



CALIFORNIA TAX CREDIT ALLOCATION COMMITTEE
2017 COMPETITIVE 9% APPLICATION FOR LOW-INCOME HOUSING TAX CREDITS

February 7, 2017 Version

II. APPLICATION - SECTION 1: APPLICANT STATEMENT, CERTIFICATION AND NOTARY

APPLICANT: Normal Heights CIC, LP

PROJECT NAME: The Lofts at Normal Heights

PLEASE INCLUDE APPLICATION FEE WITH APPLICATION SUBMISSION
 (CHECK ONLY)

The undersigned applicant hereby makes application to the California Tax Credit Allocation Committee ("TCAC") for a reservation of Federal, or Federal and State Low-Income Housing Tax Credits ("Credits") in the amount(s) of:

\$1,329,269 annual Federal Credits, and
 _____ total State Credits

for the purpose of providing low-income rental housing as herein described. I understand that Credit amount(s) preliminarily reserved for this project, if any, may be adjusted over time based upon changing project costs and financial feasibility analyses which TCAC is required to perform on at least three occasions.

Election to sell ("certificate") state credits: N/A By selecting "Yes" or "No" in the box immediately before, I hereby make an irrevocable election to sell ("certificate") or not sell all or any portion of the state credit, as allowed pursuant to Revenue and Taxation Code Sections 12206(o), 17058(q), and 23610.5(r). I further certify that the applicant is a non-profit entity, and that the state credit pricing will be at least 80 cents per dollar.

I agree it is my responsibility to provide TCAC with the original complete application and the Local Reviewing Agency an exact copy of the application. I agree that I have included a letter from the local government and the appropriate Local Reviewing Agency of the jurisdiction in which the project is located identifying the agency designated as the Local Reviewing Agency for the Tax Credit Allocation Committee. I agree that it is also my responsibility to provide such other information as TCAC requests as necessary to evaluate my application. I represent that if a reservation or allocation of Credit is made as a result of this application, I will also furnish promptly such other supporting information and documents as may be requested. I understand that TCAC may verify information provided and analyze materials submitted as well as conduct its own investigation to evaluate the application. I recognize that I have an affirmative duty to inform TCAC when any information in the application or supplemental materials is no longer true and to supply TCAC with the latest and accurate information.

I acknowledge that if I receive a reservation of Tax Credits, I will be required to submit requisite documentation at each of the following stages: for a carryover allocation; for readiness to proceed requirements if applicable; and after the project is placed-in-service.

I represent I have read Section 42 of the Internal Revenue Code (IRC) pertaining to Federal Tax Credits, and if applying for State Tax Credits, I represent I have also read California Health and Safety Code Sections 50199.4 et seq. and California Revenue and Taxation Code Sections 12206, 17058, and 23610.5 pertaining to the State Tax Credit program. I understand that the Federal and State Tax Credit programs are complex and involve long-term maintenance of housing for qualified low-income households. I acknowledge that TCAC has recommended that I seek advice from my own tax attorney or tax advisor.

I represent that I have read and understand the requirements set forth in Regulation Section 10322(j) pertaining to re-applications for Credit.

I certify that I have read and understand the provisions of Sections 10322(a) through (h). No additional documents in support of the basic thresholds or point selection categories shall be accepted from the applicant beyond the application filing deadline, unless the Executive Director, at his or her sole discretion, determines that the deficiency is a clear reproduction or application assembly error, or an obviously transposed number. In such cases, applicants shall be given up to five (5) business days from the date of receipt of staff notification, to submit said documents to complete the application. For threshold omissions other than reproduction or assembly errors, the Executive Director may request additional clarifying information from other government entities.

I agree to hold TCAC, its members, officers, agents, and employees harmless from any matters arising out of or related to the Credit programs.

I agree that TCAC will determine the Credit amount to comply with requirements of IRC Section 42 but that TCAC in no way warrants the feasibility or viability of the project to anyone for any purpose. I acknowledge that TCAC makes no representation regarding the effect of any tax Credit which may be allocated and makes no representation regarding the ability to claim any Credit which may be allocated.

I acknowledge that all materials and requirements are subject to change by enactment of federal or state legislation or promulgation of regulations.

In carrying out the development and operation of the project, I agree to comply with all applicable federal and state laws regarding unlawful discrimination and will abide by all Credit program requirements, rules, and regulations.

I acknowledge that neither the Federal nor the State Tax Credit programs are entitlement programs and that my application will be evaluated based on the Credit statutes, regulations, and the Qualified Allocation Plan adopted by TCAC which identify the priorities and other standards which will be employed to evaluate applications.

I acknowledge that a reservation of Federal or State Tax Credits does not guarantee that the project will qualify for Tax Credits. Both Federal law and the state law require that various requirements be met on an ongoing basis. I agree that compliance with these requirements is the responsibility of the applicant.

I acknowledge that the information submitted to TCAC in this application or supplemental thereto may be subject to the Public Records Act or other disclosure. I understand that TCAC may make such information public.

I acknowledge that if I obtain an allocation of Federal and/or State Tax Credits, I will be required to enter into a regulatory agreement which will contain, among other things, all the conditions under which the Credits were provided including the selection criteria delineated in this application.

I declare under penalty of perjury that the information contained in the application, exhibits, attachments, and any further or supplemental documentation is true and correct to the best of my knowledge and belief. I certify and guarantee that each item identified in TCAC's minimum construction standards will be incorporated into the design of the project, unless a waiver has been approved by TCAC. I certify that, when requesting a threshold basis increase for development impact fees, the impact fee amounts are accurate as of the application date. In an application proposing rehabilitation work, I certify that all necessary work identified in the Capital Needs Assessment, including the immediate needs listed in the report, will be performed (unless a waiver is granted) prior to the project's rehabilitation completion. I certify and guarantee that the application meets each item of the applicable housing type requirement, as identified by TCAC regulation. I certify and guarantee that any tenant services proposed under TCAC Regulation Section 10325(c)(5)(B) will be available within 6 months of the project's placed in service date, will be of a regular and ongoing nature and provided to tenants for a period of at least 15 years, free of charge (except child care). I understand that any misrepresentation may result in cancellation of Tax Credit reservation, notification of the Internal Revenue Service and the Franchise Tax Board, and any other actions which TCAC is authorized to take pursuant to California Health and Safety Code Section 50199.22, issuance of fines pursuant to California Health and Safety Code Section 50199.10, and negative points per Regulation Section 10325(c)(3) or under general authority of state law.

I certify that I believe that the project can be completed within the development budget and the development timetable set forth (which timetable is in conformance with TCAC rules and regulations) and can be operated in the manner proposed within the operating budget set forth.

I further certify that more than 10% of the project's total reasonably expected basis cost will be incurred and the land acquired by the date specified in the reservation preliminary or final letter.

Dated this ____ day of _____, 2017 at _____, California.

By _____
(Original Signature)

Cheri Hoffman
(Typed or printed name)

President
(Title)

ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF _____)

COUNTY OF _____)

On _____ before me, _____, personally appeared _____

_____, who proved to me on the basis of satisfactory evidence) to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature _____ (Seal)

Local Jurisdiction: City of San Diego (District 3)
City Manager: Councilmember Chris Ward *
Title: City Manager
Mailing Address: 202 "C" Street, 10th Floor
City: San Diego, CA
Zip Code: 92101
Phone Number: (619) 236-6633 Ext.
FAX Number: (619) 595-1481
E-mail: christopherward@sandiego.gov

* For City Manager, please refer to the following the website below:
<http://events.cacities.org/CGI-SHL/TWSERVER.EXE/RUN:MEMLOOK>

II. APPLICATION - SECTION 2: GENERAL AND SUMMARY INFORMATION

A. Application Type

Application type: Preliminary Reservation
 Prior application was submitted but not selected? No
 If yes, enter application number: TCAC # CA - -

 Has credit previously been awarded? No
 Is this project a Re-syndication of a current TCAC project?
 If a Resyndication Project, complete the **Resyndication Projects** section below.
 If re-applying and returning credit, enter the current application number and the amount being returned:
 TCAC # CA - -
 Returned Federal Credit:

 Is State Farmworker Credit requested? No

B. Project Information

Project Name: The Lofts at Normal Heights
 Site Address: 4317 38th Street; 3808 & 3814 El Cajon Boulevard
 If address is not established, enter detailed description (i.e. NW corner of 26th and Elm)

 City: San Diego County: San Diego
 Zip Code: 92105 Census Tract: 0021.00
 Assessor's Parcel Number(s): 447-201-15-00, 447-201-16-00, 447-201-17-00

 Project is located in a DDA: No
 Project is located in a Qualified Census Tract: Yes *Federal Congressional District: 53
 Project is DDA/QCT but requesting State Credits: No *State Assembly District: 78
 Special Needs with 130% basis & State Credits: No *State Senate District: 39
 Project is a Scattered Site Project: No
 If yes, all sites within a 5-mile diameter range: N/A

*Accurate information is essential; the following website is provided for reference:
<https://www.govtrack.us/congress/members/map> <http://findyourrep.legislature.ca.gov/>

C. Credit Amount Requested (If State Credit Request, Reg. Sects. 10317 & 10322(h)(33))

Federal Only \$1,329,269
 (federal) (state)

*Applicants that selected the option for State credit substitution can still elect to mark Federal only Credits.

D. Federal Minimum Set-Aside Election (IRC Section 42(g)(1))

40%/60%

E. Set-Aside Selection (Reg. Section 10315(a)-(e))

Special Needs/SRO

F. Housing Type Selection (Reg. Sections 10315(g) & 10325(g))

Special Needs
 If you selected Special Needs please list the percentage of Special Needs Units: 100%
 If between 50% and 75%, please specify other housing type construction standards that will be met:
N/A

G. Geographic Area (Reg. Section 10315(h))

Please select your geographic area:
San Diego County

II. APPLICATION - SECTION 3: APPLICANT INFORMATION

A. Identify Applicant

Applicant is the current owner and will retain ownership: Yes
 Applicant will be or is a general partner in the to be formed or formed final ownership entity: N/A
 Applicant is the project developer and will be part of the final ownership entity for the project: N/A
 Applicant is the project developer and will not be part of the final ownership entity for the project: N/A

B. Applicant Contact Information

Applicant Name: Normal Heights CIC, LP
 Street Address: 4317 38th Street
 City: San Diego State: CA Zip Code: 92105
 Contact Person: Randy Slabbers
 Phone: (760) 456-6000 Ext.: 135 Fax: (760) 456-6001
 Email: rslabbers@chelseainvestco.com

C. Legal Status of Applicant:

Limited Partnership Parent Company: _____
 If Other, Specify: _____

D. General Partner(s) Information

D(1) General Partner Name: Alpha Project for the Homeless Managing GP
 Street Address: 3737 Fifth Avenue, Suite 203
 City: San Diego State: CA Zip Code: 92013
 Contact Person: Bob McElroy
 Phone: (619) 542-1877 Ext.: _____ Fax: (619) 542-0264
 Email: Bob@alphaproject.com
 Nonprofit/For Profit: Nonprofit Parent Company: _____

D(2) General Partner Name:* CIC Normal Heights, LLC Administrative GP
 Street Address: 6339 Paseo Del Lago
 City: Carlsbad State: CA Zip Code: 92011
 Contact Person: Randy Slabbers
 Phone: (760) 456-6000 Ext.: 135 Fax: (760) 456-6001
 Email: rslabbers@chelseainvestco.com
 Nonprofit/For Profit: For Profit Parent Company: _____

D(3) General Partner Name: _____ (select one)
 Street Address: _____
 City: _____ State: _____ Zip Code: _____
 Contact Person: _____
 Phone: _____ Ext.: _____ Fax: _____
 Email: _____
 Nonprofit/For Profit: (select one) Parent Company: _____

E. General Partner(s) or Principal Owner(s) Type

Joint Venture

**If Joint Venture, 2nd GP must be included if applicant is pursuing a property tax exemption Reg. Section 1032(g)(2) - "TBD" not sufficient*

F. Status of Ownership Entity

currently exists If to be formed, enter date: _____
 *(Federal I.D. No. must be obtained prior to submitting carryover allocation package)

G. Contact Person During Application Process

Company Name: Chelsea Investment Corporation
 Street Address: 6339 Paseo Del Lago
 City: Carlsbad State: CA Zip Code: 92011
 Contact Person: Randy Slabbers
 Phone: (760) 456-6000 Ext.: _____ Fax: (760) 456-6001
 Email: rslabbers@chelseainvestco.com
 Participatory Role: Project Manager / Developer
 (e.g., General Partner, Consultant, etc.)

II. APPLICATION - SECTION 4: DEVELOPMENT TEAM INFORMATION

A. Indicate and List All Development Team Members

| | |
|--|---|
| <p>Developer: <u>Chelsea Investment Corporation</u> Address: <u>6339 Paseo Del Lago</u> City, State, Zip: <u>Carlsbad, CA 92011</u> Contact Person: <u>Randy Slabbers</u> Phone: <u>(760) 456-6000</u> Ext.: <u>135</u> Fax: <u>(760) 456-6001</u> Email: <u>rslabbers@chelseainvestco.com</u></p> | <p>Architect: <u>The McKinley Associates, Inc.</u> Address: <u>1818 First Avenue #200</u> City, State, Zip: <u>San Diego, CA 92101</u> Contact Person: <u>Kirk McKinley</u> Phone: <u>(619) 238-1134</u> Ext.: <u></u> Fax: <u>(619) 238-6038</u> Email: <u>kmckinley@themckinleyassociates</u></p> |
| <p>Attorney: <u>Nkechi Odu, Esq.</u> Address: <u>2195 Queensberry Road</u> City, State, Zip: <u>Pasadena, CA 91104</u> Contact Person: <u>Nkechi Odu</u> Phone: <u>(626) 692-6429</u> Ext.: <u></u> Fax: <u></u> Email: <u>nodu@chelseainvestco.com</u></p> | <p>General Contractor: <u>Emmerson Construction, Inc.</u> Address: <u>6339 Paseo Del Lago</u> City, State, Zip: <u>Carlsbad, CA 92011</u> Contact Person: <u>Charles Schmid</u> Phone: <u>(760) 456-6000</u> Ext.: <u>102</u> Fax: <u>(760) 456-6001</u> Email: <u>charlesschmid@chelseainvestco.co</u></p> |
| <p>Tax Professional: <u></u> Address: <u></u> City, State, Zip: <u></u> Contact Person: <u></u> Phone: <u></u> Ext.: <u></u> Fax: <u></u> Email: <u></u></p> | <p>Energy Consultant: <u></u> Address: <u></u> City, State, Zip: <u></u> Contact Person: <u></u> Phone: <u></u> Ext.: <u></u> Fax: <u></u> Email: <u></u></p> |
| <p>CPA: <u>Novogradac & Company LLP</u> Address: <u>249 East Ocean Blvd., Suite 900</u> City, State, Zip: <u>Long Beach, CA 90802</u> Contact Person: <u>Justin Chubb</u> Phone: <u>(562) 256-2337</u> Ext.: <u></u> Fax: <u>(415) 356-8001</u> Email: <u>Just.Chubb@novoco.com</u></p> | <p>Investor: <u>The Richman Group</u> Address: <u>707 SW Washington St #1510</u> City, State, Zip: <u>Portland, OR 97205</u> Contact Person: <u>Terry Gentry</u> Phone: <u>503-459-8741</u> Ext.: <u></u> Fax: <u></u> Email: <u>GentryT@richmancapital.com</u></p> |
| <p>Consultant: <u></u> Address: <u></u> City, State, Zip: <u></u> Contact Person: <u></u> Phone: <u></u> Ext.: <u></u> Fax: <u></u> Email: <u></u></p> | <p>Market Analyst: <u>Lea & Company</u> Address: <u>P. O. Box 68</u> City, State, Zip: <u>Corona Del Mar, CA 92625</u> Contact Person: <u>Jay A. Wortmann</u> Phone: <u>(402) 202-0771</u> Ext.: <u></u> Fax: <u></u> Email: <u>JayWortmann@leacompany.com</u></p> |
| <p>Appraiser: <u>Lea & Company</u> Address: <u>P. O. Box 68</u> City, State, Zip: <u>Corona Del Mar, CA 92625</u> Contact Person: <u>Jay A. Wortmann</u> Phone: <u>(402) 202-0771</u> Ext.: <u></u> Fax: <u></u> Email: <u>JayWortmann@leacompany.com</u></p> | <p>Prop. Mgmt. Co.: <u>Royal Management Management C</u> Address: <u>17150 Via Del Campo, Suite 307</u> City, State, Zip: <u>San Diego, CA 92127</u> Contact Person: <u>Wende J. King</u> Phone: <u>858-312-8170</u> Ext.: <u></u> Fax: <u>858-312-8176</u> Email: <u>wende@royalpropertymgmt.com</u></p> |
| <p>CNA Consultant: <u></u> Address: <u></u> City, State, Zip: <u></u> Contact Person: <u></u> Phone: <u></u> Ext.: <u></u> Fax: <u></u> Email: <u></u></p> | <p>2nd Prop. Mgmt Co.: <u></u> Address: <u></u> City, State, Zip: <u></u> Contact Person: <u></u> Phone: <u></u> Ext.: <u></u> Fax: <u></u> Email: <u></u></p> |

