



## Civic San Diego Notice of Funding Availability Affordable Rental Housing Development

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## Notice of Funding Availability (NOFA) February 16, 2017

**Civic San Diego, on behalf of the City of San Diego, is announcing the availability of \$25 million for the funding of affordable housing projects in the City of San Diego, California**

### **Background:**

Pursuant to State Assembly Bill 26 and Assembly Bill 1484 ("Dissolution Legislation"), on January 28, 2013, the City of San Diego ("City"), acting as the successor agency ("Successor Agency") to the former Redevelopment Agency ("Former RDA"), transferred all its housing assets ("Housing Assets") to the City, acting as the housing successor to the Former RDA.

Civic San Diego ("CivicSD") is a non-profit public benefit corporation created by the City to engage in economic development, land use permitting and services within downtown, and project management services, which, under California law, can be done by contract with or delegated by the City. CivicSD is authorized to negotiate contracts pursuant to the California Nonprofit Public Benefit Corporation Law (Corp. Code § 5110 et seq.), its Articles of Incorporation and its Bylaws. Additionally, CivicSD is authorized to enter into contracts for and on behalf of the City and the Successor Agency to the Redevelopment Agency of the City of San Diego ("Successor Agency") pursuant to its Operating Agreement and/or other applicable agreements, if any, with the City.

Although not required by the Dissolution Legislation, the Affordable Housing Master Plan ([AHMP 3MB PDF](#)) was developed by CivicSD, on behalf of the City, to be a guiding instrument to implement best practices and leverage limited resources, while optimizing affordable housing production for targeted populations. The original AHMP was adopted by the City Council on May 14, 2013, and an amendment approved by the City Council on January 11, 2016.

### **NOFA Availability:**

CivicSD, in accordance with the AHMP as adopted by the City, is announcing the availability of funds for affordable housing projects targeting households demonstrating low- to extremely-low-income (60% of Area Median Income [AMI] to 30% AMI) located within the City of San Diego, California. The City is required to maintain its housing funds, in a separate account, the Low and Moderate Income Housing Asset Fund (LMIHAF), and to deploy these funds toward maintaining, preserving, improving, and/or developing affordable housing projects and/or units. Pursuant to its Operating Agreement with the City, CivicSD is the responsible agency to manage the LMIHAF on behalf of the City.

The LMIHAF has \$25 million available under this NOFA to support the acquisition, rehabilitation or new construction of housing that will provide long-term affordability (55 years or longer). This NOFA is intended to represent gap financing, at below market interest rates, in order to leverage the City's

investment between the projected total development costs and other available funding sources. Other available funding sources may include, but are not limited to: private bank loans, low-income housing tax credits, owner equity, Multi-Family Housing Program/Affordable Housing Program (MHP and AHP respectively), other Federal, State and local funding, grants, and other public and private sources of funds.

**Project Eligibility:**

CivicSD is seeking proposals from qualified applicants that have demonstrated success in completing affordable housing projects, preferably of similar or greater size and complexity, employing various public and private funding sources, and compliance with prior Redevelopment Agency or San Diego Housing Commission loans. Applicants must also demonstrate a successful track record meeting the following:

- Knowledge of the community and support from community organizations;
- Familiarity of the unique attributes and opportunities of the neighborhood where the project would be located;
- Experience in developing and managing affordable housing;
- Understanding of mixed-income projects; and
- Commitment to an inclusive and informative public engagement process.

Additionally, within the AHMP, there are 12 guiding principles required for implementation of the AHMP as follows:

1. Maximize quality housing production with limited resources;
2. Provide homeless housing (permanent supportive housing);
3. Maximize leverage with other funding sources;
4. Develop affordable housing on real properties retained by the City;
5. Geographic diversity;
6. Transit-Oriented-Developments (TODs);
7. Catalyst for neighborhood investment;
8. Sustainability;
9. Allow for flexibility;
10. Competitively bid to select development partners;
11. Use conservative assumptions; and,
12. Statutory compliance.

Several of the guiding principles: flexibility, geographic diversity, transit-oriented-development and neighborhood investment, are of high importance in devising a deployment strategy for the LMIHAF. The issuance of a NOFA serves the objective of reaching the broadest array of qualified developers, benefiting key underserved communities while encouraging transparency and competitiveness.

Projects developing emergency shelter units for the homeless are not eligible as they do not result in permanent affordable housing. Mixed-income projects containing both affordable and market-rate units are eligible; however, only the affordable housing portion of the project can be eligible for funding under this NOFA.

CivicSD will evaluate proposals based on San Diego City Council adopted project goals and housing priorities as outlined in the AHMP. All proposals will be reviewed for consistency with the AHMP.

Additionally, Senate Bill 341 (SB 341) mandates that all funds remaining in the LMIHAF, after discounting for administrative costs, homeless prevention and rapid re-housing services, be used for the development of affordable housing units, occupied by households earning 80% of AMI or less. More specifically, SB 341 mandates the following:

- Not less than 30% of the LMIHAF may be invested in households earning 30% of AMI or less;
- Not more than 20% of the LMIHAF may be invested in households earning between 60% and 80% of AMI; and,
- Any remaining LMIHAF may be invested in households earning between 31% and 59% of AMI.

Qualified affordable housing developers meeting the NOFA qualifications and demonstrating the ability to design, build, and manage affordable housing are encouraged to submit proposals. Interested parties may submit as an individual entity and/or may partner with other entities, so long as the collective group meets the NOFA requirements. CivicSD and the City reserve the right to deploy funds from this NOFA, in their sole discretion and evaluation of qualified projects.

### **Project Goals:**

To be considered for funding under this NOFA, applicants must demonstrate:

- Proposed project must be consistent with the goals and objectives of the City's AHMP;
- Proposed housing units will remain affordable through deed restrictions or other acceptable covenants for a minimum of 55 years;
- Proposed project must demonstrate leverage and/or application of other capital resources, providing pro forma with reasonable costs;
- Proposed project must be soundly underwritten, in order to establish ability to compete in securing competitive funding sources;
- Proposed project site should be near transit, employment centers, and/or services that are convenient for the target population;
- Proposed building(s) must incorporate green building practices and materials, and/or certify for LEED Silver or above;
- Proposed project must be consistent with the zoning and enhance the neighborhood setting;
- Proposed project should strive to achieve the maximum development density allowed;
- Proposed project must incorporate community spaces, amenities and services for the target population;
- Proposed project will provide for expedited deployment of NOFA funds and priority will be given to projects demonstrating occupancy in three years or less;
- Applicant must possess control of the proposed project site through fee title, an option to purchase, a purchase and sales contract, a lease agreement, or other site control document; and,
- Applicant's development team must demonstrate experience with successful affordable housing projects as well as the capacity and willingness to work cooperatively with the community in the design and development of the project, as well as the long term management of the project.

While the geographical area of this NOFA is Citywide; certain preference may be given for the following:

- Mixed-use/mixed-income/commercial/retail (only the affordable units are eligible);
- Permanent supportive housing, veteran housing, non-emergency shelter housing for homeless;
- Promise Zone area and immediately adjacent neighborhoods;
- Improvement of a blighted property and/or neighborhood;
- Low-income census tract areas or former redevelopment areas; and
- Project readiness, including but not limited to entitlements and permits.

**Non-Financial Application Submittal Requirements:**

Applications will be accepted upon publication of this NOFA after submission of the following material:

- One unbound original hard copy, ten (10) hard copies, and one (1) “high quality” digital PDF file (on CD, flash drive or such other current electronic medium);
- The enclosed application form describing the project, the location, the proposed financing, the relevant project pro forma, developer qualifications, plans for neighborhood compatibility and engagement and any other information relevant for describing how the project meets the goals stated above;
- Demonstrated support from the community, if applicable;

**Financial Application Submittal Requirements:**

- **Documents submitted as evidence of Development Team Financial Capacity and Capability** should **not** be included in the hard copy Submittal or in the digital PDF file on CD or flash drive, but should be submitted separately in unbound, hard copy format in a sealed envelope marked “NOFA-Financial Capacity & Capability”; and
- The sealed Financial Capacity & Capability Envelope **must** also contain a self-addressed, stamped envelope to provide for the return of the documents.

**Application Process Time Line:**

The NOFA application process shall commence upon this publication. The NOFA shall remain open and available until such time that funds have been committed and/or deployed. As stated earlier, funding is limited to \$25 million.

