented to EDD for approval and the Sponsor expects comments back by January 31, 2024. EDD will have maintenance and operations responsibility for the parking spaces and drive aisles via a lease back. Per the state’s requirement, MidPen will enter a 99-year ground lease with DGS for the entire property and then lease back the garage portion to EDD under a separate 99-year lease. The Sponsor will be developing the parking but the state will operate and maintain. MidPen will have no beneficial interest in the parking garage and is still negotiating the lease documents with the State entities with the intent to execute at

construction closing. Regarding property taxes, the current plan is to prove that the state has beneficial ownership of the garages to negate property taxes. MidPen is still discussing this with the San Francisco Assessor's Office with the last conversation in October 2023. If taxes are required then the state would be responsible to pay them. The next step is for the state to draft ground leases to share with the Assessor's Office to determine if property taxes will be applied.

Funding for the parking at the Project will come entirely from the Infill Infrastructure Grant (IIG) award and the Local Government Matching Grant (LGMG) award (with 850 Turk and 750 Golden Gate Phase I both receiving LGMG awards). No MOHCD funds will be used to develop parking.

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

The plans for 750 Golden Gate are still in a very early state of development and no actual drawings (aside from a schematic massing diagram) have been shared with the MOHCD Construction Representative, so the following analysis is based solely on the data provided by the Sponsor in the proforma. From that limited information 750 Golden Gate will be a relatively tall building given the size of the lot and overall unit count, when compared to other MOHCD/OCII projects. The inclusion of structured parking is unusual for this neighborhood but is a requirement of State's NOFA award. This adds to the overall construction cost and is particularly noticeable in the cost per square foot, which is 24% higher than comparable projects. Conversely, the cost per unit and cost per bedroom are close to the average of comparable projects, by 3% less and 1% more respectively. It would not be surprising to see the TDC cost increase with more refined drawings and rigorous pricing. Total contingencies (Design, Bid, Plan Check, and Hard Cost) add up to 10%, which is significantly below the 13% as directed in MOHCD's Underwriting Guidelines, and increases the risk that the construction costs shown might be erring on the lower end of the scale.

By far, the biggest concern for this Project is the timeline. Being in construction by December 2024 will be a challenge from a design and permitting standpoint and leaves little room for error. Recent trends of improved permit review and issuance timelines are encouraging, but the short timeline will still require a minimal number of resubmittals following plan check comments and quick turnaround times by the design team. There also won't be as much time for value engineering and subsequent redesign as we typically see on projects with longer pre-dev schedules.

Related to the above, the short timeline will make the permanent power design and approval process a challenge, which is further complicated by lack of clarity as of this writing about whether the project will be served by PUC or PG&E. Service via PG&E Retail would likely be faster to get approved and is preferred by MidPen and their design team, and MOHCD is in regular contact with PUC to confirm if this will be allowable. PUC and PG&E plan to execute the agreement in Q1 2024 and the Sponsor plans to submit their power application in late January 2024.

#### 4.5. Commercial Space. N/A

#### 4.6. Service Space.

The Project is anticipated to provide on-site offices for Resident Services staff and a learning center or use of the community room.

- 4.7. Interim Use. N/A. The site is currently a vacant and unused parking lot.
- 4.8. Infrastructure. Infrastructure will include demolition, trenching and utility work.
- 4.9. Communications Wiring and Internet Access. MidPen intends to design the building following MOHCD’s Communications Systems Standards.
- 4.10. Public Art Component. The Sponsor will work with the design team, local artists, and the community to develop public art that engages the neighborhood and enhances the already vibrant ascetic. MOHCD determined the cost for public art to be roughly \$135,000. The Sponsor is showing \$150,000 in the budget and will revise closer to gap closing.

MOHCD Committed	\$20,000,000
TDC	\$79,385,754
Hard Cost Total	\$53,352,442
<b>Public Art Requirement Calculation</b>	
1%	1%
Construction Cost	\$53,352,442
Percent funded by MOHCD (MOHCD Committed / TDC)	25.19%
<b>Public Art Requirement</b>	<b>\$134,413</b>

4.11. Marketing, Occupancy, and Lease-Up

This Project will be marketed to SFUSD and CCSF educators, other SFUSD and CCSF staff, and, if unleased units remain, then the general public. The 45 tax credit units, restricted to 40%-90% MOHCD AMI, are intended to prioritize SFUSD and CCSF paraeducators and the 30 moderate income units, restricted at 140% MOHCD AMI, are intended to prioritize SFUSD and CCSF educators.

MidPen is committed to conducting marketing and occupancy outreach for the Project in accordance with all applicable fair housing laws. MidPen will work with SFUSD, SFCCD and non-profit organizations to market this housing opportunity. Applications will be entered in the San Francisco DAHLIA lottery and subject to preferences as per City Ordinance. Below is the planned list of applicable preferences with Tier 1 for employees of SFUSD or SFCCD and Tier 2 for the general public.

Prospective Applicants:

*Tier 1 – SFUSD/SFCCD Teachers and Paraeducators*

*Tier 2 – General public*

Applicable Preferences:

*Certificate of Occupancy Preference (COP)*

*Displaced Tenant Housing Preference (DTHP)*

*Neighborhood Resident Preference (NRHP)*

*Live or Work in San Francisco*

	<b>Certificate of Occupancy Preference (COP)</b>	<b>Displaced Tenant Housing Preference (DTHP)</b>	<b>Neighborhood Resident Preference (NRHP)</b>	<b>Live/Work</b>
<b>Tier 1</b>	COP+SFUSD/ SFCCD	DTHP+SFUSD/ SFCCD	NRHP+SFUSD /SFCCD	SFUSD/ SFCCD
<b>Tier 2 /General Public</b>	COP	DTHP	NRHP	General Public

MidPen will work with MOHCD, SFUSD and SFCCD to develop resident selection policies related to employment status, such as requirements if an SFUSD or SFCCD employee is within probationary period at intake, the status of a lease if an educator’s employment is terminated, and the status of a lease if an educator files for retirement. In collaboration with SFUSD and SFCCD, MidPen will develop a marketing plan to ensure that SFUSD/SFCCD educators and employees are aware of this housing opportunity.

The rents of the moderate-income units are currently underwritten to be 19-24% below market. MidPen’s latest market study, dated 8/25/22, identifies the market rents to be the following:

Unit Size	Current Proposed Moderate-Income Unit Net Rent	Market Rent	Differential
One-Bedroom	\$2,457	\$3,213	-24%
Two-Bedroom	\$3,422	\$4,245	-19%
Three-Bedroom	\$3,999	\$4,923	-19%

The Sponsor plans to acquire a new market study by March 2024 and will provide updated rent differentials then.

4.12. Relocation. N/A

5. DEVELOPMENT TEAM

<b>Development Team</b>			
<b>Consultant Type</b>	<b>Name</b>	<b>SBE/LBE</b>	<b>Outstanding Procurement Issues</b>
Architect	David Baker Architects	N	N/A
Landscape Architect	Form/Work	N	N/A
JV/other Architect	Min Design Studio	Y	N/A
General Contractor	Cahill Contractors	N	N/A
Owner’s Rep/Construction Manager	Precision Construction Management Services, Inc.	N	N
Financial Consultant	California Housing Partnership	N	N
Legal	Gubb & Barshay	N	N

Property Manager	MidPen Property Management Corporation	N	N/A
Services Provider	MidPen Resident Services Corporation	N	N/A

5.1. Procurement Plan.

Prior to receiving an IIG award from the State in February 2022, the Project had not received any MOHCD funding and was therefore not subject to the City’s Contract Monitoring Division (CMD) requirements for Small Business Enterprise (SBE) and Local Business Enterprise (LBE) contracting. While MidPen maintained an internal goal for 20% SBE/LBE for all contracts?, the IIG award triggers MOHCD’s SBE policy for this Project. CMD has approved the Procurement Plan for this Project, which outlines a commitment to meet or exceed 20% SBE program participation for professional services contracting and 20% SBE program participation for construction period services.

CMD permitted MidPen to retain Precision Construction Management Services, Inc., as the owner’s rep/construction manager as Precision was contracted to serve on the Project before it received the IIG award. Their architect was selected via an RFP which closed on August 7, 2023. David Baker Architects was selected as the primary architect, and Min Design Studio was selected as associate architect. MidPen conducted a General Contractor RFP in November and selected Cahill Contractors on December 1, 2023. Currently, 36% of pre-development contracts are executed with SBE/LBE firms.

5.2. Opportunities for BIPOC-Led Organizations.

For Shirley Chisholm Village, the Sponsor targeted a goal of hiring 20% local and small businesses and prioritized hiring Minority Business Enterprises/Women-owned Business Enterprises consultants. Since 2018, the Sponsor has collected extensive data from vendors to certify them as small, minority, women, veteran, or disabled owned businesses, and is working to add new and diverse vendors to that pool. Currently 16% of the Sponsor’s vendors meet this designation. At their Menlo Park development in collaboration with the U. S. Department of Veteran Affairs, over 50% of the project vendors are women-, minority- or veteran-owned businesses. The Sponsor has already begun to proactively cultivate relationships with businesses owned by traditionally disadvantaged individuals and to break down barriers in contracting with the Sponsor.

In 2018, the Sponsor established an organizational priority to expand its investment with minority, women, and veteran-owned businesses. Since that time, they have collected extensive data from their vendors to certify them as small, minority or women owned businesses, and are actively working to continually add new and diverse vendors to their pool.

In addition to hiring women-, minority-, and veteran-owned businesses directly, the Sponsor has a strong track record of working with General Contractors to conduct outreach programs targeted toward local and small businesses. For example, the

Sponsor teamed up with J.H. Fitzmaurice as the General Contractor for the Wood Street project in Oakland due to their strong local Union shop relationships and their successful track record in complying with labor requirements. On that project, J.H. Fitzmaurice will ensure that 25% of the work performed or purchased is provided by Small Local Business Enterprises (SLBE), out of the overall minimum 50% to be performed by certified Local Businesses Enterprises (LBE).

Finally, on the Paseo Estero and Foon Lok West projects in Oakland, the Sponsor worked closely with their General Contractor to engage and hire local and small subcontractors, meeting the City of Oakland's ambitious hiring goals. The General Contractor's on-site management staff also monitored the subcontractor's workforce each day and provided monthly certified payroll reports. Each subcontractor who could not supply at least 50% Oakland-based workforce would send in a "Job Request and Referral Form" indicating the number of local workers needed and their required skills. The Sponsor plans to implement a similar process for the Berryessa/North San Jose Transit Center. Foon Lok West is also being constructed under the County of Alameda's Measure A1 Project Labor Agreement.

At this time the Sponsor does not have a specific plan for 750 Golden Gate Avenue Phase I to create opportunities for BIPOC-led organizations.

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

6.1. Prior MOHCD/OCII Funding: N/A. While the Sponsor received preliminary gap approval from Loan Committee in August 2023 for the HCD LGMG application, this would be the first MOHCD loan to be disbursed for the Project.

6.2. Disbursement Status. N/A

6.3. Fulfillment of Loan Conditions. The loan conditions below are from the preliminary gap loan evaluation from August 2023.

1. As stated in the 2023 San Francisco Educator NOFA, to be eligible for the Education Employee occupancy priority for rental units, households that apply must include at least one current SFUSD or SFCCD employee at the time that the applicant submits the application (along with meeting other income requirements). Subject to fair housing law, applications to the building lottery or waitlist may also be accepted from households not employed by SFUSD or SFCCD, though consideration for any non-Education Employee applicant will only occur after unit has been offered to an eligible applicant from the lottery or waitlist.

**Status: Ongoing and to be completed at lease up.**

2. The Sponsor will come back to MOHCD by Q4 2023 for predevelopment loan approval. MOHCD staff will thoroughly underwrite and evaluate the Project at that time.

**Status: Complete. This request.**

3. The Sponsor will include MOHCD as necessary in negotiations with DGS for the EDD parking lot lease.

**Status: Ongoing. Sponsor has involved MOHCD as necessary.**

4. The Sponsor and MOHCD will closely evaluate the parking component of the Project by the time of predevelopment loan approval by Q1 2024.

**Status: Sponsor is still discussing options for parking with DGS and EDD. See Section 4.3.**

5. Sponsor must provide MOHCD with detailed monthly updates via the MOHCD Monthly Project Update, including on:
  1. Community outreach completed, and
  2. Outcomes achieved related to racial equity goals.

**Status: Ongoing. Sponsor has started providing monthly reports to MOHCD in November 2023.**

6. Sponsor must provide operating and development budgets that meet MOHCD Underwriting Guidelines.

**Status: Ongoing and part of this evaluation.**

7. The Sponsor will work with MOHCD to prepare temporary and permanent power applications and work with PUC and PGE.

**Status: Ongoing. Sponsor is still working with MOHCD on these applications and plans to submit in mid-January 2024.**

8. Sponsor must provide outreach and communications plan.

**Status: Complete. Sponsor provided in November 2023.**

9. Sponsor must provide MOHCD with a services plan and proposed staffing levels that meet MOHCD underwriting standards prior to gap loan approval. Any changes to the current proposed staffing will need to be presented to MOHCD at least 90 days prior to gap loan approval.

**Status: To be provided prior to gap approval.**

10. Sponsor must provide MOHCD with information outlining cost containment, efficiencies and innovation strategies to reduce overall project costs and maximize efficiency of MOHCD gap loans.

**Status: Ongoing.**

8. Sponsor must: a) provide for MOHCD review of the Request for Proposals (RFP) for equity investors and lenders before it is finalized and distributed; b) provide for MOHCD review of all raw financial data from developer or financial consultant prior to selection; c) provide for MOHCD review and approval of all selected investors and lenders; and, d) provide for MOHCD review and approval of all Letters of Intent from financial partners.

**Status: To be provided after tax credits are secured.**

9. Sponsor must provide initial draft marketing plan within 12 months of anticipated TCO, outlining the affirmative steps they will take to market the project to the City's preference program participants, including COP Holders, Displaced Tenants, and Neighborhood Residents, as well as how the

marketing is consistent with the Mayor’s Racial Equity statement and promotion of positive outcomes for African American San Franciscans.

**Status: To be provided within 12 months of TCO.**

10. Sponsor must provide quarterly updated response to any letters requesting corrective action.

**Status: Ongoing.**

**6.4. Proposed Predevelopment Financing**

6.4.1. Predevelopment Sources Evaluation Narrative: MOHCD predevelopment sources will come from the Housing Trust Fund. Predevelopment funding prior to this MOHCD loan includes \$326,200 from the Sponsor. Sponsor will be repaid for these predevelopment funds through tax credit equity and/or HCD’s LGMG funds at construction close.

6.4.2. Predevelopment Uses Evaluation:

Predevelopment Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Acquisition Cost is based on appraisal	N/A	N/A
Holding costs are reasonable	N/A	State land
Architecture and Engineering Fees are within standards	Y	\$1,980,140 for both architecture and engineering fees
Consultant and legal fees are reasonable	Y	
Entitlement fees are accurately estimated	Y	
Construction Management Fees are within standards	Y	CM fees during predevelopment are \$30,400.
Developer Fee is within standards	Y	Developer Fee during predevelopment is \$550,000.
Soft Cost Contingency is 10% per standards	N	Soft Cost Contingency is 13.4%. MOHCD will work with Sponsor to bring to 10% closer to construction closing.

**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:

**Tax Credit Project (45 units)**

- Private mortgage (\$3,922,125): Lender TBD, assuming 6.38% interest rate and 35-year amortization / 15-year term.
- 4% Tax Credit Equity (\$19,998,653): Investor TBD, assuming \$.97 pricing and does not require state tax credits. Tie breaker is 144% which makes it very competitive for an award (winning tiebreakers in 2023 for 119-point projects were 120-121% with higher tiebreakers more competitive).
- HCD IIG Grant (\$897,350): Grant. The total IIG grant of \$8,091,600 for the Qualified Infill Area (QIA) was awarded on February 9, 2023, and is divided between 750 Golden Gate Phase I, 750 Golden Gate Phase II and 850 Turk. The City and the Sponsor will execute a Grant Agreement to ensure the flow of funds to each project. The Sponsor will bring a request for Loan Committee approval of the grant agreement before construction loan closing for this project. The breakdown of IIG across Excess Sites projects is as follows:

<b>750 GG Phase 1</b>	<b>\$2,747,250</b>
850 Turk	\$2,817,100
750 GG Phase 2	\$2,527,250
Total	\$8,091,600

The Sponsor intends to start drawing IIG funds with the first construction draws and will use LGMG funds to bridge funding until IIG reimbursements are issued.

- HCD Local Government Matching Grants (LGMG) Program (\$4,000,000): Grant. No additional affordable restrictions besides those provided by Excess Sites program.
- MOHCD Loan (up to \$8,986,632): 55-year term from conversion, 3% simple interest. Committed and up to amount approved by Loan Committee August 2023.
- General Partner Equity (\$3,971,530): Since developer fee and GP equity are counted as basis, the Sponsor plans to take basis on this \$3.9M contribution for more tax credit equity. This will affect the tiebreaker as more GP equity translates to a less competitive tiebreaker, but the Sponsor notes that reducing GP equity would create a gap in the project. As the project stands, the tiebreaker is competitive with this GP equity amount.
- Construction Loan (\$20,668,112): While not a permanent source, the assumed construction loan terms are 30 months with a 5.45% interest rate: SOFR at 3.75%, spread at 1.45%, and cushion at 0.25%.

**Moderate-Income Project (45 units)**

- Private mortgage (\$7,212,847): Lender TBD, assuming 6.50% interest rate and 35-year amortization / 15-year term.
- HCD IIG Grant (\$1,850,000): Grant. The total IIG grant of \$8,091,600 for the Qualified Infill Area (QIA) was awarded on February 9, 2023, and is divided between 750 Golden Gate Phase I, 750 Golden Gate Phase II and 850 Turk. The City and the Sponsor will execute a Grant Agreement to ensure the flow of funds to each project. The Sponsor will bring a request for Loan Committee approval of the grant agreement before construction loan closing for this project. The breakdown of IIG across Excess Sites projects is as follows:

<b>750 GG Phase 1</b>	<b>\$2,747,250</b>
850 Turk	\$2,817,100
750 GG Phase 2	\$2,527,250
Total	\$8,091,600

The Sponsor intends to start drawing IIG funds with the first construction draws and will use LGMG funds to bridge funding until IIG reimbursements are issued.

- HCD Local Government Matching Grants (LGMG) Program (\$6,000,000): Grant. No additional affordable restrictions besides those provided by Excess Sites program.
- MOHCD Loan (up to \$11,013,368): 55-year term from conversion, 3% simple interest. Committed and up to amount approved by Loan Committee August 2023.
- Additional MOHCD Loan (up to \$1,650,000): 55-year term from conversion, 3% simple interest. Not committed. MOHCD will determine if additional loan is still needed as the project moves further through design and bid process. If necessary, MOHCD will explore using additional MOHCD funds or a Sponsor Tranche C loan with repayment terms to be determined.
- Construction Loan (\$XX): While not a permanent source, the assumed construction loan terms are 30 months with a 5.70% interest rate: SOFR at 3.75%, spread at 1.70%, and cushion at 0.25%.

6.5.2 CDLAC Tax-Exempt Bond Application:

<b>CDLAC Self-Score</b>	
Opportunity Map Resource Level	Moderate Resource
TCAC Housing Type (new construction only)	Large Family

Bond Allocation Request Amount	\$20,668,112
Total Self-Score (out of 120 points)	119
Tiebreaker Score	144%

6.5.3 HOME Funds Narrative: N/A

6.5.4 Commercial Space Sources and Uses Narrative: N/A

6.5.5 Permanent Uses Evaluation:

Development Budget		
Underwriting Standard	Meets Standard? (Y/N)	Notes
Hard Cost per unit is within standards	Y	\$674,657/unit for LIHTC project. \$765,803/unit for Moderate project.
Construction Hard Cost Contingency is at least 5% (new construction) or 15% (rehab)	Y	Hard Cost Contingency is 5.2% for LIHTC project and 5% for moderate project.
Architecture and Engineering Fees are within standards	Y	Architecture and Engineering fees are \$1,503,240 for LIHTC and \$1,002,160 for moderate project. Total fees are \$2,505,400.
Construction Management Fees are within standards	Y	Total is \$120,000 which is within MOHCD Guidelines (\$72,000 for LIHTC and \$48,000 for moderate)
Developer Fee is within standards, see also disbursement chart below	Y	Project management fee: \$1,100,000 At risk fee: \$1,100,000 Deferred fee: \$0 GP equity: \$3,971,530 Commercial fee: \$0 Total fee: \$6,171,530
Consultant and legal fees are reasonable	N	Consultant fees total \$150,000 for both projects and Borrower legal fees total \$170,000 for both projects. Although two financial structures adds complexity for consultant projections, consultant fees are higher than other comparable projects. MOHCD will work with Sponsor to reduce.
Entitlement fees are accurately estimated	Y	
Construction Loan interest is appropriately sized	Y	<u>LIHTC</u> : 30 months at 5.45% (TE) with interest \$1,576,977  <u>Moderate</u> : 30 months at 5.70% (taxable) with interest \$371,511  Total construction interest: \$1,948,488. See below for more detail.