F. Building Information

Total Number of Buildings: **1** Residential Buildings: **1**
 Community Buildings: **1** Commercial/ Retail Space: **Yes**
 If Commercial/ Retail Space, explain: *(include use, size, location, and purpose)*
3,814 square feet of commercial space. Retail space required per zoning code. Retail space will be leased to businesses appropriate to the existing business corridor and subject
 Are Buildings on a Contiguous Site? **Yes**
 If not Contiguous, do buildings meet the requirements of IRC Sec. 42(g)(7)? **N/A**
 Do any buildings have 4 or fewer units? **No**
 If yes, are any of the units to be occupied by the owner or a person related to the owner (IRC Sec. 42(i)(3)(c))? **N/A**

G. Project Unit Number and Square Footage

| | |
|--|---------------|
| Total number of units: | 53 |
| Total number of non-tax credit units (excluding managers' units) (i.e. market rate units): | |
| Total number of units (excluding managers' units): | 52 |
| Total number of low-income units: | 52 |
| Ratio of low-income units to total units (excluding managers' units): | 100% |
| Total square footage of all residential units (excluding managers' units): | 22,932 |
| Total square footage of low-income units: | 22,932 |
| Ratio of low-income residential to total residential square footage (excluding managers' units): | 100% |
| Applicable fraction, smaller of unit or square footage ratio (used on "Basis & Credits"): | 100% |
| Total community room square footage: | 1,050 |
| Total commercial/ retail space square footage: | 3,814 |
| Total common space square footage (including managers' units): | 7,599 |
| Total parking structure square footage (excludes car-ports and "tuck under" parking): | 12,230 |
| **Total Square Footage of All Project Structures (excluding commercial/retail): | 43,811 |

*equals: "total square footage of all residential units" + "total community room square footage" + "total common space" + "total parking structure square footage")

| | |
|--|------------------|
| Total Project Cost per Unit | \$337,713 |
| Total Residential Project Cost per Unit | \$301,593 |
| Total Eligible Basis per Unit | \$232,426 |

H. Tenant Population Data

Completion of this section is required. **The information requested in this section is for national data collection purposes, and is not intended for threshold and competitive scoring use;** however, the completed table should be consistent with information provided in the application and attachments.

Indicate the number of units anticipated for the following populations:

| | |
|--|-----|
| Homeless/formerly homeless | 52 |
| Transitional housing | N/A |
| Persons with physical, mental, development disabilities | N/A |
| Persons with HIV/AIDS | N/A |
| Transition age youth | N/A |
| Farmworker | N/A |
| Family Reunification | N/A |
| Other: | N/A |
| Units w/ tenants of multiple disability type or subsidy layers (explain) | |
| | |
| | |
| For 4% federal applications only: | |
| Rural area consistent with TCAC methodology | N/A |

II. APPLICATION - SECTION 6: REQUIRED APPROVALS & DEVELOPMENT TIMETABLE

A. Required Approvals Necessary to Begin Construction

| | Approval Dates | | |
|---|-----------------------|--------------------|-----------------|
| | Application Submittal | Estimated Approval | Actual Approval |
| Negative Declaration under CEQA | N/A | N/A | N/A |
| NEPA | 2/3/2017 | 2/21/2017 | 2/21/2017 |
| Toxic Report | 10/16/2016 | 10/16/2016 | 10/16/2016 |
| Soils Report | 3/23/2016 | 3/23/2016 | 3/23/2016 |
| Coastal Commission Approval | N/A | N/A | N/A |
| Article 34 of State Constitution | 1/3/2017 | 1/3/2017 | 1/3/2017 |
| Site Plan | N/A | N/A | N/A |
| Conditional Use Permit Approved or Required | N/A | N/A | N/A |
| Variance Approved or Required | N/A | N/A | N/A |
| Other Discretionary Reviews and Approvals | N/A | N/A | N/A |

| | Project and Site Information |
|--|---|
| Current Land Use Designation | Vacant Land |
| Current Zoning and Maximum Density | CU-2-4 72DU with 50% density bonus |
| Proposed Zoning and Maximum Density | CU-2-4 72DU with 50% density bonus |
| Does this site have Inclusionary Zoning? | No |
| Occupancy restrictions that run with the land due to CUP's or density bonuses? | No (if yes, explain here) |
| Building Height Requirements | |
| Required Parking Ratio | Studio =.5, 1BR =.5, 2BR=.2 Commercial&Community 2.1*1000SF |
| Is site in a Redevelopment Area? | No |

B. Development Timetable

| | | Actual or Scheduled | |
|-----------------------------------|--|---------------------|------|
| | | Month | Year |
| SITE | Environmental Review Completed | N/A | / |
| | Site Acquired | 11 | 2017 |
| LOCAL PERMITS | Conditional Use Permit | N/A | N/A |
| | Variance | N/A | N/A |
| | Site Plan Review | N/A | N/A |
| | Grading Permit | 12 | 2017 |
| | Building Permit | 12 | 2017 |
| CONSTRUCTION FINANCING | Loan Application | 2 | 2017 |
| | Enforceable Commitment | 2 | 2017 |
| | Closing and Disbursement | 11 | 2017 |
| PERMANENT FINANCING | Loan Application | 2 | 2017 |
| | Enforceable Commitment | 2 | 2017 |
| | Closing and Disbursement | 11 | 2017 |
| OTHER LOANS AND GRANTS | Type and Source: <u>SDHC Loan</u> | N/A | / |
| | Application | 12 | 2016 |
| | Closing or Award | 11 | 2017 |
| | Type and Source: <u>(specify here)</u> | N/A | / |
| | Application | N/A | / |
| | Closing or Award | N/A | / |
| | Type and Source: <u>(specify here)</u> | N/A | / |
| | Application | N/A | / |
| | Closing or Award | N/A | / |
| | Type and Source: <u>(specify here)</u> | N/A | / |
| | Application | N/A | / |
| | Closing or Award | N/A | / |
| | Type and Source: <u>(specify here)</u> | N/A | / |
| | Application | N/A | / |
| | Closing or Award | N/A | / |
| | 10% of Costs Incurred | 6 | 2018 |
| | Construction Start | 12 | 2017 |
| Construction Completion | 3 | 2019 | |
| Placed In Service | 5 | 2019 | |
| Occupancy of All Low-Income Units | 5 | 2019 | |

III. PROJECT FINANCING - SECTION 1: CONSTRUCTION FINANCING

A. Construction Financing

List Below All Projected Sources Required To Complete Construction

| Name of Lender/Source | Term (months) | Interest Rate | Amount of Funds |
|--------------------------------------|---------------|---------------|---------------------|
| 1) Citibank - Construction Loan | 24 | 3.500% | \$10,379,895 |
| 2) San Diego Housing Commission Loan | 660 | 3.000% | \$4,940,000 |
| 3) The Richman Group - Equity | | | \$1,129,879 |
| 4) Deferred Fees and Costs | | | \$1,449,013 |
| 5) | | | |
| 6) | | | |
| 7) | | | |
| 8) | | | |
| 9) | | | |
| 10) | | | |
| 11) | | | |
| 12) | | | |
| Total Funds For Construction: | | | \$17,898,786 |

- | | |
|---|---|
| <p>1) Lender/Source: <u>Citibank - Construction Loan</u> Street Address: <u>444. S Flower St. 29th Floor</u> City: <u>Los Angeles</u> Contact Name: <u>Sonia Rahm</u> Phone Number <u>503-459-8741</u> Ext.: <u></u> Type of Financing: <u>Construction Loan</u> Is the Lender/Source Committed? <u>Yes</u></p> | <p>2) Lender/Source: <u>San Diego Housing Commission Loan</u> Street Address: <u>1122 Broadway, 3rd Floor</u> City: <u>San Diego</u> Contact Name: <u>Ted Miyahara</u> Phone Number <u>619-578-7548</u> Ext.: <u></u> Type of Financing: <u>Residual Receipts Loan</u> Is the Lender/Source Committed? <u>Yes</u></p> |
| <p>3) Lender/Source: <u>The Richman Group - Equity</u> Street Address: <u>707 SW Washington Street, #1510</u> City: <u>Portland</u> Contact Name: <u>Terry Gentry</u> Phone Number <u>503-459-8741</u> Ext.: <u></u> Type of Financing: <u>Equity</u> Is the Lender/Source Committed? <u>Yes</u></p> | <p>4) Lender/Source: <u>Deferred Fees and Costs</u> Street Address: <u>6339 Paseo Del Lago</u> City: <u>Carlsbad</u> Contact Name: <u>Cheri Hoffman</u> Phone Number <u>760-456-6000</u> Ext.: <u>106</u> Type of Financing: <u>Deferred Fee & Costs</u> Is the Lender/Source Committed? <u>Yes</u></p> |
| <p>5) Lender/Source: <u></u> Street Address: <u></u> City: <u></u> Contact Name: <u></u> Phone Number <u></u> Ext.: <u></u> Type of Financing: <u></u> Is the Lender/Source Committed? <u>No</u></p> | <p>6) Lender/Source: <u></u> Street Address: <u></u> City: <u></u> Contact Name: <u></u> Phone Number <u></u> Ext.: <u></u> Type of Financing: <u></u> Is the Lender/Source Committed? <u>No</u></p> |
| <p>7) Lender/Source: <u></u> Street Address: <u></u> City: <u></u> Contact Name: <u></u> Phone Number <u></u> Ext.: <u></u> Type of Financing: <u></u> Is the Lender/Source Committed? <u>No</u></p> | <p>8) Lender/Source: <u></u> Street Address: <u></u> City: <u></u> Contact Name: <u></u> Phone Number <u></u> Ext.: <u></u> Type of Financing: <u></u> Is the Lender/Source Committed? <u>No</u></p> |
| <p>9) Lender/Source: <u></u> Street Address: <u></u> City: <u></u> Contact Name: <u></u> Phone Number <u></u> Ext.: <u></u> Type of Financing: <u></u> Is the Lender/Source Committed? <u>No</u></p> | <p>10) Lender/Source: <u></u> Street Address: <u></u> City: <u></u> Contact Name: <u></u> Phone Number <u></u> Ext.: <u></u> Type of Financing: <u></u> Is the Lender/Source Committed? <u>No</u></p> |

11) Lender/Source: _____
Street Address: _____
City: _____
Contact Name: _____
Phone Number: _____ Ext.: _____
Type of Financing: _____
Is the Lender/Source Committed? No

12) Lender/Source: _____
Street Address: _____
City: _____
Contact Name: _____
Phone Number: _____ Ext.: _____
Type of Financing: _____
Is the Lender/Source Committed? No

III. PROJECT FINANCING - SECTION 2: PERMANENT FINANCING

A. Permanent Financing

List Below All Projected Sources Required To Complete Construction

| Name of Lender/Source | Term (months) | Interest Rate | Residual Receipts / Deferred Pymt. | Annual Debt Service | Amount of Funds |
|--|---------------|---------------|------------------------------------|---------------------|-----------------|
| 1) Citibank - Permanent Tranche B Loan | 360 | 5.250% | | \$92,770 | \$1,400,000 |
| 2) San Diego Housing Commission Loan | 660 | 3.000% | Residual | | \$5,200,000 |
| 3) | | | | | |
| 4) | | | | | |
| 5) | | | | | |
| 6) | | | | | |
| 7) | | | | | |
| 8) | | | | | |
| 9) | | | | | |
| 10) | | | | | |
| 11) | | | | | |
| 12) | | | | | |
| Total Permanent Financing: | | | | | \$6,600,000 |
| Total Tax Credit Equity: | | | | | \$11,298,786 |
| Total Sources of Project Funds: | | | | | \$17,898,786 |

1) Lender/Source: Citibank - Permanent Tranche B Loan
 Street Address: 444. S Flower St. 29th Floor
 City: Los Angeles
 Contact Name: Sonia Rahm
 Phone Number 503-459-8741 Ext.: _____
 Type of Financing: _____
 Is the Lender/Source Committed? Yes

2) Lender/Source: San Diego Housing Commission Loan
 Street Address: 1122 Broadway, 3rd Floor
 City: San Diego
 Contact Name: Ted Miyahara
 Phone Number 619-578-7548 Ext.: _____
 Type of Financing: Residual Receipts Loan
 Is the Lender/Source Committed? Yes

3) Lender/Source: _____
 Street Address: _____
 City: _____
 Contact Name: _____
 Phone Number _____ Ext.: _____
 Type of Financing: _____
 Is the Lender/Source Committed? No

4) Lender/Source: _____
 Street Address: _____
 City: _____
 Contact Name: _____
 Phone Number _____ Ext.: _____
 Type of Financing: _____
 Is the Lender/Source Committed? No

5) Lender/Source: _____
 Street Address: _____
 City: _____
 Contact Name: _____
 Phone Number _____ Ext.: _____
 Type of Financing: _____
 Is the Lender/Source Committed? No

6) Lender/Source: _____
 Street Address: _____
 City: _____
 Contact Name: _____
 Phone Number _____ Ext.: _____
 Type of Financing: _____
 Is the Lender/Source Committed? No

7) Lender/Source: _____
 Street Address: _____
 City: _____
 Contact Name: _____
 Phone Number _____ Ext.: _____
 Type of Financing: _____
 Is the Lender/Source Committed? No

8) Lender/Source: _____
 Street Address: _____
 City: _____
 Contact Name: _____
 Phone Number _____ Ext.: _____
 Type of Financing: _____
 Is the Lender/Source Committed? No

9) Lender/Source: _____
Street Address: _____
City: _____
Contact Name: _____
Phone Number: _____ Ext.: _____
Type of Financing: _____
Is the Lender/Source Committed? No

10) Lender/Source: _____
Street Address: _____
City: _____
Contact Name: _____
Phone Number: _____ Ext.: _____
Type of Financing: _____
Is the Lender/Source Committed? No

11) Lender/Source: _____
Street Address: _____
City: _____
Contact Name: _____
Phone Number: _____ Ext.: _____
Type of Financing: _____
Is the Lender/Source Committed? No

12) Lender/Source: _____
Street Address: _____
City: _____
Contact Name: _____
Phone Number: _____ Ext.: _____
Type of Financing: _____
Is the Lender/Source Committed? No

III. PROJECT FINANCING - SECTION 3: INCOME INFORMATION

A. Low Income Units

| (a) Bedroom Type(s) | (b) Number of Units | (c) Proposed Monthly Rent (Less Utilities) | (d) Total Monthly Rents (b x c) | (e) Monthly Utility | (f) Monthly Rent Plus Utilities (c + e) | (g) % of Targeted Area Median Income | (h) % of Actual AMI |
|---------------------------|---------------------------|---|--|---------------------------|--|---|------------------------------|
| SRO/Studio | 5 | \$712 | \$3,560 | \$31 | \$743 | 50% | 50.0% |
| SRO/Studio | 5 | \$638 | \$3,190 | \$31 | \$669 | 45% | 45.0% |
| SRO/Studio | 5 | \$564 | \$2,820 | \$31 | \$595 | 40% | 40.0% |
| SRO/Studio | 5 | \$489 | \$2,445 | \$31 | \$520 | 35% | 35.0% |
| SRO/Studio | 12 | \$415 | \$4,980 | \$31 | \$446 | 30% | 30.0% |
| 1 Bedroom | 3 | \$759 | \$2,277 | \$37 | \$796 | 50% | 50.0% |
| 1 Bedroom | 3 | \$680 | \$2,040 | \$37 | \$717 | 45% | 45.0% |
| 1 Bedroom | 4 | \$600 | \$2,400 | \$37 | \$637 | 40% | 40.0% |
| 1 Bedroom | 3 | \$520 | \$1,560 | \$37 | \$557 | 35% | 35.0% |
| 1 Bedroom | 7 | \$441 | \$3,087 | \$37 | \$478 | 30% | 30.0% |
| | | | | | | | |
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| | | | | | | | |
| Total # Units: | 52 | Total: | \$28,359 | | Average: | 37.9% | |

Is this a resyndication project using hold harmless rent limits in the above table? N/A
 Hold harmless rents cannot exceed the federal set-aside current tax credit rent limits (TCAC Reg. Section 10327(g)(8)). For units included in the lowest income point category, TCAC requires the use of current rent limits.