The tentative time line for evaluating and selecting proposals is anticipated to be:

Proposal Submittals: February 16, 2017

NOFA Closing: April 28, 2017, or until such time funds have been committed.

**Application Review and Evaluation Process:**

CivicSD staff, in conjunction with its designated consultant team, will review and evaluate all complete and responsive proposals to verify the applicant's eligibility. Proposals from developers that do not meet the NOFA stated and required experience or do not comply with the AHMP will not be considered. Incomplete proposals will not be considered. Application materials must be complete and included with the submitted proposal. Additional application materials are included as exhibits to this NOFA.

All documents submitted as evidence of **Developer Financial Capacity & Capability** will be treated as confidential as allowed by law and returned in the self-addressed envelope prior to



selection of Final Development Team(s) for the Site. Failure to follow these instructions may result in rejection of the proposal and/or in the records becoming open to public inspection pursuant to the State of California Public Records Act (Government Code §6250 - §6276.48). With the exception of the Financial documents, all other documents submitted as part of this application are considered public records and will be made available to the public upon request.

Any funding recommendation will be presented to the CivicSD Board of Directors and any applicable CivicSD Board Committee. Subsequent to the CivicSD Board or Committee actions, the final recommendations will be presented to the San Diego City Council for final approval of funding. It is expected that once selected, the applicant will provide a comprehensive presentation of its proposed project to any discretionary body or for any noticed public meeting.

**Changes to NOFA Process:**

CivicSD and the City reserve the right to request additional information from applicants, reject any and all submittals, waive any irregularities in the submittal requirements or cancel, suspend or amend the provisions of this NOFA. If such an action occurs CivicSD will post such notification on its website.

**Environmental Review and Assessment:**

Prior to the final funding commitment, projects must be assessed in accordance with the California Environmental Quality Act (CEQA). If Federal funding is involved, the project must also be assessed in accordance with the National Environmental Policy Act (NEPA).

**Contact Information:**

Questions regarding this NOFA may be directed to:

Mr. Eli Sanchez  
Senior Project Manager  
Email: [sanchez@civicsd.com](mailto:sanchez@civicsd.com)  
Phone: 619-533-7121

**Submit Completed Non-Financial Application and Proposals to:**

Civic San Diego - NOFA  
401 B Street, Suite 400  
San Diego, CA 92101

**Submit Financial Capacity and Capability Sealed Envelope to:**  
(Marked "NOFA – Financial Capacity and Capability")

Keyser Marston Associates, Inc.  
Attention: Paul Marra  
555 West Beech St., Suite 460  
San Diego, California 92101

EXHIBIT A



**CIVIC SAN DIEGO  
2017 NOFA APPLICATION**

PROJECT APPLICANT

1. Project Applicant

Applicant Name (Organization/ Agency) \_\_\_\_\_

Primary Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_

Phone No: \_\_\_\_\_

E Mail: \_\_\_\_\_

What is the role of the Applicant in the project (*check all that apply*)

- ☐ Ownership Entity
- ☐ Managing Partner or Managing Member
- ☐ Sponsoring Organization
- ☐ Developer
- ☐ Other (describe): \_\_\_\_\_

2. Legal Status of Applicant

- ☐ General Partnership
- ☐ Joint Venture
- ☐ Limited Partnership Corporation
- ☐ Nonprofit Organization
- ☐ Other - specify \_\_\_\_\_

3. Status of Organization

- ☐ Currently Exists
- ☐ To be formed (estimated date): \_\_\_\_\_

4. Name(s) of individuals who will be General Partner(s) or Principal Owner(s)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



## PROJECT DESCRIPTION

5. Project Name: \_\_\_\_\_

Project Address: \_\_\_\_\_

Assessor's Parcel No: \_\_\_\_\_

6. Project Type (check all that apply):

- ☐ Rental
- ☐ Senior
- ☐ Special Needs
- ☐ Other - describe \_\_\_\_\_
- ☐ SRO Studio Apartments

7. Project Activity (check all that apply):

- ☐ Acquisition
- ☐ Rehabilitation
- ☐ Redevelopment
- ☐ New Construction
- ☐ Mixed Income
- ☐ Mixed Use
- ☐ Other (please specify): \_\_\_\_\_

8. Project Description

No. Units Total \_\_\_\_\_ No. Units Restricted \_\_\_\_\_ No. Res. Bldgs. \_\_\_\_\_

Commercial/Office Uses (specify) \_\_\_\_\_

Commercial Floor Area \_\_\_\_\_

No. Stories \_\_\_\_\_ Office Floor Area \_\_\_\_\_

Land Area \_\_\_\_\_ Residential Floor Area \_\_\_\_\_

Elevators \_\_\_\_\_ Other Uses (specify) \_\_\_\_\_

Community Room(s) Floor Areas \_\_\_\_\_

9. Parking

Total Parking Spaces \_\_\_\_\_

Parking Type \_\_\_\_\_

Residential Spaces and Ratio \_\_\_\_\_

Guest Spaces \_\_\_\_\_

Commercial Spaces and Ratio \_\_\_\_\_

Office Spaces and Ratio \_\_\_\_\_

10. Number of Housing Units by Income Category

Category	Number of Units	Percentage of Units
0% to 30% AMI (Extremely Low)		
31% to 50% AMI (Very Low)		
51% to 80% AMI (Low)		
Unrestricted		

11. Unit Amenities (air conditioning, laundry in unit, balconies, etc.):

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12. Number of Unit Types:

Studio 

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1-Bedroom 

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2-Bedroom 

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3-Bedroom 

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PROJECT NARRATIVE *(Please use additional sheets of paper as needed.)*

13. Project Description: Provide a brief narrative summary of the proposed project. Please include location, project type (new versus rehab), target population and any unique project characteristics.

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14. Project Design: Provide a description of the project's architectural and site plan concepts and how these concepts address the opportunities and limitations of the site and location.

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15. Green Building Features: Describe the green building features that will be incorporated into the project.

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16. On-Site Amenities: Describe any on site amenities including any project characteristics that address the special needs of the population you intend to serve.

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17. Neighborhood Off-Site Amenities: Describe the property location neighborhood transportation options local services and amenities within 1/4 mile and 1/2 mile of the site.

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18. Potential Development Obstacles: Are there any known issues or circumstances that may delay or create challenges for the project? If yes, list issues below including an outline of steps that will be taken and the time frame needed to resolve these issues.

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SITE INFORMATION (Please use additional sheets of paper as needed.)

19. Site Control

- a. Site control at the time of application is required. What is the level of site control currently
- b. Held by the applicant? \_\_\_\_\_
- c. Will site acquisition be a purchase or long term lease? \_\_\_\_\_
- d. What is the purchase price of the land? \_\_\_\_\_

For proposed leaseholds indicate the amount of the annual lease payment and the basis for determining that amount: \_\_\_\_\_

- e. What is the current County-assessed value of the site? \_\_\_\_\_
- f. Who is the current property owner and what is their address and contact information? \_\_\_\_\_

20. Site Information

- a. Total square footage of site \_\_\_\_\_
- b. Existing uses on the site and the approximate square footage of all structures:

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- c. Planned use of on-site existing structures

- ☐ Demolish
- ☐ Rehabilitate
- ☐ Other (describe) \_\_\_\_\_

- d. Provide the following information for each on-site building to be retained as part of this project: Square Footage, Date Built, No. of Stories, Occupancy Status: No. of existing residents and their respective income levels, Relocation Plan, if applicable.

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- e. Provide a brief description of the condition of any buildings to be rehabilitated:

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- f. Describe unique site features (parcel shape, historic resource, etc.)

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- g. Identify problem site conditions (high noise levels, ingress/egress issues, etc.)

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- h. Is the site in a floodplain? Yes \_\_\_\_\_ No \_\_\_\_\_ Map used \_\_\_\_\_  
If yes, type of floodplain \_\_\_\_\_ Number of years \_\_\_\_\_

- i. Describe adjoining land uses:

East  
West  
North  
South

## 21. Zoning

- a. What is the current zoning of the project site? \_\_\_\_
- b. Is the proposed project consistent with the existing zoning status of the site?  
Yes \_\_\_\_\_ No (explain)
- c. Indicate any discretionary review permits required for the project (Planned  
Community Permits, Design Review Permits, Rezoning, Entitlement Timing, etc.)