Soft Cost Contingency is 5-10% per standards	Y	Soft Cost Contingency is 5% for both LIHTC and Moderate projects.
Capitalized Operating Reserves are a minimum of 3 months	Y	Capitalized Operating Reserve is equal to 3 months operating expenses and debt service.

Construction Loan interest sizing:

	Construction Loan Rate	Construction Loan Amount	Utilization Rate	Construction loan period	Interest Amt	Formula: ((Loan amt*Rate*[22 months]/12)*Utilization Rate+((Loan amt*Rate*[8 months]/12))
<b>Moderate</b>	5.70%	\$6,307,485	20%	30 months (22 construction / 8 lease up and stabilization)	\$371,511	$(\$6,307,485 * 5.70\% * (22/12) * 20\%) + (\$6,307,485 * 5.70\% * (8/12)) = \mathbf{\$371,511}$
<b>Tax Credit</b>	5.45%	\$20,668,112	40%		\$1,576,977	$(\$20,668,112 * 5.45\% * (22/12) * 50\%) + (\$20,668,112 * 5.45\% * (8/12)) = \mathbf{\$1,576,977}$
<b>TOTAL</b>		\$26,975,598			\$1,948,488	$\$371,511 + \$1,576,977 = \mathbf{\$1,948,488}$

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

Total Developer Fee:	\$6,171,530	
Project Management Fee Paid to Date:	\$0	
Amount of Remaining Project Management Fee:	\$1,100,000	
Amount of Fee at Risk (the "At Risk Fee"):	\$1,100,000	
Amount of Fee Deferred (the "Deferred Fee"):	\$0	
Amount of General Partner Equity Contribution (the "GP Equity"):	\$3,971,530	
Milestones for Disbursement of that portion of Developer Fee remaining and payable for Project Management	Amount Paid at Milestone	Percentage Project Management Fee
Acquisition/Predevelopment	\$165,000	15%
Close of predevelopment financing	\$165,000	15%
Submission of CDLAC/TCAC application	\$220,000	20%
Construction close	\$220,000	20%
Construction Completion	\$220,000	20%
Project close-out. Placed in service application, 100% lease up, City acceptance of Cost Cert.	\$110,000	10%
Milestones for Disbursement of that portion of Developer Fee defined as At Risk Fee		Percentage At Risk Fee
95% lease up and draft cost certification	\$220,000	20%
Permanent conversion	\$550,000	50%
Project close-out	\$330,000	30%

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

7.1. Annual Operating Budget.

At \$12,652 PUPA including reserves, the Project’s annual operating costs per unit are considerably lower than other similar projects (average of \$16,178 PUPA). The Sponsor confirmed that they only will take a management fee and not an above-the-line Sponsor Asset Management fee which reduces overall operating expenses. The Project has no rental subsidies and appropriately sizes the replacement reserve at \$500/unit according to MOHCD’s Underwriting Guidelines. MOHCD staff will work with the Sponsor to make sure expenses are appropriate as the Project moves forward.

<u>Project Name</u>	<u>2024 Operating Expenses PUPA</u>
<b>750 Golden Gate – Phase I</b>	<b>\$12,652</b>
Transbay Block 6 (280 Beale)	\$13,591
Broadway Family Apartments	\$18,148
Church Street Apartments	\$13,331
SOMA Family Apts (8 <sup>th</sup> and Howard)	\$20,319
Golden Gate Apartments	\$18,716
Fell Street Apartments	\$12,961
<b>AVERAGE</b>	<b>\$16,178</b>

7.2. Annual Operating Expenses Evaluation.

<b>Operating Proforma</b>		
<b>Underwriting Standard</b>	<b>Meets Standard? (Y/N)</b>	<b>Notes</b>
Debt Service Coverage Ratio is minimum 1.1:1 in Year 1 and stays above 1:1 through Year 17	Y	LIHTC Project: DSCR is 1.14 at Year 1 and 1.26 at Year 17. Moderate Project: DSCR is 1.15 in Year 1 and 1.55 at Year 17.
Vacancy rate meets TCAC Standards	Y	Vacancy rate is 5%
Annual Income Growth is increased at 2.5% per year or 1% for LOSP tenant rents	Y	Income escalation factor is 2.5%
Annual Operating Expenses are increased at 3.5% per year	Y	Expenses escalation factor is 3.5%
Base year operating expenses per unit are reasonable per comparables	Y	Total Operating Expenses are \$12,652 per unit
Property Management Fee is at allowable <a href="#">HUD Maximum</a>	Y	Total Property Management Fee is \$57,600 or \$64 PUPM
Property Management staffing level is reasonable per comparables	N	Includes 1.0 FTE Property/Community Manager, 0.8 FTE maintenance tech,

		1.0 FTE security. See below for more information.
Asset Management and Partnership Management Fees meet standards	Y	Annual PM Fee is \$24,270/yr. MidPen is proposing to forego its Sponsor AM fee to reduce operating expenses.
Replacement Reserve Deposits meet or exceed TCAC minimum standards	Y	Replacement Reserves are \$500 per unit per year
Includes Limited Partnership Asset Management Fee meets standards	Y	\$5,000 with no escalation.

Property Management Staffing. The Sponsor is proposing 1.0 FTE Property Manager which MOHCD notes is lower than most projects. The Sponsor’s other San Francisco project, Shirley Chisholm Village, has a Property Manager and Assistant Property Manager for 135 units while this Project has 1.0 FTE Property Manager for 75 units. The Sponsor notes that in their experience with family units, the ratio of 1 Property Manager to 75 units has been sufficient and is their benchmark across their portfolio. They feel for a mixed income project that a single Property Manager position and 0.8 FTE maintenance technician is sufficient to fully service the property. MOHCD will reevaluate the staffing levels as the project approaches construction closing.

7.3. Income Restrictions for All Sources.

UNIT SIZE		MAXIMUM INCOME LEVEL	
NON-LIHTC	No. of Units	MOHCD	TCAC
1 BR	19	140% MOHCD AMI	N/A
2 BR	9	140% MOHCD AMI	N/A
3 BR	2	140% MOHCD AMI	N/A
<b>Sub-Total</b>	<b>30</b>		
LIHTC			
Studio	2	40% MOHCD AMI	30% TCAC AMI
1 BR	2	40% MOHCD AMI	30% TCAC AMI
2 BR	2	40% MOHCD AMI	30% TCAC AMI
<b>Sub-Total</b>	<b>6</b>		
Studio	2	60% MOHCD AMI	40% TCAC AMI
1 BR	4	60% MOHCD AMI	40% TCAC AMI
3 BR	2	60% MOHCD AMI	30% TCAC AMI

<b>Sub-Total</b>	<b>8</b>		
Studio	3	70% MOHCD AMI	50% TCAC AMI
1 BR	4	70% MOHCD AMI	50% TCAC AMI
2 BR	4	70% MOHCD AMI	50% TCAC AMI
3 BR	2	70% MOHCD AMI	50% TCAC AMI
<b>Sub-Total</b>	<b>13</b>		
1 BR	4	90% MOHCD AMI	60% TCAC AMI
2 BR	5	90% MOHCD AMI	60% TCAC AMI
3 BR	8	90% MOHCD AMI	60% TCAC AMI
<b>Sub-Total</b>	<b>17</b>		
<b>STAFF UNITS</b>			
2 BR	1		
<b>TOTAL</b>	<b>75</b>		
<b>PROJECT AVERAGE</b>		<b>99% MOHCD AMI</b>	
<b>AVERAGE FOR LIHTC UNITS ONLY</b>		<b>72% MOHCD AMI</b>	<b>49% TCAC AMI</b>

While the AMI average for tax credit units is higher than MOHCD’s typical policy of 60% AMI average, the AMIs do fall within the guidelines of the Educator NOFA with income requirements between 30%-140% MOHCD AMI with an overall average of 100% AMI. The 30-unit moderate component includes rents designed at a single AMI band of 140% AMI but are 10-15% below market rents to allow households earning 80%-140% SF AMI to qualify. The Sponsor believes this will support a successful lease up while maintaining long-term positive cash flow to support the conventional mortgage.

The Sponsor notes that the income mix does not incorporate feedback from SFUSD or SFCCD but is modeled from discussions with SFUSD for Shirley Chisholm Village. In the absence of feedback from SFUSD and SFCCD, the Sponsor is proposing an income mix that balances the City’s goals of serving as many moderate-income households, maintaining an average below 100% AMI, and creating a feasible financing strategy that balances a competitive tax credit application for the CDLAC ELI/VLI set-aside (average TCAC AMI at or below 50% TCAC AMI) while containing the City gap request.

#### 7.4. MOHCD Restrictions.

##### LIHTC Project:

<b>Unit Size</b>	<b>No. of Units</b>	<b>Maximum Income Level</b>
Studio	2	40% of Median Income
1BR	2	40% of Median Income
2BR	2	40% of Median Income
Studio	2	60% of Median Income
1BR	4	60% of Median Income
3BR	2	60% of Median Income
Studio	3	70% of Median Income
1BR	4	70% of Median Income
2BR	4	70% of Median Income
3BR	2	70% of Median Income
1BR	4	90% of Median Income
2BR	5	90% of Median Income
3BR	8	90% of Median Income
2BR	1	Manager's Unit

Moderate Project:

<b>Unit Size</b>	<b>No. of Units</b>	<b>Maximum Income Level</b>
1BR	19	140% of Median Income
2BR	9	140% of Median Income
3BR	2	140% of Median Income

8. SUPPORT SERVICES

8.1. Services Plan.

The services vision for this property will be modeled on the Sponsor's approach to their previous educator project at Shirley Chisholm Village (SCV). SCV is a 135-unit community consisting of a 35-unit LIHTC component and a 100-unit non-LIHTC component, serving low-income and moderate-income educators. The services programming at SCV has been shaped by SFUSD data and stakeholder input. MidPen Resident Services will provide onsite services available to all residents of SCV including but are not limited to: parent education, benefits acquisition, exercise and nutrition, health and wellness through lifestyle adjustments, financial literacy, asset management, and an After School Program for school-age youth living at the property. In addition, MidPen Services will provide residents interested in homeownership with referrals to homeownership education and counseling to support their step toward homeownership. The planned services at SCV were determined through discussions with SFUSD and focus groups with SFUSD educators who provided feedback. When the property is leased up, MidPen Services will further evaluate needs of the residents and develop services programming to best serve their needs. MidPen utilizes needs assessments to understand

residents’ needs and deliver tailored programs at each MidPen community resulting in higher resident impact and success.

For the services programming presented, MidPen anticipates one full-time Services Coordinator for 750 Golden Gate Phase I working directly with residents and coordinating any necessary support from other MidPen divisions. MidPen draws from extensive, success-proven, adaptable programming options, including a research-based academic after school program that goes beyond homework help and delivers capacity-building curricula. Results from MidPen’s regularly conducted needs assessments will drive program implementation as well as community partnership opportunities, to ensure that residents are provided opportunities through individual and family strengthening programs.

8.2. Services Budget. The services budget is sized at \$1,220 PUPY and funded through operating expenses for roughly 0.8 FTE services coordinator. The Sponsor plans to share staffing costs across 750 Golden Gate Phases I and II and 850 Turk once all are built. The 0.8 FTE for this project is for cost allocation purposes. 850 Turk and 750 Golden Gate Phase II will have slightly more units and will receive a slightly higher allocation of services staff time and costs:

	Units	Services FTE	Staff : Unit Ratio
Turk	91	1.1	82
<b>GGA 1</b>	<b>74</b>	<b>0.8</b>	<b>92</b>
GGA 2	95	1.1	86
Total	260	3.0	86

8.3. HSH Assessment of Service Plan and Budget. N/A. There are no LOSP units in the project.

## 9. STAFF RECOMMENDATIONS

### 9.1. Proposed Loan/Grant Terms

Financial Description of Proposed Loan	
Loan Amount:	\$3,000,000
Loan Term:	55 years from perm conversion
Loan Maturity Date:	2082
Loan Repayment Type:	Residual Receipts
Loan Interest Rate:	3%
Date Loan Committee approves prior expenses can be paid:	August 4, 2023

### 9.2. Recommended Loan Conditions

1. The Sponsor will consult with SFUSD and SFCCD to incorporate their feedback into unit mix AMLs prior to CDLAC application.

2. The Sponsor will include MOHCD as necessary in negotiations with DGS for the EDD parking lease.
3. Sponsor must provide MOHCD with information outlining cost containment, efficiencies and innovation strategies to reduce overall project costs and maximize efficiency of MOHCD gap loans. At 50% Design Drawings submittal in March 2024, the Sponsor will deliver to MOHCD new MOHCD and conproformas for the LIHTC and moderate projects, VE logs, specific cost containment strategies, redlined design documents and any savings in the budget. Sponsor will submit the same items for 50% Construction Drawings in May 2024 and after going to bid in July 2024.
4. The Sponsor and MOHCD will update property management staffing levels if needed by the time the Project applies for Round 1 CDLAC in April.
5. The Sponsor will continue to work with MOHCD to prepare temporary and permanent power applications. If it is decided that the Project must apply as WDT and the Sponsor still plans to apply for R1 CDLAC, Sponsor will provide detailed plan on how they will mitigate six-month delay, added costs and still start construction by the December 16, 2024, deadline.
6. Sponsor will return to Loan Committee prior to final gap approval for IIG grant agreements approvals for three projects receiving IIG funds (Golden Gate Avenue Phases I and II and 850 Turk).
7. As stated in the 2023 San Francisco Educator NOFA, to be eligible for the Education Employee occupancy priority for rental units, households that apply must include at least one current SFUSD or SFCCD employee at the time that the applicant submits the application (along with meeting other income requirements). Subject to fair housing law, applications to the building lottery or waitlist may also be accepted from households not employed by SFUSD or SFCCD, though consideration for any non-Education Employee applicant will only occur after unit has been offered to an eligible applicant from the lottery or waitlist.
8. Sponsor must provide MOHCD with detailed monthly updates via the MOH Monthly Project Update, including on:
  1. Community outreach completed, and
  2. Outcomes achieved related to racial equity goals.
9. Sponsor must provide MOHCD with a services plan and proposed staffing levels that meet MOHCD underwriting standards prior to gap loan approval. Any changes to the current proposed staffing will need to be presented to MOHCD at least 90 days prior to gap loan approval.
11. Sponsor must: a) provide for MOHCD review of the Request for Proposals (RFP) for equity investors and lenders before it is finalized and distributed; b) provide for MOHCD review of all raw financial data from developer or financial consultant prior to selection; c) provide for MOHCD review and approval of all selected investors and lenders; and, d) provide for MOHCD review and approval of all Letters of Intent from financial partners.

12. Sponsor must provide initial draft marketing plan within 12 months of anticipated TCO, outlining the affirmative steps they will take to market the project to the City's preference program participants, including COP Holders, Displaced Tenants, and Neighborhood Residents, as well as how the marketing is consistent with the Mayor's Racial Equity statement and promotion of positive outcomes for African American San Franciscans.
13. Sponsor must provide quarterly updated response to any letters requesting corrective action.

## 10. LOAN COMMITTEE MODIFICATIONS

## LOAN COMMITTEE RECOMMENDATION

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

APPROVE.       DISAPPROVE.       TAKE NO ACTION.

\_\_\_\_\_  
Daniel Adams, Director  
Mayor's Office of Housing and Community Development

Date: \_\_\_\_\_

APPROVE.       DISAPPROVE.       TAKE NO ACTION.

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

Date: \_\_\_\_\_

APPROVE.       DISAPPROVE.       TAKE NO ACTION.

\_\_\_\_\_  
Thor Kaslofsky, Executive Director  
Office of Community Investment and Infrastructure

Date: \_\_\_\_\_

APPROVE.       DISAPPROVE.       TAKE NO ACTION.

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

Date: \_\_\_\_\_

- Attachments:
- A. Project Milestones/Schedule
  - B. Borrower Org Chart
  - C. Staffing Capacity
  - D. Asset Management Analysis of Sponsor
  - E. Threshold Eligibility Requirements and Ranking Criteria
  - F. Site Map with amenities
  - G. Comparison of City Investment in Other Housing Developments
  - H. Predevelopment Budget
  - I. Development Budgets
  - J. 1<sup>st</sup> Year Operating Budgets
  - K. 20-year Operating Pro Formas

**FW: Re: REQUEST FOR PREDEVELOPMENT FINANCING FOR 750 GOLDEN GATE AVENUE**

Adams, Dan (MYR) <Dan.Adams@sfgov.org>

Fri 2/2/2024 3:00 PM

To: Amaya, Vanessa (MYR) <Vanessa.Amaya@sfgov.org>

I also vote yes

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

---

**From:** Trivedi, Vishal (CON) <vishal.trivedi@sfgov.org>  
**Sent:** Friday, February 2, 2024 11:29 AM  
**To:** Amaya, Vanessa (MYR) <Vanessa.Amaya@sfgov.org>  
**Cc:** Adams, Dan (MYR) <Dan.Adams@sfgov.org>  
**Subject:** Re: REQUEST FOR PREDEVELOPMENT FINANCING FOR 750 GOLDEN GATE AVENUE

I vote yes. Thanks!

**Vishal Trivedi** | Financial Analyst  
Office of Public Finance | City & County of San Francisco  
Email | [vishal.trivedi@sfgov.org](mailto:vishal.trivedi@sfgov.org)

## 750 Golden Gate

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

Tue 2/6/2024 4:25 PM

To: Amaya, Vanessa (MYR) <Vanessa.Amaya@sfgov.org>

Cc: Adams, Dan (MYR) <Dan.Adams@sfgov.org>

I approve Golden Gate Avenue Phase I (Educator Housing at 750 Golden Gate) request for up to \$3,000,000 in predevelopment financing.

Best,

salvador



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

San Francisco Department of Homelessness and Supportive Housing  
[salvador.menjivar1@sfgov.org](mailto:salvador.menjivar1@sfgov.org) | 415-308-2843

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## Request for Predevelopment Financing for 750 Golden Gate Avenue

Slutzkin, Marc (CII) <marc.slutzkin@sfgov.org>

Fri 2/2/2024 11:53 AM

To: Amaya, Vanessa (MYR) <Vanessa.Amaya@sfgov.org>

Cc: Adams, Dan (MYR) <Dan.Adams@sfgov.org>; Ely, Lydia (MYR) <lydia.ely@sfgov.org>; Kaslofsky, Thor (CII) <Thor.Kaslofsky@sfgov.org>; Colomello, Elizabeth (CII) <elizabeth.colomello@sfgov.org>

Hi Vanessa,

I approve the above request on behalf of OCII.

Thanks

Marc



**Marc Slutzkin**  
**Deputy Director**

---

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

🏠 [www.sfocii.org](http://www.sfocii.org)

**Re: REQUEST FOR PREDEVELOPMENT FINANCING FOR 750 GOLDEN GATE AVENUE**

Trivedi, Vishal (CON) <[vishal.trivedi@sfgov.org](mailto:vishal.trivedi@sfgov.org)>

Fri 2/2/2024 11:29 AM

To: Amaya, Vanessa (MYR) <[Vanessa.Amaya@sfgov.org](mailto:Vanessa.Amaya@sfgov.org)>

Cc: Adams, Dan (MYR) <[Dan.Adams@sfgov.org](mailto:Dan.Adams@sfgov.org)>

I vote yes. Thanks!