B. Manager Units

State law requires an onsite manager's unit for projects with 16 or more residential units. TCAC Regulation Section 10325(f)(7)(J) requires projects with at least 161 units to provide a second on-site manager's unit, with one additional for each 80 units beyond, up to 4 on-site manager units. Scattered site projects of 16 or more units must have at least one manager unit at each site consisting of 16 or more residential units. Projects may employ full-time property management staff and provide an equivalent number of desk or security staff for the hours when the property management staff are not working. See TCAC Regulation Section 10325(f)(7)(J) for details on the requirements for this option.

| (a) Bedroom Type(s) | (b) Number of Units | (c) Proposed Monthly Rent (Less Utilities) | (d) Total Monthly Rents (b x c) |
|---------------------------|---------------------------|---|--|
| 2 Bedrooms | 1 | | |
| | | | |
| | | | |
| | | | |
| Total # Units: | 1 | Total: | |

No Project with desk or security staff in lieu of on-site manager unit(s)
 See TCAC Regulation Section 10325(f)(7)(J) for complete requirements.

C. Market Rate Units

| (a) Bedroom Type(s) | (b) Number of Units | (c) Proposed Monthly Rent (Less Utilities) | (d) Total Monthly Rents (b x c) |
|---------------------------|---------------------------|---|--|
| | | | |
| | | | |
| | | | |
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| | | | |
| | | | |
| | | | |
| Total # Units: | | Total: | |

| | |
|---|-----------|
| Aggregate Monthly Rents For All Units: | \$28,359 |
| Aggregate Annual Rents For All Units: | \$340,308 |

**D. Rental Subsidy Income/Operating Subsidy
Complete spreadsheet "Subsidy Contract Calculation"**

| | |
|---|------------------|
| Number of Units Receiving Assistance: | 52 |
| Length of Contract (years): | 15 |
| Expiration Date of Contract: | 4/1/2034 |
| Total Projected Annual Rental Subsidy: | \$279,180 |

E. Miscellaneous Income

| | |
|---|------------------|
| Annual Income from Laundry Facilities: | \$5,088 |
| Annual Income from Vending Machines: | |
| Annual Interest Income: | |
| Other Annual Income: (specify here) | \$2,544 |
| Total Miscellaneous Income: | \$7,632 |
| Total Annual Potential Gross Income: | \$627,120 |

F. Monthly Resident Utility Allowance by Unit Size

(utility allowances must be itemized and must agree with the applicable utility allowance schedule)

| | SRO / STUDIO | 1 BR | 2 BR | 3 BR | 4 BR | () BR |
|-----------------------|-----------------|-------------|------|------|------|--------|
| Space Heating: | \$11 | \$13 | | | | |
| Water Heating: | | | | | | |
| Cooking: | \$4 | \$5 | | | | |
| Lighting: | | | | | | |
| Electricity: | \$16 | \$19 | | | | |
| Water:* | | | | | | |
| Other: (specify here) | | | | | | |
| Total: | \$31 | \$37 | | | | |

***PROJECTS PROPOSING UNITS WITH INDIVIDUAL WATER METERS MUST INCLUDE A WATER ALLOWANCE.**

Name of PHA or California Energy Commission Providing Utility Allowances:

San Diego Housing Commission

At application, use of the CUAC is limited to new construction projects.

G. Annual Residential Operating Expenses

| | | |
|--------------------------------|--|----------|
| Administrative | Advertising: | \$1,440 |
| | Legal: | \$3,000 |
| | Accounting/Audit: | \$10,000 |
| | Security: | \$10,600 |
| | Other: Late fees, bank fees, phone, etc. | \$23,760 |
| Total Administrative: | | \$48,800 |
| Management | Total Management: | \$31,800 |
| Utilities | Fuel: | |
| | Gas: | \$7,900 |
| | Electricity: | \$14,600 |
| | Water/Sewer: | \$35,600 |
| | Total Utilities: | \$58,100 |
| Payroll / Payroll Taxes | On-site Manager: | \$37,440 |
| | Maintenance Personnel: | \$29,419 |
| | Other: Payroll Taxes and Benefits | \$24,541 |
| | Total Payroll / Payroll Taxes: | \$91,400 |
| | Total Insurance: | \$13,000 |
| Maintenance | Painting: | \$1,500 |
| | Repairs: | \$10,450 |
| | Trash Removal: | \$10,110 |
| | Exterminating: | \$5,000 |
| | Grounds: | \$2,440 |
| | Elevator: | \$3,000 |
| | Other: (specify here) | |
| | Total Maintenance: | \$32,500 |
| Other Expenses | Other: Issuer and Monitoring Fees | \$7,950 |
| | Other: (specify here) | |
| | Other: (specify here) | |
| | Other: (specify here) | |
| | Other: (specify here) | |
| | Total Other Expenses: | \$7,950 |

Total Expenses

| | |
|--|-----------|
| Total Annual Residential Operating Expenses: | \$283,550 |
| Total Number of Units in the Project: | 53 |
| Total Annual Operating Expenses Per Unit: | \$5,350 |
| Total 3-Month Operating Reserve: | |
| Total Annual Internet Expense (site amenity election): | |
| Total Annual Services Amenities Budget (from project expenses): | \$185,533 |
| Total Annual Reserve for Replacement: | \$13,250 |
| Total Annual Real Estate Taxes: | |
| Other (Specify): | |
| Other (Specify): | |

H. Commercial Income*

| | |
|--|----------|
| Total Annual Commercial/Non-Residential Revenue: | \$42,335 |
| Total Annual Commercial/Non-Residential Expenses: | \$10,293 |
| Total Annual Commercial/Non-Residential Debt Service: | |
| Total Annual Commercial/Non-Residential Net Income: | \$32,042 |

*The Sources and Uses Budget must separately detail apportioned amounts for residential and commercial space. Separate cash flow projections shall be provided for residential and commercial space. Income from the residential portion of a project shall not be used to support any negative cash flow of a commercial portion, and commercial income should not support the residential portion (Sections 10322(h)(14), (22); 10327(g)(7)).

III. PROJECT FINANCING - SECTION 4: LOAN AND GRANT SUBSIDIES

A. Inclusion/Exclusion From Eligible Basis

| Funding Sources If lender is not funding source, list source (HOME, CDBG, etc.) NOT lender. | | Included in Eligible Basis Yes/No | Amount |
|---|------------------------------|---|-------------|
| HOME Investment Partnership Act (HOME) | | N/A | |
| Community Development Block Grant (CDBG) | | N/A | |
| RHS 514 | | N/A | |
| RHS 515 | | N/A | |
| RHS 516 | | N/A | |
| RHS 538 | | N/A | |
| HOPE VI | | N/A | |
| McKinney-Vento Homeless Assistance Program | | N/A | |
| MHSA | | N/A | |
| MHP | | N/A | |
| Housing Successor Agency Funds | | N/A | |
| Taxable bond financing | | N/A | |
| FHA Risk Sharing loan? No | | N/A | |
| State: | (specify here) | N/A | |
| Local: | San Diego Housing Commission | Yes | \$5,200,000 |
| Private: | (specify here) | N/A | |
| Other: | Citibank Tranche B Loan | Yes | \$1,400,000 |
| Other: | (specify here) | N/A | |
| Other: | (specify here) | N/A | |

B. Rental Subsidy Anticipated

Indicate By Percent Of Units Affected, Any Rental Subsidy Expected To Be Available To The Project.

| | | | |
|-------------------|------------------------|-------------------|--------------|
| Approval Date: | 2/21/2017 | Approval Date: | |
| Source: | HUD | Source: | |
| If Section 8: | Project-based vouchers | If Section 8: | (select one) |
| Percentage: | 100.00% | Percentage: | |
| Units Subsidized: | 52 | Units Subsidized: | |
| Amount Per Year: | \$279,180 | Amount Per Year: | |
| Total Subsidy: | \$4,187,700 | Total Subsidy: | |
| Term: | 15 years | Term: | |

C. Pre-Existing Subsidies (Acq./Rehab. or Rehab-Only projects)

Indicate The Subsidy Amount For Any Of The Following Currently Utilized By The Project.

| | | | |
|-----------------------------|--------------|-------------------------|----------------|
| Sec 221(d)(3) BMIR: | | RHS 514: | |
| HUD Sec 236: | | RHS 515: | |
| If Section 236, IRP? | N/A | RHS 521 (rent subsidy): | |
| RHS 538: | | State / Local: | |
| HUD Section 8: | | Rent Sup / RAP: | |
| If Section 8: | (select one) | | |
| HUD SHP: | | | |
| Will the subsidy continue?: | No | Other: | (specify here) |
| If yes enter amount: | | Other amount: | |

III. PROJECT FINANCING - SECTION 5: THRESHOLD BASIS LIMIT

A. Threshold Basis Limit

| <u>Unit Size</u> | <u>Unit Basis Limit</u> | <u>No. of Units</u> | <u>(Basis) X (No. of Units)</u> |
|--|-------------------------|---|---------------------------------|
| SRO/STUDIO | \$181,763 | 32 | \$5,816,416 |
| 1 Bedroom | \$209,571 | 20 | \$4,191,420 |
| 2 Bedrooms | \$252,800 | 1 | \$252,800 |
| 3 Bedrooms | \$323,584 | | |
| 4+ Bedrooms | \$360,493 | | |
| TOTAL UNITS: | | 53 | |
| TOTAL UNADJUSTED THRESHOLD BASIS LIMIT: | | | \$10,260,636 |
| | | Yes/No | |
| (a) Plus (+) 20% basis adjustment for projects paid in whole or part out of public funds subject to a legal requirement for the payment of state or federal prevailing wages or financed in part by a labor-affiliated organization requiring the employment of construction workers who are paid at least state or federal prevailing wages. List source(s) or labor-affiliated organization(s): SDHC | | <input type="checkbox"/> Yes | \$2,052,127 |
| Plus (+) 5% basis adjustment for projects that certify that (1) they are subject to a project labor agreement within the meaning of Section 2500(b)(1) of the Public Contract Code, or (2) they will use a skilled and trained workforce as defined by Section 25536.7 of the Health and Safety Code to perform all onsite work within an apprenticeable occupation in the building and construction trades. | | <input type="checkbox"/> No | |
| (b) Plus (+) 7% basis adjustment for new construction projects required to provide parking beneath residential units (not "tuck under" parking) or through construction of an on-site parking structure of two or more levels. | | <input type="checkbox"/> Yes | \$718,245 |
| (c) Plus (+) 2% basis adjustment for projects where a day care center is part of the development. | | <input type="checkbox"/> No | |
| (d) Plus (+) 2% basis adjustment for projects where 100 percent of the units are for Special Needs populations. | | <input type="checkbox"/> Yes | \$205,213 |
| (e) Plus (+) up to 10% basis adjustment for projects applying under Section 10325 or Section 10326 of these regulations that include one or more of the features in the section: Item (e) Features. | | <input type="checkbox"/> No | |
| (f) Plus (+) the lesser of the associated costs or up to a 15% basis adjustment for projects requiring seismic upgrading of existing structures, and/or projects requiring toxic or other environmental mitigation as certified by the project architect or seismic engineer. If Yes, select type: N/A | | <input type="checkbox"/> No | |
| (g) Plus (+) local development impact fees required to be paid to local government entities. Certification from local entities assessing fees also required. WAIVED IMPACT FEES ARE INELIGIBLE. | | <input type="checkbox"/> Yes <small>Please Enter Amount:</small> | \$1,104,776 |
| (h) Plus (+) 10% basis adjustment for projects wherein at least 95% of the project's upper floor units are serviced by an elevator. | | <input type="checkbox"/> Yes | \$1,026,064 |
| (i) Plus (+) 10% basis adjustment for projects located in an area that meets all of the following criteria: (i) is within a city with a population of at least 50,000 or that, when combined with abutting cities, has a population of at least 50,000; (ii) is within a county that has a 9% threshold basis limit for 2-bedroom units equal to or less than \$300,000; (iii) is deemed to have the highest opportunity by the UC Davis Regional Opportunity Index for Places. | | <input type="checkbox"/> No | |
| TOTAL ADJUSTED THRESHOLD BASIS LIMIT: | | | \$15,367,061 |

HIGH COST TEST

| | |
|--|--------------|
| Total Eligible Basis | \$12,318,561 |
| Percentage of the Adjusted Threshold Basis Limit | 80.162% |

Based on information presented in this application, this project is not held to TCAC regulation requirements for high cost projects.