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- d. If rezoning is required identify the requested zoning district for the project: \_\_\_\_

## 22. Community Priorities

- a. Explain how this project meets the objectives of the housing goals and priorities  
identified in this NOFA and the goals and objectives of the City's AHMP and  
community priorities:

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PROJECT FUNDING (Please use additional sheets of paper as needed.)

23. Project Budget \_\_\_\_\_
- a. City Funds Requested \_\_\_\_\_ Funds Per Assisted Unit \_\_\_\_\_
- b. Total Project Cost \_\_\_\_\_ Cost Per Assisted Unit \_\_\_\_\_
- c. Other Sources of Permanent Financing not including private bank loans \_\_\_\_\_

Type of Funding

Amount

- ☐ 9% Low Income Housing Tax Credits
- ☐ 4% Low Income Housing Tax Credits
- ☐ CalHFA/Conventional Lender
- ☐ Other (explain) \_\_\_\_\_

d. How will the requested City funding be used? \_\_\_\_\_

e. Amount of developer fee and percentage of project cost? \_\_\_\_\_

f. Assess the chances, and the timeline, of the project securing required funding and steps that will be taken to make the project competitive.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

g. What is the self-scored nine percent (9%) tax credit tie breaker score for the project if applicable? \_\_\_\_\_

DEVELOPER EXPERIENCE (Please use additional sheets of paper as needed.)

Developers must have successfully completed a minimum of two affordable housing projects, preferably of similar size and complexity, as the proposed project to qualify for this NOFA.

24. Provide a summary of affordable housing experience:

Years Experience \_\_\_\_\_

Number of Projects \_\_\_\_\_

Number of Projects in San Diego County \_\_\_\_\_

Average Size of Projects \_\_\_\_\_

Number of Units Placed in Service \_\_\_\_\_

25. Describe two projects completed in the last three years that are similar to the proposed project and provide photographs of each project, more specifically with regard to their affordability levels, as well as their covenant period for affordability

a. Project 1 / Name of Project \_\_\_\_\_

Location \_\_\_\_\_

Number of Units \_\_\_\_\_

Type of Development (senior, family, etc.) \_\_\_\_\_

Name of Project Manager \_\_\_\_\_

Number of Stories \_\_\_\_\_

Unit Types (studio, 1 bedroom, etc.)

Type of Construction

Project Amenities

Entitlement Date

Occupancy Date

Funding Sources

b. Project 2 / Name of Project

Location

Number of Units

Type of Development (senior, family, etc.)

Name of Project Manager

Number of Stories

Unit Types (studio, 1 bedroom, etc.)

Type of Construction

Project Amenities

Entitlement Date

Occupancy Date

Funding Sources

26. Personnel

List the names of key members of the applicant's development team, their titles, responsibilities, and years of experience in affordable housing.

Project Staff	Name	Role in Proposed Project	Years of Housing Dev Experience	Years with this Developer
Project Manager				
Director of Real Estate Development				
Executive Director				
Chief Financial Officer				
Other				
Other				

27. Other Team Members

Indicate which of the following development team members have been selected and identify them if different from applicant:

Developer \_\_\_\_\_

Architect(s) \_\_\_\_\_

Engineer(s) \_\_\_\_\_

Attorney(s) and/or Tax Professionals \_\_\_\_\_

Property Management Agent \_\_\_\_\_

Financial and Other Consultant (s) \_\_\_\_\_



General Contractor \_\_\_\_\_

Investor \_\_\_\_\_

28. List all other participants and affiliates (people, businesses, and organizations) proposing to participate in the project.

Name

Address

_____	_____
_____	_____
_____	_____

29. Property Management

Describe how the property will be managed including the number of staff, locations and management office hours.

_____
_____
_____

30. If the project will be managed by an agency other than the project applicant describe the project applicant's role in the ongoing management of the project and resolution of management issues.

_____
_____
_____
_____

31. Community Contacts

## Applicant Certification

I certify that the information submitted in this application and all supporting materials is true, accurate and complete to the best of my knowledge. I acknowledge that if facts and or information herein are found to be misrepresented it shall constitute grounds for disqualification of my proposal. I further certify that all of the following statements are true except if I have indicated otherwise on this certification:

- ☐ No mortgage on a project listed by me has ever been in default, assigned to the Government, or foreclosed, nor has mortgage relief by the mortgagee been given;
- ☐ I have not experienced defaults or noncompliance under any contract or Regulatory agreement nor issued IRS Form 8823 on any Low Income Housing Tax Credit (LIHTC) projects I was involved in
- ☐ To the best of my knowledge there are no unresolved findings raised as a result of audits, management reviews or other investigations concerning me or my projects for the past ten years
- ☐ I have not been suspended, barred or otherwise restricted by any state agency from participating in the LIHTC program or other affordable housing programs
- ☐ I have not failed to use state funds or LIHTC allocated to me in any state

I have checked each deletion, if any, and have attached a true and accurate signed statement, if applicable, to explain the facts and circumstances which I think help to qualify me as a responsible principal for participation in this NOFA.

Applicant Name(s)

Signature Date

Print Name and Title

*This application and all supporting material are regarded as public records under the California Public Records Act.*

## APPLICATION SUPPORTING MATERIAL

In addition to submitting a complete application, the following additional supporting material must be provided with the application:

### 1. Cover Letter

Provide a brief summary of the proposed project and discuss your development team's qualifications and why your proposal should be selected for funding.

### 2. Community Outreach Plan

Include the plan for conducting community outreach to neighbors of the proposed development and interested community groups. The Outreach Plan should describe how your development team intends to build support for the project and address community concerns. The Outreach Plan should also discuss any anticipated community concerns and how they would be handled.

### 3. Development Schedule

Include a detailed project schedule identifying all major milestones. The schedule must include major milestones for the development approval process such as purchase of the property, development entitlements, community outreach process, financing, applications, approvals, closings, project construction and lease up. Projects with schedules projecting completion within **three years** will be given priority.

### 4. Experience and References

Provide resumes and project experience for all key team members and staff working on the project including but not limited to: principals, project manager, project staff and financial officer. Indicate the level of experience of the project manager with projects similar to the proposal. Provide at least three (3) references from City or County staff involved with projects completed in the last six (6) years.

### 5. Photos

Attach recent clearly labeled photos of the project site and surrounding area.

### 6. Board of Directors

If the applicant is a nonprofit organization, provide a listing of the Board of Directors including the city of residence.

### 7. Community Support

Please attach letters of support, if available, from members of community and/or community groups.



EXHIBIT B  
City of San Diego



Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF)  
Transaction Guidelines

Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

I. DEVELOPMENT COSTS			
A. Acquisition Costs	Purchase price of property not to exceed independent appraised value, subject to review and approval by City		
B. Labor Costs	If LMIHAF is the only source of public funds, do not assume payment of prevailing wages, unless otherwise required by Labor Code Section 1720		
C. Commercial Components	Development costs attributed to commercial components of mixed-use projects should be funded by equity or other non-LMIHAF source		
D. Development Costs	Requires evaluation of development costs by City's third-party consultant for reasonableness		
E. Financing Costs	<u>9% LIHTC</u> : 1%-3% of loan amount <u>4% LIHTC</u> : 4%-8% of loan amount	1%-3% of loan amount	N/A
F. Project Contingency	<u>New Construction</u> Direct costs: 5% - 10% of direct costs Indirect costs: 3% - 5% of indirect costs	<u>Rehabilitation</u> Direct Costs: 10% - 15% of direct costs Indirect costs: 3% - 5% of indirect costs	



**Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF)  
Transaction Guidelines**

Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

II. DEVELOPER FEE AND DEVELOPER PROFIT			
A. Developer Fee	<p><u>9% LIHTC</u>: lesser of 15% of eligible basis or \$1.4 million*. On a case-by-case basis, fees in excess of \$1.4 million (up to \$2.0 million) shall be deferred or contributed to the Project as equity.</p> <p><u>4% LIHTC</u>: 15% of eligible basis. All fees in excess of \$2.5 million, plus \$10,000 per affordable unit in excess of 100, must be deferred or contributed as equity to the Project</p> <p>* Maximum fee permitted by California TCAC that can be included in eligible basis</p>	3%-5% of direct costs	(see developer profit)
B. Developer Fee Deferral	<p>Minimum of 20% of Developer Fee</p> <p>First draw on cash flow</p> <p>Subject to repayment with interest (per Applicable Federal Rate) within 13 years from date in service</p>	None	None
C. Target Developer Profit	None	Return on Investment (ROI) @ 1%-3% over industry standard cap rates	10%-15% of total development costs excluding land



**Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF)  
Transaction Guidelines**



Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

II. DEVELOPER FEE AND DEVELOPER PROFIT (CONT'D.)			
D. Minimum Cash Equity	N/A	10% of total costs	10% of total costs
E. Target Leveraged IRR (on Developer Equity)	N/A	12% - 15%	N/A
F. Target Developer Return on Commercial Component	None	Return on Investment (ROI) @ 1%-3% over industry standard cap rates	Return on Investment (ROI) @ 1%-3% over industry standard cap rates

III. CASH FLOW PROJECTION		
A. Rent Increases	2.5% annually (adjusted to industry standard annually)	N/A
B. Vacancy Rates	Not less than vacancy rate identified in appraisal; or Residential @ Year 1: 5-10%; Year 2+ @ 5.0%; or Special needs and SRO proposals @ Year 1: 10-15%; Year 2+: 10%; or Commercial: varied by location	Commercial: varied by location
C. Property Tax Increases	2% annually (except for tax-exempt organizations)	N/A



## City of San Diego

### Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF) Transaction Guidelines



Rental		For-Sale
with Low Income Housing Tax Credits	without Low Income Housing Tax Credits	

#### III. CASH FLOW PROJECTION (CONT'D.)

D. Operating Expenses (per unit/per year)	<u>Minimum - TCAC Standard*</u> Non-Elevator: \$4,800 (SRO); \$4,600 (Family); \$4,100 (Senior) Elevator: \$5,000 (SRO); \$4,800 (Family); \$4,300 (Senior)  <u>Maximum - Industry Standard</u> Recent San Diego County comparable experience: \$4,400 - \$5,800 Includes <u>Maximum Management Fee</u> : \$40-\$60/unit/month (depends upon nature of fee and size of project)  *2015 TCAC Regulations are subject to change. Excludes taxes, replacement reserves, services, and monitoring fees.	N/A
E. Operating Expense Increases	3.5% annually (excluding taxes and replacement reserves)	N/A

#### IV. ANNUAL RESERVES, SERVICES, AND FEES

A. Replacement Reserves	<u>Minimum:</u> Rehabilitation at \$300/unit/year New Construction and Senior Housing at \$250/unit/year May vary by lender/investor requirements	N/A
B. Operating Reserves	Evaluated on a case-by-case basis / Primary lender may determine	N/A
C. SDHC Monitoring Fee	\$150/unit/year for each monitored unit (Subject to annual increase based on CPI)	Determined on a project-by-project basis





**Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF)  
Transaction Guidelines**

Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

IV. ANNUAL RESERVES, SERVICES, AND FEES (CONT'D.)			
D. Service Amenities Annual Budget	Evaluated on a case-by-case basis		N/A
E. Limited Partner Asset Management Fee	Paid during years 1-15 from project cash flow after debt service prior to payment of deferred developer fee or distribution of residual receipts. Recommended range at Year 1: \$5,000 - \$10,000 (depends upon size and complexity of project).	N/A	N/A
F. General Partner Asset Management Fee	Paid during years 1-55 from project cash flow after debt service and payment of deferred developer fee before distribution of residual receipts. Recommended range at Year 1: \$10,000 - \$25,000.	N/A	N/A



## City of San Diego

### Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF) Transaction Guidelines



Rental		For-Sale
with Low Income Housing Tax Credits	without Low Income Housing Tax Credits	

#### V. SUPPORTABLE DEBT (PERMANENT LOAN)

A. Debt Service Coverage Ratio	<u>Minimum:</u> 4% LIHTC: 1.15 - 1.25 9% LIHTC: 1.15 - 1.25	<u>Minimum:</u> 1.15 <u>Maximum:</u> Industry standard	N/A
B. Loan Term	30-55 years (shorter loan terms may apply subject to constraints imposed by State and Federal financing sources)		N/A
C. Interest Rate	4% LIHTC: 100-300 basis points below conventional industry lending rates 9% LIHTC: Conventional industry lending rates	Conventional industry lending rates	N/A
D. Other Outside Funding Sources	Requirements to pursue other funding sources evaluated on a case-by-case basis. The feasibility/certainty of the financing plan will also be considered.		

#### VI. CITY LOAN TERMS

A. Method of City Assistance	Land Acquisition / Construction Loan / Permanent Loan / Public Improvements / Others As Negotiated	Land Acquisition / Construction Loan / Public Improvements / Homebuyer Assistance
B. Interest Rate	<u>3.0% simple interest</u> when Project has ability to repay City Loan or less if proposed use/operation has no income source for repayment, e.g., homeless/special needs developments	Terms defined on a case-by case basis



## City of San Diego

### Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF) Transaction Guidelines



Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

VI. CITY LOAN TERMS (CONT'D.)		
C. Disbursement of Funds	To be determined on a case-by-case basis. Consider timing of developer fee disbursement as well as total contribution to the project. Preferred structure: funds for property acquisition will be disbursed at closing, prior to construction. After land acquisition, a pro rata disbursement with construction lender, 10% withheld until Certificate of Occupancy, and an additional 10% withheld until permanent loan closing.	
D. Term of Loan	55 years	Case-by-case base
E. Repayment of Loan	<p>Determined on a project-by-project basis. Preferred structure:</p> <p>Years 1-30: City/Developer 50/50 split of residual receipts. Years 31-55: City/Developer 80/20 split of residual receipts. Balance due at Year 56.</p> <p>City portion of residual receipts may be shared with other public agencies in proportion to the respective loan amounts committed by each public agency.</p>	<p>Determined on a project-by-project basis. Usual recommendation for land acquisition, public improvements and construction loans: Loan repaid upon sale of each unit. Homebuyer Assistance Loans: No repayment as long as restrictions remain in effect. Repayment required if homeowner in default of affordability covenant. City right to cure in case of default depends upon financing position.</p>
F. Participation of Other Public Entities	When another local, public source (such as the San Diego Housing Commission) provides a subsidy to the project along with the City, the City would expect residual receipts, cost savings, additional proceeds, and foreclosure proceeds to be shared based on a pro rata share of funds disbursed. Allowances may be given to specific transaction structure, timing and use of respective parties' funds, and requirements associated with other public funding sources.	



## City of San Diego

### Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF) Transaction Guidelines



Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

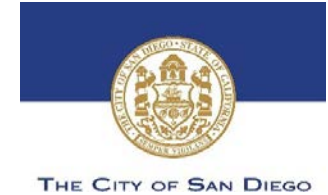
#### VI. CITY LOAN TERMS (CONT'D.)

G. Refinance Proceeds	City/Developer 50/50 split of net refinancing proceeds during years 1-30, and 80/20 split during years 31-55. (Net refinancing proceeds = proceeds after repayment of outstanding debt, refinancing costs, any funds reinvested in project, and takeout of other third-party funding sources, subject to City approval.)		N/A
H. Draw Request	Provided on a monthly basis or as needed		
I. Performance Bonds	Performance bonds may be required		
J. Reporting	Developer to provide City with copies of construction inspection reports and agree to annual monitoring of affordability restrictions/covenants. Developer must also provide City with annual financial statements.		
K. Tax Credit Applications	Multiple tax credit applications will be considered and negotiated on a case-by-case basis	N/A	N/A



## City of San Diego

### Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF) Transaction Guidelines



Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

VII. AFFORDABLE HOUSING PROVISIONS		
A. Term of Restrictions	Deed restriction for not less than 55 years; or Project reverts to City at end of a ground lease not less than 55 years. It is expected that City deed restrictions will be senior to all other financing instruments.	Unit shall remain restricted for a period of not less than 45 years from the date of initial escrow closing.
B. Tenant Eligibility Requirements	Occupants must remain income eligible per the terms of the recorded restrictions and the CRL	Residence must remain owner-occupied for the term of the City Restriction. No primary residence owned in past three years and no other real estate owned.
C. Land Disposition (in cases where the City owns land)	Fee conveyance or ground lease, to be determined on a case-by-case basis	
D. Eligible Households	Households at or below 120% AMI - determined on a case-by-case basis. Very low- and low-income figures based on HUD figures for San Diego County. Moderate-income figures based on figures from State of California Department of Housing and Community Development (HCD) for San Diego County. City funds only to be used for households up to 80% AMI.	
E. Calculation of Rents/Sales Prices	Rent/Sales Prices to be set in conformance with California Redevelopment Law "extremely low", "very low", "low" and "moderate" income categories and will be determined annually based upon the Area Median Income for the San Diego Region as published by HUD and/or HCD. See Health & Safety Code Section 50093 for definitions.	



**Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF)  
Transaction Guidelines**



Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

**VII. AFFORDABLE HOUSING PROVISIONS (CONT'D.)**

F. Coordination with Section-8 Vouchers (tenant-based and project-based)	Tenant-based Section 8: Total rent paid to the owner (by the tenant or from any other source) is limited to the City's restricted rent. This avoids over-subsidizing for the units. Project-based Section 8: As long as the tenant is paying no more than the City's restricted rent, and the City has underwritten the project based upon total rent to be received by the owner (from all sources), the total rent collected by the owner (from all sources) may exceed the City's restricted rent - up to the maximum allowed by project-based Section 8 regulations. Underwriting needs to reflect the term of the Project-based Section 8 commitment. (Other rental subsidy programs would be handled similarly.)	N/A
--	--	-----

**VIII. EVALUATION OF DEVELOPMENT TEAM**

A. Experience	Development experience in providing affordable housing for low- and moderate-income households of comparable size, scale, and complexity. This will include the physical and financial size and scope of comparable projects.
B. Funding Ability	Demonstrated ability to provide project funding (debt and equity), including current relationship with major lenders, various financial institutions and past funding experiences.
C. Community Support / Design	Demonstrated ability to determine community concerns and desires before design of a project and/or in project design and implementation.
D. Community Support / Use	Demonstrated ability to determine community concerns and desires regarding the proposed residential use of a project, specifically, how the development team has handled adverse community responses to proposed affordable housing projects.



**Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF)  
Transaction Guidelines**

		Rental		For-Sale
		<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	
E. Marketing Strategy	Effective strategy for marketing (selling or leasing) the proposed units, affirmative method to provide equal opportunity for housing units and educating potential applicants regarding the terms and conditions of the program.			
F. Collaboration	Effective strategy for collaboration with local non-profit organizations for the provision of tenant support services, when appropriate.			
VIII. EVALUATION OF DEVELOPMENT TEAM (CONT'D.)				
G. Number of Projects	To ensure the developer has the capacity to complete projects in the proposed project, the number of projects a developer has in San Diego and the status of those projects may be considered. (Performance may be required before multiple subsidies are granted).			
H. Number of Subsidies	The number of times public subsidies have been provided to the same developer and the cumulative amount of those subsidies			
I. Completion of Projects	Demonstrated ability to complete affordable housing projects on time and on budget			
J. Qualifications	Qualifications of the development team and the key individuals proposed for involvement in the development, including the proposed property manager			
K. Neighborhood Improvement	Demonstrated experience in neighborhood improvement and elimination of blight conditions through new construction and/or rehabilitation			
L. Public Sector Experience	Experience in working with the public sector in public/private real estate development projects			





**Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF)  
Transaction Guidelines**



Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

IX. EVALUATION OF DESIGN, PLANNING, AND URBAN FORM ELEMENTS	
A. General Design	Project maximizes allowable density, including the utilization of incentives/bonuses/etc., where feasible
	Project concept meets or exceeds all development requirements specified for the Site within the Community Plan and/or PDO
	Project incorporates Crime Prevention through Environmental Design ("CPTED") principles
	Project demonstrates superior architectural, landscaping, and urban design
	Project embraces the uniqueness of the site/community through the incorporation of art, such as murals, and architectural features, color, texture, etc.
	Project incorporates Universal Design components into the project and complies with the City's Universal Design Features - FY 2009 Update memorandum dated September 4, 2008.
B. Sustainable Design	Project incorporates sustainable development principles. For example, the use of eco-roofs on Type I, II, and III construction projects; LEED certification or equivalent, where feasible; drought tolerant landscaping; etc. Priority will be given to projects that exceed minimum standards required by law and/or financial assistance sources, such as TCAC.
C. Public Health and Well-Being of Residents	Project should strive to meet <u>at least one</u> of the following: Smoke-free multi-family housing policies, community gardens, transportation alternative programs and mechanisms (bike racks, charging station for electric vehicles, reserved car-sharing space), on-site child care, nutrition programs for tenants, reserved units for supportive housing and/or special needs/formerly homeless tenants; other public health and well-being goals.
D. Parking	In addition to providing the number of parking spaces required for the project by ordinance, special consideration should be given to security issues and safety elements for parking, including, but not limited to, pedestrian entrance and exits, lighting, open stairwells with clear visibility on each floor landing, and other design elements to ensure the tenant's/public's safety and well-being.



**Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF)  
Transaction Guidelines**



Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

**IX. EVALUATION OF DESIGN, PLANNING, AND URBAN FORM ELEMENTS (CONT'D.)**

E. Residential	Residential amenities, including but not limited to, common outdoor open space, common indoor space, private outdoor space (balconies, patios, etc.) should be incorporated into project concepts
	Innovative project designs, construction types/methods that result in reduced construction costs and/or owner association fees (when applicable) are encouraged
F. Commercial	Commercial spaces should be flexibly-designed to accommodate larger or sub-dividable uses/tenants
	Commercial spaces should accommodate retailers and services that serve the essential needs of residents living in the project and surrounding neighborhoods
	Ground-floor uses should provide a link to social services where appropriate

**X. EVALUATION OF PROJECT AND ITS FIT WITHIN THE COMMUNITY**

A. Priority - Notice	Case-by-case consideration should be given to the priority of each tax credit project in relation to timing and competitiveness of each 9% LIHTC round. At least six months advance notice for projects intending to submit tax credit applications is requested.
B. Monitoring	Developer agrees to enter into an Agreement with the City and the San Diego Housing Commission to monitor the long-term affordability restrictions of the project
C. Site Control	The extent to which the developer has site control or is seeking City assistance with property acquisition
D. Community Fit	Does the project “fit in” with the current community needs (snapshot), as well as those that may develop in the future (big picture)? Consider the extent to which the project meets the goals and objectives of the project area Redevelopment Plan, Community Plan, and most current 5-year Implementation Plan.



## City of San Diego

### Expenditure of Low and Moderate Income Housing Asset Fund (LMIHAF) Transaction Guidelines



Rental		For-Sale
<u>with</u> Low Income Housing Tax Credits	<u>without</u> Low Income Housing Tax Credits	

#### X. EVALUATION OF PROJECT AND ITS FIT WITHIN THE COMMUNITY (CONT'D.)

E. Project as Catalyst	Will the project serve as a catalyst for other development(s) in the project area?
F. Market for Proposed Non-Residential Use?	Are there specific tenants identified for the non-residential space or has market support been demonstrated? Is the proposed non-residential space underwritten appropriately?
G. Concentration of Housing	Is there a concentration of affordable housing in the surrounding community and/or a lack of other supporting development?
H. Comments from Other Disciplines	Have comments from the City Planning, Urban Form and Economic Development Divisions, and/or Development Services been received and considered?
I. Cost/Benefit Analysis	Consider the cost/impact of the project in relation to the benefit to the community.
J. Infrastructure Improvements	What is the extent to which the developer is making infrastructure and/or public facility improvements to benefit the development and/or surrounding community?
K. City Objectives	Does the project meet the broader goals and objectives of the City of San Diego, in their ability to finance and implement projects and the City's ability to comply with Senate Bill 341 (SB 341) and California Redevelopment Law?