**Vishal Trivedi** | Financial Analyst

Office of Public Finance | City & County of San Francisco

Email | [vishal.trivedi@sfgov.org](mailto:vishal.trivedi@sfgov.org)

**Attachment A: Project Milestones and Schedule**

No.	Performance Milestone	Estimated or Actual Date	Notes
A.	Prop I Noticing (if applicable)	<u>November 2023</u>	
1	Acquisition/Predev Financing Commitment	<u>February 2024</u>	
2.	Site Acquisition	<u>December 2022</u>	
3.	Development Team Selection		
a.	Architect	<u>August 2023</u>	
b.	General Contractor	<u>December 2023</u>	
c.	Owner's Representative	<u>March 2022</u>	
d.	Property Manager	<u>May 2021</u>	
e.	Service Provider	<u>May 2021</u>	
4.	Design		
a.	Submittal of Schematic Design & Cost Estimate	<u>January 2024</u>	
b.	Submittal of 50% Design Development & Cost Estimate	<u>March 2024</u>	
c.	Submittal of 50% CD Set & Cost Estimate	<u>May 2024</u>	
d.	Submittal of Pre-Bid Set & Cost Estimate (75%-80% CDs)	<u>July 2024</u>	Since design schedule so compressed, Sponsor will go out to bid in July at risk before August CDLAC awards.
5.	Commercial Space	<u>N/A</u>	
a.	Commercial Space Plan Submission	<u>N/A</u>	
b.	LOI/s Executed	<u>N/A</u>	
6.	Environ Review/Land-Use Entitlements		
a.	SB 35 Application Submission	<u>N/A</u>	
b.	CEQA Environ Review Submission	<u>April 2022</u>	
c.	NEPA Environ Review Submission	<u>N/A</u>	
d.	CUP/PUD/Variances Submission	<u>N/A</u>	
7.	PG&E		
a.	Temp Power Application Submission	<u>February 2024</u>	

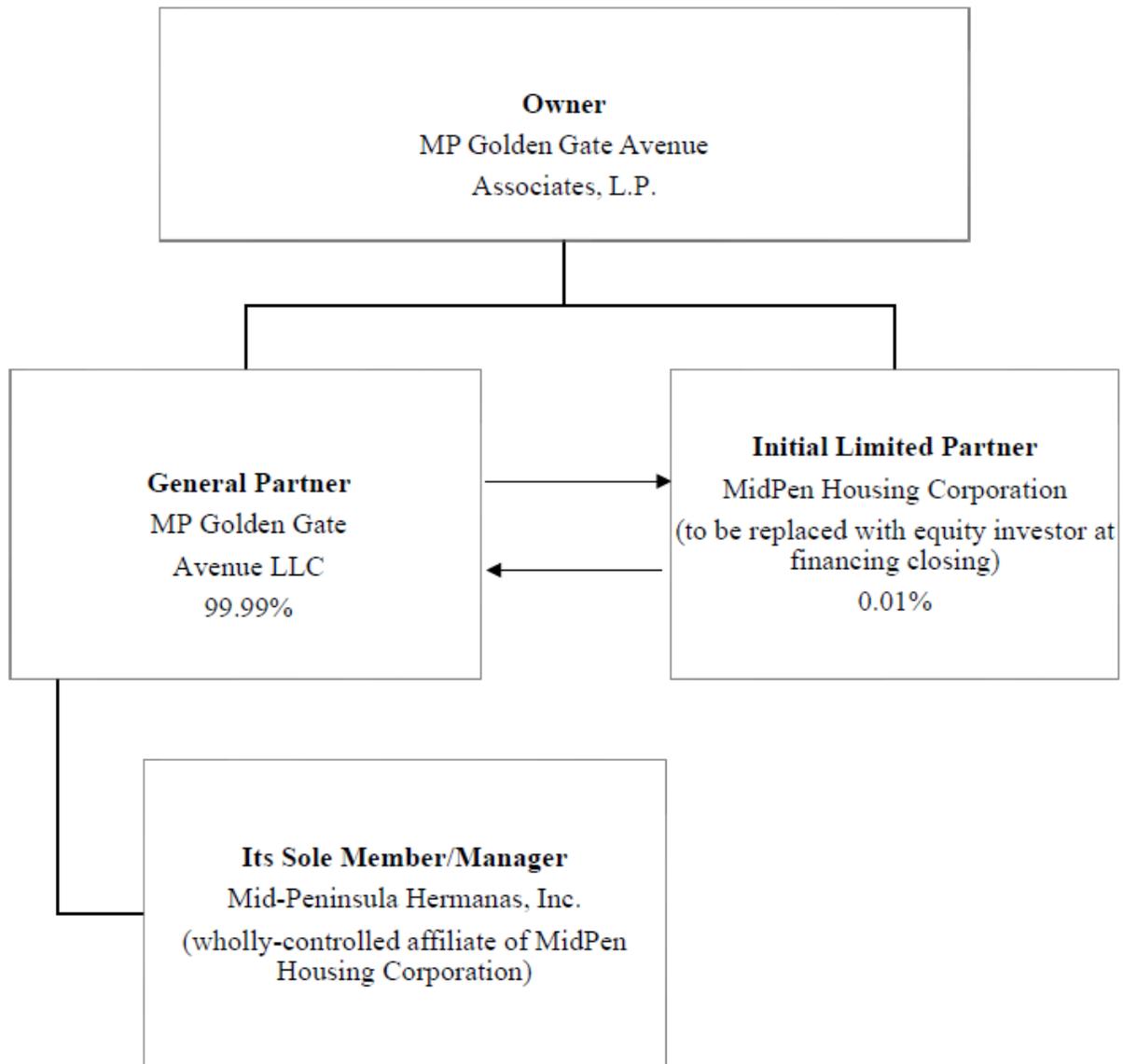
b.	Perm Power Application Submission	<u>February 2024</u>	
8.	Permits		
a.	Building / Site Permit Application Submitted	<u>January 2024</u>	
b.	Addendum #1 Submitted	<u>June 2024</u>	
c.	Addendum #2 Submitted	<u>June 2024</u>	
9.	Request for Bids Issued	<u>July 2024</u>	
10.	Service Plan Submission		
a.	Preliminary	<u>December 2023</u>	
b.	Final	<u>February 2024</u>	
11.	Additional City Financing		
a.	Preliminary Gap Financing Application	<u>N/A</u>	
b.	Gap Financing Application	<u>September 2024</u>	
12.	Other Financing		
a.	HCD Application	<u>August 14, 2023</u>	Local Government Matching Grant (LGMG)
b.	Construction Financing RFP	<u>May 2024</u>	
d.	CDLAC Application	<u>April 2024</u>	
e.	TCAC Application	<u>April 2024</u>	
f.	Other Financing Application	<u>N/A</u>	
g.	LOSP Funding Request	<u>N/A</u>	
13.	Closing		
a.	Construction Loan Closing	<u>December 2024</u>	
b.	Conversion of Construction Loan to Permanent Financing	<u>May 2027</u>	
14.	Construction		
a.	Notice to Proceed	<u>December 2024</u>	
b.	Temporary Certificate of Occupancy/Cert of Substantial Completion	<u>December 2026</u>	
15.	Marketing/Rent-up		

a.	Marketing Plan Submission	<u>December</u> <u>2025</u>	
b.	Commence Marketing	<u>March 2026</u>	
c.	95% Occupancy	<u>March 2027</u>	
16.	Cost Certification/8609	<u>July 2027</u>	
17.	Close Out MOH/OCII Loan(s)	<u>July 2027</u>	

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

#### **750 Golden Gate Avenue Organization Chart**

**OWNER/BORROWER:** MP Golden Gate Avenue Associates, L.P.  
**MANAGING GENERAL PARTNER:** MP Golden Gate LLC  
**SOLE MEMBER/MANAGER:** Mid-Peninsula Hermanas, Inc.  
**DEVELOPER:** MidPen Housing Corporation



## **Attachment C: Staffing Capacity**

As an organization MidPen's experience in San Francisco is relatively new, with our first San Francisco project, Shirley Chisholm Village currently in construction and projected to complete construction in the fall of 2024. The staff responsible for the development, financing, and construction of the Golden Gate Educator Phase project, however, each have extensive experience working on innovative and complex projects in San Francisco in coordination with SF MOHCD.

Ali Gaylord, Director of Housing Development at MidPen, is responsible for the oversight of MidPen's North Bay regional real estate development office. With over 17 years of experience in Affordable Housing, she has contributed to the development and rehabilitation of over 1,000 affordable homes for families and seniors in California. Ali supervises her team in all aspects of development including the entitlement process, financing, deal structuring, design, construction, and closeout. She has provided oversight on the Shirley Chisholm Village project since it was awarded to MidPen in 2018. Ali works closely not only with her team at MidPen but also with stakeholders including financial partners, local jurisdictions and community members. Ali joined MidPen after 8 years with BRIDGE Housing Corporation, where she served most recently as Director of Development in Northern California.

Lauren Fuhry, Project Manager, joined MidPen in early 2020. Lauren currently works on Fair Haven Commons, a recently completed 72-unit new construction project in Fairfield and Washington Commons, a 50-unit new construction development in Petaluma. Lauren played an integral role in the pre-development of the Shirley Chisholm Village project. Prior to MidPen, Lauren worked in other industries as a Finance Manager and Operations Manager prior to joining MidPen. Before that, she worked as a research on sustainable building initiatives in affordable housing programs as part of Global Green USA.

Brandon Weaver, Project Associate, joined MidPen in 2023 after working on the Communications team for the San Francisco Mayor's Office of Housing and Community Development (MOHCD). There, he primarily worked on the San Francisco Cultural Districts Program, which is a place-making and place-keeping program that preserves, strengthens, and promotes cultural communities. Prior to that role, Brandon also served as a District Representative for California State Senator Dave Cortese, working across Santa Clara County. For the Senator, he acted as the district-level lead on housing issues, assisting residents with the state's "Housing Is Key" program, and implementation of new state housing laws. Brandon also works on the 80-unit Sherwood Oaks preservation and rehabilitation project in Marin County, which MidPen acquired in early 2023.

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

MidPen’s Asset Management team consists of 13 experienced professionals, including Kyle Attenhofer, Vice President of Asset Management. MidPen’s diverse portfolio of over 110 affordable properties are divided amongst the Asset Managers by region. Asset Management Analysts support each Manager and their portfolio, which ranges in size from 25 to 35 properties.

Since MidPen is both the general partner and the sponsor developer throughout the lifecycle of each project, the Asset Managers each work closely with the Project Managers during the development/construction process on through the transition of the property to stabilized operations. The transition of the property to Asset Management is seamless due to the team’s involvement from inception and familiarity of the project history and structure. MidPen is fully capable of taking on new assets and has been growing the asset management team over the past years. Below is a table showing MidPen’s Asset Management staffing with job titles, FTEs, and status of each position.

<b>Job Title</b>	<b>FTE</b>	<b>Status of Position</b>
VP, Asset Management	1	Filled
Director of Asset Management	1	Filled
Associate Director of Asset Management and Real Estate Transactions	1	Filled
Senior Asset Manager	1	Filled
Asset Manager	2	Filled
Associate Asset Manager	1	Vacant
Lead Asset Management Analyst	1	Filled
Asset Management Analyst	3	Filled
Asset Manager, Real Estate Transactions	1	Vacant
Corporate Budget Manager	1	Filled
<b>Total:</b>	<b>13</b>	

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

### **I. SELECTION PROCESS, MINIMUM CAPACITY AND EXPERIENCE REQUIREMENTS, SELECTION CRITERIA AND SCORING, AND SUBMITTAL REQUIREMENTS OVERVIEW**

#### **A. SELECTION PROCESS**

MOHCD staff will review all submittals for completeness and satisfaction of minimum experience and capacity requirements (see Section B below). If a submittal does not meet minimum experience and capacity requirements, the respondent may submit an appeal to MOHCD staff on technical grounds only.

A Selection Panel will be appointed by the Director of MOHCD composed of persons with expertise in the areas of development, affordable housing finance, affordable housing construction management, homeownership, community development, commercial space development, housing access/marketing, and public design/arts commission, as well as community representatives.

The Selection Panel will review all qualified responses (see Section C below) and may interview top-scoring applicants, at which time applicants will be asked to present and explain the major characteristics of their submittal, particularly as they relate to the Scoring Criteria, and respond to questions from the Selection Panel.

After interviews have been completed, the Selection Panel will determine the final ranking of all responses and present this ranking to the Director. The Selection Panel's scoring of each proposal will be done by consensus and will be final.

The Director will then select Project(s) for this funding pool and advise the Mayor of these selections. MOHCD and the selected applicants will enter into acquisition and predevelopment loan agreements with milestone requirements established in accordance with the terms of this NOFA. If MOHCD staff cannot enter into a loan agreement with a selected applicant that is in the best interest of the City, the MOHCD Director may terminate negotiations in his sole discretion. If the MOHCD Director

terminates negotiations with a selected applicant, the MOHCD Director reserves the right, in his sole discretion, to (1) negotiate with the next highest ranked Respondent, or (2) reject any and all other proposals, in whole or in part, prior to award, and (3) may re-advertise the NOFA for the full or partial funding amount under such terms the MOHCD Director deems to be in the City's best interest. MOHCD reserves the right to appoint additional parties to the selected applicant team should it be determined that the team lacks representation necessary to the achievement of the goals of the NOFA.

## **B. MINIMUM CAPACITY AND EXPERIENCE REQUIREMENTS - RENTAL**

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

### 1. Minimum Development Team Characteristics

The proposed applicant team must include the following.

- A nonprofit developer (or developers) with experience developing permanent affordable housing for low-income households or a for-profit developer working in partnership with a nonprofit developer, of which one of the joint venture partners must have experience developing affordable housing (the "Developer"); the development team must have demonstrated experience conducting effective community outreach and engagement.
- A property owner entity with experience owning housing for low-income communities.
- A property management entity with experience managing housing for low-income families with Housing First principles.
- A community-based, service-providing entity with experience providing culturally competent, and trauma-informed, services appropriate for Educators and their families.

### 2. Minimum Development Team Experience

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

To demonstrate the minimum required development team experience, each team should submit one project for each experience category. When appropriate, teams may submit the same project as evidence of experience across multiple experience categories, or may use different projects to demonstrate experience across categories. In all cases, no more than four (4) total Qualifying Projects should be submitted.

Qualifying Projects will not be scored; they are used to determine if the proposed Development Team meets the minimum development team experience required to develop the Site.

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

- The project must be new construction (not a requirement for Minimum Service Provision Experience) in a construction type appropriate for the proposed site development (not a requirement for Minimum Property Manager and Service Provision Experience).
- The project must be financed in part with Low-Income Housing Tax Credits.

### 3. Minimum Developer And Owner Capacity Requirements

*Minimum Developer Experience:* The proposed Developer must have completed within the past ten years at least **one** Qualifying Project. The definition of “completed” is having received Temporary Certificate of Occupancy by the date of the issuance of the NOFA. For joint-venture Development partners, the experience of either entity may suffice for the joint-venture partnership. A Memorandum of Understanding between joint-venture Development partners must be submitted with the application.

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

*Minimum Ownership Experience:* The proposed site owner must have owned at least **one** Qualifying Project for at least five (5) years prior to the submittal deadline of this NOFA. For purposes of this requirement, the managing general partner of the tax credit partnership intended to take ownership of the completed Project and to provide asset management for the Project is the proposed “Owner”.

In addition, each proposed Owner must provide evidence of experience with owning housing financed with Low Income Housing Tax credits. This experience does not have to be on the same project that satisfies the 5-year ownership requirement. If the Selected Developer entity is not the same entity as the proposed Owner, MOHCD reserves the right to require that certain members of the Selected Developer remain active in the ownership for whatever length of time MOHCD deems necessary to ensure operating and financial stability.

*Minimum Property Manager Experience:* The proposed property manager for the Project must have managed at least two Qualifying Projects, each for at least 36 months. In addition, the Property Manager must provide evidence of experience managing housing financed with Low Income Housing Tax credits and operating projects with a Housing First approach. The Property Manager must demonstrate effective strategies for working with service providers to collaborate on housing stability of residents.

*Minimum Service Provision Requirements:* The proposed service provider(s) must have at least 36 months’ experience providing supportive services within a Qualifying Project,

including case management and comprehensive services for low-income households in a residential setting. The proposed service provider(s) must demonstrate effective strategies for collaborating with property management on housing stability for residents. The proposed service provider(s) must have the infrastructure to supervise and train onsite staff and their supervisors.

Other Consultants: For any applicant team, the experience of key staff members or “other consultants” may be substituted for the experience of the organization as a whole as long as the staff member’s or consultant’s experience in other firms was substantive and involved responsibilities similar to what they are anticipated to perform as a member of the Respondent’s team.

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

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

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

Asset Management Capacity: The proposed Owner must document its capacity to successfully manage real estate assets in compliance with City regulatory agreements and restrictions. To document this, the proposed Owner must submit a recent Real Estate Owned (REO) schedule, stating the number of projects and average number of units/project currently in Owner’s asset management portfolio,

proposed Owner's current asset management staffing (noting job titles), FTEs, and status of each position (filled/vacant), and proposed Owner's organizational chart.

**C. MINIMUM PROPOSAL REQUIREMENTS**

Eligible Proposals:

1. Must demonstrate *site control by applicant* as evidenced by appropriate documentation (Deed of Trust, Purchase Agreement, Option to Purchase Agreement.) The proposed purchase price must be reasonable in comparison to other sites in the neighborhood, and in comparison to, other affordable housing sites in the City, and must be supported by an appraisal as part of the application package.

2. Must include a description of proposed interim uses for the Site during the extended predevelopment period if the Project's expected construction start date is later than 2024. This should include a description of current structures and uses; what if any structures or amenities will be preserved; and the timeline, budget, and scope of planned interim uses. The budget should include a description of how security and other holding costs have been calculated.
3. Must include a description of site context: parcel history; current zoning; parcel configuration, including the need for potential parcel mergers; potential historic resources on the site or adjacent to it; and prior uses at the site that may have left environmental impacts. Applicant must include a map of neighboring amenities.
4. Must demonstrate ability for the project to make use of streamlined entitlements through SB 35 or another streamlining initiative.
5. Must demonstrate – through provision of specific examples of inputs used for estimating – that the project's total development budget, as well as its specific line items, are comparable to recent and similar projects, to industry standards and are compliant with funding source regulations, MOHCD policy and, in the case of rental projects, MOHCD's most recent underwriting guidelines. Cost per unit, per square foot (land area and building space), per bed or bedroom will be examined relative to total development cost, City subsidy, and construction cost.
6. Must propose the maximum use of available, non-local funds to achieve the highest reasonable financial leveraging of capital resources for the predevelopment, construction and permanent phase. The amount of City funds requested per unit and the actual or proposed level of funds to be leveraged from other sources will be examined.
7. Must include a community engagement plan that demonstrates the capacity to generate necessary neighborhood support for the proposed development. Include any evidence of support expressed to date for the project, as well as plans for community engagement going forward. This also needs to cover the entire development period, including interim use and construction work.
8. Proposals that include any displacement/relocation of residential and/or commercial tenants must include a full relocation plan and budget. Displacement or relocation that is required as a condition of site control is highly discouraged, though in some cases may be justified.
9. Must provide a construction cost estimate that reflects current construction costs and show escalation assumptions as a separate line item.
10. Must include a Services Plan and Budget that complies with MOHCD underwriting requirements.
11. Must provide concept-level drawings and/or diagrams that indicate the Project approximate height, bulk, site layout, unit count, and commercial/common space use, which can be printed on 8.5" x 11" paper, no more than two (2) pages. The purpose of these diagrams will be to confirm the anticipated unit yield at the site, and its conformance to existing zoning restrictions including any available density bonuses.  
Note: This information does not constitute a formal design

submission. There is no reimbursement for costs related to this requirement.

12. Financial feasibility for rental projects: The project must demonstrate overall financial feasibility through inclusion of a Financing Plan. The financing plan must include a detailed Sources and Uses Budget that includes the following and uses the most current version of the MOHCD Underwriting Guidelines, available on the MOHCD website (<https://sfmohcd.org/housing-development-forms-documents>.) The project must be financially feasible, including realistic development and operating budget projections that conform to industry standards, including TCAC minimum standards. Each proposed financing source must be realistic, compatible with MOHCD and all other committed or proposed funding sources, and appropriate for the proposed housing. Applicant must demonstrate that there is a reasonable likelihood that all identified development sources will be secured in a timely manner.
  - a. Primary capital funding sources can include 4% low income housing tax credit equity with tax exempt bonds, City subsidy, and Federal Home Loan Bank Affordable Housing Program funds, and that may include any other funding sources developers deem applicable, such as State of California Department of Housing and Community Development (HCD) (for example, MHP and IIG) or CalHFA funds. Do not assume use of No Place Like Home funds. Do not assume access to Section 8 (Housing Choice Vouchers, Project Based Section 8, or Continuum of Care, for example.)
  - b. Rents set at affordability levels appropriate for the target population.
13. For rental projects, where possible must include the opportunity for the City to eventually own the land as ground lessor under a long-term ground lease structure or some other land dedication/ subdivision mechanism that will insure long-term affordable housing as the primary use of the land.
14. For rental projects, must budget for a supportive services and housing stabilization component that is appropriate for the needs of the anticipated tenant population, and within MOHCD's funding guidelines for the services contract.
15. For rental projects, must demonstrate competitiveness for State bond and tax credit funds administered by the California Debt Limit Allocation Committee.
16. For rental projects, must include an operating budget that includes all expenses necessary to properly operate and maintain the building. This budget should include a service coordinator/connector staff position(s), at 1:100, to assist the Educator households.
17. Financial feasibility for homeownership projects: The project must be financially feasible, including realistic development budget projections that conform to industry standards. Each proposed financing source must be realistic, compatible with MOHCD and all other committed or proposed funding sources, and appropriate for the proposed housing. Applicant must demonstrate that there is a reasonable likelihood that all identified development sources will be secured in a timely manner. Must demonstrate through provision of specific examples of inputs used for estimating - that the project's total development budget, as well as its specific line items, are

comparable to recent and similar projects, to industry standards and are compliant with funding source regulations, MOHCD policy and most recent underwriting guidelines. Cost per unit, per square foot (land area and building space), per bed or bedroom may be examined relative to total development cost, City subsidy and construction cost. Note: The most current version of the MOHCD Underwriting Guidelines is available on the MOHCD website: <https://sfmohcd.org/housing-development-forms-documents>.