ITEM (e) Features

**REVIEW REGULATION SECTION 10327(c)(5)(B) PRIOR TO COMPLETING THIS SECTION.
THE OPTIONS BELOW ARE PRESENTED WITH ABRIDGED LANGUAGE.**

- N/A** 1 Project shall have onsite renewable generation estimated to produce 50% or more of annual tenant electricity use. If combined available roof area is insufficient, project shall have onsite renewable generation based on at least 90% of the available solar accessible roof area. A project not availing itself of the 90% roof area exception may also receive an increase under paragraph (2) only if the renewable generation used to calculate each basis increase does not overlap. Threshold Basis Limit increase of 5%.
 - N/A** 2 Project shall have onsite renewable generation estimated to produce 75% or more of annual common area electricity use. If combined available roof area is insufficient, project shall have onsite renewable generation based on at least 90% of the available solar accessible roof area. A project not availing itself of the 90% roof area exception may also receive an increase under paragraph (1) only if the renewable generation used to calculate each basis increase does not overlap. Threshold Basis Limit increase of 2%.
 - N/A** 3 Newly constructed project buildings shall be 15% or more energy efficient than 2016 Energy Efficiency Standards (CA Code of Regulations, Title 24, Part 6), except that if the local department has determined that building permit applications submitted on or before December 31, 2016 are complete, then newly constructed project buildings shall be 15% or more energy efficiency than the 2013 Energy Efficiency Standards (CA Code of Regulations, Title 24, Part 6). Threshold Basis Limit increase of 4%.
 - N/A** 4 Rehabilitated project buildings shall have an 80% decrease in estimated annual energy use (or improvement in energy efficiency) in the HERS II post rehabilitation. Threshold Basis Limit increase 4%.
 - N/A** 5 Use no irrigation at all, irrigate only with reclaimed water, greywater, or rainwater (excluding water used for community gardens) or irrigate with reclaimed water, greywater, or rainwater in an amount that annually equals or exceeds 20,000 gallons or 300 gallons per unit, whichever is less. Threshold Basis Limit increase 1%.
 - N/A** 6 Community gardens of at least 60 square feet per unit. Permanent site improvements that provide a viable growing space within the project. Threshold Basis Limit increase 1%.
 - N/A** 7 Install bamboo, cork, salvaged or FSC-Certified wood, natural linoleum, natural rubber, or ceramic tile in all kitchens, living rooms, and bathrooms (where no VOC adhesives or backing is also used). Threshold Basis Limit increase 1%.
 - N/A** 8 Install bamboo, stained concrete, cork, salvaged or FSC-Certified wood, ceramic tile, or natural linoleum in all common areas. Threshold Basis Limit increase 2%.
 - N/A** 9 For new construction projects only, meet all requirements of the U.S. Environmental Protection Agency Indoor Air Plus Program. Threshold Basis Limit increase 2%.
-

| IV. SOURCES AND USES BUDGET - SECTION 1: SOURCES AND USES BUDGET | | | | | Permanent Sources | | | | | | | | | | | | | | |
|--|---------------------|---------------------|--------------------|--------------------|---------------------------------------|-------------------------------------|--------------------|----|----|----|----|----|----|-----|-----|-----|---------------------|-----------------------------|-------------------------|
| | TOTAL PROJECT COST | RES. COST | COM'L. COST | TAX CREDIT EQUITY | 1)Citibank - Permanent Tranche B Loan | 2)San Diego Housing Commission Loan | 3) | 4) | 5) | 6) | 7) | 8) | 9) | 10) | 11) | 12) | SUBTOTAL | 70% PVC for New Const/Rehab | 30% PVC for Acquisition |
| LAND COST/ACQUISITION | | | | | | | | | | | | | | | | | | | |
| 1 Land Cost or Value | \$2,600,000 | \$2,255,763 | \$344,237 | \$2,600,000 | | | | | | | | | | | | | \$2,600,000 | | |
| 2 Demolition | | | | | | | | | | | | | | | | | | | |
| Legal | \$2,500 | \$2,169 | \$331 | \$2,500 | | | | | | | | | | | | | \$2,500 | | |
| Land Lease Rent Prepayment | | | | | | | | | | | | | | | | | | | |
| 1 Total Land Cost or Value | \$2,602,500 | \$2,257,932 | \$344,568 | \$2,602,500 | | | | | | | | | | | | | \$2,602,500 | | |
| Existing Improvements Value | | | | | | | | | | | | | | | | | | | |
| 2 Off-Site Improvements | \$125,000 | \$108,450 | \$16,550 | \$125,000 | | | | | | | | | | | | | \$125,000 | \$108,450 | |
| Total Acquisition Cost | \$125,000 | \$108,450 | \$16,550 | \$125,000 | | | | | | | | | | | | | \$125,000 | | |
| Total Land Cost / Acquisition Cost | \$2,727,500 | \$2,366,382 | \$361,118 | \$2,727,500 | | | | | | | | | | | | | \$2,727,500 | | |
| Predevelopment Interest/Holding Cost | \$10,000 | \$8,676 | \$1,324 | \$10,000 | | | | | | | | | | | | | \$10,000 | | |
| Assumed, Accrued Interest on Existing Debt (Rehab/Acq) | | | | | | | | | | | | | | | | | | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | |
| REHABILITATION | | | | | | | | | | | | | | | | | | | |
| Site Work | | | | | | | | | | | | | | | | | | | |
| Structures | | | | | | | | | | | | | | | | | | | |
| General Requirements | | | | | | | | | | | | | | | | | | | |
| Contractor Overhead | | | | | | | | | | | | | | | | | | | |
| Contractor Profit | | | | | | | | | | | | | | | | | | | |
| Prevailing Wages | | | | | | | | | | | | | | | | | | | |
| General Liability Insurance | | | | | | | | | | | | | | | | | | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | |
| Total Rehabilitation Costs | | | | | | | | | | | | | | | | | | | |
| Total Relocation Expenses | | | | | | | | | | | | | | | | | | | |
| NEW CONSTRUCTION | | | | | | | | | | | | | | | | | | | |
| Site Work | \$617,732 | \$617,732 | | \$617,732 | | | | | | | | | | | | | \$617,732 | \$617,732 | |
| Structures | \$6,467,471 | \$6,467,471 | | \$0 | \$1,267,471 | \$5,200,000 | | | | | | | | | | | \$6,467,471 | \$6,467,471 | |
| General Requirements | \$353,572 | \$353,572 | | \$221,043 | \$132,529 | | | | | | | | | | | | \$353,572 | \$353,572 | |
| Contractor Overhead | \$235,715 | \$235,715 | | \$235,715 | | | | | | | | | | | | | \$235,715 | \$235,715 | |
| Contractor Profit | \$235,715 | \$235,715 | | \$235,715 | | | | | | | | | | | | | \$235,715 | \$235,715 | |
| Prevailing Wages | | | | | | | | | | | | | | | | | | | |
| General Liability Insurance | | | | | | | | | | | | | | | | | | | |
| Commercial Costs | \$1,207,124 | | \$1,207,124 | \$1,207,124 | | | | | | | | | | | | | \$1,207,124 | | |
| Total New Construction Costs | \$9,117,329 | \$7,910,205 | | \$1,207,124 | \$2,517,329 | \$1,400,000 | \$5,200,000 | | | | | | | | | | \$9,117,329 | \$7,910,205 | |
| ARCHITECTURAL FEES | | | | | | | | | | | | | | | | | | | |
| Design | \$528,000 | \$458,093 | \$69,907 | \$528,000 | | | | | | | | | | | | | \$528,000 | \$458,093 | |
| Supervision | | | | | | | | | | | | | | | | | | | |
| Total Architectural Costs | \$528,000 | \$458,093 | \$69,907 | \$528,000 | | | | | | | | | | | | | \$528,000 | \$458,093 | |
| Total Survey & Engineering | \$285,000 | \$247,266 | \$37,734 | \$285,000 | | | | | | | | | | | | | \$285,000 | \$247,266 | |
| CONSTRUCTION INTEREST & FEES | | | | | | | | | | | | | | | | | | | |
| Construction Loan Interest | \$312,590 | \$271,203 | \$41,387 | \$312,590 | | | | | | | | | | | | | \$312,590 | \$104,396 | |
| Origination Fee | \$102,400 | \$88,842 | \$13,558 | \$102,400 | | | | | | | | | | | | | \$102,400 | \$54,709 | |
| Credit Enhancement/Application Fee | | | | | | | | | | | | | | | | | | | |
| Bond Premium | | | | | | | | | | | | | | | | | | | |
| Title & Recording | \$22,500 | \$19,521 | \$2,979 | \$22,500 | | | | | | | | | | | | | \$22,500 | \$9,042 | |
| Taxes | \$5,000 | \$4,338 | \$662 | \$5,000 | | | | | | | | | | | | | \$5,000 | \$2,671 | |
| Insurance | \$65,000 | \$56,394 | \$8,606 | \$65,000 | | | | | | | | | | | | | \$65,000 | \$26,121 | |
| Other: Inspection Fees | \$30,000 | \$26,028 | \$3,972 | \$30,000 | | | | | | | | | | | | | \$30,000 | \$26,028 | |
| Other: Lender Due Diligence | \$50,000 | \$43,380 | \$6,620 | \$50,000 | | | | | | | | | | | | | \$50,000 | \$43,380 | |
| Total Construction Interest & Fees | \$587,490 | \$509,707 | \$77,783 | \$587,490 | | | | | | | | | | | | | \$587,490 | \$266,348 | |
| PERMANENT FINANCING | | | | | | | | | | | | | | | | | | | |
| Loan Origination Fee | | | | | | | | | | | | | | | | | | | |
| Credit Enhancement/Application Fee | | | | | | | | | | | | | | | | | | | |
| Title & Recording | \$5,000 | \$4,338 | \$662 | \$5,000 | | | | | | | | | | | | | \$5,000 | | |
| Taxes | | | | | | | | | | | | | | | | | | | |
| Insurance | | | | | | | | | | | | | | | | | | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | |
| Total Permanent Financing Costs | \$5,000 | \$4,338 | \$662 | \$5,000 | | | | | | | | | | | | | \$5,000 | | |
| Subtotals Forward | \$13,260,319 | \$11,504,668 | \$1,755,651 | \$6,660,319 | \$1,400,000 | \$5,200,000 | | | | | | | | | | | \$13,260,319 | \$8,990,363 | |
| LEGAL FEES | | | | | | | | | | | | | | | | | | | |
| Lender Legal Paid by Applicant | \$60,000 | \$52,056 | \$7,944 | \$60,000 | | | | | | | | | | | | | \$60,000 | \$24,112 | |
| Other: Sponsor/GP Legal | \$140,000 | \$121,464 | \$18,536 | \$140,000 | | | | | | | | | | | | | \$140,000 | \$56,394 | |
| Total Attorney Costs | \$200,000 | \$173,520 | \$26,480 | \$200,000 | | | | | | | | | | | | | \$200,000 | \$80,506 | |
| RESERVES | | | | | | | | | | | | | | | | | | | |
| Rent Reserves | \$625,000 | \$625,000 | | \$625,000 | | | | | | | | | | | | | \$625,000 | | |
| Capitalized Rent Reserves | | | | | | | | | | | | | | | | | | | |
| Required Capitalized Replacement Reserve | | | | | | | | | | | | | | | | | | | |
| 3-Month Operating Reserve | \$150,864 | \$150,864 | | \$150,864 | | | | | | | | | | | | | \$150,864 | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | |
| Total Reserve Costs | \$775,864 | \$775,864 | | \$775,864 | | | | | | | | | | | | | \$775,864 | | |
| APPRAISAL | | | | | | | | | | | | | | | | | | | |
| Total Appraisal Costs | \$10,000 | \$8,676 | \$1,324 | \$10,000 | | | | | | | | | | | | | \$10,000 | \$8,676 | |

| IV. SOURCES AND USES BUDGET - SECTION 1: SOURCES AND USES BUDGET | | | | | Permanent Sources | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------|--------------|-------------|-------------------|---------------------------------------|-------------------------------------|----|----|----|----|----|----|----|-----|-----|-----|---|-----------------------------|-------------------------|--|--|--|--|--|--|--|--|
| | TOTAL PROJECT COST | RES. COST | COM'L. COST | TAX CREDIT EQUITY | 1)Citibank - Permanent Tranche B Loan | 2)San Diego Housing Commission Loan | 3) | 4) | 5) | 6) | 7) | 8) | 9) | 10) | 11) | 12) | SUBTOTAL | 70% PVC for New Const/Rehab | 30% PVC for Acquisition | | | | | | | | |
| Total Contingency Cost | \$462,116 | \$400,933 | \$61,184 | \$462,116 | | | | | | | | | | | | | \$462,116 | \$400,933 | | | | | | | | | |
| OTHER PROJECT COSTS | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TCAC App/Allocation/Monitoring Fees | \$76,491 | \$76,491 | | \$76,491 | | | | | | | | | | | | | \$76,491 | | | | | | | | | | |
| Environmental Audit | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Local Development Impact Fees | \$1,104,776 | \$1,104,776 | | \$1,104,776 | | | | | | | | | | | | | \$1,104,776 | \$1,104,776 | | | | | | | | | |
| Permit Processing Fees | \$162,000 | \$140,551 | \$21,449 | \$162,000 | | | | | | | | | | | | | \$162,000 | \$140,551 | | | | | | | | | |
| Capital Fees | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Marketing | \$52,628 | \$52,628 | | \$52,628 | | | | | | | | | | | | | \$52,628 | | | | | | | | | | |
| Furnishings | \$25,000 | \$25,000 | | \$25,000 | | | | | | | | | | | | | \$25,000 | \$25,000 | | | | | | | | | |
| Market Study | \$5,000 | \$5,000 | | \$5,000 | | | | | | | | | | | | | \$5,000 | \$5,000 | | | | | | | | | |
| Accounting/Reimbursable | \$65,000 | \$56,394 | \$8,606 | \$65,000 | | | | | | | | | | | | | \$65,000 | \$56,394 | | | | | | | | | |
| Soft Cost Contingency | \$77,592 | \$67,319 | \$10,273 | \$77,592 | | | | | | | | | | | | | \$77,592 | \$67,319 | | | | | | | | | |
| Prevailing Wage Monitoring | \$45,000 | \$39,042 | \$5,958 | \$45,000 | | | | | | | | | | | | | \$45,000 | \$39,042 | | | | | | | | | |
| Other: SDHC Loan Fees | \$177,000 | \$153,565 | \$23,435 | \$177,000 | | | | | | | | | | | | | \$177,000 | | | | | | | | | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Other Costs | \$1,790,487 | \$1,720,767 | \$69,720 | \$1,790,487 | | | | | | | | | | | | | \$1,790,487 | \$1,438,083 | | | | | | | | | |
| SUBTOTAL PROJECT COST | \$16,498,786 | \$14,584,427 | \$1,914,359 | \$11,298,786 | \$1,400,000 | \$5,200,000 | | | | | | | | | | | \$16,498,786 | \$12,318,561 | | | | | | | | | |
| DEVELOPER COSTS | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Developer Overhead/Profit | \$1,400,000 | \$1,400,000 | | \$1,400,000 | | | | | | | | | | | | | \$1,400,000 | \$1,400,000 | | | | | | | | | |
| Consultant/Processing Agent | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Project Administration | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Broker Fees Paid to a Related Party | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Construction Oversight by Developer | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other: (Specify) | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Developer Costs | \$1,400,000 | \$1,400,000 | | \$1,400,000 | | | | | | | | | | | | | \$1,400,000 | \$1,400,000 | | | | | | | | | |
| TOTAL PROJECT COST | \$17,898,786 | \$15,984,427 | \$1,914,359 | \$11,298,786 | \$1,400,000 | \$5,200,000 | | | | | | | | | | | \$17,898,786 | \$12,318,561 | | | | | | | | | |
| Note: Syndication Costs shall NOT be included as a project cost. | | | | | | | | | | | | | | | | | Bridge Loan Expense During Construction: | | | | | | | | | | |
| Calculate Maximum Developer Fee using the eligible basis subtotals. | | | | | | | | | | | | | | | | | Total Eligible Basis: | | | | | | | | | | |
| DOUBLE CHECK AGAINST PERMANENT FINANCING TOTALS: | | | | | | | | | | | | | | | | | \$11,298,786 | \$1,400,000 | \$5,200,000 | | | | | | | | |

Funding sources and costs should be aligned appropriately. For example, public funding sources for land purchase or construction costs should be shown as paying for these costs. Do not randomly select funding sources for line item costs if they have a dedicated source of payment.

- ¹ Required: evidence of land value (see Tab 1). Land value must be included in Total Project Cost and Sources and Uses Budget (includes donated or leased land). Except for non-competitive projects with donated land, TCAC will not accept a budget with a nominal land value. Please refer to the TCAC website for additional information and guidance.
- ² Required: include a detailed explanation of Demolition and Offsite Improvements requirements as well as a cost breakdown in Attachment 12, Construction and Design Description.

Note: The conditional formatting embedded in this Sources and Uses Budget workbook tests only for mathematical errors, i.e. whether sum total of Sources (Column R) matches Total Project Cost (Column B) and whether each source listed in the Sources and Uses Budget workbook (Row 103) matches that of Permanent Financing in the Application workbook (Row 106). The conditional formatting does NOT test for any regulatory threshold or feasibility requirements. Applicants are advised to conduct their own due diligence and not rely upon the conditional formatting in this workbook.