EXHIBIT C

CATEGORY	MAX SCORE						
		Grade	Score*	Grade	Score*		
A. Development Team	60		0		0		
1) The Project Proposal identifies the proposed Developer Entity in sufficient detail to determine the legal and financial structure of the Developer Entity.	5		0		0		
2) The Developer Entity demonstrates a strong working relationship with the members of the development team.	10		0		0		
3) The Project Proposal demonstrates the Developer Entity's experience in specifically developing projects that are similar to the Project Proposal within the past 10 years.	15		0		0		
4) The Developer Entity's experience exhibits the knowledge and ability to finance, design, develop and construct the Project Proposal.	20		0		0		
5) The Developer Entity's proposed implementation strategy demonstrates the experience and resources to successfully manage, maintain, and market the Project Proposal.	10		0		0		
B. Developer's Financial Capacity and Capability	95		0		0		
1)The Project Proposal was complete and a comprehensive package of documents and information as requested by the NOFA to evidence access to equity capital and financing resources to carry out the Project Proposal.	20		0		0		
2) The Project Proposal demonstrates that the Developer Entity has the ability to secure project funding, including current relationships with lenders and past funding experience with projects similar to the Project Proposal.	25		0		0		
3) Developer Entity demonstrated ability to provide sufficient equity to satisfy conventional lender requirements to attract future funding commitments to assure the success of the development and construction of the Project Proposal.	20		0		0		
4) The Project Pro Forma contains valid assumptions and estimates within reasonable range of industry standards.	15		0		0		
5) The Project demonstrates leverage and/or application of other capital resources.	15		0		0		
C. Affordable Housing	145		0		0		
1) Project Proposal demonstrates Developer Entity's experience in the marketing, maintenance and management of affordable housing projects financed by various sources of public and private monies with income and rent restrictions.	25		0		0		
2) Project Proposal demonstrates Developer Entity's experience in developing affordable housing projects within the past 10 years that are similar to the one proposed by the developer in the Project Proposal.	20		0		0		
3) Project Proposal demonstrates expedited deployment of NOFA funds and Developer Entity's ability to deliver occupancy in 3-years or less.	30		0		0		
4) Project Proposal commits proposed housing units will remain affordable through deed restrictions or other acceptable covenants for a minimum of 55 years.	25		0		0		
5) Project Proposal includes mixed use elements and mixed income levels.	25		0		0		
6) Project Proposal includes permanent supportive housing, veteran housing, non-emergency shelter housing for homeless.	10		0		0		
7) Project Proposal is located in the Promise Zone area and immediately adjacent neighborhoods, low-income census tract areas or former redevelopment areas, and/or improves a blighted property or neighborhood.	10		0		0		
D. Project Proposal Design & Site Plan	90		0		0		
1) The Developer Entity submitted a complete, legible and cohesive Project Design Concept Drawing Package as requested by the NOFA.	15		0		0		
2) The Project Proposal demonstrates Developer Entity control of the proposed project site through fee title, an option to purchase, a purchase and sales contract, a lease agreement, or other site control document.	15		0		0		
3) Project Proposal is consistent with the goals and objectives of the City's AHMP, consistent with the site's zoning, and attempts to achieve the maximum development density allowed.	10		0		0		
4) Project Proposal site is located near transit, employment centers, and/or services that are convenient for the target population.	15		0		0		
5) Project Proposal incorporates green building practices and materials, and/or can certify for LEED Silver or above.	15		0		0		
6) The Project Proposal incorporates community spaces, amenities and services for the target population.	15		0		0		
7) The Project Concept Summary and Project Design Concept Drawing Package conform to the Project Pro Forma.	5		0		0		
E. Public Components	20		0		0		
1) The open space exceeds the minimum requirements.	5		0		0		
2) The open space is located in an area that is open and accessible, creates an attractive and stimulating focal point and signals a community gathering place.	5		0		0		
3) Public open space may be provided within the private development.	10		0		0		
E. Equal Opportunity	10		0		0		
1) Demonstrated commitment to comply with the City of San Diego Equal Opportunity Program.	5		0		0		
2) Willingness to make meaningful and wide-range subconsulting and employment opportunities available to all interested and qualified firms and individuals.	5		0		0		
TOTAL SCORE/RANKING	420		#REF!		#REF!		

\* Score = Max Score x % for each evaluation (see below). For example, if an applicant receives "Marginal" for Category A-(1), the score would be 10x25%=2.5pts

Grading Adjectives

Exceptional (E) - Exceeds requirements: has a high probability of an exceptional outcome; exhibits no significant weaknesses; exhibits no blatant deficiencies.	100%	Marginal (M) - Meets most requirements; will probably result in a below-average outcome; exhibits correctable weaknesses requiring clarification	25%
Good (G) - Meets all and exceeds some requirements; has a high probability of an above-average outcome exhibits minor, correctable weaknesses; exhibits no blatant deficiencies.	75%	Poor (P) - Fails to meet requirements; will probably result in an unacceptable outcome; exhibits too may weaknesses; exhibits too many deficiencies.	0%
Fair (F)- Meets all requirements; will probably result in an average outcome exhibits minor, correctable weaknesses; exhibits minor, correctable deficiencies.	50%		





## **EXHIBIT D**

---

**Pro Forma Template**

**New Construction**

TABLE 1

**PROJECT DESCRIPTION**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

---

**I. Site Address**

---

**II. Site Area**

---

 Acres

**III. Gross Building Area (GBA)**

A. Residential - Rental - Affordable

Net Rentable Area

---

 SF

Common Areas/Circulation

---

 SF (1)

Total GBA - Residential - Rental - Affordable

---

 SF

B. Residential - Rental - Market-Rate

Net Rentable Area

---

 SF

Common Areas/Circulation

---

 SF (1)

Total GBA - Residential - Rental - Market-Rate

---

 SF

C. Commercial

Net Leasable Area

---

 SF

Common Areas/Circulation

---

 SF (1)

Total Gross Building Area - Commercial

---

 SF

D. Grand Total GBA

---

 SF

**IV. Construction Type**

---

**V. Number of Stories (above grade)**

---

 Stories

**TABLE 1 CONTINUED ON NEXT PAGE →**

(1) Provide break-out of what is included and SF of each (community room, laundry, leasing office, circulation, etc.).

# NEW CONSTRUCTION

TABLE 1 (CONT'D.)

**PROJECT DESCRIPTION**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

---

**VI. Unit Mix**

Average  
Unit Size

A. Residential - Rental - Affordable		
Studio	Units	SF
One Bedroom	Units	SF
Two Bedroom	Units	SF
Three Bedroom	Units	SF
Residential - Rental - Affordable	Units	SF
B. Residential - Rental - Market-Rate		
Studio	Units	SF
One Bedroom	Units	SF
Two Bedroom	Units	SF
Three Bedroom	Units	SF
Total Residential - Rental - Market-Rate	Units	SF
C. Total/Average - All Units		
	Units	SF

**VII. Affordability Mix**

A. Market-Rate	Units	%
B. Affordable Units	Units	%
C. Total Units	Units	100.0 %

**VIII. Parking**

A. Residential Parking	Spaces	(Type of Parking)
B. Commercial Parking	Spaces	(Type of Parking)
C. Total Parking	Spaces	



TABLE 2

ESTIMATED DEVELOPMENT COSTS  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO

	<u>Totals</u>
<b>I. Acquisition Costs</b>	
APN# _____ / _____ SF	\$ _____
APN# _____ / _____ SF	\$ _____
APN# _____ / _____ SF	\$ _____
Total Acquisition Costs	\$ _____
<b>II. Direct Costs</b>	
Off-Site Improvements	\$ _____
On-Site Improvements/Landscaping	\$ _____
Remediation	\$ _____
Parking	\$ _____
Shell Construction - Residential - Rental	\$ _____
Shell Construction - Commercial	\$ _____
Tenant Improvements - Commercial	\$ _____
Amenities/FF&E	\$ _____
Contingency	\$ _____
Total Direct Costs	\$ _____

Please check the appropriate statement:	Check box:
1. Prevailing wage requirements are included in the direct costs above.	
2. Prevailing wages are not reflected in the direct costs above.	

TABLE 2 CONTINUED ON NEXT PAGE →

TABLE 2 (CONT'D.)

ESTIMATED DEVELOPMENT COSTS  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO

	<u>Totals</u>
<b>III. Indirect Costs</b>	
Architecture & Engineering	\$ _____
Permits & Fees	\$ _____
Legal & Accounting	\$ _____
Taxes & Insurance	\$ _____
Developer Fee	\$ _____
Marketing/Lease-Up - Residential	\$ _____
Marketing/Lease-Up - Commercial	\$ _____
Contingency	\$ _____
Total Indirect Costs	\$ _____
<b>IV. Financing Costs</b>	
Loan Fees	\$ _____
Interest During Construction	\$ _____
Interest During Lease-Up	\$ _____
TCAC Fees/Syndication Costs (1)	_____
Operating Lease-Up/Reserves	\$ _____
Total Financing Costs	\$ _____
<b>V. Total Development Costs</b>	\$ _____

(1) Applies to Low Income Housing Tax Credit (LIHTC) projects.