The project must propose the maximum use of available, non-local funds (such as State of California Department of Housing and Community Development (HCD) (for example, CalHome) or Federal Home Loan Bank Loan funds) to achieve the highest reasonable financial leveraging of capital resources for the predevelopment, construction, and permanent phase. The amount of City funds requested per unit and the actual or proposed level of funds to be leveraged from other sources will be examined.

18. For homeownership projects, must include opportunity for MOHCD to maintain the affordability of each unit into perpetuity through the CC&Rs that will ensure owner occupied affordable housing as the primary use of the land, as well as a unit restriction to be recorded on title of an ownership unit upon transfer of the unit.

**D. SELECTION CRITERIA AND SCORING**

Responsive submittals include all the required information listed above, and a background and a vision statement articulating the application of best practices for the successful development of affordable housing and the achievement of desired outcomes and goals.

All applications that meet the Minimum Experience and Capacity Requirements listed in Section IV.B and IV.C will be scored and ranked according to the extent to which their Experience and Vision meets the following selection criteria:

	<b>Category</b>	<b>Points</b>
<b>A.</b>	<b>EXPERIENCE:</b>	<b>40</b>
i.	<p><b>Developer (12 pts)</b></p> <ul style="list-style-type: none"> <li>▶ Experience with the following:                             <ul style="list-style-type: none"> <li>○ Completing projects on time and on budget</li> <li>○ Obtaining competitive financing terms</li> <li>○ Developing proposed type of construction</li> <li>○ Developing housing for low-income households, including Educators, as applicable</li> </ul> </li> <li>▶ Building community support through outreach</li> <li>▶ Current staff capacity and experience to take on this</li> </ul>	
	project type	

<p>ii.</p>	<p><b>Owner (4 pts) - Rental</b></p> <ul style="list-style-type: none"> <li>▶ For rental projects, track record successfully owning housing financed with Low-Income Housing Tax Credits</li> <li>▶ Effectiveness of current asset management structure and staffing, given portfolio size</li> <li>▶ Capacity for assuming asset management of an expanded portfolio once the development is complete</li> </ul> <p><b>Developer (4 pts) – Homeownership</b></p> <ul style="list-style-type: none"> <li>▶ Track record successfully managing condominium construction, subdivisions, sales, and the HOA formation and operation in compliance with state and local regulations</li> <li>▶ HOA Experience with HOA documentation and budget creation, including obtaining approvals from the DRE;</li> <li>▶ Residential Condominium Projects Experience;</li> <li>▶ Proposed real estate transaction management staffing capacity.</li> </ul>	
<p>iii.</p>	<p><b>Property Manager (8 pts)</b></p> <ul style="list-style-type: none"> <li>▶ Experience managing property for low-income households, including Educators, if applicable</li> <li>▶ Experience achieving high rates of housing retention</li> <li>▶ Implements low barrier tenant selection policies consistent with Housing First principles</li> <li>▶ Contributes to long-term sustainability of the development</li> <li>▶ Achieves cost efficiencies in operations</li> </ul> <p>Note: This is N/A for Homeownerships, 8 points moved to Developer.</p>	
<p>iv.</p>	<p><b>Service Providers (8 pts)</b></p> <ul style="list-style-type: none"> <li>▶ Experience providing access and delivering services to low-income households, including Educators, if applicable</li> <li>▶ For rental projects, experience linking residents to the City’s safety net of services</li> <li>▶ Works with property management to achieve high</li> </ul>	

	<p>rates of housing retention</p> <ul style="list-style-type: none"> <li>▶ Supports positive outcomes for residents around health and economic mobility</li> <li>▶ If applicable, provides explanation for service contracts terminated prematurely within the last 5 years</li> <li>▶ Capacity to attract and retain adequate staffing to take on this project</li> </ul> <p>Note: This is N/A for Homeownership, 8 points moved to Developer.</p>	
<p>v.</p>	<p><b>Racial Equity (8 pts)</b></p> <ul style="list-style-type: none"> <li>▶ Experience providing housing to COP holders and neighborhood preference holders</li> <li>▶ Uses innovative approaches to engagement with COP and neighborhood preference holders</li> <li>▶ Demonstrates commitment to racially diverse project development teams</li> <li>▶ Demonstrates experience with serving historically excluded communities of color</li> <li>▶ Describes experience providing access and implementing effective service delivery strategies to historically excluded communities of color</li> </ul>	
<b>B.</b>	<b>VISION:</b>	<b>60</b>
<p>i.</p>	<p><b>Site and Project Concept (15 pts)</b></p> <ul style="list-style-type: none"> <li>▶ Proposes site whose location, size, configuration, and zoning support the development of affordable housing, including ability to maximize unit yield in a cost-effective construction type and make use of expedited entitlement processes.</li> <li>▶ Describes vision for a development program at this site, while best achieving the project goals, and includes:             <ul style="list-style-type: none"> <li>○ A residential program and other envisioned uses;</li> <li>○ Indicates how the proposed uses and amenities will enhance the lives of the proposed target population and the surrounding neighborhood.</li> </ul> </li> <li>▶ Indicates populations served by the programs and</li> </ul>	

	<p>spaces.</p> <ul style="list-style-type: none"><li>▶ Describes the interim use strategy, including contingencies for any construction start delays of over one (1) year</li></ul>	
ii.	<p><b>Community Engagement Strategy (10 pts)</b></p> <ul style="list-style-type: none"><li>▶ Describes community engagement strategy and includes:<ul style="list-style-type: none"><li>○ The team’s philosophy on community engagement;</li><li>○ Process for establishing and/or building positive relationships with surrounding neighbors and the larger community;</li><li>○ Efforts designed to engage all interested community members—particularly BIPOC members of the target populations—and including monolingual non-English speaking community members;</li><li>○ How the Development Team intends to comply with the City’s Language Access Ordinance.</li></ul></li><li>▶ Describes the Team’s approach to achieving entitlements for the project expeditiously and the approach to maintaining and building community relationships after entitlements have been achieved and the development is in operations.</li><li>▶ Indicates how particular community engagement strategy will address the historical exclusion of communities of color from quality housing, including but not limited to marketing to attract target populations.</li></ul>	

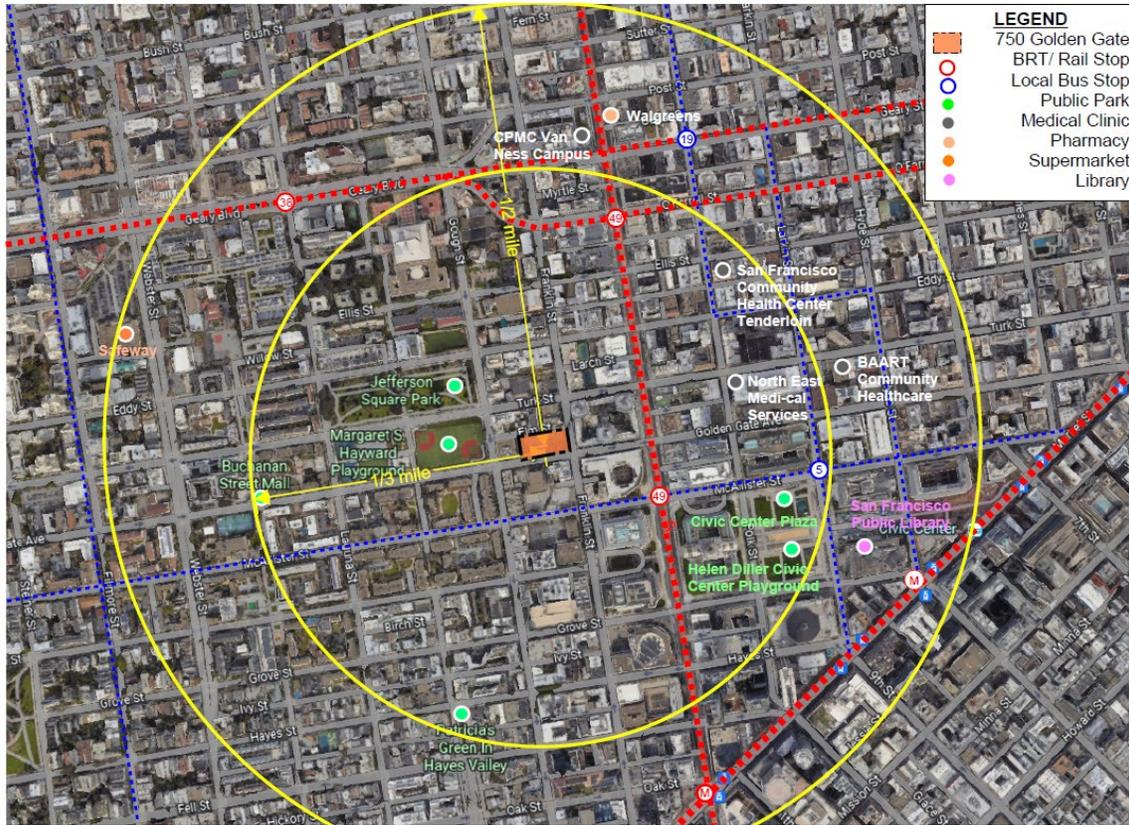
iii.	<p><b>Services Delivery Strategy (10 pts)</b></p> <ul style="list-style-type: none"><li>▶ Describes the Development Team’s services delivery strategy and includes:<ul style="list-style-type: none"><li>○ The overall service philosophy;</li><li>○ Model for providing services to Educators and their families (including case management ratio and provision of amenities such as front desk clerks, if applicable);</li><li>○ The services goals of the proposed vision.</li></ul></li><li>▶ Provides a brief description of the desired outcome of the services to be provided and innovative approaches to services provision, including the strategy of engaging residents and encouraging access to services.</li><li>▶ Describes how services for residents will be coordinated with the existing network of services in the neighborhood and community.</li><li>▶ Describes strategies used to help BIPOC tenants overcome barriers to accessing supportive services and income that mitigate the effects of poverty and lead to improved self-sufficiency.</li></ul> <p>Note: This is N/A for Homeownership, 10 points moved to Site and Project Concept.</p>	
iv.	<p><b>Finance &amp; Cost Containment Approach (15 pts)</b></p> <ul style="list-style-type: none"><li>▶ Describes the Development Team’s financing approach to the project.</li><li>▶ Describes how project is strategically positioned to successfully compete for State funding resources, including funding from the CA Debt Limit Allocation Committee and Department of Housing and Community Development</li><li>▶ Includes the Team’s process for structuring the project and controlling development costs.</li><li>▶ Includes innovative strategies intended to minimize MOHCD’s projected capital gap financing.</li><li>▶ Describes any innovative (i.e. non-standard, routine or commonly used) direct or indirect cost-cutting strategies relevant to overall development, construction or operating expenses.</li><li>▶ Includes proforma financials.</li></ul>	

	<ul style="list-style-type: none"> <li>▶ Includes project design concept to fact check the financials.</li> </ul> <p>Additional - for Homeownership:</p> <ul style="list-style-type: none"> <li>▶ Describes how will successfully manage condominium real estate assets in compliance with federal, state and local regulations.</li> </ul>	
v.	<p><b>Racial Equity Strategy (10 pts)</b></p> <ul style="list-style-type: none"> <li>▶ Explains how vision aligns with the primary goals of this NOFA set forth in the Introduction and Project Expectations.</li> <li>▶ Proposes a substantive partnership that increases opportunity/capacity for growth of Emerging Developers (smaller organizations).</li> </ul>	
<b>TOTAL POSSIBLE POINTS</b>		<b>100</b>

Projects must receive at least 70 points to proceed through the selection process.

### Attachment F: Site Map with amenities

Map of Neighborhood Amenities - Golden Gate Educator Phase (750 Golden Gate Ave, San Francisco)



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

**Affordable Multifamily Housing New Construction Cost Comparison - San Francisco**

Updated 1/25/2024

	Acquisition costs by Unit/Bed/SF			Construction by Unit/Bed/SF			Soft Costs By Unit/Bed/SF			Total Development Cost (Not including Land)			Subsidy	
	Acq/unit	Acq/BR	Acq/lot sq.ft	Const/unit	Const/BR	Const/ sq.ft <sup>6</sup>	Soft/unit	Soft/BR	Soft/ sq.ft <sup>6</sup>	TDC/unit	TDC/BR	TDC/ sq.ft <sup>6</sup>	Subsidy / unit	Leveraging <sup>7</sup>
Delta of Subject and Comparable Projects	\$ (21)	\$ (12)	-0.111289174	\$ (24,840)	\$ 2,694	\$ 149	\$ (44,272)	\$ (22,471)	\$ (6)	\$ 106,037	\$ 86,222	\$ 335	\$ (97,857)	192.3%
Delta Percentage	-100%	-100%	-100%	-3%	1%	24%	-25%	-22%	-4%	12%	16%	43%	-27%	319%
<b>SUBJECT PROJECT</b>	\$ -	\$ -	\$ -	\$ 711,366	\$ 430,262	\$ 776	\$ 134,642	\$ 81,436	\$ 147	\$ 1,023,735	\$ 619,195	\$ 1,117	\$ 266,667	74.0%
Comparable Projects	Average: \$ 21	\$ 12	\$ 0.11	\$ 736,206	\$ 427,567	\$ 627	\$ 178,913	\$ 103,908	\$ 152	\$ 917,698	\$ 532,973	\$ 782	\$ 364,524	60.3%

Costs **lower** than comparable average (within 10%)      Costs **higher** than comparable average (within 10%)

	Average:	Building Square Footage				Total Project Costs								Notes on Financing (e.g., TCAC)	Building Type (e.g., Type III over Type I)	Stories	Comments including date of LC or cost estimate, stage of development:	
		Lot sq.ft	Completion/ start date	# of Units	# of BR <sup>1</sup>	Res. <sup>2</sup>	Non-Res. Sq. ft.	Total sq. ft.	Acq. Cost <sup>3</sup>	Constr. Cost <sup>4</sup>	Soft Cost	Total Dev. Cost w/acq costs	Local Subsidy					
<b>ALL PROJECTS</b>	Average:	34,826		120	193	120,437	13,745	132,356	\$ 206,834	\$ 82,519,811	\$ 20,260,074	\$ 102,906,021	\$ 31,887,382					
Comparable Projects Completed (filtered)	Average:	14,725		85	128	72,051	17,970	90,021	\$ 0	\$52,902,968	\$9,988,632	\$62,891,600	\$23,298,215					
Comparable Projects Under Construction (filtered)	Average:	29,939		154	282	151,371	35,040	186,411	\$ 0	\$115,436,937	\$27,940,188	\$144,198,820	\$71,856,725					
Comparable Projects In Predevelopment (filtered)	Average:	15,240		83	144	92,925	11,525	100,541	\$6,667	\$68,104,782	\$19,532,193	\$87,643,641	\$21,917,928					
<b>Total Comparable Projects</b>	Average:	19,968		107	184	105,449	21,512	125,657	\$2,222	\$78,814,896	\$19,153,671	\$98,244,687	\$39,024,289					
750 Golden Gate Educator Housing	750 Golden Gate Ave.	13,026	Nov-24	75	124	57,502	11,266	68,768	\$ -	\$ 53,352,442	\$ 10,098,121	\$ 76,780,142	\$ 20,000,000	\$ 21,504,661	2023 Educator NOFA	Type I	8	Assumes NOFA award though not
Delta of Subject and Comp Project Averages		-6,942		-32	-60	-47,947	-10,246	-56,889	(\$2,222)	(\$25,462,454)	(\$9,055,550)	(\$21,464,545)	(\$19,024,289)					
Delta Percentage		-35%		-30%	-33%	-45%	-48%	-45%	-100%	-32%	-47%	-22%	-49%					

**PROJECTS COMPLETED**

Project Name	Address	Lot sq.ft	Compl. Date	# of Units	# of BR <sup>1</sup>	Building Square Footage			Total Project Costs			Total Dev. Cost w/acquisition costs	Local Subsidy <sup>5</sup>	Notes on Financing	Building Type	Stories	Comments
						Res. <sup>2</sup>	Non-Res.	Total	Acq. Cost <sup>3</sup>	Constr. Cost <sup>4</sup>	Soft Cost						
Mission Family Housing	1036 Mission	15,200	Oct-18	88	134	92,462	6,955	99,417	\$ -	\$ 49,396,396	\$ 6,583,453	\$ 55,979,849	\$ 17,704,400	2 HCD Loans (MHP & TOD)	Type IB	9	
490 South Van Ness	490 S. Van Ness Avenue	14,250	Apr-21	81	121	51,639	28,985	80,624	\$ -	\$ 56,409,541	\$ 13,393,811	\$ 69,803,352	\$ 28,892,030		Type IA	7 +	Over partial basement
BPUY - Balboa Park Upper Yard/Kapuso	2430 San Jose Ave	30,699	Sep-23	131	217	164,636	10,741	175,377	\$ -	\$ 100,935,160	\$ 16,459,402	\$ 117,394,562	\$ 30,493,722	4% Credits: HCD IIG & AHSC	Type IB	8-9	Ed Center. MHP/CD Land not incl.