FOR PLACED IN SERVICE APPLICATION SUBMISSIONS:

| | |
|--|--|
| SYNDICATION (Investor & General Partner) | |
| Organizational Fee | |
| Bridge Loan Fees/Exp. | |
| Legal Fees | |
| Consultant Fees | |
| Accountant Fees | |
| Tax Opinion | |
| Other | |

CERTIFICATION BY OWNER:
As owner(s) of the above-referenced low-income housing project, I certify under penalty of perjury, that the project costs contained herein are, to the best of my knowledge, accurate and actual costs associated with the construction, acquisition and/or rehabilitation of this project and that the sources of funds shown are the only funds received by the Partnership for the development of the project. I authorize the California Tax Credit Allocation Committee to utilize this information to calculate the low-income housing tax credit.

Signature of Owner/General Partner

Date

Printed Name of Signatory

Title of Signatory

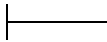
Total Syndication Costs _____

CERTIFICATION OF CPA/TAX PROFESSIONAL:

As the tax professional for the above-referenced low-income housing project, I certify under penalty of perjury, that the percentage of aggregate basis financed by tax-exempt bonds is: _____

Signature of Project CPA/Tax Professional

Date



V. BASIS AND CREDITS - SECTION 1: BASIS AND CREDITS

Determination of Eligible and Qualified Basis

A. Basis and Credits

| | 70% PVC for New Construction/ Rehabilitation | 30% PVC for Acquisition |
|--|---|----------------------------|
| Total Eligible Basis: | \$12,318,561 | |
| Ineligible Amounts | | |
| Subtract All Grant Proceeds Used to Finance Costs in Eligible Basis: | | |
| Subtract Non-Qualified Non-Recourse Financing: | | |
| Subtract Non-Qualifying Portion of Higher Quality Units: | | |
| Subtract Photovoltaic Credit (as applicable): | | |
| Subtract Historic Credit (residential portion only): | | |
| Subtract (specify other ineligible amounts): | | |
| Subtract (specify other ineligible amounts): | | |
| Total Ineligible Amounts: | | |
| Total Eligible Basis Amount Voluntarily Excluded: | \$957,280 | |
| Total Basis Reduction: | (\$957,280) | |
| Total Requested Unadjusted Eligible Basis: | \$11,361,281 | |
| Total Adjusted Threshold Basis Limit: | \$15,367,061 | |
| *Qualified Census Tract (QCT) or Difficult to Develop Area (DDA) Adjustment: | 130% | 100% |
| Total Adjusted Eligible Basis: | \$14,769,665 | |
| Applicable Fraction: | 100% | 100% |
| Qualified Basis: | \$14,769,665 | |
| Total Qualified Basis: | \$14,769,665 | |
| **Total Credit Reduction: | | |
| Total Adjusted Qualified Basis: | \$14,769,665 | |

*130% boost if your project is located in a DDA or QCT, or Reg. Section 10317(d) as applicable.

(Boost is auto calculated from your selection in: II. APPLICATION - SECTION 2: GENERAL AND SUMMARY INFORMATION - B)

**to be calculated in: "Points System". See Checklist.

B. Determination of Federal Credit

| | New Construction /Rehabilitation | Acquisition |
|--|--|-------------|
| Adjusted Qualified Basis, After Credit Reduction: | \$14,769,665 | |
| *Applicable Percentage: | 9.00% | 3.23% |
| Subtotal Annual Federal Credit: | \$1,329,270 | |
| Total Combined Annual Federal Credit: | \$1,329,270 | |

* Applicants are required to use these percentages in calculating credit at the application stage.

C. Determination of Minimum Federal Credit Necessary For Feasibility

| | |
|----------------------------------|--------------|
| Total Project Cost | \$17,898,786 |
| Permanent Financing | \$6,600,000 |
| Funding Gap | \$11,298,786 |
| Federal Tax Credit Factor | \$0.85000 |

Federal tax credit factor must be at least \$1.00 for self-syndication projects or at least \$0.85 for all other projects.

| | |
|--|--------------|
| Total Credits Necessary for Feasibility | \$13,292,689 |
| Annual Federal Credit Necessary for Feasibility | \$1,329,269 |
| Maximum Annual Federal Credits | \$1,329,269 |
| Equity Raised From Federal Credit | \$11,298,786 |

| | |
|------------------------------|-----|
| Remaining Funding Gap | \$0 |
|------------------------------|-----|

If Applying For State Credit Complete Section (D) & (E)

D. Determination of State Credit

State Credit Basis

| NC/Rehab | Acquisition |
|-----------------|--------------------|
| \$11,361,281 | |

Rehabilitation or new construction basis only (no acquisition basis), except in rare cases of At-Risk projects eligible for State Credit on the acquisition basis at the 0.13 factor when no 130% basis increase is used

Factor Amount

| | |
|-----|-----|
| 30% | 13% |
|-----|-----|

Maximum Total State Credit

| | |
|-------------|-----|
| \$3,408,384 | \$0 |
|-------------|-----|

E. Determination of Minimum State Credit Necessary for Feasibility

State Tax Credit Factor

| |
|--|
| |
|--|

State tax credit factor must be at least \$0.80 for "certified" state credits; at least \$0.65 for self-syndication projects; or at least \$0.60 for all other projects

State Credit Necessary for Feasibility

| |
|--|
| |
|--|

Maximum State Credit

| |
|--|
| |
|--|

Equity Raised from State Credit

| |
|--|
| |
|--|

Remaining Funding Gap

| |
|-----|
| \$0 |
|-----|

VI. POINTS SYSTEM - SECTION 1: POINTS SYSTEM

A maximum of 20 points shall be available in combining the cost efficiency, credit reduction, and public funds categories.

A. Cost Efficiency/Credit Reduction/Public Funds

Maximum 20 Points

A(1) Cost Efficiency

20 Points

Make a selection: Not applying for Cost Efficiency points

Projects total eligible basis that is below the maximum calculated threshold basis limits, including permitted adjustments receives 1 point for each full % below the maximum permitted adjusted threshold basis limits.

- 1) Project's adjusted threshold basis limits: _____
- 2) Project's total eligible basis: _____
- 3) Difference in threshold basis limits: _____
- 4) Calculated percent below adjusted threshold basis limits: _____ 0% (Rounded down to the nearest whole percent)

| | |
|--|----------|
| Total Points for Cost Efficiency: | 0 |
|--|----------|

A(2) Credit Reduction

20 Points

Credit Reduction: 0% (1 point for each full % that the qualified basis is reduced)

- 1) Total Qualified Basis: \$14,769,665
- 2) Credit Percent Reduction: 0%
- 3) Total Qualified Basis Reduction: \$0
(This figure was rounded up to the nearest whole number on the worksheet "Basis & Credits")
- 4) Project's Total Adjusted Qualified Basis : \$14,769,665

| | |
|---|----------|
| Total Points for Credit Reduction: | 0 |
|---|----------|

A(3) Public Funds Section

20 Points

Total committed funds (including assumptions), fee waivers, or value of donated land

1 point for each full % of Total Development Cost (TDC) including the value of any donations or fee waivers

| | |
|--|---|
| <u>\$5,200,000</u> | ¹ Federal, tribal, state or local funds |
| _____ | ² Outstanding principal balances of prior existing public or subsidized debt |
| _____ | IRC 509(a)(1) local community foundation funds --does NOT include charitable foundations |
| _____ | Awarded AHP funds |
| _____ | Waiver of fees resulting in quantifiable cost savings and not required by federal or state law |
| _____ | ³ Land donated by a public entity, or land leased from a public entity |
| _____ | ³ Land donated as part of an inclusionary housing ordinance or other negotiated development agreements |
| _____ | ⁴ Public contributions of off-site costs |
| <u>\$1,400,000</u> | ⁵ Private "tranche B" loan points value --calculated in "Final Tie Breaker Self-Score" spreadsheet |
| Total committed funds, fee waivers, or value of donated land: <u>\$6,600,000</u> | |
| ***Total project cost: <u>\$17,898,786</u> | |
| Percentage of funds versus TDC: <u>36%</u> (rounded down) | |

¹ All loans must be "soft," having terms (or remaining terms) in excess of 15 years, and below market interest rates, interest accruals, or residual receipts payments for at least the first 15 years of their terms. The maximum below-market interest rate allowed for scoring purposes is 4% simple, or the applicable federal rate if compounding. RHS Section 514 and 515 financing is considered soft debt for purposes of scoring under this category. There must be conclusive evidence presented in the application that any new public funds have been firmly committed as stated in Regulation Section 10325(c)(1)(C). Please see also Checklist Items, Tab 1.

² If the principal balances of prior publicly funded or subsidized loans are to be assumed, documented approval of the loan assumption or other required procedure by the public agency holding the promissory note must be provided. Accrued interest recast as principal under a new loan agreement will not be considered in scoring. See also Checklist Items, Tabs 1 and 20.

³ To receive points in this category, land and building values must be supported by an independent, third party appraisal consistent with Regulation Section 10322(h)(9). Donated land value must be included in Total Project Cost and the Sources and Uses Budget. Evidence of land value is required (see Tab 1).

⁴ Off-site costs must be documented as waived fees pursuant to a nexus study or must be developed by a sponsor as a condition of local approval. Please review Regulation Section 10325(c)(1)(C) for a more complete description of requirements.

⁵ Private "tranche B" loans underwritten based on rent differentials attributable to rent subsidies. Calculate in **Final Tie Breaker Self-Score**.

| | |
|---------------------------------------|-----------|
| Total Points for Public Funds: | 36 |
|---------------------------------------|-----------|

| | |
|--|-----------|
| Total Points for Cost Efficiency, Credit Reduction, & Public Funds: | 36 |
|--|-----------|

B. General Partner and Management Company Characteristics

Maximum 9 Points

B(1) General Partner Experience

6 Points

General Partner Name:

Alpha Project for the Homeless

Select from ONE of the following two options:

5 or more projects in service more than 3 years, including 1 in service more than 5 years and 2 California LIHTC projects

Special Needs housing type project opting for 5 project experience category:

Yes

For Special Needs housing type projects applying through the Nonprofit or Special Needs set-asides only:

4 or more Special Needs projects in service more than 3 years, including 1 California LIHTC project

To qualify for this option, all projects must qualify as Special Needs. The California LIHTC project need not be one of the Special Needs projects.

To receive points under this subsection for projects in existence for more than 3 years from the filing deadline date, the applicant must submit a certification from a 3rd party certified public accountant (CPA) that the projects for which points are requested have maintained a positive operating cash flow from typical residential income alone (e.g. rents, rental subsidies, late fees, forfeited deposits, etc.) for the year in which each development's last financial statement has been prepared and have funded reserves in accordance with the partnership agreement and any applicable loan documents. This certification must list the specific projects for which the points are being requested. The CPA certification may be in the form of an agreed upon procedure report that includes funded reserves as of the report date, which shall be within 60 days of the application deadline, unless the general partner or key person has no current projects which are eligible for points in which case the report date shall be after the date from which the general partner or key person separated from the last eligible project. To obtain points for projects previously owned by the proposed general partner, a similar certification must be submitted with respect to the last full year of ownership by the proposed general partner, along with verification of the number of years that the project was owned by that general partner. This certification must list the specific projects for which the points are being requested.

| | |
|---|----------|
| Total Points for General Partner Experience: | 6 |
|---|----------|

B(2) Management Company Experience

3 Points

Select from ONE of the following two options:

11 or more projects managed more than 3 years, including 2 California LIHTC projects

Special Needs housing type project opting for 11 project experience category: **Yes**

For Special Needs housing type projects applying through the Nonprofit or Special Needs set-asides only:

2-3 Special Needs projects managed more than 3 years, including 1 California LIHTC project

To qualify for this option, all projects must qualify as Special Needs. The California LIHTC project need not be one of the Special Needs projects.

Management Company Name:

Royal Management Management Group, Inc.

Total Points for Management Company Experience: 3

Points in subsections (A) and (B) above will be awarded in the highest applicable category and are not cumulative. For maximum points in either subsection (A) or (B) above, a completed application attachment for the general partner or for the management agent, respectively, must be provided. For points to be awarded in subsection (B), an enforceable management agreement executed by both parties for the subject application must be submitted at the time of application. "Projects" as used in this subsections (A) and (B) means multifamily, rental, affordable developments of over 10 units that are subject to a recorded regulatory agreement or, in the case of housing on tribal lands, where federal HUD funds have been utilized in affordable rental developments. General Partner and Management Company experience points may be given based on the experience of the principals involved, or on the experience of municipalities or other nonprofit entities that have experience but have formed single-asset entities for each project in which they have participated, notwithstanding that the entity itself would not otherwise be eligible for such points. Alternatively, a management company may receive 2 points if it provides evidence that the management agent assigned to the project, either on-site or with management responsibilities for the site, has been certified, prior to application deadline, by a housing tax credit certification examination by a nationally recognized housing tax credit compliance entity and be on a list maintained by the Committee. These points may substitute for other management company experience but will not be awarded in addition to such points.

General partners and management companies with fewer than 2 active California LIHTC projects for more than 3 years, and general partners and management companies for projects requesting points under the special needs categories with no active California LIHTC projects for more than 3 years, should refer to Regulation Section 10325(c)(2) and Checklist Items Tabs 21 and 22 for additional requirements.

Total Points for General Partner & Management Company Experience: 9

C. Housing Needs

Maximum 10 Points

Special Needs

10 Points

Select one if project is a scattered site acquisition and/or rehabilitation : N/A

Total Points for Housing Needs: 10

D. Site & Service Amenities

D(1) Site Amenities

Maximum 15 Points

Amenities must be appropriate to the tenant population served. To receive points the amenity must be in place at the time of application. TCAC Regulation Sections 10325(c)(5)(A), 10325(c)(5)(A)(1) and 10325(c)(5)(A)(5) provide information on the limited exceptions to this requirement. The application must include a map scaled for distance using a standardized radius from the development site as determined by the Committee. Measurement from the project to a site must not cross significant physical barriers. The map must show the distance of the site amenities from the development site. An application proposing a project located on multiple scattered sites shall be scored proportionately in the site and service amenities based upon (i) each site's score, and (ii) the percentage of units represented by each site, except that for scattered site projects of less than 20 units, service amenities shall be scored in the aggregate across all sites. Applicants must provide color photographs, a contact person and a contact telephone number for each requested site amenity. Any inaccurate information will be subject to negative points. No more than 15 points will be awarded in this category. Only one point award will be available in each of the subcategories (a-h) listed below. Site amenity points are not applicable to projects that apply and are awarded under the Native American apportionment. However, for those applicants unsuccessful in the apportionment and considered under the Rural set-aside, site amenity scoring will be applicable.