TABLE 3

**NET OPERATING INCOME - RESIDENTIAL - RENTAL**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

		<u>Average Unit Size (SF)</u>	<u># of Units</u>	<u>Net Monthly Rent (1)</u>	<u>Rent/SF</u>	<u>Total Annual</u>
<b>I. Residential Income - Affordable Units</b>						
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
<b>Total/Average Affordable Units</b>		_____	_____	\$ _____	\$ _____	\$ _____
<b>II. Residential Income - Market-Rate Units</b>						
Studio @	Market-Rate	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	Market-Rate	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	Market-Rate	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	Market-Rate	_____	_____	\$ _____	\$ _____	\$ _____
<b>Total/Average Market-Rate Units</b>		_____	_____	\$ _____	\$ _____	\$ _____

**TABLE 3 CONTINUED ON NEXT PAGE →**

(1) If applicable, please provide source and break-out of utility profile.

## NEW CONSTRUCTION

TABLE 3 (CONT'D.)

**NET OPERATING INCOME - RESIDENTIAL - RENTAL  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO**

<b>III. Total Residential Income (I + II, above)</b>		\$ _____
Add: Other Income	\$ _____ Unit/Month	\$ _____
<b>IV. Gross Scheduled Income (GSI)</b>		\$ _____
(Less) Vacancy	_____ % of GSI	( \$ _____ )
<b>V. Effective Gross Income (EGI)</b>		\$ _____
<b>VI. Operating Expenses</b>		
(Less) Operating Expenses	\$ _____ Unit/Year (2)	( \$ _____ )
(Less) Replacement Reserves	\$ _____ Unit/Year	( \$ _____ )
(Less) Property Taxes	\$ _____ Unit/Year	( \$ _____ )
(Less) Services/Amenities	\$ _____ Unit/Year	( \$ _____ )
(Less) Affordable Housing Monitoring Fee	\$ _____ Affordable Unit/Year	( \$ _____ )
<b>Total Operating Expenses</b>	<b>\$ _____ Unit/Year</b>	<b>( \$ _____ )</b>
<b>VII. Net Operating Income (NOI) - Residential - Rental</b>		<b>\$ _____</b>

(2) If different than Tax Credit Allocation Committee's (TCAC's) minimum, please provide break-out of expenses.

TABLE 4

NET OPERATING INCOME - COMMERCIAL  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO

	<u>SF</u>	<u>Rent/SF</u>	<u>Total Annual</u>
<b>I. Gross Scheduled Income (GSI)</b>			
Commercial Space A	<u>          </u>	<u>\$</u> /SF/Month	<u>\$</u>
Commercial Space B	<u>          </u>	<u>\$</u> /SF/Month	<u>\$</u>
Total/Average Commercial GSI	<u>          </u>	<u>\$</u> /SF/Month	<u>\$</u>
<b>II. Effective Gross Income (EGI)</b>			
(Less) Vacancy		<u>          </u> % of GSI	<u>\$</u>
Total Effective Gross Income			<u>\$</u>
<b>III. Operating Expenses</b>			
(Less) Commercial Operating Expenses @			( <u>\$</u> )
<b>IV. Net Operating Income (NOI) - Commercial</b>			<u>\$</u>

TABLE 5

**FINANCING SURPLUS/(DEFICIT)  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO**

---

	<u>Totals</u>
<b>I. Sources of Funds</b>	
Supportable Permanent Loan - Rental Residential (1)	\$ _____
Supportable Permanent Loan - Commercial (2)	\$ _____
Tax Credit Equity Investment (3)	\$ _____
Deferred Developer Fee	\$ _____
General Partner Equity Contribution (Affordable Housing)	\$ _____
Equity Contribution (Market-Rate/Commercial)	\$ _____
Income During Construction/Lease-Up	\$ _____
Other: _____	\$ _____
Other: _____	\$ _____
Total Sources of Funds	\$ _____
 <b>II. (Less) Development Costs</b> (Table 2)	 ( \$ _____ )
 <b>III. Financing Surplus/(Deficit)</b>	 \$ _____

**TABLE 5 CONTINUED ON NEXT PAGE →**

- (1) See next page for assumptions for calculation of the supportable permanent loan for residential.  
(2) See next page for assumptions for calculation of the supportable permanent loan for commercial.  
(3) See next page for assumptions for calculation of the tax credit equity investment.

TABLE 5 (CONT'D.)

**FINANCING SURPLUS/(DEFICIT)**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

		<u>Totals</u>
<hr/>		
(1) <u>Rental Residential Supportable Permanent Loan Assumptions:</u>		
Net Operating Income		\$ _____
Debt Service Coverage Ratio @		_____
Interest Rate @		_____ %
Term (Years)		_____ Years
Annual Debt Service		\$ _____
<hr/>		
(2) <u>Commercial Supportable Permanent Loan Assumptions:</u>		
Net Operating Income		\$ _____
Debt Service Coverage Ratio @		_____
Interest Rate @		_____ %
Term (Years)		_____ Years
Annual Debt Service		\$ _____
<hr/>		
(3) <u>Tax Credit Assumptions:</u>		
<u>Estimate of Eligible Basis:</u>		
Total Development Costs		\$ _____
(Less) Ineligible Costs		( \$ _____ )
Eligible Basis		\$ _____
 <u>Tax Credit Proceeds</u>		
Maximum Eligible Basis *		\$ _____
(Less) Voluntary Adjustment in Basis		( \$ _____ )
Total Requested Unadjusted Basis		\$ _____
Impacted Bonus Factor	_____ %	\$ _____
Tax Credit Qualified Units/Applicable Factor	_____ %	\$ _____
Tax Credit Rate	_____ %	\$ _____
Total Tax Credits @	10	\$ _____
Limited Partner Share	_____ %	\$ _____
Present Market Value @	_____ %	\$ _____

\* Please provide the break-out of eligible/ineligible development costs.

TABLE 6

## NEW CONSTRUCTION

**15-YEAR CASH FLOW PROJECTION**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

	Escalation Factor:	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>
<b>Retail</b>									
I. Gross Scheduled Income (GSI)	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) Vacancy	%	\$	\$	\$	\$	\$	\$	\$	\$
II. Effective Gross Income (EGI)		\$	\$	\$	\$	\$	\$	\$	\$
(Less) Operating Expenses	%	\$	\$	\$	\$	\$	\$	\$	\$
III. Net Operating Income		\$	\$	\$	\$	\$	\$	\$	\$
<b>Residential</b>									
I. Gross Scheduled Income (GSI)	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) Vacancy	%	\$	\$	\$	\$	\$	\$	\$	\$
II. Effective Gross Income (EGI)		\$	\$	\$	\$	\$	\$	\$	\$
Operating Expenses	%	\$	\$	\$	\$	\$	\$	\$	\$
Replacement Reserves	%	\$	\$	\$	\$	\$	\$	\$	\$
Property Taxes	%	\$	\$	\$	\$	\$	\$	\$	\$
Services/Amenities	%	\$	\$	\$	\$	\$	\$	\$	\$
Affordable Housing Monitoring Fee	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) Total Operating Expenses		\$	\$	\$	\$	\$	\$	\$	\$
III. Net Operating Income		\$	\$	\$	\$	\$	\$	\$	\$
(Less) Debt Service		\$	\$	\$	\$	\$	\$	\$	\$
IV. Residential Cash Flow		\$	\$	\$	\$	\$	\$	\$	\$
V. (Less) Limited Partner Asset Mgmt. Fee	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) General Partner Asset Mgmt. Fee	%	\$	\$	\$	\$	\$	\$	\$	\$
Total Asset Management Fees		\$	\$	\$	\$	\$	\$	\$	\$
VI. Net Residential Cash Flow		\$	\$	\$	\$	\$	\$	\$	\$
VII. Total Project Cash Flow (Retail + Residential)		\$	\$	\$	\$	\$	\$	\$	\$
VIII. Deferred Developer Fee Repayment									
Beginning Balance		\$	\$	\$	\$	\$	\$	\$	\$
Interest	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) Cash Flow Credit		\$	\$	\$	\$	\$	\$	\$	\$
Ending Balance		\$	\$	\$	\$	\$	\$	\$	\$
IX. Cash Flow Available for Distribution		\$	\$	\$	\$	\$	\$	\$	\$
X. Cash Flow to City @	%	\$	\$	\$	\$	\$	\$	\$	\$