**PROJECTS UNDER CONSTRUCTION**

Project Name	Address	Lot sq.ft	Compl. Date	# of Units	# of BR <sup>1</sup>	Building Square Footage			Total Project Costs			Total Dev. Cost w/acq costs	Local Subsidy <sup>5</sup>	Notes on Financing	Building Type	Stories	Comments
						Res. <sup>2</sup>	Non-Res.	Total	Acq. Cost <sup>3</sup>	Constr. Cost <sup>4</sup>	Soft Cost						
Mission Bay S. Bl. 9A-HomeOwn	400 China Basin Street	29,939	Jul-24	148	281	129,712	50,351	180,063	\$ -	\$ 105,209,208	\$ 29,936,428	\$ 135,145,636	\$ 75,184,522	OCII, IIG	Type I	8	100% SD 3/17/22
730 Stanyan	730 Stanyan Street	37,813	Aug-25	160	282	173,030	19,728	192,758	\$ -	\$ 125,664,665	\$ 25,943,948	\$ 153,252,004	\$ 68,528,927	4% Credits: HCD MHP	Type I	8	100% SD 3/17/22

**PROJECTS IN PREDEVELOPMENT**

Project Name	Address	Lot sq.ft	Start Date (anticipated)	# of Units	# of BR <sup>1</sup>	Building Square Footage			Total Project Costs			Total Dev. Cost w/acq costs	Local Subsidy	Notes on Financing	Building Type	Stories	Comments
						Res. <sup>2</sup>	Non-Res.	Total	Acq. Cost <sup>3</sup>	Constr. Cost <sup>4</sup>	Soft Cost						
2550 Irving	2550 Irving Street	19,125	Apr-24	90	161	107,621		107,618	\$ -	\$ 70,979,265	\$ 24,946,857	\$ 95,926,122	\$ 25,573,912	4% LIHTC; HCD - IIG, MHP, AHP	Type I	7	100% SD 3/17/22
160 Freelon	160 Freelon	13,091	May-24	85	154	91,944	10,282	102,226	\$ 20,000	\$ 75,256,791	\$ 19,236,327	\$ 94,513,118	\$ 20,077,591	4% Credits: MHP, AHP	Type IB	9	100% SD 3/17/22
Homeless Prenatal Program Hsg (2530 18th)	2530 18th Street	13,504	Feb-24	73	117	79,010	12,768	91,778	\$ -	\$ 58,078,289	\$ 14,413,395	\$ 72,491,684	\$ 20,102,281	4% Credits: MHP, IIG, AHP	Type I	8	100% SD 3/17/22
650 Divisadero	650 Divisadero	12,500	Jun-26	95	176	93,215	2,800	96,015	\$ 525,000	\$ 70,162,675	\$ 17,944,865	\$ 88,127,540	\$ 33,235,439		Type I	9	100% SD 3/17/22

**Attachment H: Predevelopment Budget**

Application Date: 2/2/2024 # Units: 45  
 Project Name: Golden Gate Avenue Educator Housing (LIHTC) # Bedrooms: 79  
 Project Address: 750 Golden Gate Ave # Beds:  
 Project Sponsor: MidPen Housing Corporation

SOURCES	3,000,000	326,200	-	-	-	-	-	Total Sources	Comments
Name of Sources:	MOHCD/OCII	Sponsor						3,326,200	

USES

ACQUISITION

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

CONSTRUCTION (HARD COSTS)

Unit Construction/Rehab	100,000							100,000	This is pre-con design build under GC
Commercial Shell Construction								0	
Demolition								0	
Environmental Remediation								0	
Onsite Improvements/Landscaping								0	
Offsite Improvements								0	
Infrastructure Improvements								0	HOPE SF/OCII costs for streets etc.
Parking								0	
GC Bond Premium/GC Insurance/GC Taxes								0	0.0%
GC Overhead & Profit								0	0.0%
CG General Conditions								0	0.0%
Sub-total Construction Costs	100,000	0	0	0	0	0	0	100,000	
Design Contingency (remove at DD)								0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Bid Contingency (remove at bid)								0	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Plan Check Contingency (remove/reduce during Plan Review)								0	4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+
Hard Cost Construction Contingency								0	5% new construction / 15% rehab
Sub-total Construction Contingencies	0	0	0	0	0	0	0	0	
<b>TOTAL CONSTRUCTION COSTS</b>	<b>100,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>100,000</b>	

SOFT COSTS

Architecture & Design

Architect design fees	1,421,000	118,660						1,539,660	See MOHCD A&E Fee Guidelines: <a href="http://sfmohcd.org/documents-reports-and-forms">http://sfmohcd.org/documents-reports-and-forms</a>
Design Subconsultants to the Architect (incl. Fees)								0	
Architect Construction Admin								0	
Reimbursables	10,000	340						10,340	
Additional Services								0	
Sub-total Architect Contract	1,431,000	119,000	0	0	0	0	0	1,550,000	
Other Third Party design consultants (not included under Architect contract)								0	
								219,000	5,640
<b>Total Architecture &amp; Design</b>	<b>1,650,000</b>	<b>124,640</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,774,640</b>	Consultants not covered under architect contract; name consultant type and contract amount

Engineering & Environmental Studies

Survey	21,500	18,500						40,000	
Geotechnical studies	17,730	26,770						44,500	
Phase I & II Reports	5,190	60,810						66,000	
CEQA / Environmental Review consultants		55,000						55,000	
NEPA / 106 Review	0	0						0	
CNA/PNA (rehab only)								0	
Other environmental consultants								0	Name consultants & contract amounts
<b>Total Engineering &amp; Environmental Studies</b>	<b>44,420</b>	<b>161,080</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>205,500</b>	

Financing Costs

<b>Construction Financing Costs</b>								0	
Construction Loan Origination Fee								0	
Construction Loan Interest								0	
Title & Recording								0	
CDLAC & CDJAC fees								0	
Bond Issuer Fees								0	
Other Bond Cost of Issuance		1,200						1,200	
Other Lender Costs (specify)								0	
Sub-total Const. Financing Costs	0	1,200	0	0	0	0	0	1,200	
<b>Permanent Financing Costs</b>								0	
Permanent Loan Origination Fee								0	
Credit Enhance. & Appl. Fee								0	
Title & Recording								0	
Sub-total Perm. Financing Costs	0	0	0	0	0	0	0	0	
<b>Total Financing Costs</b>	<b>0</b>	<b>1,200</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,200</b>	

Legal Costs

Borrower Legal fees	32,000	460						32,460	
Land Use / CEQA Attorney fees	36,080	3,920						40,000	
Tax Credit Counsel								0	
Bond Counsel								0	
Construction Lender Counsel								0	
Permanent Lender Counsel								0	
Other Legal (specify)								0	
<b>Total Legal Costs</b>	<b>68,080</b>	<b>4,380</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>72,460</b>	

Other Development Costs

Appraisal	6,000	4,000						10,000	
Market Study	3,000	15,000						18,000	
Insurance	0	0						0	
Property Taxes	0	0						0	
Accounting / Audit	8,000	2,500						10,500	
Organizational Costs	0	0						0	
Entitlement / Permit Fees	25,000	0						25,000	
Marketing / Rent-up	0	0						0	
Furnishings	0	0						0	
PGE / Utility Fees	75,000	0						75,000	\$2,000/unit; See MOHCD U/W Guidelines: <a href="http://sfmohcd.org/documents-reports-and-forms">http://sfmohcd.org/documents-reports-and-forms</a>
TCAC App / Alloc / Monitor Fees	41,288	0						41,288	
Financial Consultant fees	84,000	11,000						95,000	
Construction Management fees / Owner's Rep	28,000	2,400						30,400	
Security during Construction								0	
Relocation								0	
Other (specify)								0	
Other (specify)								0	
Other (specify)								0	
<b>Total Other Development Costs</b>	<b>270,288</b>	<b>34,900</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>305,188</b>	

Soft Cost Contingency

Contingency (Arch, Eng, Fin, Legal & Other Dev)	317,212	0	0	0	0	0	0	317,212	Should be either 10% or 5% of total soft costs.
<b>TOTAL SOFT COSTS</b>	<b>2,350,000</b>	<b>326,200</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,676,200</b>	<b>13.4%</b>

RESERVES

Operating Reserves								0	
Replacement Reserves								0	
Tenant Improvements Reserves								0	
Other (specify)								0	
Other (specify)								0	
Other (specify)								0	
<b>TOTAL RESERVES</b>	<b>0</b>								

DEVELOPER COSTS

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

TOTAL DEVELOPMENT COST

Development Cost/Unit by Source	66,667	7,249	0	0	0	0	0	73,916	
Development Cost/Unit as % of TDC by Source	90.2%	9.8%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	

Acquisition Cost/Unit by Source

Acquisition Cost (inc Const Contingency)/Unit By Source	2,222	0	0	0	0	0	0	2,222	
Construction Cost (inc Const Contingency)/SF	3.22	0.00	0.00	0.00	0.00	0.00	0.00	3.22	

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

City Subsidy/Unit	184,000
	66,667

Tax Credit Equity Pricing:

Construction Bond Amount:	0.97
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Construction Loan Term (in months):

Construction Loan Term (in months):	20,668,112
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Construction Loan Interest Rate (as %):

Construction Loan Interest Rate (as %):	30 months
	5.45%

**Attachment I: Development Budgets**

Application Date: 2/2/2024 # Units: 45  
 Project Name: Golden Gate Avenue Educator Housing (LIHTC) # Bedrooms: 79  
 Project Address: 750 Golden Gate Ave # Beds:  
 Project Sponsor: MidPen Housing Corporation

SOURCES	8,986,632	3,922,125	19,698,653	-	4,000,000	897,350	3,971,530	-	Total Sources	Comments
Name of Sources:	MOHCD/OCII	Perm Loan	TC Equity	State Land	LGMG	IIG	GP Equity		41,476,290	

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

CONSTRUCTION (HARD COSTS)	4,879,607	1,594,276	13,156,628	0	2,953,367	0	0	0	22,583,878	Include FF&E
* Unit Construction/Rehab	4,879,607	1,594,276	13,156,628	0	2,953,367	0	0	0	22,583,878	Include FF&E
* Commercial Shell Construction					0				0	
* Demolition					8,836	59,134			67,970	
* Environmental Remediation					0				0	
* Onsite Improvements/Landscaping	100,000		110,774		104,121	486,033			800,928	earthwork, shoring, site concrete, asphalt paving and striping, landscape
* Offsite Improvements					52,625	352,183			404,808	trenching, utility work
* Infrastructure Improvements					0				0	HOPE SF/OCII costs for streets etc.
* Parking					0				0	
* GC Bond Premium/GC Insurance/GC Taxes	103,690		300,842		60,447				464,979	
* GC Overhead & Profit	172,817		501,403		100,745				774,965	
* GC General Conditions	553,551		1,605,985		322,686				2,482,222	
Sub-total Construction Costs	5,809,645	1,594,276	15,675,632	0	3,622,827	897,350	0	0	27,579,730	
Design Contingency (remove at DD)	130,000		255,789		57,647				443,436	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Bid Contingency (remove at bid)	130,000		255,789		57,647				443,436	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Plan Check Contingency (remove/reduce during Plan Review)	200,000		185,789		57,647				443,436	4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+
Hard Cost Construction Contingency	260,000		997,901		187,962				1,445,863	5% new construction / 15% rehab
Sub-total Construction Contingencies	720,000	0	1,695,268	0	360,903	0	0	0	2,776,171	
<b>TOTAL CONSTRUCTION COSTS</b>	<b>6,529,645</b>	<b>1,594,276</b>	<b>17,370,900</b>	<b>0</b>	<b>3,983,730</b>	<b>897,350</b>	<b>0</b>	<b>0</b>	<b>30,355,901</b>	

Construction line item costs as a % of hard costs  
 1.7%  
 2.8%  
 9.0%  
 1.6%  
 1.6%  
 1.6%  
 5.2%

SOFT COSTS	930,000	0	0	0	0	0	0	0	930,000	See MOHCD A&E Fee Guidelines: http://sfmohcd.org/documents-reports-and-forms
Architecture & Design										
Architect design fees	930,000		0						930,000	See MOHCD A&E Fee Guidelines: http://sfmohcd.org/documents-reports-and-forms
Design Subconsultants to the Architect (incl. Fees)	0		0						0	
Architect Construction Admin	66,960		175,770		36,270				279,000	
Reimbursables	0		0		0				0	
Additional Services	0		0		0				0	
Sub-total Architect Contract	996,960	0	175,770	0	36,270	0	0	0	1,209,000	
Other Third Party design consultants (not included under Architect contract)	159,540		0		0				159,540	Civil engineer, PV Engineering, Joint Trench, Waterproofing
<b>Total Architecture &amp; Design</b>	<b>1,156,500</b>	<b>0</b>	<b>175,770</b>	<b>0</b>	<b>36,270</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,368,540</b>	

Engineering & Environmental Studies	21,500	8,500	0	0	0	0	0	0	30,000	
Survey	21,500	8,500	0	0	0	0	0	0	30,000	
Geotechnical studies	17,730	14,370	0	0	0	0	0	0	32,100	
Phase I & II Reports	5,190	34,410	0	0	0	0	0	0	39,600	
CEQA / Environmental Review consultants	0	33,000	0	0	0	0	0	0	33,000	
NEPA / 106 Review	0	0	0	0	0	0	0	0	0	
CNA/PNA (rehab only)	0	0	0	0	0	0	0	0	0	
Other environmental consultants	0	0	0	0	0	0	0	0	0	Name consultants & contract amounts
<b>Total Engineering &amp; Environmental Studies</b>	<b>44,420</b>	<b>0</b>	<b>90,280</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>134,700</b>	

Financing Costs	0	156,011	0	0	0	0	0	0	156,011	
Construction Financing Costs										
Construction Loan Origination Fee	0	156,011	0	0	0	0	0	0	156,011	
Construction Loan Interest	0	1,100,000	476,977	0	0	0	0	0	1,576,977	
Title & Recording	0	30,000	0	0	0	0	0	0	30,000	
CDLAC & CDIAC fees	0	0	0	0	0	0	0	0	0	
Bond Issuer Fees	0	141,655	0	0	0	0	0	0	141,655	
Other Bond Cost of Issuance	0	0	0	0	0	0	0	0	0	
Other Lender Costs (MOHCD orig fee)	0	89,866	0	0	0	0	0	0	89,866	
Sub-total Const. Financing Costs	0	1,516,532	476,977	0	0	0	0	0	1,993,509	
Permanent Financing Costs										
Permanent Loan Origination Fee	0	39,221	0	0	0	0	0	0	39,221	
Credit Enhance. & Appl. Fee	0	10,000	0	0	0	0	0	0	10,000	
Title & Recording	0	12,500	0	0	0	0	0	0	12,500	
Sub-total Perm. Financing Costs	0	61,721	0	0	0	0	0	0	61,721	
<b>Total Financing Costs</b>	<b>0</b>	<b>1,578,253</b>	<b>476,977</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,055,230</b>	

Legal Costs	32,000	73,000	0	0	0	0	0	0	105,000	
Borrower Legal fees	32,000	73,000	0	0	0	0	0	0	105,000	
Land Use / CEQA Attorney fees	24,000	0	0	0	0	0	0	0	24,000	
Tax Credit Counsel	0	0	0	0	0	0	0	0	0	
Bond Counsel	0	160,000	0	0	0	0	0	0	160,000	
Construction Lender Counsel	0	70,000	0	0	0	0	0	0	70,000	
Permanent Lender Counsel	0	15,000	0	0	0	0	0	0	15,000	
Other Legal (specify)	0	0	0	0	0	0	0	0	0	
<b>Total Legal Costs</b>	<b>56,000</b>	<b>318,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>374,000</b>	

Other Development Costs	8,000	0	0	0	0	0	0	0	8,000	
Appraisal	8,000	0	0	0	0	0	0	0	8,000	
Market Study	3,000	9,500	0	0	0	0	0	0	12,500	
Insurance	0	302,952	0	0	0	0	0	0	302,952	
Property Taxes	0	0	0	0	0	0	0	0	0	
Accounting / Audit	8,000	2,000	0	0	0	0	0	0	10,000	
Organizational Costs	0	0	0	0	0	0	0	0	0	
Entitlement / Permit Fees	25,000	383,175	0	0	0	0	0	0	408,175	
Marketing / Rent-up	0	126,000	0	0	0	0	0	0	126,000	
Furnishings	0	112,500	0	0	0	0	0	0	112,500	\$2,000/unit; See MOHCD U/W Guidelines on: http://sfmohcd.org/documents-reports-and-forms
POE / Utility Fees	60,000	0	0	0	0	0	0	0	60,000	
TCAC App / Alloc / Monitor Fees	41,067	0	0	0	0	0	0	0	41,067	
Financial Consultant fees	84,000	16,000	0	0	0	0	0	0	100,000	
Construction Management fees / Owner's Rep	28,000	44,000	0	0	0	0	0	0	72,000	
Security during Construction	0	0	0	0	0	0	0	0	0	
Relocation	0	0	0	0	0	0	0	0	0	
Other (Lender expenses)	0	75,000	0	0	0	0	0	0	75,000	
Other (Art Commission)	120,000	0	0	0	0	0	0	0	120,000	
Other (Prevailing Wage Monitor & Special Inspections)	0	82,600	0	0	0	0	0	0	82,600	
<b>Total Other Development Costs</b>	<b>375,067</b>	<b>219,000</b>	<b>934,726</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,528,793</b>	

Total Soft Cost Contingency as % of Total Soft Costs  
 5.0%

Soft Cost Contingency	275,000	0	0	0	36,270	0	0	0	275,000	Should be either 10% or 5% of total soft costs.
Contingency (Arch, Eng, Fin, Legal & Other Dev)	275,000	0	0	0	36,270	0	0	0	275,000	Should be either 10% or 5% of total soft costs.
<b>TOTAL SOFT COSTS</b>	<b>1,906,987</b>	<b>2,115,263</b>	<b>1,677,753</b>	<b>0</b>	<b>36,270</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5,736,263</b>	

RESERVES	0	212,595	0	0	0	0	0	0	212,595	
Operating Reserves		212,595							212,595	
Replacement Reserves		0							0	
Tenant Improvements Reserves		0							0	
Other (specify)		0							0	
Other (specify)		0							0	
Other (specify)		0							0	
<b>TOTAL RESERVES</b>	<b>0</b>	<b>212,595</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>212,595</b>	

DEVELOPER COSTS	550,000	0	110,000	0	0	0	3,971,530	0	660,000	
Developer Fee - Cash-out Paid at Milestones	550,000	0	110,000	0	0	0	3,971,530	0	660,000	
Developer Fee - Cash-out At Risk	0	540,000	0	0	0	0	0	0	540,000	
Commercial Developer Fee	0	0	0	0	0	0	0	0	0	
Developer Fee - GP Equity (also show as source)	0	0	0	0	0	0	3,971,530	0	3,971,530	
Developer Fee - Deferred (also show as source)	0	0	0	0	0	0	0	0	0	
Development Consultant Fees	0	0	0	0	0	0	0	0	0	
Other (specify)	0	0	0	0	0	0	0	0	0	Need MOHCD approval for this cost, N/A for most projects
<b>TOTAL DEVELOPER COSTS</b>	<b>550,000</b>	<b>0</b>	<b>110,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,971,530</b>	<b>0</b>	<b>5,171,530</b>	

TOTAL DEVELOPMENT COST	8,986,632	3,922,125	19,698,653	0	4,000,000	897,350	3,971,530	0	41,476,290	
Development Cost/Unit by Source	199,703	87,158								

Application Date: 2/2/2024 # Units: 30  
 Project Name: Golden Gate Avenue Educator Housing (MOD) # Bedrooms: 43  
 Project Address: 750 Golden Gate Ave # Beds:  
 Project Sponsor: MidPen Housing Corporation

SOURCES	11,013,368	7,212,847	-	6,000,000	1,850,000	1,650,000	-	-	Total Sources	Comments
Name of Sources:	MOHCD/OCII	Perm Loan	State Land	LGMG	IIG	MOHCD GAP			27,726,215	

USES

ACQUISITION

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

CONSTRUCTION (HARD COSTS)

* Unit Construction/Rehab	6,466,538	1,416,871		5,640,841		1,650,000			15,174,251	Include FF&E
* Commercial Shell Construction	0	0							0	
* Demolition	16,857	28,457							45,314	
* Environmental Remediation	0	0							0	
* Onsite Improvements/Landscaping	198,630	335,322							533,952	earthwork, shoring, site concrete, asphalt paving and striping, landscape
* Offsite Improvements	100,392	169,480							269,872	
* Infrastructure Improvements	0	0							0	HOPE SF/OCII costs for streets etc.
* Parking				359,159	1,850,000				2,209,159	
* GC Bond Premium/GC Insurance/GC Taxes	128,081	216,224							344,305	
* GC Overhead & Profit	213,469	360,372							573,841	
* GC General Conditions	615,586	1,039,215							1,654,801	
Sub-total Construction Costs	7,739,553	3,565,947	0	6,000,000	1,850,000	1,650,000	0	0	20,805,494	
Design Contingency (remove at DD)	135,000	222,109							357,109	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Bid Contingency (remove at bid)	135,000	222,109							357,109	5% up to \$30MM HC, 4% \$30-\$45MM, 3% \$45MM+
Plan Check Contingency (remove/reduce during Plan Review)	185,000	222,109							407,109	4% up to \$30MM HC, 3% \$30-\$45MM, 2% \$45MM+
Hard Cost Construction Contingency	365,000	682,282							1,047,282	5% new construction / 15% rehab
Sub-total Construction Contingencies	820,000	1,348,609	0	0	0	0	0	0	2,168,609	
<b>TOTAL CONSTRUCTION COSTS</b>	<b>8,559,553</b>	<b>4,914,556</b>	<b>0</b>	<b>6,000,000</b>	<b>1,850,000</b>	<b>1,650,000</b>	<b>0</b>	<b>0</b>	<b>22,974,103</b>	

Construction line item costs as a % of hard costs  
 1.7%  
 1.7%  
 2.8%  
 8.0%