Amenities may include:

a) Transit

- (i) Located where there is a bus rapid transit station, light rail station, commuter rail station, ferry terminal, bus station, or public bus stop within 1/3 mile of the project site with service at least every 30 minutes during the hours of 7-9 a.m. and 4-6 p.m. Monday through Friday (or at least two departures during each peak period for the commuter rail station or ferry terminal), and the project's density exceeds 25 units per acre. **7 Points**
- (ii) The project site is within 1/3 mile of a bus rapid transit station, light rail station, commuter rail station, ferry terminal, bus station, or public bus stop with service at least every 30 minutes during the hours of 7-9 a.m. and 4-6 p.m. Monday through Friday (or at least two departures during each peak period for the commuter rail station or ferry terminal). **6 Points**
- (iii) The project site is within 1/2 mile of a bus rapid transit station, light rail station, commuter rail station, ferry terminal, bus station, or public bus stop with service at least every 30 minutes during the hours of 7-9 a.m. and 4-6 p.m. Monday through Friday (or at least two departures during each peak period for the commuter rail station or ferry terminal). **5 Points**
- (iv) The project site is within 1/3 mile of a bus rapid transit station, light rail station, commuter rail station, ferry terminal, bus station, or public bus stop. (For rural set-aside projects, these points may be awarded where van or dial-a-ride service is provided to tenants.) **4 Points**
- (v) The project site is within 1/2 mile of a bus rapid transit station, light rail station, commuter rail station, ferry terminal, bus station, or public bus stop. **3 Points**

Select one: (i)

In addition to meeting one of the categories above (i through v), points are available to applicants committing to provide residents free transit passes or discounted passes to each rent restricted unit for at least 15 years:

Select one: N/A

N/A A private bus or transit system providing free service may be substituted with prior approval from the CTCAC Executive Director. This prior approval must be received before the application deadline and the bus or transit system must meet the relevant headway and distance criteria stated above. If pre-approved, select applicable point category above.

| | |
|--|----------|
| Total Points for Transit Amenity: | 7 |
|--|----------|

b) Public Park

- (i) The site is within 1/2 mile of a public park (1 mile for Rural set-aside projects) (not including school grounds unless there is a bona fide, formal joint-use agreement between the jurisdiction responsible for the park's/recreation facilities and the school district or private school providing availability to the general public of the school grounds and/or facilities) or a community center accessible to the general public. **3 Points**

Joint-use agreement (if yes, please provide a copy) N/A
- (ii) The site is within 3/4 mile (1.5 miles for Rural set-aside). **2 Points**

Select one: (i)

| | |
|--|----------|
| Total Points for Public Park Amenity: | 3 |
|--|----------|

c) Book-Lending Public Library

- (i) The site is within 1/2 mile of a book-lending public library that also allows for inter-branch lending when in a multi-branch system (1 mile for Rural set-aside projects). **3 Points**

- (ii) The site is within 1 mile of a book-lending public library that also allows for inter-branch lending when in a multi-branch system (2 miles for Rural set-aside projects). **2 Points**

Select one: (ii)

| | |
|---|----------|
| Total Points for Public Library Amenity: | 2 |
|---|----------|

d) Full-Scale Grocery Store, Supermarket, Neighborhood Market, or Farmers' Market

Please refer to Checklist Items for supporting documentation requirements

- (i) The site is within 1/2 mile of a full scale grocery store/supermarket of at least 25,000 gross interior square feet where staples, fresh meat, and fresh produce are sold (1 mile for Rural set-aside projects). **5 Points**

- (ii) The site is within 1 mile of a full scale grocery store/supermarket of at least 25,000 gross interior square feet where staples, fresh meat, and fresh produce are sold (2 miles for Rural set-aside projects). **4 Points**

- (iii) The site is within 1.5 miles of a full scale grocery store/supermarket of at least 25,000 gross interior square feet where staples, fresh meat, and fresh produce are sold (3 miles for Rural set-aside projects). **3 Points**

- (iv) The site is within 1/4 mile of a neighborhood market of 5,000 gross interior square feet or more where staples, fresh meat, and fresh produce are sold (1/2 mile for Rural set-aside projects). **4 Points**

- (v) The site is within 1/2 mile of a neighborhood market of 5,000 gross interior square feet or more where staples, fresh meat, and fresh produce are sold (1 mile for Rural set-aside projects). **3 Points**

- (vi) The site is within 1/2 mile of a weekly farmers' market certified by the California Federation of Certified Farmers' Markets, and operating at least 5 months in a calendar year. **2 Points**

- (vii) The site is within 1 mile of a weekly farmers' market certified by the California Federation of Certified Farmers' Markets, and operating at least 5 months in a calendar year. **1 Point**

Select one: (ii)

| | |
|---|----------|
| Total Points for Full-Scale Grocery Store/Supermarket or Convenience Market Amenity: | 4 |
|---|----------|

e) Public Elementary, Middle, or High School

(i) For a qualifying development, the site is within 1/4 mile of a public elementary school; 1/2 mile of a public middle school; or 1 mile of a public high school (an additional 1/2 mile for each public school type for Rural set-aside projects), and the site is within the attendance area of that school. **3 Points**

(ii) The site is within 3/4 mile of a public elementary school; 1 mile of a public middle school; or 1.5 miles of a public high school (an additional 1/2 mile for each public school type for Rural set-aside projects), and the site is within the attendance area of that school. **2 Points**

Select one: (i)

| | |
|--|----------|
| Total Points for Public Elementary, Middle, or High School Amenity: | 3 |
|--|----------|

f) Senior Developments: Daily Operated Senior Center

(i) For a **senior development** the project site is within 1/2 mile of a daily operated senior center or a facility offering daily services to seniors (not on the project site) (1 mile for Rural set-aside). **3 Points**

(ii) The project site is within 3/4 mile of a daily operated senior center or a facility offering daily services to seniors (not on the project site) (1.5 miles for Rural Set-aside). **2 Points**

Select one: N/A

| | |
|---|----------|
| Total Points for Daily Operated Senior Center Amenity: | 0 |
|---|----------|

g) Special Needs or SRO Development: Population Specific Service Oriented Facility

(i) For a **special needs or SRO development**, the site is located within 1/2 mile of a facility that operates to serve the population living in the development. **3 Points**

(ii) The project site is located within 1 mile of a facility that operates to serve the population living in the development. **2 Points**

Select one: N/A

| | |
|--|----------|
| Total Points for Population Specific Service Oriented Facility Amenity: | 0 |
|--|----------|

h) Medical Clinic or Hospital

(i) The site is within 1/2 mile (1 mile for Rural Set-aside) of a qualifying medical clinic with a physician, physician's assistant, or nurse practitioner onsite for a minimum of 40 hours each week, or hospital (not merely a private doctor's office). **3 Points**

(ii) The site is within 1 mile (1.5 miles for Rural Set-aside) of a qualifying medical clinic with a physician, physician's assistant, or nurse practitioner onsite for a minimum of 40 hours each week, or hospital (not merely a private doctor's office). **2 Points**

Select one: (ii)

| | |
|---|----------|
| Total Points for Medical Clinic or Hospital Amenity: | 2 |
|---|----------|

i) Pharmacy

- (i) The site is within 1/2 mile of a pharmacy (1 mile for Rural Set-aside). (This category may be combined with the other site amenities above). **2 Points**

- (ii) The site is within 1 mile of a pharmacy (2 miles for Rural Set-aside). (This category may be combined with the other site amenities above). **1 Point**

Select one: (ii)

| | |
|-----------------------------------|---|
| Total Points for Pharmacy: | 1 |
|-----------------------------------|---|

j) In-unit High Speed Internet Service

- (i) High speed internet service with a 768 kilobits/second capacity provided in each unit free of charge to the tenants for a minimum of 15 years, and available within 6 months of the project's placed-in-service date. If internet service is selected, it must be provided even if it is not needed for points. **2 Points**

- (ii) **Rural set-aside only:** High speed internet service with a 768 kilobits/second capacity provided in each unit free of charge to the tenants for a minimum of 15 years, and available within 6 months of the project's placed-in-service date. If internet service is selected, it must be provided even if it is not needed for points. **3 Points**

Select one: N/A

| | |
|---|---|
| Total Points for Internet Service: | 0 |
|---|---|

| | |
|---|----|
| Total Points for Site Amenities: | 22 |
|---|----|

Site Amenity Contact List:

Amenity Name: San Diego MTS
 Address: 1255 Imperial Avenue, Suite 1000
 City, Zip: San Diego 92101
 Contact Person: Jeff Codling
 Phone: 619.557.4555 Ext.:
 Amenity Type: Transit Station/Transit Stop
 Website: www.sdmts.com
 Distance in miles: 0.1 mile

Amenity Name: Vons
 Address: 3610 Adams Ave
 City, Zip: San Diego 92116
 Contact Person: John Carter
 Phone: 619.280.7634 Ext.:
 Amenity Type: Grocery/Farmers' Market
 Website: http://local.vons.com
 Distance in miles: 0.6 mile

Amenity Name: Rite Aid Pharmacy
 Address: 3650 Adams Ave
 City, Zip: San Diego 92116
 Contact Person: Nathan Ramsey
 Phone: 619.563.0802 Ext.:
 Amenity Type: Pharmacy
 Website: https://locations.riteaid.com/
 Distance in miles: 0.6 mile

Amenity Name: Wilson Middle School
 Address: 3838 Orange Ave
 City, Zip: San Diego 92105
 Contact Person: Dave Downey
 Phone: 619.362.3474 Ext.:
 Amenity Type: Public Elementary/Middle/High Scho
 Website: http://www.sandiegounified.org/scho
 Distance in miles: 0.1 mile

Amenity Name: Mid-City Community Clinic
 Address: 4290 Polk Ave
 City, Zip: San Diego 92105
 Contact Person: Jamilah P.
 Phone: 619.563.0250 Ext.:
 Amenity Type: Medical Clinic/Hospital
 Website: sdfamilycare.org
 Distance in miles: 0.55 mile

Amenity Name: Teralta Park
 Address: Teralta Park
 City, Zip: San Diego 92105
 Contact Person: Herman Parker
 Phone: 619.236.6643 Ext.:
 Amenity Type: Public Park
 Website: https://www.sandiego.gov/planning/
 Distance in miles: 0.2 mile

Amenity Name: Kensington – Normal Heights Bran
 Address: 4121 Adams Ave
 City, Zip: San Diego, CA 92116
 Contact Person: Lynne Russo
 Phone: 619.533.3974 Ext.:
 Amenity Type: Book-Lending Public Library
 Website: www.sandiego.gov/public-library/lo
 Distance in miles: 0.55 mile

Amenity Name:
 Address:
 City, Zip:
 Contact Person:
 Phone: Ext.:
 Amenity Type:
 Website:
 Distance in miles:

Amenity Name:
 Address:
 City, Zip:
 Contact Person:
 Phone: Ext.:
 Amenity Type:
 Website:
 Distance in miles:

Amenity Name:
 Address:
 City, Zip:
 Contact Person:
 Phone: Ext.:
 Amenity Type:
 Website:
 Distance in miles:

D(2) Service Amenities

Maximum 10 Points

Projects that provide high-quality services designed to improve the quality of life for tenants are eligible to receive points for service amenities. Services must be appropriate to meet the needs of the tenant population served and designed to generate positive changes in the lives of tenants. An application proposing a project located on multiple scattered sites (all sites within a five-mile diameter range) shall be scored proportionately in the site and service amenities based upon (i) each site's score, and (ii) the percentage of units represented by each site, except that for scattered site projects of less than 20 units, service amenities shall be scored in the aggregate across all

Except as provided below and in Reg. Section 10325(c)(5)(B), in order to receive points in this category physical space for service amenities must be available when the development is placed-in-service. Services space must be located inside the project and provide sufficient square footage, accessibility and privacy to accommodate the proposed services. The amenities must be available within 6 months of the project's placed-in-service date. Applicants must commit that services will be provided for a period of 15 years.

All services must be of a regular and ongoing nature and provided to tenants free of charge (except for day care services or any charges required by law). Services must be provided on-site except that projects may use off-site services within 1/2 mile of the development (1 1/2 mile for Rural set-aside projects) provided that they have a written agreement with the service provider enabling the development's tenants to use the services free of charge (except for day care and any charges required by law) and that demonstrate that provision of on-site services would be duplicative. All organizations providing services for which the project is claiming service amenities points must have at least 24 months experience providing services to one of the target populations to be served by the project.

Items 1 through 6 are applicable to Large Family, Senior, and At-Risk projects. Items 7 through 12 are applicable to Special Needs and SRO projects. Items 1 through 12 are mutually exclusive. One proposed service may not receive points under two different categories.

Applications must include a services sources and uses budget clearly describing all anticipated income and expenses associated with the services program and that aligns with the services commitments provided (i.e. contracts, MOUs, letters, etc.) Applications shall receive points for services only if the proposed services budget adequately accounts for the level of service. The budgeted amount must reasonably be expected to cover the costs of the proposed level of service. **PLEASE REFER TO REGULATION SECTION 10325(c)(5)(B) FOR COMPLETE SERVICE AMENITY POINTS REQUIREMENTS.**

No more than 10 points will be awarded in this category. **The service budget spreadsheet must be completed.** Amenities may include, but are not limited to:

a) Large Family, Senior, At-Risk projects:

- | | | |
|------------|--|-----------------|
| N/A | (1) Service Coordinator. Responsibilities must include, but are not limited to: (a) providing tenants with information about available services in the community, (b) assisting tenants to access services through referral and advocacy, and (c) organizing community-building and/or other enrichment activities for tenants (such as holiday events, tenant council, etc.). Minimum ratio of 1 Full Time Equivalent (FTE) Service Coordinator to 600 bedrooms. | 5 points |
| N/A | Service Coordinator as listed above, except: Minimum ratio of 1 FTE Service Coordinator to 1,000 bedrooms. | 3 points |
| N/A | (2) Other Services Specialist. Must provide individualized assistance, counseling and/or advocacy to tenants, such as to assist them to access education, secure employment, secure benefits, gain skills or improve health and wellness. Includes, but is not limited to: Vocational/Employment Counselor, ADL or Supported Living Specialist, Substance Abuse or Mental Health Counselor, Peer Counselor, Domestic Violence Counselor. Minimum ratio of 1 FTE Services Specialist to 600 bedrooms. | 5 points |

| | | |
|--|---|-----------------|
| <u>N/A</u> | Other Services Specialist as listed above, except: Minimum ratio of 1 FTE Services Specialist to 1,000 bedrooms. | 3 points |
| <u>N/A</u> | (3) Adult educational, health and wellness, or skill building classes. Includes but is not limited to: financial literacy, computer training, home-buyer education, GED, resume building, ESL, nutrition, exercise, health information/awareness, art, parenting, on-site food cultivation and preparation, and smoking cessation classes. Minimum of 84 hours instruction each year (42 hours for small developments of 20 units or less). | 7 points |
| <u>N/A</u> | Adult educational, health & wellness, or skill building classes as listed above, except: Minimum of 60 hours instruction each year (30 hours for small developments). | 5 points |
| <u>N/A</u> | Adult educational, health & wellness, or skill building classes as listed above, except: Minimum of 36 hours instruction each year (18 hours for small developments). | 3 points |
| <u>N/A</u> | (4) Health and wellness services and programs. Such services and programs shall provide individualized support to tenants (not group classes) and need not be provided by licensed individuals or organizations. Includes, but is not limited to visiting nurses programs, intergenerational visiting programs, or senior companion programs. Minimum of 100 hours of services per year for each 100 bedrooms. | 5 points |
| <u>N/A</u> | Health and wellness services and programs as listed above, except: Minimum of 60 hours of services per year for each 100 bedrooms. | 3 points |
| <u>N/A</u> | Health and wellness services and programs as listed above, except: Minimum of 40 hours of services per year for each 100 bedrooms. | 2 points |
| <u>N/A</u> | (5) Licensed child care. Shall be available 20 hours or more per week, Monday through Friday, to residents of the development. (Only for large family projects or other projects in which at least 25% of units are 3 bedrooms or larger.) | 5 points |
| <u>N/A</u> | (6) After school program for school age children. Includes, but is not limited to tutoring, mentoring, homework club, art and recreational activities. (Only for large family projects or other projects in which at least 25% of units are 3 bedrooms or larger). Minimum of 10 hours per week, offered weekdays throughout the school year. | 5 points |
| <u>N/A</u> | After school program for school age children as listed above, except: Minimum of 6 hours per week, offered weekdays throughout the school year. | 3 points |
| <u>N/A</u> | After school program for school age children as listed above, except: Minimum of 4 hours per week, offered weekdays throughout the school year. | 2 points |
| <u>b) Special Needs and SRO projects:</u> | | |
| <u>Yes</u> | (7) Case Manager. Responsibilities must include (but are not limited to) working with tenants to develop and implement an individualized service plan, goal plan or independent living plan. Minimum ratio of 1 Full Time Equivalent (FTE) Case Manager to 100 bedrooms. | 5 points |
| <u>N/A</u> | Case Manager as listed above, except: Minimum ratio of 1 FTE Case Manager to 160 bedrooms. | 3 points |