SOFT COSTS

Architecture & Design										
Architect design fees	620,000	0							620,000	See MOHCD A&E Fee Guidelines: <a href="http://sfmohcd.org/documents-reports-and-forms">http://sfmohcd.org/documents-reports-and-forms</a>
Design Subconsultants to the Architect (incl. Fees)	0	0							0	
Architect Construction Admin	0	186,000							186,000	
Reimbursables	0	0							0	
Additional Services	0	0							0	
Sub-total Architect Contract	620,000	186,000	0	0	0	0	0	0	806,000	
Other Third Party design consultants (not included under Architect contract)	106,360								106,360	Civil engineer, PV Engineering, Joint Trench, Waterproofing
<b>Total Architecture &amp; Design</b>	<b>726,360</b>	<b>186,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>912,360</b>	
Engineering & Environmental Studies										
Survey	20,000	0							20,000	
Geotechnical studies	21,400	0							21,400	
Phase I & II Reports	26,400	0							26,400	
CEQA / Environmental Review consultants	0	22,000							22,000	
NEPA / 106 Review	0	0							0	
CNA/PNA (rehab only)	0	0							0	
Other environmental consultants	0	0							0	Name consultants & contract amounts
<b>Total Engineering &amp; Environmental Studies</b>	<b>67,800</b>	<b>22,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>89,800</b>	
Financing Costs										
Construction Financing Costs										
Construction Loan Origination Fee	0	48,203							48,203	
Construction Loan Interest	0	378,552							378,552	
Title & Recording	0	30,000							30,000	
CDLAC & CDIAC fees	0	0							0	
Bond Issuer Fees	0	0							0	
Other Bond Cost of Issuance	0	0							0	
Other Lender Costs (MOHCD orig fee)	0	110,134							110,134	
Sub-total Const. Financing Costs	0	566,888	0	0	0	0	0	0	566,888	
Permanent Financing Costs										
Permanent Loan Origination Fee	0	73,336							73,336	
Credit Enhance. & Appl. Fee	0	10,000							10,000	
Title & Recording	0	12,500							12,500	
Sub-total Perm. Financing Costs	0	95,836	0	0	0	0	0	0	95,836	
<b>Total Financing Costs</b>	<b>0</b>	<b>662,724</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>662,724</b>	
Legal Costs										
Borrower Legal fees	65,000	0							65,000	
Land Use / CEQA Attorney fees	16,000	0							16,000	
Tax Credit Counsel	0	0							0	
Bond Counsel	0	0							0	
Construction Lender Counsel	0	70,000							70,000	
Permanent Lender Counsel	0	15,000							15,000	
Other Legal (specify)	0	0							0	
<b>Total Legal Costs</b>	<b>81,000</b>	<b>85,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>166,000</b>	
Other Development Costs										
Appraisal	4,000	0							4,000	
Market Study	12,500	0							12,500	
Insurance	0	229,440							229,440	
Property Taxes	0	0							0	
Accounting / Audit	10,000	0							10,000	
Organizational Costs	0	0							0	
Entitlement / Permit Fees	806,155	0							806,155	
Marketing / Rent-up	0	84,000							84,000	
Furnishings	0	75,000							75,000	
POE / Utility Fees	40,000	0							40,000	
TCAC App / Alloc / Monitor Fees	0	0							0	
Financial Consultant fees	50,000	0							50,000	
Construction Management fees / Owner's Rep	48,000	0							48,000	
Security during Construction	0	0							0	
Relocation	0	0							0	
Other (Lender expenses)	0	25,000							25,000	
Other (Art Commission)	0	80,000							80,000	
Other (Prevailing Wage Monitor & Special Inspections)	0	63,400							63,400	
<b>Total Other Development Costs</b>	<b>970,655</b>	<b>556,840</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,527,495</b>	
Soft Cost Contingency										
Contingency (Arch, Eng, Fin, Legal & Other Dev)	168,000								168,000	Should be either 10% or 5% of total soft costs.
<b>TOTAL SOFT COSTS</b>	<b>2,013,815</b>	<b>1,512,564</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,526,379</b>	

Total Soft Cost Contingency as % of Total Soft Costs  
 5.0%

RESERVES

* Operating Reserves		225,733							225,733	
* Replacement Reserves									0	
* Tenant Improvements Reserves									0	
* Other (specify)									0	
* Other (specify)									0	
* Other (specify)									0	
<b>TOTAL RESERVES</b>	<b>0</b>	<b>225,733</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>225,733</b>	

DEVELOPER COSTS

Developer Fee - Cash-out Paid at Milestones	440,000	0							440,000	
Developer Fee - Cash-out At Risk	0	560,000							560,000	
Commercial Developer Fee									0	
Developer Fee - GP Equity (also show as source)									0	
Developer Fee - Deferred (also show as source)									0	
Development Consultant Fees									0	Need MOHCD approval for this cost, N/A for most projects
Other (specify)									0	
<b>TOTAL DEVELOPER COSTS</b>	<b>440,000</b>	<b>560,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,000,000</b>	

TOTAL DEVELOPMENT COST

	11,013,368	7,212,847	0	6,000,000	1,850,000	1,650,000	0	0	27,726,215	
Development Cost/Unit by Source	367,112	240,428	0	200,000	61,667	55,000	0	0	924,207	
Development Cost/Unit as % of TDC by Source	39.7%	26.0%	0.0%	21.6%	6.7%	6.0%	0.0%	0.0%	100.0%	

Acquisition Cost/Unit by Source

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

Construction Cost (inc Const Contingency)/Unit By Source

	285,318	163,818	0	200,000	61,667	55,000	0	0	765,803	
--	---------	---------	---	---------	--------	--------	---	---	---------	--

Construction Cost (inc Const Contingency)/SF

	275.62	168.25	0.00	193.20	59.57	53.13	0.00	0.00	739.76	
--	--------	--------	------	--------	-------	-------	------	------	--------	--

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

	6,832,417
--	-----------

City Subsidy/Unit

	367,112
--	---------

Tax Credit Equity Pricing:

	N/A
--	-----

Construction Bond Amount:

	N/A
--	-----

Construction Loan Term (in months):

	30 months
--	-----------

Construction Loan Interest Rate (as %):

	5.70%
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**Attachment J: 1<sup>st</sup> Year Operating Budgets**



Application Date: 2/2/2024 Project Name: Golden Gate Avenue Educator Housing (MOD)  
 Total # Units: 30 Project Address: 750 Golden Gate Ave

Total Income Variance	#REF!	#REF!
Total Expenses Variance	#REF!	#REF!

First Year of Operations (provide data assuming that Year 1 is a full year, i.e. 12 months of operations): 2026 Project Sponsor: MidPen Housing Corporation

INCOME	Total	Comments	PUPA	PUPM	Most Current AMR Data (RY)	Variance Amount (1st Year Op MINUS AMR actuals)	Variance (AMR-1st year Op)	AMRb Field Name
Residential - Tenant Rents	1,029,852	Links from 'New Proj - Rent & Unit Mix' Worksheet	34,328	2,861				INCM_Re
Residential - Tenant Assistance Payments (SOS Payments)	0							INCM_Pa
Residential - LOSP Tenant Assistance Payments	0							INCM_Mi
Commercial Space	0	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%						INCM_Su
Residential Parking	0	Links from 'Utilities & Other Income' Worksheet						INCM_Int
Miscellaneous Rent Income	0	Links from 'Utilities & Other Income' Worksheet						INCM_La
Supportive Services Income	0							INCM_Te
Interest Income - Project Operations	0	Links from 'Utilities & Other Income' Worksheet						INCM_Mi
Laundry and Vending	3,600	Links from 'Utilities & Other Income' Worksheet	120					INCM_Mi
Tenant Charges	0	Links from 'Utilities & Other Income' Worksheet						INCM_Su
Miscellaneous Residential Income	0	Links from 'Utilities & Other Income' Worksheet						INCM_Va
Other Commercial Income	0	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%						INCM_Va
Withdrawal from Capitalized Reserve (deposit to operating account)								
<b>Gross Potential Income</b>	<b>1,033,452</b>							
Vacancy Loss - Residential - Tenant Rents	(51,493)	Vacancy loss is 5% of Tenant Rents	(1,716)					
Vacancy Loss - Residential - Tenant Assistance Payments	0	#DIV/0!						
Vacancy Loss - Commercial	0	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%						
<b>EFFECTIVE GROSS INCOME</b>	<b>981,959</b>	<b>PUPA: 32,732</b>						
<b>OPERATING EXPENSES</b>								
<b>Management</b>								
Management Fee	23,040	1st Year to be set according to HUD schedule.	768	64				EXP_Mgt
Asset Management Fee								EXP_Asse
<b>Sub-total Management Expenses</b>	<b>23,040</b>	<b>PUPA: 768</b>						
<b>Salaries/Benefits</b>								
Office Salaries	0	Links from 'Staffing' Worksheet						EXP_Offic
Manager's Salary	35,868	Links from 'Staffing' Worksheet	1,196					EXP_Mgr
Health Insurance and Other Benefits	12,300		410					EXP_Helt
Other Salaries/Benefits	12,827		428					EXP_Othe
Administrative Rent-Free Unit								EXP_Adm
<b>Sub-total Salaries/Benefits</b>	<b>60,995</b>	<b>PUPA: 2,033</b>						
<b>Administration</b>								
Advertising and Marketing	6,000		200					EXP_Adv
Office Expenses	4,000		133					EXP_Offic
Office Rent								EXP_Offic
Legal Expense - Property								EXP_Lega
Audit Expense	4,800		160					EXP_Audi
Bookkeeping/Accounting Services								EXP_Boo
Bad Debts								EXP_Bad
Miscellaneous	3,200	Software/IT licensing	107					EXP_Misc
<b>Sub-total Administration Expenses</b>	<b>18,000</b>	<b>PUPA: 600</b>						
<b>Utilities</b>								
Electricity	26,000		867	72				EXP_Elect
Water	22,800		760	63				EXP_Wat
Gas								EXP_Gas
Sewer	30,000		1,000	83				EXP_Sew
<b>Sub-total Utilities</b>	<b>78,800</b>	<b>PUPA: 2,627</b>						
<b>Taxes and Licenses</b>								
Real Estate Taxes	6,000		200					EXP_Real
Payroll Taxes	7,400		247					EXP_Payr
Miscellaneous Taxes, Licenses and Permits	320		11					EXP_Misc
<b>Sub-total Taxes and Licenses</b>	<b>13,720</b>	<b>PUPA: 457</b>						
<b>Insurance</b>								
Property and Liability Insurance	50,000		1,667					EXP_Prop
Fidelity Bond Insurance								EXP_Fidel
Worker's Compensation								EXP_Wor
Director's & Officers Liability Insurance								EXP_Dire
<b>Sub-total Insurance</b>	<b>50,000</b>	<b>PUPA: 1,667</b>						
<b>Maintenance &amp; Repair</b>								
Payroll	29,111	Links from 'Staffing' Worksheet	970					EXP_Mai
Supplies	8,800		293					EXP_Sup
Contracts	24,000	Incl. Elevators, Landscape, Alarm Monitoring, Exterminating, general repairs/maintenance	800					EXP_Contr
Garbage and Trash Removal	16,000		533					EXP_Garb
Security Payroll/Contract	2,000	Links from 'Staffing' Worksheet	67					EXP_Secu
HVAC Repairs and Maintenance	2,000		67					EXP_HVA
Vehicle and Maintenance Equipment Operation and Repairs								EXP_Vehi
Miscellaneous Operating and Maintenance Expenses								EXP_Misc
<b>Sub-total Maintenance &amp; Repair Expenses</b>	<b>81,911</b>	<b>PUPA: 2,730</b>						
<b>Supportive Services</b>	<b>36,600</b>	Links from 'Staffing' Worksheet	1,220					EXP_Sup
<b>Commercial Expenses</b>	<b>0</b>	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%						EXP_Sub_NonResidentialExps
<b>TOTAL OPERATING EXPENSES</b>	<b>363,066</b>	<b>PUPA: 12,102</b>						
<b>Reserves/Ground Lease Base Rent/Bond Fees</b>								
Ground Lease Base Rent	1	Department of General						Ground
Bond Monitoring Fee		Provide additional comments here, if needed.						
Replacement Reserve Deposit	15,000		500					ResRsv
Operating Reserve Deposit								OptRsv_MinReqdAmntDep
Other Required Reserve 1 Deposit								
Other Required Reserve 2 Deposit								
Required Reserve Deposits, Commercial	0	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%						
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>	<b>15,001</b>	<b>PUPA: 500</b>						
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/ Bond)</b>	<b>378,067</b>	<b>PUPA: 12,602</b>						
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>	<b>603,893</b>	<b>PUPA: 20,130</b>						
<b>DEBT SERVICE/MUST PAY PAYMENTS (hard debt/amortized loans)</b>								
Hard Debt - First Lender	525,643	Permanent Loan	0					
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)	0		0					
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	0		0					
Hard Debt - Fourth Lender	0		0					
Commercial Hard Debt Service	0	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%						
<b>TOTAL HARD DEBT SERVICE</b>	<b>525,643</b>	<b>PUPA: 17,521</b>						
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>	<b>78,250</b>							
Commercial Only Cash Flow	0							
<b>AVAILABLE CASH FLOW</b>	<b>78,250</b>							
<b>USES OF CASH FLOW BELOW (This row also shows DSCR.)</b>	<b>1.15</b>							
<b>USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL</b>								
"Below-the-line" Asset Mgt Fee (uncommon in new projects, see policy)	5,000	1st	0					
Partnership Management Fee (see policy for limits)			0					
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)			0					
Other Payments			0					
Non-amortizing Loan Pmt - Lender 1 (select lender in comments field)			0					
Non-amortizing Loan Pmt - Lender 2 (select lender in comments field)	1,000	MOHCD Educator NOFA	40%					
Deferred Developer Fee (Enter amt => Max Fee from cell I130)		Def. Develop. Fee split: 0%						
<b>TOTAL PAYMENTS PRECEDING MOHCD</b>	<b>6,000</b>	<b>PUPA: 200</b>						
<b>RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS)</b>	<b>72,250</b>							
<b>Residual Receipts Calculation</b>								
Does Project have a MOHCD Residual Receipt Obligation?	Yes	Project has MOHCD ground lease?	No					
Will Project Defer Developer Fee?	Yes							
Max Deferred Developer Fee/Borrower % of Residual Receipts in Yr 1:	50%	Max Deferred Developer Fee Amt (Use for data entry above. Do not link.):	0					
% of Residual Receipts available for distribution to soft debt lenders in \	50%							
<b>Soft Debt Lenders with Residual Receipts Obligations (Select lender name/program from drop down)</b>								
MOHCD/OCII - Soft Debt Loans	All MOHCD/OCII Loans payable from res. recs	Total Principal Amt	\$11,013,368	100.00%				
MOHCD/OCII - Ground Lease Value or Land Acq Cost	Ground Lease Value		\$10	0.00%				
HCD (soft debt loan) - Lender 3				0.00%				
Other Soft Debt Lender - Lender 4				0.00%				
Other Soft Debt Lender - Lender 5				0.00%				
<b>MOHCD RESIDUAL RECEIPTS DEBT SERVICE</b>								
Proposed MOHCD Residual Receipts Amount to Replacement Reserve	0	MOHCD res recs to Rep Res (RR) until RR balance >= 1.5 Original Capitalized RR amt.						
<b>REMAINING BALANCE AFTER MOHCD RESIDUAL RECEIPTS</b>	<b>0</b>							
<b>NON-MOHCD RESIDUAL RECEIPTS DEBT SERVICE</b>								
HCD Residual Receipts Amount Due	0							
Lender 4 Residual Receipts Due	0							
Lender 5 Residual Receipts Due	0							
<b>Total Non-MOHCD Residual Receipts Debt Service</b>	<b>0</b>							
<b>REMANDER (Should be zero unless there are distributions below)</b>								
Owner Distributions/Incentive Management Fee	0							
Other Distributions/Uses	0							
<b>Final Balance (should be zero)</b>	<b>0</b>							

**Attachment K: 20-year Operating Proformas**

Golden Gate Avenue Educator Housing (LIHTC)