| | | |
|------------|---|-----------------|
| N/A | (8) Service Coordinator or Other Services Specialist. Service coordinator responsibilities shall include, but are not limited to: (a) providing tenants with information about available services in the community, (b) assisting tenants to access services through referral and advocacy, and (c) organizing community-building and/or other enrichment activities for tenants (such as holiday events, tenant council, etc.). Other services specialist must provide individualized assistance, counseling and/or advocacy to tenants, such as to assist them to access education, secure employment, secure benefits, gain skills or improve health and wellness. Includes, but is not limited to: Vocational/Employment Counselor, ADL or Supported Living Specialist, Substance Abuse or Mental Health Counselor, Peer Counselor, Domestic Violence Counselor. Minimum ratio of 1 FTE Service Coordinator or Other Services Specialist to 360 bedrooms. | 5 points |
| N/A | Service Coordinator or Other Services Specialist as listed above, except: Minimum ratio of 1 FTE Case Manager to 600 bedrooms. | 3 points |
| N/A | (9) Adult educational, health and wellness, or skill building classes. Includes but is not limited to: financial literacy, computer training, home-buyer education, GED, resume building, ESL, nutrition, exercise, health information/awareness, art, parenting, on-site food cultivation and preparation, and smoking cessation classes. Minimum of 84 hours of instruction each year (42 hours for small developments of 20 units or less). | 5 points |
| N/A | Adult educational, health & wellness, or skill building classes as listed above, except: Minimum of 60 hours of instruction each year (30 hours for small developments). | 3 points |
| Yes | Adult educational, health & wellness, or skill building classes as listed above, except: Minimum of 36 hours of instruction each year (18 hours for small developments). | 2 points |
| Yes | (10) Health or behavioral health services provided by appropriately-licensed organization or individual. Includes but is not limited to: health clinic, adult day health center, medication management services, mental health services and treatment, substance abuse services and treatment. | 5 points |
| N/A | (11) Licensed child care. Shall be available 20 hours or more per week, Monday through Friday, to residents of the development. (Only for large family projects or other projects in which at least 30% of units are 3 bedrooms or larger.) | 5 points |
| N/A | (12) After school program for school age children. Includes, but is not limited to tutoring, mentoring, homework club, art and recreational activities. (Only for large family projects or other projects in which at least 30% of units are 3 bedrooms or larger). Minimum of 10 hours per week, offered weekdays throughout the school year. | 5 points |
| N/A | After school program for school age children as listed above, except: Minimum of 6 hours per week, offered weekdays throughout the school year. | 3 points |
| N/A | After school program for school age children as listed above, except: Minimum of 4 hours per week, offered weekdays throughout the school year. | 2 points |

| | | |
|--|--|-----------|
| The service budget spreadsheet must be completed. | Total Points for Service Amenities: | 12 |
|--|--|-----------|

E. Sustainable Building Methods

Maximum 5 Points

REVIEW REG. SECTION 10325(c)(6) BEFORE PROCEEDING
APPLICANTS WILL BE HELD TO REGULATORY REQUIREMENTS. THE APPLICATION MAY CONTAIN ABBREVIATED DESCRIPTIONS OF THE REQUIREMENTS FOR THIS SECTION.

E(1) New Construction and Adaptive Reuse projects select from the following features:

Yes a. Develop the project in accordance with the minimum requirements with any one of the following programs:
GreenPoint Rated Program **5 Points**

N/A b. **ENERGY EFFICIENCY**
EITHER: Energy efficiency as indicated in Reg. Section 10325(c)(6)(B) beyond the requirements in the 2016 Title 24, Part 6 of the California Building Code (2016 Standards):
Better than the 2016 Standards **N/A** **0 Points**

If the local building department has determined that building permit applications submitted on or before December 31, 2016 are complete, then energy efficiency beyond the requirements in the 2013 Title 24, Part 6 of the California Building Code (2013 Standards)
Better than the 2013 Standards **N/A** **0 Points**

OR: Energy efficiency with renewable energy that provides the following percentages of project tenants' energy loads:
Low Rise (1-3 habitable stories) **N/A** **0 Points**

Multifamily of 4+ habitable stories **N/A** **0 Points**

E(2) Rehabilitation projects select from the following features:

N/A a. Develop the project in accordance with the minimum requirements with any one of the following programs:
N/A **0 Points**

N/A b. Rehabilitate to improve energy efficiency; points awarded based on percentage decrease in estimated Time Dependent Valuation energy use post-rehabilitation:
Improvement over current:
N/A **0 Points**

N/A c. Additional rehabilitation project measures (chose one or more of the following three categories):
 1. PHOTOVOLTAIC / SOLAR
N/A **0 Points**

N/A 2. SUSTAINABLE BUILDING MANAGEMENT PRACTICES, INCLUDING BOTH OF THE FOLLOWING: **0 Points**
 Develop project-specific maintenance manual, including information on all energy and green building features
 Undertake formal building systems commissioning, retro-commissioning, or re-commissioning

N/A 3. INDIVIDUALLY METER (OR SUB-METER CURRENT MASTER-METERED) GAS, ELECTRICITY, OR CENTRAL HOT WATER SYSTEMS FOR ALL TENANTS **0 Points**

E(3) New Construction and Rehabilitation projects:

N/A d. WATER EFFICIENCY: **0 Points**
N/A

To receive these points, the applicant and the project architect must certify in the application which of the above items will be included in the project's design and specifications, and further must certify at the project's placed-in-service date that the items were completed. In addition, certain point categories require completion of the TCAC Sustainable Building Method Workbook and accompanying documentation by a qualified energy analyst at application and placed-in-service stages. Refer to Reg. Section 10325(c)(6), Checklist Item Tab 25, and the TCAC website for requirements related to the TCAC Sustainable Building Method Workbook. Refer to Reg. Section 10325(c)(6)(G) for specific Compliance and Verification requirements. Projects receiving points under this category that fail to meet the requirements of Reg. Section 10325(c)(6) will be subject to negative points under Section 10325(c)(3).

| | |
|---|----------|
| Total Points For Sustainable Building Methods: | 5 |
|---|----------|

F. Lowest Income

F(1) Lowest Income Restriction for All Units

50 Points

The "Percent of Area Median Income" category may be used only once. For instance, 50% of Income Targeted Units to Total Tax Credit Units at 50% of Area Median Income (AMI) cannot be used twice for 100% at 50% and receive 50 points, nor can 50% of Income Targeted Units to Total Tax Credit Units at 50% of Area Median Income for 25 points and 40% of Income Targeted Units to Total Units at 50% of Area Median Income be used for an additional 20 points. However, the "Percent of Income Targeted Units" may be used multiple times. For example, 50% of Targeted Units at 50% of Area Median Income for 25 points may be combined with another 50% of Targeted Units at 45% of Area Median Income to achieve the maximum points. All projects must score at least 45 points in this category to be eligible for 9% Tax Credit.

RESYNDICATION PROJECTS CHOOSING HOLD HARMLESS RENTS CANNOT RECEIVE LOWEST INCOME POINTS FOR HOLD HARMLESS RENTS. CURRENT RENT LIMITS MUST BE USED FOR LOWEST INCOME POINT SCORING.

*Only projects competing in the Rural Set-aside may use the 55% AMI column and selected targeting in the 50% AMI column.

**60% AMI is included as a place-holder and will not receive any additional points.

| | | Percent of Area Median Income (AMI) | | | | | | |
|--|-----|-------------------------------------|------|-------|------|------|------|------|
| | | **60% | *55% | 50% | 45% | 40% | 35% | 30% |
| Percent of Income Targeted Units to Total Tax Credit Units (exclusive of mgr.'s units) | 80% | 0 | | | | 45 | 47.5 | 50 |
| | 75% | 0 | | | | 42.5 | 45 | 47.5 |
| | 70% | 0 | | | | 40 | 42.5 | 45 |
| | 65% | 0 | | | 35 | 37.5 | 40 | 42.5 |
| | 60% | 0 | | | 32.5 | 35 | 37.5 | 40 |
| | 55% | 0 | | | 30 | 32.5 | 35 | 37.5 |
| | 50% | 0 | | 25* | 27.5 | 30 | 32.5 | 35 |
| | 45% | 0 | | 22.5* | 25 | 27.5 | 30 | 32.5 |
| | 40% | 0 | 17.5 | 20 | 22.5 | 25 | 27.5 | 30 |
| | 35% | 0 | 15 | 17.5 | 20 | 22.5 | 25 | 27.5 |
| | 30% | 0 | 12.5 | 15 | 17.5 | 20 | 22.5 | 25 |
| | 25% | 0 | 10 | 12.5 | 15 | 17.5 | 20 | 22.5 |
| | 20% | 0 | 7.5 | 10 | 12.5 | 15 | 17.5 | 20 |
| 15% | 0 | 5 | 7.5 | 10 | 12.5 | 15 | 17.5 | |
| 10% | 0 | 2.5 | 5 | 7.5 | 10 | 12.5 | 15 | |

| Consolidate your units before entering your information into the table Do not enter any non-qualifying units into the table | | | | |
|--|---|---|--|---------------|
| Number of Targeted Tax Credit Units | Percent of Area Median Income (AMI) (30%- 55%)* | Percentage of Units to Total Units (before rounding down) | Percent of Income Targeted Units to Total Tax Credit Units (exclusive of mgr.'s units) | Points Earned |
| 19 | 30 | 36.54 | 35 | 27.5 |
| 8 | 35 | 15.38 | 15 | 15 |
| 9 | 40 | 17.31 | 15 | 12.5 |
| 8 | 45 | 15.38 | 15 | 10 |
| 8 | 50 | 15.38 | 15 | 7.5 |
| | 0 -Rural only | 0.00 | 0 | 0 |
| | 0 -Rural only | 0.00 | 0 | 0 |
| | 60 | 0.00 | 0 | 0 |
| 52 | Total Points Requested: | | | 72.5 |

***IF 60% AMI UNITS ARE LESS THAN 10% OF TOTAL UNITS, LEAVE CELL E660 BLANK.**

F(2) Lowest Income for 10% of Total Restricted Units at 30% AMI

2 Points

A project that agrees to have at least 10% of its units available for tenants with incomes no greater than 30% AMI and agrees to restrict the rents on those units accordingly can receive two additional points. The 30% AMI units must be spread across the various bedroom sizes, starting with the largest bedroom count units (e.g. four bedroom units) and working down to the smaller bedroom count units, assuring that at least 10% of the larger units are proposed at 30% AMI. So long as the project meets the 10% standard as a whole, the 10% standard need not be met among all of the smaller units. TCAC may correct applicant errors in carrying out this largest-to-smallest unit protocol.

| Bedroom Selection | Total Number of Tax Credit Units per Bedroom Size | Number of Targeted Tax Credit Units @ 30% AMI | Percentage of Units to Total Units (by bedroom size) |
|-------------------|---|---|--|
| 5 BR | 0 | 0 | 0.0000 |
| 4 BR | 0 | 0 | 0.0000 |
| 3 BR | 0 | 0 | 0.0000 |
| 2 BR | 0 | 0 | 0.0000 |
| 1 BR | 20 | 7 | 0.3500 |
| SRO | 32 | 12 | 0.3750 |
| Total: | 52 | 19 | - |

Lowest Income for 10% of Total Restricted Units at 30% AMI Points: 2

Total Points for Lowest Income: 74.5

G. Readiness to Proceed

Points are available to applications documenting each of the categories below, up to a maximum of 15 points. Within the application the following must be delivered (see Regulation Section 10325(c)(8) and the Checklist Items for additional information):

Readiness to Proceed

Maximum 15 Points

- Yes** (i) Enforceable commitment for all construction financing, as evidenced by executed commitment and payment of commitment fees **5 points**
- Yes** (ii) Evidence, as verified by the appropriate officials, that all environmental review clearances (CEQA, NEPA, applicable tribal land environmental reviews) necessary to begin construction, except for clearances related to loans with must pay debt service for which the applicant is not seeking public funds points or tiebreaker benefit (except the Tranche B calculation), are either finally approved or unnecessary **5 points**
- Yes** (iii) All necessary public or tribal land use approvals subject to the discretion of local or tribal elected officials **5 points**

15 points will be available to projects that document all of the above and are able to begin construction within 180 days of the Credit Reservation, as evidenced by submission of the following within 180 days* of the Credit Reservation: updated application form and explanation of changes, executed construction contract, breakdown of lender-approved construction costs, recorded deeds of trust for all construction financing, binding commitments for permanent financing and any other required financing, a limited partnership agreement executed by the general partner and the investor providing the equity, payment of all construction lender fees, issuance of building permits (see TCAC Regulation Section 10325(c)(8) for additional guidance), and notice to proceed delivered to the contractor. If no construction lender is involved, evidence must be submitted within 180 days after the Credit Reservation is made that the equity partner has been admitted to the ownership entity and that an initial disbursement of funds has occurred. Failure to meet this timeline will result in rescission of the Credit Reservation. In addition to the above, all applicants receiving any points under this subsection must provide an executed Letter of Intent (LOI) from the project's equity partner within 90 days of the credit reservation. The LOI must include those features called for in the CTCAC application (See Appendix for requirements).

In the event that one or more of the above criteria have NOT been met, 5 points may be awarded for each one that has been met. In such cases, the 180-day requirements shall not apply to projects that do not obtain the maximum points in this category. The 90-day requirements apply to all projects requesting any points under this category.

*After the Credit Reservation date TCAC will randomly assign a 180 day deadline for half of the awarded projects and a 194 day deadline for the remaining half of the projects.

| | |
|---|-----------|
| Total Points for Readiness to Proceed: | 15 |
|---|-----------|

H. Miscellaneous Federal and State Policies

Maximum 2 Points

- | | |
|---|------------------------|
| <p>Yes (i) For applicants that agree that the Committee may exchange Federal Tax Credits for State Tax Credits in an amount that will yield equal equity as if only Federal Tax Credits were awarded.</p> | <p>2 Points</p> |
| <p>N/A (ii) Enhanced Accessibility and Visitability. Project design incorporates California Building Code Chapter 11(B) and the principles of Universal Designed listed in Reg. Section 10325(c)(9)(B) in at least half of the project's units.</p> | <p>2 Points</p> |
| <p>N/A (iii) Smoke Free Residence. The proposed project will have at least 1 nonsmoking building and incorporate prohibition of smoking into the lease agreements for the affected units. If a single building project, the project will designate contiguous units as nonsmoking.</p> | <p>2 Points</p> |
| <p>N/A (iv) Historic Preservation. The project proposes to incorporate historic tax credits.</p> | <p>1 Point</p> |
| <p>N/A (v) Revitalization Area Project. The project is located within a QCT, a census tract in which at least 50% of the households have an income of less than 60% AMI, or a federal Promise Zone. The development will contribute to a concerted community revitalization plan as demonstrated by a letter from a local government official.</p> | <p>2 Points</p> |
| <p>N/A (vi) Eventual Tenant Ownership. The project proposes to make tax credit units available for eventual tenant ownership.</p> | <p>1 Point</p> |

| | |
|---|----------|
| Total Points for Miscellaneous Federal and State Policies: | 2 |
|---|----------|

VI. POINTS SYSTEM - SECTION 2: POINTS SYSTEM SUMMARY

Total Possible Points: 138, Minimum Point Threshold: 117

| | APPLICANT POINTS | MAXIMUM POINTS | TOTAL POINTS |
|---|---------------------|-------------------|-----------------|
| A. Cost Efficiency, Credit Reduction, & Public Funds | 20 | 20 | 20 |
| A(1) <i>Cost Efficiency</i> | 0 | 20 | |
| A(2) <i>Credit Reduction</i> | 0 | 20 | |
| A(3) <i>Public Funds</i> | 36 | 20 | |
| B. General Partner & Management Company Experience | 9 | 9 | 9 |
| A(1) <i>General Partner Experience</i> | 6 | 6 | |
| A(2) <i>Management Company Experience</i> | 3 | 3 | |
| C. Housing Needs | 10 | 10 | 10 |
| D. Site & Service Amenities | 25 | 25 | 25 |
| D(1) <i>Site Amenities</i> | 22 | 15 | |
| D(2) <i>Service Amenities</i> | 12 | 10 | |
| E. Sustainable Building Methods | 5 | 5 | 5 |
| F. Lowest Income & 10% of Units Restricted @ 30% AMI | 52.0 | 52.0 | 52.0 |
| F(1) <i>Lowest Income</i> | 72.5 | 50.0 | |
| F(2) <i>10% of Units Restricted @ 30% AMI</i> | 2 | 2 | |
| G. Readiness to Proceed | 15 | 15 | 15 |
| H. Miscellaneous Federal and State Policies | 2 | 2 | 2 |
| *Negative Points (if any, please enter amount:) | | NO MAX | 0 |
| Total Points: | | | 138.0 |

*Negative points given to general partners, co-developers, management agents, consultants, or any member or agent of the Development Team may remain in effect for up to two calendar years, but in no event shall be in effect for less than one funding round. Furthermore, negative points may be assigned to one or more Development Team members, but do not necessarily apply to the entire Team. Negative points assigned by the Executive Director may be appealed to the Committee under appeal procedures enumerated in the regulations.

VII. TIE BREAKER SYSTEM - FINAL TIE BREAKER SELF-SCORE

This section is included in the application for self-scoring. Be aware that TCAC will use self scores to determine which projects undergo further review in the competition, including the verification of self scores, for possible reservation of tax credits. TCAC will not verify or evaluate every project's self score. Project's that self score too low to successfully compete for a reservation of tax credits will not undergo any further review by TCAC.

Review TCAC Reg. Section 10325(c)(10). Provide evidence of committed permanent public funds in Tab 20 and evidence of public subsidies, if any, in Tab 17.

Projects with commercial/non-residential costs will have committed public funds discounted by the percentage of the project proposed to be commercial or non-residential.

Ineligible off-site costs should be excluded from both numerators and denominators. Enter a positive number for the "Ineligible Offsites" under the list of leveraged soft financing below. Ineligible Off-site costs will be automatically excluded from both the numerators and the denominators.

Evidence of land value is required (see Tab 1). The value of the land per TCAC Regulations must be included in "Total residential project development costs" below as evidenced in Tab 1 of the application. Donated land value must be included in Total Project Cost and the Sources and Uses Budget.

Final Tie Breaker Formula:

$$\frac{\text{Committed, permanent, leveraged soft financing defraying residential costs X size factor X subsidy percentage factor}}{\text{Total residential project development costs}} + \left(\left(1 - \frac{\text{Requested unadjusted eligible basis + amount of basis reduction up to leveraged soft financing exclusive of donated land and fee waivers}}{\text{Total residential project development costs}} \right) / 3 \right)$$

SOFT FINANCING

| | |
|--|-------------|
| Tranche B, if applicable (calculate below) | \$1,400,000 |
| Total donated land value | |
| Total fee waivers | |
| List leveraged soft financing excluding donated land and fee waivers: | |
| SDHC Loan | \$5,200,000 |
| Tie-breaker adjustment factor per Regulation Section 10325 (c) (10) A | \$790,817 |
| Both Tranche B and SDHC loan are exclusively for residential use only. | |
| | |
| | |
| | |
| | |
| Less: Ineligible Offsites | |
| Total leveraged soft financing excluding donated land and fee waivers | \$5,990,817 |
| TOTAL | \$7,390,817 |

BASIS REDUCTION

| | |
|-----------------------|-----------|
| Total basis reduction | \$957,280 |
|-----------------------|-----------|

MIXED USE PROJECTS

For mixed-use projects, the permanent public fund numerator must be discounted/reduced by the mixed-use ratio below.

Mixed-use projects: Total commercial cost / Total project cost:

THE PRORATED COMMERCIAL COST DEDUCTION TO SOFT FUNDS MUST BE CALCULATED FIRST, BEFORE APPLYING ANY SUBSIDY ADJUSTMENT/INCREASE TO THE NUMERATOR (REGULATION SECTION 10325(c)(10)(A)). TCAC staff may adjust this ratio as deemed appropriate.

Sample formula (commercial costs) for numerator *Committed permanent soft funds defraying residential costs* =(G44)*(1-J49)

SIZE FACTOR

New construction
 Tax credit units:
 Size factor:

RENTAL/OPERATING SUBSIDY BOOST

For projects with public operating or rental subsidies listed in Reg. Section 10325(c)(10)(A), calculate the percentage increase below and increase the soft funds numerator by the adjustment percentage.

Operating and rental subsidies: % of subsidized units:

100.000%

25.000%

Subsidy adjustment/increase to permanent public funds numerator (This adjustment is calculated in the numerator after any commercial cost adjustment).

The number of rental subsidy units and the number of operating subsidy units are cumulative, up to 100%.

FINAL TIE BREAKER CALCULATION

| | | | | |
|---|---------------------|--|--|---------------------|
| <u>Soft financing less commercial proration</u> | <u>\$6,600,335</u> | | <u>Requested unadjusted eligible basis</u> | <u>\$11,361,281</u> |
| <u>Soft financing with size factor</u> | <u>\$6,666,338</u> | | | |
| <u>With rental/operating subsidy boost</u> | <u>\$8,332,923</u> | | | |
| <hr/> | | | | |
| | \$8,332,923 | | \$12,318,561 | |
| | <u>\$15,984,427</u> | | <u>\$15,984,427</u> | |
| | | | + ((1 - _____) / 3) = 59.776% | |

Tranche B calculation

For purposes of the public funds points section and the final tie breaker, a Tranche B loan is the lesser of the actual commitment amount or the following. Please note, an application must include a private Tranche B loan supported by a public subsidy to utilize this calculation.

Rental Income Differential:

| | | | | |
|-----------|------------|--------------------|---------------|------------|
| | | <u>Rent Limit:</u> | | |
| | | 40% AMI | | |
| | | (SRO/SpN) | | |
| | | OR | | |
| | | 50% AMI | Public | Calculated |
| | | (ALL OTHER) | Subsidy | Annual |
| Unit Type | # of Units | | Contract Rent | Rent |
| SRO | 32 | \$564 | \$942 | \$145,152 |
| 1 bedroom | 20 | \$600 | \$1,074 | \$113,760 |
| | | | | \$0 |
| | | | | \$0 |
| | | | | \$0 |
| | | | | \$0 |
| | | | TOTAL | \$258,912 |

| | |
|----------------------------|--------------------|
| Rental Income Differential | \$258,912 |
| Less Vacancy | <u>5.0%</u> |
| Net Rental Income | \$245,966 |
| Available for debt service | |
| @ 1.15 DSC ratio: | \$213,884 |
| | |
| Loan term (years) | 15 |
| Interest rate (annual) | 6.0% |
| DSC ratio | 1.15 |
| | |
| Loan amount per TCAC | |
| underwriting standards: | <u>\$2,112,165</u> |
| | |
| Actual Tranche B | |
| loan amount: | <u>\$1,400,000</u> |

15 YEAR PROJECT CASH FLOW PROJECTIONS - Refer to TCAC Regulation Sections 10322(h)(22), 10325(f)(5), 10326(g)(4), 10327(f) and (g).

| REVENUE | MULTIPLIER | YEAR 1 | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 | YEAR 6 | YEAR 7 | YEAR 8 | YEAR 9 | YEAR 10 | YEAR 11 | YEAR 12 | YEAR 13 | YEAR 14 | YEAR 15 |
|--|------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Gross Rent | 1.025 | \$340,308 | \$348,816 | \$357,536 | \$366,474 | \$375,636 | \$385,027 | \$394,653 | \$404,519 | \$414,632 | \$424,998 | \$435,623 | \$446,514 | \$457,676 | \$469,118 | \$480,846 |
| Less Vacancy | 5.00% | -17,015 | -17,441 | -17,877 | -18,324 | -18,782 | -19,251 | -19,733 | -20,226 | -20,732 | -21,250 | -21,781 | -22,326 | -22,884 | -23,456 | -24,042 |
| Rental Subsidy | 1.025 | 279,180 | 286,160 | 293,313 | 300,646 | 308,162 | 315,867 | 323,763 | 331,857 | 340,154 | 348,658 | 357,374 | 366,308 | 375,466 | 384,853 | 394,474 |
| Less Vacancy | 5.00% | -13,959 | -14,308 | -14,666 | -15,032 | -15,408 | -15,793 | -16,188 | -16,593 | -17,008 | -17,433 | -17,869 | -18,315 | -18,773 | -19,243 | -19,724 |
| Miscellaneous Income | 1.025 | 7,632 | 7,823 | 8,018 | 8,219 | 8,424 | 8,635 | 8,851 | 9,072 | 9,299 | 9,531 | 9,770 | 10,014 | 10,264 | 10,521 | 10,784 |
| Less Vacancy | 5.00% | -382 | -391 | -401 | -411 | -421 | -432 | -443 | -454 | -465 | -477 | -488 | -501 | -513 | -526 | -539 |
| Total Revenue | | \$595,764 | \$610,658 | \$625,925 | \$641,573 | \$657,612 | \$674,052 | \$690,904 | \$708,176 | \$725,881 | \$744,028 | \$762,628 | \$781,694 | \$801,236 | \$821,267 | \$841,799 |
| EXPENSES | | | | | | | | | | | | | | | | |
| Operating Expenses: | 1.035 | | | | | | | | | | | | | | | |
| Administrative | | \$48,800 | \$50,508 | \$52,276 | \$54,105 | \$55,999 | \$57,959 | \$59,988 | \$62,087 | \$64,260 | \$66,509 | \$68,837 | \$71,247 | \$73,740 | \$76,321 | \$78,992 |
| Management | | 31,800 | 32,913 | 34,065 | 35,257 | 36,491 | 37,768 | 39,090 | 40,458 | 41,875 | 43,340 | 44,857 | 46,427 | 48,052 | 49,734 | 51,474 |
| Utilities | | 58,100 | 60,134 | 62,238 | 64,417 | 66,671 | 69,005 | 71,420 | 73,919 | 76,507 | 79,184 | 81,956 | 84,824 | 87,793 | 90,866 | 94,046 |
| Payroll & Payroll Taxes | | 91,400 | 94,599 | 97,910 | 101,337 | 104,884 | 108,555 | 112,354 | 116,286 | 120,356 | 124,569 | 128,929 | 133,441 | 138,112 | 142,946 | 147,949 |
| Insurance | | 13,000 | 13,455 | 13,926 | 14,413 | 14,918 | 15,440 | 15,980 | 16,540 | 17,119 | 17,718 | 18,338 | 18,980 | 19,644 | 20,331 | 21,043 |
| Maintenance | | 32,500 | 33,638 | 34,815 | 36,033 | 37,294 | 38,600 | 39,951 | 41,349 | 42,796 | 44,294 | 45,844 | 47,449 | 49,110 | 50,829 | 52,608 |
| Issuer and Monitoring Fee | | 7,950 | 8,228 | 8,516 | 8,814 | 9,123 | 9,442 | 9,773 | 10,115 | 10,469 | 10,835 | 11,214 | 11,607 | 12,013 | 12,433 | 12,869 |
| Total Operating Expenses | | \$283,550 | \$293,474 | \$303,746 | \$314,377 | \$325,380 | \$336,768 | \$348,555 | \$360,755 | \$373,381 | \$386,450 | \$399,975 | \$413,974 | \$428,464 | \$443,460 | \$458,981 |
| Tenant Internet Expense* | 1.035 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Service Amenities | 1.035 | 185,533 | 192,027 | 198,748 | 205,704 | 212,903 | 220,355 | 228,067 | 236,050 | 244,312 | 252,862 | 261,713 | 270,873 | 280,353 | 290,165 | 300,321 |
| Replacement Reserve | | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 | 13,250 |
| Real Estate Taxes | 1.020 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Rent Reserve Withdrawal | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,266 | -5,871 | -9,783 | -14,018 | -18,590 | -23,518 | -28,817 |
| Other (Specify): | 1.035 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenses | | \$482,333 | \$498,751 | \$515,743 | \$533,331 | \$551,534 | \$570,373 | \$589,873 | \$610,055 | \$628,677 | \$646,691 | \$665,155 | \$684,079 | \$703,477 | \$723,357 | \$743,735 |
| Cash Flow Prior to Debt Service | | \$113,431 | \$111,907 | \$110,181 | \$108,242 | \$106,078 | \$103,679 | \$101,031 | \$98,122 | \$97,204 | \$97,337 | \$97,473 | \$97,615 | \$97,760 | \$97,910 | \$98,064 |
| MUST PAY DEBT SERVICE | | | | | | | | | | | | | | | | |
| Citibank - Permanent Tranche B Loan | | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 | 92,770 |
| | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Debt Service | | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 | \$92,770 |
| Cash Flow After Debt Service | | \$20,661 | \$19,137 | \$17,411 | \$15,472 | \$13,308 | \$10,909 | \$8,261 | \$5,352 | \$4,434 | \$4,567 | \$4,703 | \$4,845 | \$4,990 | \$5,140 | \$5,294 |
| Percent of Gross Revenue | | 3.29% | 2.98% | 2.64% | 2.29% | 1.92% | 1.54% | 1.14% | 0.72% | 0.58% | 0.58% | 0.59% | 0.59% | 0.59% | 0.59% | 0.60% |
| 25% Debt Service Test | | 22.27% | 20.63% | 18.77% | 16.68% | 14.35% | 11.76% | 8.90% | 5.77% | 4.78% | 4.92% | 5.07% | 5.22% | 5.38% | 5.54% | 5.71% |
| Debt Coverage Ratio | | 1.223 | 1.206 | 1.188 | 1.167 | 1.143 | 1.118 | 1.089 | 1.058 | 1.048 | 1.049 | 1.051 | 1.052 | 1.054 | 1.055 | 1.057 |
| OTHER FEES** | | | | | | | | | | | | | | | | |
| GP Partnership Management Fee | | | | | | | | | | | | | | | | |
| LP Asset Management Fee | | 3,500 | 3,605 | 3,713 | 3,825 | 3,939 | 4,057 | 4,179 | 4,305 | 4,434 | 4,567 | 4,704 | 4,845 | 4,990 | 5,140 | 5,294 |
| Incentive Management Fee | | | | | | | | | | | | | | | | |
| Total Other Fees | | 3,500 | 3,605 | 3,713 | 3,825 | 3,939 | 4,057 | 4,179 | 4,305 | 4,434 | 4,567 | 4,704 | 4,845 | 4,990 | 5,140 | 5,294 |
| Remaining Cash Flow | | \$17,161 | \$15,532 | \$13,698 | \$11,647 | \$9,369 | \$6,851 | \$4,082 | \$1,047 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Deferred Developer Fee** | | | | | | | | | | | | | | | | |
| Residual or Soft Debt Payments** | | | | | | | | | | | | | | | | |
| SDHC Loan | | \$8,580 | \$7,766 | \$6,849 | \$5,824 | \$4,684 | \$3,426 | \$2,041 | \$523 | | | | | | | |

*9% and 4% + state credit applications should include the cost of tenant internet service if requested in the Points System site amenity section.

Other Fees and all payments made from cash flow after must pay debt should be completed according to the terms of the partnership agreement (or equivalent ownership entity terms). Please re-order line items consistent with any "order of priority" terms. **These items are to be completed when submitting an updated application for the Carryover, Readiness, Final Reservation, and Placed-in-Service deadlines.