Total # Units: 45

			Year 1 2026	Year 2 2027	Year 3 2028	Year 4 2029	Year 5 2030	Year 6 2031	Year 7 2032	Year 8 2033	Year 9 2034	Year 10 2035
<b>INCOME</b>	% annual increase	Comments (related to annual inc assumptions)	Total	Total	Total	Total	Total	Total	Total	Total	Total	Total
Residential - Tenant Rents	2.5%		934,020	957,371	981,305	1,005,637	1,030,963	1,056,758	1,083,177	1,110,256	1,138,013	1,166,463
Residential - SOS Payments	4.0%		-	-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments	n/a		-	-	-	-	-	-	-	-	-	-
Commercial Space	2.5%		-	-	-	-	-	-	-	-	-	-
Residential Parking	2.5%		-	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income	2.5%		-	-	-	-	-	-	-	-	-	-
Supportive Services Income	2.5%		-	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations	2.5%		-	-	-	-	-	-	-	-	-	-
Laundry and Vending	2.5%		5,400	5,535	5,673	5,815	5,961	6,110	6,262	6,419	6,579	6,744
Tenant Charges	2.5%		-	-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%		-	-	-	-	-	-	-	-	-	-
Other Commercial Income	2.5%		-	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	Link from Reserve Section below, as applicable	-	-	-	-	-	-	-	-	-	-
<b>Gross Potential Income</b>			<b>939,420</b>	<b>962,906</b>	<b>986,978</b>	<b>1,011,653</b>	<b>1,036,944</b>	<b>1,062,868</b>	<b>1,089,439</b>	<b>1,116,675</b>	<b>1,144,592</b>	<b>1,173,207</b>
Vacancy Loss - Residential - Tenant Rents	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	(46,701)	(47,869)	(49,065)	(50,292)	(51,549)	(52,838)	(54,159)	(55,513)	(56,901)	(58,323)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a		-	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a		-	-	-	-	-	-	-	-	-	-
<b>EFFECTIVE GROSS INCOME</b>			<b>892,719</b>	<b>915,037</b>	<b>937,913</b>	<b>961,361</b>	<b>985,395</b>	<b>1,010,030</b>	<b>1,035,280</b>	<b>1,061,162</b>	<b>1,087,691</b>	<b>1,114,884</b>
<b>OPERATING EXPENSES</b>												
<b>Management</b>												
Management Fee	3.5%	1st Year to be set according to HUD schedule	34,560	35,770	37,022	38,317	39,658	41,046	42,483	43,970	45,509	47,102
Asset Management Fee	3.5%	per MOHCD policy	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Management Expenses</b>			<b>34,560</b>	<b>35,770</b>	<b>37,022</b>	<b>38,317</b>	<b>39,658</b>	<b>41,046</b>	<b>42,483</b>	<b>43,970</b>	<b>45,509</b>	<b>47,102</b>
<b>Salaries/Benefits</b>												
Office Salaries	3.5%		-	-	-	-	-	-	-	-	-	-
Manager's Salary	3.5%		53,802	55,685	57,634	59,651	61,739	63,900	66,136	68,451	70,847	73,327
Health Insurance and Other Benefits	3.5%		18,450	19,096	19,764	20,456	21,172	21,913	22,680	23,474	24,295	25,145
Other Salaries/Benefits	3.5%		19,240	19,914	20,611	21,332	22,079	22,851	23,651	24,479	25,336	26,222
Administrative Rent-Free Unit	3.5%		-	-	-	-	-	-	-	-	-	-
<b>Sub-total Salaries/Benefits</b>			<b>91,492</b>	<b>94,694</b>	<b>98,009</b>	<b>101,439</b>	<b>104,989</b>	<b>108,664</b>	<b>112,467</b>	<b>116,404</b>	<b>120,478</b>	<b>124,694</b>
<b>Administration</b>												
Advertising and Marketing	3.5%		9,000	9,315	9,641	9,978	10,328	10,689	11,063	11,451	11,851	12,266
Office Expenses	3.5%		6,000	6,210	6,427	6,652	6,885	7,128	7,376	7,634	7,901	8,177
Office Rent	3.5%		-	-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%		-	-	-	-	-	-	-	-	-	-
Audit Expense	3.5%		7,200	7,452	7,713	7,983	8,262	8,551	8,851	9,160	9,481	9,813
Bookkeeping/Accounting Services	3.5%		-	-	-	-	-	-	-	-	-	-
Bad Debts	3.5%		-	-	-	-	-	-	-	-	-	-
Miscellaneous	3.5%		4,800	4,968	5,142	5,322	5,508	5,701	5,900	6,107	6,321	6,542
<b>Sub-total Administration Expenses</b>			<b>27,000</b>	<b>27,945</b>	<b>28,923</b>	<b>29,935</b>	<b>30,983</b>	<b>32,068</b>	<b>33,190</b>	<b>34,352</b>	<b>35,554</b>	<b>36,798</b>
<b>Utilities</b>												
Electricity	3.5%		39,000	40,365	41,778	43,240	44,753	46,320	47,941	49,619	51,356	53,153
Water	3.5%		34,200	35,397	36,636	37,918	39,245	40,619	42,041	43,512	45,035	46,611
Gas	3.5%		-	-	-	-	-	-	-	-	-	-
Sewer	3.5%		45,000	46,575	48,205	49,892	51,639	53,446	55,316	57,253	59,256	61,330
<b>Sub-total Utilities</b>			<b>118,200</b>	<b>122,337</b>	<b>126,619</b>	<b>131,050</b>	<b>135,637</b>	<b>140,385</b>	<b>145,298</b>	<b>150,383</b>	<b>155,647</b>	<b>161,094</b>
<b>Taxes and Licenses</b>												
Real Estate Taxes	3.5%		9,000	9,315	9,641	9,978	10,328	10,689	11,063	11,451	11,851	12,266
Payroll Taxes	3.5%		11,100	11,489	11,891	12,307	12,738	13,183	13,644	14,122	14,617	15,128
Miscellaneous Taxes, Licenses and Permits	3.5%		480	497	514	532	551	570	590	611	632	654
<b>Sub-total Taxes and Licenses</b>			<b>20,580</b>	<b>21,300</b>	<b>22,046</b>	<b>22,817</b>	<b>23,616</b>	<b>24,443</b>	<b>25,298</b>	<b>26,184</b>	<b>27,100</b>	<b>28,048</b>
<b>Insurance</b>												
Property and Liability Insurance	3.5%		75,000	77,625	80,342	83,154	86,064	89,076	92,194	95,421	98,761	102,217
Fidelity Bond Insurance	3.5%		-	-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%		-	-	-	-	-	-	-	-	-	-
Director's & Officers' Liability Insurance	3.5%		-	-	-	-	-	-	-	-	-	-
<b>Sub-total Insurance</b>			<b>75,000</b>	<b>77,625</b>	<b>80,342</b>	<b>83,154</b>	<b>86,064</b>	<b>89,076</b>	<b>92,194</b>	<b>95,421</b>	<b>98,761</b>	<b>102,217</b>
<b>Maintenance &amp; Repair</b>												
Payroll	3.5%		43,666	45,194	46,776	48,413	50,108	51,862	53,677	55,555	57,500	59,512
Supplies	3.5%		13,200	13,662	14,140	14,635	15,147	15,677	16,226	16,794	17,382	17,990
Contracts	3.5%		36,000	37,260	38,564	39,914	41,311	42,757	44,253	45,802	47,405	49,064
Garbage and Trash Removal	3.5%		24,000	24,840	25,709	26,609	27,541	28,504	29,500	30,535	31,608	32,719
Security Payroll/Contract	3.5%		3,000	3,105	3,214	3,326	3,443	3,563	3,688	3,817	3,950	4,089
HVAC Repairs and Maintenance	3.5%		3,000	3,105	3,214	3,326	3,443	3,563	3,688	3,817	3,950	4,089
Vehicle and Maintenance Equipment Operation and Repairs	3.5%		-	-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses	3.5%		-	-	-	-	-	-	-	-	-	-
<b>Sub-total Maintenance &amp; Repair Expenses</b>			<b>122,866</b>	<b>127,166</b>	<b>131,617</b>	<b>136,224</b>	<b>140,992</b>	<b>145,926</b>	<b>151,034</b>	<b>156,320</b>	<b>161,791</b>	<b>167,454</b>
<b>Supportive Services</b>	3.5%		54,900	56,822	58,810	60,869	62,999	65,204	67,486	69,848	72,293	74,823
<b>Commercial Expenses</b>		from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-
<b>TOTAL OPERATING EXPENSES</b>			<b>544,598</b>	<b>563,659</b>	<b>583,387</b>	<b>603,806</b>	<b>624,939</b>	<b>646,812</b>	<b>669,450</b>	<b>692,881</b>	<b>717,132</b>	<b>742,232</b>
<b>Reserves/Ground Lease Base Rent/Bond Fees</b>		PUPA (w/o Reserves/GL Base Rent/Bond Fees)	<b>12,702</b>									
Ground Lease Base Rent			-	-	-	-	-	-	-	-	-	-
Bond Monitoring Fee			4,500	6,850	6,610	6,568	6,522	6,474	6,423	6,368	6,310	6,248
Replacement Reserve Deposit			22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500
Operating Reserve Deposit			-	-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit			-	-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit			-	-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial		from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>			<b>27,001</b>	<b>29,151</b>	<b>29,111</b>	<b>29,069</b>	<b>29,023</b>	<b>28,975</b>	<b>28,924</b>	<b>28,869</b>	<b>28,811</b>	<b>28,749</b>
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/Bond Fees)</b>			<b>571,599</b>	<b>592,810</b>	<b>612,498</b>	<b>632,875</b>	<b>653,962</b>	<b>675,787</b>	<b>698,374</b>	<b>721,750</b>	<b>745,943</b>	<b>770,981</b>
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>			<b>321,120</b>	<b>322,227</b>	<b>325,415</b>	<b>328,486</b>	<b>331,433</b>	<b>334,243</b>	<b>336,960</b>	<b>339,412</b>	<b>341,748</b>	<b>343,903</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>												
Hard Debt - First Lender	Fixed		280,606	280,606	280,606	280,606	280,606	280,606	280,606	280,606	280,606	280,606
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)	MOHCD fee		-	-	-	-	-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	Enter comments re: annual increase, etc.		-	-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender	Enter comments re: annual increase, etc.		-	-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%		-	-	-	-	-	-	-	-	-	-
<b>TOTAL HARD DEBT SERVICE</b>			<b>280,606</b>	<b>280,606</b>	<b>280,606</b>	<b>280,606</b>	<b>280,606</b>	<b>280,606</b>	<b>280,606</b>	<b>280,606</b>	<b>280,606</b>	<b>280,606</b>
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>			<b>40,514</b>	<b>41,621</b>	<b>44,809</b>	<b>47,880</b>	<b>50,827</b>	<b>53,637</b>	<b>56,300</b>	<b>58,806</b>	<b>61,142</b>	<b>63,297</b>
<b>AVAILABLE CASH FLOW</b>			<b>40,514</b>	<b>41,621</b>	<b>44,809</b>	<b>47,880</b>	<b>50,827</b>	<b>53,637</b>	<b>56,300</b>	<b>58,806</b>	<b>61,142</b>	<b>63,297</b>
<b>USES OF CASH FLOW BELOW (This row also shows DSCR.)</b>		DSCR:	<b>1.14</b>	<b>1.148</b>	<b>1.16</b>	<b>1.171</b>	<b>1.181</b>	<b>1.191</b>	<b>1.201</b>	<b>1.21</b>	<b>1.218</b>	<b>1.226</b>
<b>USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL</b>												
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	0.0%											

Golden Gate Avenue Educator Housing (LIHTC)

Total # Units: 45

		Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
		2036	2037	2038	2039	2040	2041	2042	2043	2044	2045
<b>INCOME</b>	% annual increase										
Residential - Tenant Rents	2.5%	1,195,625	1,225,515	1,256,153	1,287,557	1,319,746	1,352,739	1,386,558	1,421,222	1,456,752	1,493,711
Residential - SOS Payments	4.0%	-	-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments	n/a	-	-	-	-	-	-	-	-	-	-
Commercial Space	2.5%	-	-	-	-	-	-	-	-	-	-
Residential Parking	2.5%	-	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income	2.5%	-	-	-	-	-	-	-	-	-	-
Supportive Services Income	2.5%	-	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations	2.5%	-	-	-	-	-	-	-	-	-	-
Laundry and Vending	2.5%	6,912	7,085	7,262	7,444	7,630	7,821	8,016	8,217	8,422	8,633
Tenant Charges	2.5%	-	-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	-	-	-	-	-	-	-	-	-	-
Other Commercial Income	2.5%	-	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	-	-	-	-	-	-	-	-	-	-
<b>Gross Potential Income</b>		<b>1,202,537</b>	<b>1,232,600</b>	<b>1,263,415</b>	<b>1,295,001</b>	<b>1,327,376</b>	<b>1,360,560</b>	<b>1,394,574</b>	<b>1,429,439</b>	<b>1,465,175</b>	<b>1,501,804</b>
Vacancy Loss - Residential - Tenant Rents	n/a	(59,781)	(61,276)	(62,808)	(64,378)	(65,987)	(67,637)	(69,328)	(71,061)	(72,838)	(74,659)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	-	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	-	-	-	-	-	-	-	-	-	-
<b>EFFECTIVE GROSS INCOME</b>		<b>1,142,756</b>	<b>1,171,325</b>	<b>1,200,608</b>	<b>1,230,623</b>	<b>1,261,389</b>	<b>1,292,923</b>	<b>1,325,246</b>	<b>1,358,378</b>	<b>1,392,337</b>	<b>1,427,145</b>
<b>OPERATING EXPENSES</b>											
<b>Management</b>											
Management Fee	3.5%	48,750	50,457	52,223	54,050	55,942	57,900	59,927	62,024	64,195	66,442
Asset Management Fee	3.5%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Management Expenses</b>		<b>48,750</b>	<b>50,457</b>	<b>52,223</b>	<b>54,050</b>	<b>55,942</b>	<b>57,900</b>	<b>59,927</b>	<b>62,024</b>	<b>64,195</b>	<b>66,442</b>
<b>Salaries/Benefits</b>											
Office Salaries	3.5%	-	-	-	-	-	-	-	-	-	-
Manager's Salary	3.5%	75,893	78,549	81,299	84,144	87,089	90,137	93,292	96,557	99,937	103,434
Health Insurance and Other Benefits	3.5%	26,026	26,936	27,879	28,855	29,865	30,910	31,992	33,112	34,271	35,470
Other Salaries/Benefits	3.5%	27,140	28,090	29,073	30,091	31,144	32,234	33,362	34,530	35,738	36,989
Administrative Rent-Free Unit	3.5%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Salaries/Benefits</b>		<b>129,059</b>	<b>133,576</b>	<b>138,281</b>	<b>143,090</b>	<b>148,098</b>	<b>153,281</b>	<b>158,646</b>	<b>164,199</b>	<b>169,946</b>	<b>175,894</b>
<b>Administration</b>											
Advertising and Marketing	3.5%	12,695	13,140	13,600	14,076	14,568	15,078	15,606	16,152	16,717	17,303
Office Expenses	3.5%	9,464	9,760	10,066	10,384	10,712	11,052	11,404	11,768	12,145	12,535
Office Rent	3.5%	-	-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	-	-	-	-	-	-	-	-	-	-
Audit Expense	3.5%	10,156	10,512	10,880	11,260	11,655	12,063	12,485	12,922	13,374	13,842
Bookkeeping/Accounting Services	3.5%	-	-	-	-	-	-	-	-	-	-
Bad Debts	3.5%	-	-	-	-	-	-	-	-	-	-
Miscellaneous	3.5%	6,771	7,008	7,253	7,507	7,770	8,042	8,323	8,614	8,916	9,228
<b>Sub-total Administration Expenses</b>		<b>38,086</b>	<b>39,419</b>	<b>40,799</b>	<b>42,227</b>	<b>43,705</b>	<b>45,234</b>	<b>46,812</b>	<b>48,446</b>	<b>50,132</b>	<b>51,908</b>
<b>Utilities</b>											
Electricity	3.5%	55,013	56,939	58,932	60,994	63,129	65,339	67,625	69,992	72,442	74,978
Water	3.5%	48,242	49,931	51,679	53,487	55,359	57,297	59,302	61,376	63,526	65,750
Gas	3.5%	-	-	-	-	-	-	-	-	-	-
Sewer	3.5%	63,477	65,699	67,998	70,378	72,841	75,391	78,029	80,760	83,587	86,513
<b>Sub-total Utilities</b>		<b>166,733</b>	<b>172,568</b>	<b>178,608</b>	<b>184,860</b>	<b>191,330</b>	<b>198,026</b>	<b>204,957</b>	<b>212,131</b>	<b>219,555</b>	<b>227,240</b>
<b>Taxes and Licenses</b>											
Real Estate Taxes	3.5%	12,695	13,140	13,600	14,076	14,568	15,078	15,606	16,152	16,717	17,303
Payroll Taxes	3.5%	15,658	16,206	16,773	17,360	17,968	18,596	19,247	19,921	20,618	21,340
Miscellaneous Taxes, Licenses and Permits	3.5%	677	701	725	751	777	804	832	861	892	923
<b>Sub-total Taxes and Licenses</b>		<b>29,030</b>	<b>30,046</b>	<b>31,098</b>	<b>32,186</b>	<b>33,313</b>	<b>34,479</b>	<b>35,685</b>	<b>36,934</b>	<b>38,227</b>	<b>39,565</b>
<b>Insurance</b>											
Property and Liability Insurance	3.5%	105,795	109,498	113,330	117,297	121,402	125,651	130,049	134,601	139,312	144,188
Fidelity Bond Insurance	3.5%	-	-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	-	-	-	-	-	-	-	-	-	-
Director's & Officers' Liability Insurance	3.5%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Insurance</b>		<b>105,795</b>	<b>109,498</b>	<b>113,330</b>	<b>117,297</b>	<b>121,402</b>	<b>125,651</b>	<b>130,049</b>	<b>134,601</b>	<b>139,312</b>	<b>144,188</b>
<b>Maintenance &amp; Repair</b>											
Payroll	3.5%	61,595	63,751	65,982	68,292	70,682	73,156	75,716	78,366	81,109	83,948
Supplies	3.5%	18,620	19,272	19,946	20,644	21,367	22,115	22,889	23,688	24,519	25,377
Contracts	3.5%	50,782	52,559	54,398	56,302	58,273	60,313	62,423	64,603	66,870	69,210
Garbage and Trash Removal	3.5%	33,854	35,039	36,286	37,596	38,969	40,408	41,916	43,497	44,960	46,140
Security Payroll/Contract	3.5%	4,232	4,380	4,533	4,692	4,856	5,026	5,202	5,384	5,572	5,768
HVAC Repairs and Maintenance	3.5%	4,232	4,380	4,533	4,692	4,856	5,026	5,202	5,384	5,572	5,768
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	-	-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses	3.5%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Maintenance &amp; Repair Expenses</b>		<b>173,315</b>	<b>179,381</b>	<b>185,659</b>	<b>192,157</b>	<b>198,883</b>	<b>205,844</b>	<b>213,048</b>	<b>220,505</b>	<b>228,222</b>	<b>236,210</b>
<b>Supportive Services</b>	3.5%	77,442	80,152	82,958	85,861	88,866	91,977	95,196	98,528	101,976	105,545
<b>Commercial Expenses</b>											
<b>TOTAL OPERATING EXPENSES</b>		<b>768,210</b>	<b>795,097</b>	<b>822,925</b>	<b>851,728</b>	<b>881,538</b>	<b>912,392</b>	<b>944,326</b>	<b>977,377</b>	<b>1,011,585</b>	<b>1,046,991</b>
<b>Reserves/Ground Lease Base Rent/Bond Fees</b>											
Ground Lease Base Rent		-	-	-	-	-	-	-	-	-	-
Bond Monitoring Fee		6,182	6,112	6,038	5,959	5,875	5,785	5,710	5,635	5,560	5,485
Replacement Reserve Deposit		22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500
Operating Reserve Deposit		-	-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit		-	-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit		-	-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial		-	-	-	-	-	-	-	-	-	-
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>		<b>28,682</b>	<b>28,612</b>	<b>28,538</b>	<b>28,460</b>	<b>28,376</b>	<b>28,286</b>	<b>28,191</b>	<b>28,106</b>	<b>28,021</b>	<b>27,936</b>
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/Bond Fees)</b>		<b>796,892</b>	<b>823,710</b>	<b>851,464</b>	<b>880,188</b>	<b>909,914</b>	<b>940,678</b>	<b>972,537</b>	<b>1,005,513</b>	<b>1,039,646</b>	<b>1,074,977</b>
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>		<b>345,863</b>	<b>347,615</b>	<b>349,143</b>	<b>350,435</b>	<b>351,474</b>	<b>352,245</b>	<b>352,710</b>	<b>352,864</b>	<b>352,691</b>	<b>352,168</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>											
Hard Debt - First Lender	Fixed	280,606	280,606	280,606	280,606	280,606	280,606	280,606	280,606	280,606	280,606
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)	MOHCD fee	-	-	-	-	-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	Enter comments re: annual increase, etc.	-	-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender	Enter comments re: annual increase, etc.	-	-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service		-	-	-	-	-	-	-	-	-	-
<b>TOTAL HARD DEBT SERVICE</b>		<b>280,606</b>									
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>											
<b>AVAILABLE CASH FLOW</b>		<b>65,257</b>	<b>67,009</b>	<b>68,537</b>	<b>69,829</b>	<b>70,868</b>	<b>71,639</b>	<b>72,104</b>	<b>72,258</b>	<b>72,085</b>	<b>71,562</b>
<b>USES OF CASH FLOW BELOW (This row also shows DSCR.)</b>											
<b>USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL</b>											
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	0.0%	-	-	-	-	-	-	-	-	-	-
Partnership Management Fee (see policy for limits)	3.5%	37,956	39,285	40,660	42,083	43,556	-	-	-	-	-
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Other Payments		-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmnt - Lender 1	MOHCD Edu NOFA monitoring fee	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
Non-amortizing Loan Pmnt - Lender 2	Enter comments re: annual increase, etc.	-	-	-	-	-	-	-	-	-	-
Deferred Developer Fee (Enter amt <= Max Fee from row 13											

Golden Gate Avenue Educator Housing (MOD)

Total # Units: 30

			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
			2026	2027	2028	2029	2030	2031	2032	2033	2034	2035
<b>INCOME</b>	% annual increase	Comments (related to annual inc assumptions)	Total									
Residential - Tenant Rents	2.5%		1,029,852	1,055,598	1,081,988	1,109,038	1,136,764	1,165,183	1,194,313	1,224,170	1,254,775	1,286,144
Residential - SOS Payments	4.0%		-	-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments	n/a		-	-	-	-	-	-	-	-	-	-
Commercial Space	2.5%	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-
Residential Parking	2.5%		-	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income	2.5%		-	-	-	-	-	-	-	-	-	-
Supportive Services Income	2.5%		-	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations	2.5%		-	-	-	-	-	-	-	-	-	-
Laundry and Vending	2.5%		3,600	3,690	3,782	3,877	3,974	4,073	4,175	4,279	4,386	4,496
Tenant Charges	2.5%		-	-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%		-	-	-	-	-	-	-	-	-	-
Other Commercial Income	2.5%	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	Link from Reserve Section below, as applicable	-	-	-	-	-	-	-	-	-	-
<b>Gross Potential Income</b>			<b>1,033,452</b>	<b>1,069,288</b>	<b>1,085,771</b>	<b>1,112,915</b>	<b>1,140,738</b>	<b>1,169,256</b>	<b>1,198,487</b>	<b>1,228,450</b>	<b>1,259,161</b>	<b>1,290,640</b>
Vacancy Loss - Residential - Tenant Rents	n/a	Enter formulas manually per relevant MOH policy; annual incrementing usually not appropriate	(51,493)	(52,780)	(54,099)	(55,452)	(56,838)	(58,259)	(59,716)	(61,209)	(62,739)	(64,307)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a		-	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a		-	-	-	-	-	-	-	-	-	-
<b>EFFECTIVE GROSS INCOME</b>			<b>981,959</b>	<b>1,006,508</b>	<b>1,031,671</b>	<b>1,057,463</b>	<b>1,083,899</b>	<b>1,110,997</b>	<b>1,138,772</b>	<b>1,167,241</b>	<b>1,196,422</b>	<b>1,226,333</b>
<b>OPERATING EXPENSES</b>												
<b>Management</b>												
Management Fee	3.5%	1st Year to be set according to HUD schedule	23,040	23,846	24,681	25,545	26,439	27,364	28,322	29,313	30,339	31,401
Asset Management Fee	3.5%	per MOHCD policy	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Management Expenses</b>			<b>23,040</b>	<b>23,846</b>	<b>24,681</b>	<b>25,545</b>	<b>26,439</b>	<b>27,364</b>	<b>28,322</b>	<b>29,313</b>	<b>30,339</b>	<b>31,401</b>
<b>Salaries/Benefits</b>												
Office Salaries	3.5%		-	-	-	-	-	-	-	-	-	-
Manager's Salary	3.5%		36,868	37,123	38,423	39,767	41,159	42,600	44,091	45,634	47,231	48,884
Health Insurance and Other Benefits	3.5%		12,300	12,731	13,176	13,637	14,115	14,609	15,120	15,649	16,197	16,764
Other Salaries/Benefits	3.5%		12,827	13,276	13,740	14,221	14,719	15,234	15,767	16,319	16,890	17,482
Administrative Rent-Free Unit	3.5%		-	-	-	-	-	-	-	-	-	-
<b>Sub-total Salaries/Benefits</b>			<b>60,995</b>	<b>63,130</b>	<b>65,339</b>	<b>67,626</b>	<b>69,993</b>	<b>72,443</b>	<b>74,978</b>	<b>77,602</b>	<b>80,319</b>	<b>83,130</b>
<b>Administration</b>												
Advertising and Marketing	3.5%		6,000	6,210	6,427	6,652	6,885	7,126	7,376	7,634	7,901	8,177
Office Expenses	3.5%		4,000	4,140	4,285	4,435	4,590	4,751	4,917	5,089	5,267	5,452
Office Rent	3.5%		-	-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%		-	-	-	-	-	-	-	-	-	-
Audit Expense	3.5%		4,800	4,968	5,142	5,322	5,508	5,701	5,900	6,107	6,321	6,542
Bookkeeping/Accounting Services	3.5%		-	-	-	-	-	-	-	-	-	-
Bad Debts	3.5%		-	-	-	-	-	-	-	-	-	-
Miscellaneous	3.5%		3,200	3,312	3,428	3,548	3,672	3,801	3,934	4,071	4,214	4,361
<b>Sub-total Administration Expenses</b>			<b>18,000</b>	<b>18,630</b>	<b>19,282</b>	<b>19,957</b>	<b>20,655</b>	<b>21,378</b>	<b>22,127</b>	<b>22,901</b>	<b>23,703</b>	<b>24,531</b>
<b>Utilities</b>												
Electricity	3.5%		26,000	26,910	27,852	28,827	29,836	30,880	31,961	33,079	34,237	35,435
Water	3.5%		22,800	23,598	24,424	25,279	26,164	27,079	28,027	29,008	30,023	31,074
Gas	3.5%		-	-	-	-	-	-	-	-	-	-
Sewer	3.5%		30,000	31,050	32,137	33,262	34,426	35,631	36,878	38,168	39,504	40,887
<b>Sub-total Utilities</b>			<b>78,800</b>	<b>81,558</b>	<b>84,413</b>	<b>87,367</b>	<b>90,425</b>	<b>93,590</b>	<b>96,865</b>	<b>100,256</b>	<b>103,765</b>	<b>107,396</b>
<b>Taxes and Licenses</b>												
Real Estate Taxes	3.5%		6,000	6,210	6,427	6,652	6,885	7,126	7,376	7,634	7,901	8,177
Payroll Taxes	3.5%		7,400	7,659	7,927	8,205	8,492	8,789	9,096	9,415	9,744	10,085
Miscellaneous Taxes, Licenses and Permits	3.5%		320	331	343	355	367	380	393	407	421	436
<b>Sub-total Taxes and Licenses</b>			<b>13,720</b>	<b>14,200</b>	<b>14,697</b>	<b>15,212</b>	<b>15,744</b>	<b>16,295</b>	<b>16,865</b>	<b>17,456</b>	<b>18,067</b>	<b>18,699</b>
<b>Insurance</b>												
Property and Liability Insurance	3.5%		50,000	51,750	53,561	55,436	57,376	59,384	61,463	63,614	65,840	68,145
Fidelity Bond Insurance	3.5%		-	-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%		-	-	-	-	-	-	-	-	-	-
Director's & Officers' Liability Insurance	3.5%		-	-	-	-	-	-	-	-	-	-
<b>Sub-total Insurance</b>			<b>50,000</b>	<b>51,750</b>	<b>53,561</b>	<b>55,436</b>	<b>57,376</b>	<b>59,384</b>	<b>61,463</b>	<b>63,614</b>	<b>65,840</b>	<b>68,145</b>
<b>Maintenance &amp; Repair</b>												
Payroll	3.5%		29,111	30,130	31,184	32,276	33,405	34,574	35,785	37,037	38,333	39,675
Supplies	3.5%		8,800	9,108	9,427	9,757	10,098	10,452	10,817	11,196	11,588	11,993
Contracts	3.5%		24,000	24,840	25,709	26,609	27,541	28,504	29,500	30,530	31,603	32,719
Garbage and Trash Removal	3.5%		16,000	16,560	17,140	17,739	18,360	19,003	19,668	20,356	21,069	21,806
Security Payroll/Contract	3.5%		2,000	2,070	2,142	2,217	2,295	2,375	2,459	2,545	2,634	2,726
HVAC Repairs and Maintenance	3.5%		2,000	2,070	2,142	2,217	2,295	2,375	2,459	2,545	2,634	2,726
Vehicle and Maintenance Equipment Operation and Repairs	3.5%		-	-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses	3.5%		-	-	-	-	-	-	-	-	-	-
<b>Sub-total Maintenance &amp; Repair Expenses</b>			<b>81,911</b>	<b>84,778</b>	<b>87,745</b>	<b>90,816</b>	<b>93,994</b>	<b>97,284</b>	<b>100,689</b>	<b>104,213</b>	<b>107,861</b>	<b>111,636</b>
<b>Supportive Services</b>	3.5%		36,600	37,881	39,207	40,579	41,999	43,469	44,991	46,565	48,195	49,882
<b>Commercial Expenses</b>		from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-
<b>TOTAL OPERATING EXPENSES</b>			<b>363,066</b>	<b>375,773</b>	<b>388,925</b>	<b>402,537</b>	<b>416,626</b>	<b>431,208</b>	<b>446,300</b>	<b>461,921</b>	<b>478,088</b>	<b>494,821</b>
<b>Reserves/Ground Lease Base Rent/Bond Fees</b>			<b>12,102</b>									
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>			<b>603,893</b>	<b>615,735</b>	<b>627,745</b>	<b>639,925</b>	<b>652,272</b>	<b>664,788</b>	<b>677,471</b>	<b>690,319</b>	<b>703,333</b>	<b>716,511</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>												
Hard Debt - First Lender	Fixed		525,643	525,643	525,643	525,643	525,643	525,643	525,643	525,643	525,643	525,643
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)	MOHCD fee		-	-	-	-	-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	Enter comments re: annual increase, etc.		-	-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender	Enter comments re: annual increase, etc.		-	-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%		-	-	-	-	-	-	-	-	-	-
<b>TOTAL HARD DEBT SERVICE</b>			<b>525,643</b>									
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>			<b>78,250</b>	<b>90,092</b>	<b>102,102</b>	<b>114,282</b>	<b>126,629</b>	<b>139,145</b>	<b>151,828</b>	<b>164,676</b>	<b>177,690</b>	<b>190,868</b>
<b>AVAILABLE CASH FLOW</b>			<b>78,250</b>	<b>90,092</b>	<b>102,102</b>	<b>114,282</b>	<b>126,629</b>	<b>139,145</b>	<b>151,828</b>	<b>164,676</b>	<b>177,690</b>	<b>190,868</b>
<b>USES OF CASH FLOW BELOW (This row also shows DSCR.)</b>												
<b>USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL</b>												
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	0.0%	Based on SCV	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Partnership Management Fee (see policy for limits)		per MOHCD policy	-	-	-	-	-	-	-	-	-	-
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)		per MOHCD policy no annual increase	-	5,000	5,000	-	-	-	-	-	-	-
Other Payments			-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 1			-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmt - Lender 2			-	-	-	-	-	-	-	-	-	-
Deferred Developer Fee (Enter amt <= Max Fee from row 131)		Enter comments re: annual increase, etc.	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
<b>TOTAL PAYMENTS PRECEDING MOHCD</b>			<b>6,000</b>	<b>11,000</b>	<b>11,000</b>	<b>6,000</b>						
<b>RESIDUAL RECEIPTS (CASH FLOW minus PAYMENTS PRECEDING MOHCD)</b>			<b>72,250</b>	<b>79,092</b>	<b>91,102</b>	<b>108,282</b>	<b>120,629</b>	<b>133,145</b>	<b>145,828</b>	<b>158,676</b>	<b>171,690</b>	<b>184,868</b>

Golden Gate Avenue Educator Housing (MOD)

Total # Units: 30

		Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
		2036	2037	2038	2039	2040	2041	2042	2043	2044	2045
<b>INCOME</b>	% annual increase										
Residential - Tenant Rents	2.5%	1,318,298	1,351,255	1,385,036	1,419,862	1,455,154	1,491,833	1,528,821	1,567,042	1,606,218	1,646,373
Residential - SOS Payments	4.0%	-	-	-	-	-	-	-	-	-	-
Residential - LOSP Tenant Assistance Payments	n/a	-	-	-	-	-	-	-	-	-	-
Commercial Space	2.5%	-	-	-	-	-	-	-	-	-	-
Residential Parking	2.5%	-	-	-	-	-	-	-	-	-	-
Miscellaneous Rent Income	2.5%	-	-	-	-	-	-	-	-	-	-
Supportive Services Income	2.5%	-	-	-	-	-	-	-	-	-	-
Interest Income - Project Operations	2.5%	-	-	-	-	-	-	-	-	-	-
Laundry and Vending	2.5%	4,608	4,724	4,842	4,963	5,087	5,214	5,344	5,478	5,615	5,755
Tenant Charges	2.5%	-	-	-	-	-	-	-	-	-	-
Miscellaneous Residential Income	2.5%	-	-	-	-	-	-	-	-	-	-
Other Commercial Income	2.5%	-	-	-	-	-	-	-	-	-	-
Withdrawal from Capitalized Reserve (deposit to operating account)	n/a	-	-	-	-	-	-	-	-	-	-
<b>Gross Potential Income</b>		<b>1,322,906</b>	<b>1,355,979</b>	<b>1,389,878</b>	<b>1,424,625</b>	<b>1,460,241</b>	<b>1,496,747</b>	<b>1,534,165</b>	<b>1,572,519</b>	<b>1,611,832</b>	<b>1,652,128</b>
Vacancy Loss - Residential - Tenant Rents	n/a	(65,915)	(67,563)	(69,252)	(70,983)	(72,758)	(74,577)	(76,441)	(78,352)	(80,311)	(82,319)
Vacancy Loss - Residential - Tenant Assistance Payments	n/a	-	-	-	-	-	-	-	-	-	-
Vacancy Loss - Commercial	n/a	-	-	-	-	-	-	-	-	-	-
<b>EFFECTIVE GROSS INCOME</b>		<b>1,256,991</b>	<b>1,288,416</b>	<b>1,320,626</b>	<b>1,353,642</b>	<b>1,387,483</b>	<b>1,422,170</b>	<b>1,457,724</b>	<b>1,494,167</b>	<b>1,531,522</b>	<b>1,569,810</b>
<b>OPERATING EXPENSES</b>											
<b>Management</b>											
Management Fee	3.5%	32,500	33,638	34,815	36,034	37,295	38,600	39,951	41,349	42,797	44,294
Asset Management Fee	3.5%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Management Expenses</b>		<b>32,500</b>	<b>33,638</b>	<b>34,815</b>	<b>36,034</b>	<b>37,295</b>	<b>38,600</b>	<b>39,951</b>	<b>41,349</b>	<b>42,797</b>	<b>44,294</b>
<b>Salaries/Benefits</b>											
Office Salaries	3.5%	-	-	-	-	-	-	-	-	-	-
Manager's Salary	3.5%	50,595	52,366	54,199	56,096	58,059	60,091	62,195	64,371	66,624	68,956
Health Insurance and Other Benefits	3.5%	17,350	17,958	18,586	19,237	19,910	20,607	21,328	22,075	22,847	23,647
Other Salaries/Benefits	3.5%	18,093	18,727	19,382	20,061	20,763	21,489	22,241	23,020	23,826	24,660
Administrative Rent-Free Unit	3.5%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Salaries/Benefits</b>		<b>86,039</b>	<b>89,051</b>	<b>92,167</b>	<b>95,393</b>	<b>98,732</b>	<b>102,188</b>	<b>105,764</b>	<b>109,466</b>	<b>113,297</b>	<b>117,263</b>
<b>Administration</b>											
Advertising and Marketing	3.5%	8,464	8,760	9,066	9,384	9,712	10,052	10,404	10,768	11,145	11,535
Office Expenses	3.5%	5,642	5,840	6,044	6,256	6,475	6,701	6,936	7,179	7,430	7,690
Office Rent	3.5%	-	-	-	-	-	-	-	-	-	-
Legal Expense - Property	3.5%	-	-	-	-	-	-	-	-	-	-
Audit Expense	3.5%	6,771	7,008	7,253	7,507	7,770	8,042	8,323	8,614	8,916	9,228
Bookkeeping/Accounting Services	3.5%	-	-	-	-	-	-	-	-	-	-
Bad Debts	3.5%	-	-	-	-	-	-	-	-	-	-
Miscellaneous	3.5%	4,514	4,672	4,835	5,005	5,180	5,361	5,549	5,743	5,944	6,152
<b>Sub-total Administration Expenses</b>		<b>25,391</b>	<b>26,279</b>	<b>27,199</b>	<b>28,151</b>	<b>29,137</b>	<b>30,156</b>	<b>31,212</b>	<b>32,304</b>	<b>33,435</b>	<b>34,605</b>
<b>Utilities</b>											
Electricity	3.5%	36,676	37,959	39,288	40,663	42,086	43,559	45,084	46,662	48,295	49,985
Water	3.5%	32,162	33,287	34,452	35,658	36,906	38,198	39,535	40,919	42,351	43,833
Gas	3.5%	-	-	-	-	-	-	-	-	-	-
Sewer	3.5%	42,318	43,799	45,332	46,919	48,561	50,260	52,020	53,840	55,725	57,675
<b>Sub-total Utilities</b>		<b>111,156</b>	<b>115,046</b>	<b>119,072</b>	<b>123,240</b>	<b>127,553</b>	<b>132,017</b>	<b>136,638</b>	<b>141,420</b>	<b>146,370</b>	<b>151,493</b>
<b>Taxes and Licenses</b>											
Real Estate Taxes	3.5%	8,464	8,760	9,066	9,384	9,712	10,052	10,404	10,768	11,145	11,535
Payroll Taxes	3.5%	10,438	10,804	11,182	11,573	11,978	12,398	12,831	13,281	13,745	14,227
Miscellaneous Taxes, Licenses and Permits	3.5%	451	467	484	500	518	536	555	574	594	615
<b>Sub-total Taxes and Licenses</b>		<b>19,353</b>	<b>20,031</b>	<b>20,732</b>	<b>21,457</b>	<b>22,208</b>	<b>22,986</b>	<b>23,790</b>	<b>24,623</b>	<b>25,485</b>	<b>26,377</b>
<b>Insurance</b>											
Property and Liability Insurance	3.5%	70,530	72,998	75,553	78,198	80,935	83,767	86,699	89,734	92,874	96,125
Fidelity Bond Insurance	3.5%	-	-	-	-	-	-	-	-	-	-
Worker's Compensation	3.5%	-	-	-	-	-	-	-	-	-	-
Director's & Officers' Liability Insurance	3.5%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Insurance</b>		<b>70,530</b>	<b>72,998</b>	<b>75,553</b>	<b>78,198</b>	<b>80,935</b>	<b>83,767</b>	<b>86,699</b>	<b>89,734</b>	<b>92,874</b>	<b>96,125</b>
<b>Maintenance &amp; Repair</b>											
Payroll	3.5%	41,064	42,501	43,988	45,528	47,121	48,771	50,478	52,244	54,073	55,965
Supplies	3.5%	12,413	12,848	13,297	13,763	14,245	14,743	15,259	15,793	16,346	16,918
Contracts	3.5%	33,854	35,038	36,269	37,536	38,849	40,208	41,616	43,072	44,580	46,140
Garbage and Trash Removal	3.5%	22,570	23,360	24,177	25,023	25,899	26,806	27,744	28,715	29,720	30,760
Security Payroll/Contract	3.5%	2,921	2,990	3,022	3,128	3,237	3,351	3,468	3,589	3,715	3,845
HVAC Repairs and Maintenance	3.5%	2,821	2,920	3,022	3,128	3,237	3,351	3,468	3,589	3,715	3,845
Vehicle and Maintenance Equipment Operation and Repairs	3.5%	-	-	-	-	-	-	-	-	-	-
Miscellaneous Operating and Maintenance Expenses	3.5%	-	-	-	-	-	-	-	-	-	-
<b>Sub-total Maintenance &amp; Repair Expenses</b>		<b>115,543</b>	<b>119,587</b>	<b>123,773</b>	<b>128,105</b>	<b>132,588</b>	<b>137,229</b>	<b>142,032</b>	<b>147,003</b>	<b>152,148</b>	<b>157,473</b>
<b>Supportive Services</b>	3.5%	51,628	53,435	55,305	57,241	59,244	61,318	63,464	65,685	67,984	70,364
<b>Commercial Expenses</b>											
<b>TOTAL OPERATING EXPENSES</b>		<b>512,140</b>	<b>530,065</b>	<b>548,617</b>	<b>567,819</b>	<b>587,692</b>	<b>608,261</b>	<b>629,551</b>	<b>651,585</b>	<b>674,390</b>	<b>697,994</b>
<b>Reserves/Ground Lease Base Rent/Bond Fees</b>											
Ground Lease Base Rent		-	-	-	-	-	-	-	-	-	-
Bond Monitoring Fee		-	-	-	-	-	-	-	-	-	-
Replacement Reserve Deposit		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Operating Reserve Deposit		-	-	-	-	-	-	-	-	-	-
Other Required Reserve 1 Deposit		-	-	-	-	-	-	-	-	-	-
Other Required Reserve 2 Deposit		-	-	-	-	-	-	-	-	-	-
Required Reserve Deposit/s, Commercial		-	-	-	-	-	-	-	-	-	-
<b>Sub-total Reserves/Ground Lease Base Rent/Bond Fees</b>		<b>15,001</b>									
<b>TOTAL OPERATING EXPENSES (w/ Reserves/GL Base Rent/Bond Fees)</b>		<b>527,141</b>	<b>545,066</b>	<b>563,618</b>	<b>582,820</b>	<b>602,693</b>	<b>623,262</b>	<b>644,552</b>	<b>666,586</b>	<b>689,391</b>	<b>712,995</b>
<b>NET OPERATING INCOME (INCOME minus OP EXPENSES)</b>		<b>729,850</b>	<b>743,350</b>	<b>757,008</b>	<b>770,822</b>	<b>784,790</b>	<b>798,908</b>	<b>813,173</b>	<b>827,582</b>	<b>842,130</b>	<b>856,815</b>
<b>DEBT SERVICE/MUST PAY PAYMENTS ("hard debt"/amortized loans)</b>											
Hard Debt - First Lender	Fixed	525,643	525,643	525,643	525,643	525,643	525,643	525,643	525,643	525,643	525,643
Hard Debt - Second Lender (HCD Program 0.42% pymt, or other 2nd Lender)	MOHCD fee	-	-	-	-	-	-	-	-	-	-
Hard Debt - Third Lender (Other HCD Program, or other 3rd Lender)	Enter comments re: annual increase, etc.	-	-	-	-	-	-	-	-	-	-
Hard Debt - Fourth Lender	Enter comments re: annual increase, etc.	-	-	-	-	-	-	-	-	-	-
Commercial Hard Debt Service	from 'Commercial Op. Budget' Worksheet, Commercial to Residential allocation: 100%	-	-	-	-	-	-	-	-	-	-
<b>TOTAL HARD DEBT SERVICE</b>		<b>525,643</b>									
<b>CASH FLOW (NOI minus DEBT SERVICE)</b>		<b>204,207</b>	<b>217,707</b>	<b>231,365</b>	<b>245,179</b>	<b>259,147</b>	<b>273,265</b>	<b>287,530</b>	<b>301,939</b>	<b>316,487</b>	<b>331,172</b>
<b>AVAILABLE CASH FLOW</b>		<b>204,207</b>	<b>217,707</b>	<b>231,365</b>	<b>245,179</b>	<b>259,147</b>	<b>273,265</b>	<b>287,530</b>	<b>301,939</b>	<b>316,487</b>	<b>331,172</b>
<b>USES OF CASH FLOW BELOW (This row also shows DSCR.)</b>											
<b>USES THAT PRECEDE MOHCD DEBT SERVICE IN WATERFALL</b>											
"Below-the-line" Asset Mgt fee (uncommon in new projects, see policy)	0.0%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Partnership Management Fee (see policy for limits)	per MOHCD policy	-	-	-	-	-	-	-	-	-	-
Investor Service Fee (aka "LP Asset Mgt Fee") (see policy for limits)	per MOHCD policy no annual increase	-	-	-	-	-	-	-	-	-	-
Other Payments		-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmnt - Lender 1		-	-	-	-	-	-	-	-	-	-
Non-amortizing Loan Pmnt - Lender 2		-	-	-	-	-	-	-	-	-	-
Deferred Developer Fee (Enter amt <= Max Fee from row 131)	Enter comments re: annual increase, etc.	1,000	1,000	1,000	1,						