TABLE 6

## NEW CONSTRUCTION

**15-YEAR CASH FLOW PROJECTION**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

	<u>9</u>	<u>10</u>	<u>11</u>	<u>12</u>	<u>13</u>	<u>14</u>	<u>15</u>
<b>Retail</b>							
I. Gross Scheduled Income (GSI)	\$	\$	\$	\$	\$	\$	\$
(Less) Vacancy	\$	\$	\$	\$	\$	\$	\$
II. Effective Gross Income (EGI)	\$	\$	\$	\$	\$	\$	\$
(Less) Operating Expenses	\$	\$	\$	\$	\$	\$	\$
III. Net Operating Income	\$	\$	\$	\$	\$	\$	\$
<b>Residential</b>							
I. Gross Scheduled Income (GSI)	\$	\$	\$	\$	\$	\$	\$
(Less) Vacancy	\$	\$	\$	\$	\$	\$	\$
II. Effective Gross Income (EGI)	\$	\$	\$	\$	\$	\$	\$
Operating Expenses	\$	\$	\$	\$	\$	\$	\$
Replacement Reserves	\$	\$	\$	\$	\$	\$	\$
Property Taxes	\$	\$	\$	\$	\$	\$	\$
Services/Amenities	\$	\$	\$	\$	\$	\$	\$
Affordable Housing Monitoring Fee	\$	\$	\$	\$	\$	\$	\$
(Less) Total Operating Expenses	\$	\$	\$	\$	\$	\$	\$
III. Net Operating Income	\$	\$	\$	\$	\$	\$	\$
(Less) Debt Service	\$	\$	\$	\$	\$	\$	\$
IV. Residential Cash Flow	\$	\$	\$	\$	\$	\$	\$
V. (Less) Limited Partner Asset Mgmt. Fee	\$	\$	\$	\$	\$	\$	\$
(Less) General Partner Asset Mgmt. Fee	\$	\$	\$	\$	\$	\$	\$
Total Asset Management Fees	\$	\$	\$	\$	\$	\$	\$
VI. Net Residential Cash Flow	\$	\$	\$	\$	\$	\$	\$
VII. Total Project Cash Flow (Retail + Residential)	\$	\$	\$	\$	\$	\$	\$
VIII. Deferred Developer Fee Repayment							
Beginning Balance	\$	\$	\$	\$	\$	\$	\$
Interest	\$	\$	\$	\$	\$	\$	\$
(Less) Cash Flow Credit	\$	\$	\$	\$	\$	\$	\$
Ending Balance	\$	\$	\$	\$	\$	\$	\$
IX. Cash Flow Available for Distribution	\$	\$	\$	\$	\$	\$	\$
X. Cash Flow to City @	\$	\$	\$	\$	\$	\$	\$



## **EXHIBIT E**

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### **Pro Forma Template**

### **Acquisition/Rehabilitation**

TABLE 1

PROJECT DESCRIPTION  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO

I. Site Address

II. Site Area

 Acres

III. Gross Building Area (GBA)

A. Residential - Rental - Affordable

 SF  
 SF (1)  
 SF

Total GBA - Residential - Rental - Affordable

B. Residential - Rental - Market-Rate

 SF  
 SF (1)  
 SF

Total GBA - Residential - Rental - Market-Rate

C. Commercial

 SF  
 SF (1)  
 SF

Total Gross Building Area - Commercial

D. Grand Total GBA

 SF

IV. Construction Type

V. Number of Stories (above grade)

 Stories

TABLE 1 CONTINUED ON NEXT PAGE →

(1) Provide break-out of what is included and SF of each (community room, laundry, leasing office, circulation, etc.).

TABLE 1 (CONT'D.)

**PROJECT DESCRIPTION**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

---

**VI. Unit Mix**

Average  
Unit Size

A. Residential - Rental - Affordable		
Studio	Units	SF
One Bedroom	Units	SF
Two Bedroom	Units	SF
Three Bedroom	Units	SF
Residential - Rental - Affordable	Units	SF
B. Residential - Rental - Market-Rate		
Studio	Units	SF
One Bedroom	Units	SF
Two Bedroom	Units	SF
Three Bedroom	Units	SF
Total Residential - Rental - Market-Rate	Units	SF
C. Total/Average - All Units		
	Units	SF

**VII. Affordability Mix**

A. Market-Rate	Units	%
B. Affordable Units	Units	%
C. Total Units	Units	100.0 %

**VIII. Parking**

A. Residential Parking	Spaces	(Type of Parking)
B. Commercial Parking	Spaces	(Type of Parking)
C. Total Parking	Spaces	

# ACQUISITION/REHABILITATION

TABLE 2

**ESTIMATED DEVELOPMENT COSTS  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO**

	<u>Totals</u>
<b>I. Acquisition Costs</b>	
APN# _____ / _____ SF	\$ _____
APN# _____ / _____ SF	\$ _____
APN# _____ / _____ SF	\$ _____
Total Acquisition Costs	\$ _____
<b>II. Direct Costs</b>	
Off-Site Improvements	\$ _____
On-Site Improvements/Landscaping	\$ _____
Remediation	\$ _____
Parking	\$ _____
Building Rehabilitation - Residential - Rental	\$ _____
Building Rehabilitation - Commercial	\$ _____
Tenant Improvements - Commercial	\$ _____
Amenities/FF&E	\$ _____
Contingency	\$ _____
Total Direct Costs	\$ _____

Please check the appropriate statement:	Check box:
1. Prevailing wage requirements are included in the direct costs above.	
2. Prevailing wages are not reflected in the direct costs above.	

**TABLE 2 CONTINUED ON NEXT PAGE →**

## ACQUISITION/REHABILITATION

TABLE 2 (CONT'D.)

**ESTIMATED DEVELOPMENT COSTS  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO**

---

	<u>Totals</u>
<b>III. Indirect Costs</b>	
Architecture & Engineering	\$ _____
Permits & Fees	\$ _____
Legal & Accounting	\$ _____
Taxes & Insurance	\$ _____
Developer Fee	\$ _____
Marketing/Lease-Up - Residential	\$ _____
Marketing/Lease-Up - Commercial	\$ _____
Contingency	\$ _____
Total Indirect Costs	\$ _____
<b>IV. Financing Costs</b>	
Loan Fees	\$ _____
Interest During Construction	\$ _____
Interest During Lease-Up	\$ _____
TCAC Fees/Syndication Costs (1)	_____
Operating Lease-Up/Reserves	\$ _____
Total Financing Costs	\$ _____
<b>V. Total Development Costs</b>	\$ _____

(1) Applies to Low Income Housing Tax Credit (LIHTC) projects.

# ACQUISITION/REHABILITATION

TABLE 3

**NET OPERATING INCOME - RESIDENTIAL - RENTAL**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

		<u>Average Unit Size (SF)</u>	<u># of Units</u>	<u>Net Monthly Rent (1)</u>	<u>Rent/SF</u>	<u>Total Annual</u>
<b>I. Residential Income - Affordable Units</b>						
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Studio @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	_____ % AMI	_____	_____	\$ _____	\$ _____	\$ _____
<b>Total/Average Affordable Units</b>		_____	_____	\$ _____	\$ _____	\$ _____
<b>II. Residential Income - Market-Rate Units</b>						
Studio @	Market-Rate	_____	_____	\$ _____	\$ _____	\$ _____
One Bedroom @	Market-Rate	_____	_____	\$ _____	\$ _____	\$ _____
Two Bedroom @	Market-Rate	_____	_____	\$ _____	\$ _____	\$ _____
Three Bedroom @	Market-Rate	_____	_____	\$ _____	\$ _____	\$ _____
<b>Total/Average Market-Rate Units</b>		_____	_____	\$ _____	\$ _____	\$ _____

**TABLE 3 CONTINUED ON NEXT PAGE →**

(1) If applicable, please provide source and break-out of utility profile.

# ACQUISITION/REHABILITATION

TABLE 3 (CONT'D.)

**NET OPERATING INCOME - RESIDENTIAL - RENTAL**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

<b>III. Total Residential Income (I + II, above)</b>		\$ _____
Add: Other Income	\$ _____ Unit/Month	\$ _____
<b>IV. Gross Scheduled Income (GSI)</b>		\$ _____
(Less) Vacancy	_____ % of GSI	( \$ _____ )
<b>V. Effective Gross Income (EGI)</b>		\$ _____
<b>VI. Operating Expenses</b>		
(Less) Operating Expenses	\$ _____ Unit/Year (2)	( \$ _____ )
(Less) Replacement Reserves	\$ _____ Unit/Year	( \$ _____ )
(Less) Property Taxes	\$ _____ Unit/Year	( \$ _____ )
(Less) Services/Amenities	\$ _____ Unit/Year	( \$ _____ )
(Less) Affordable Housing Monitoring Fee	\$ _____ Affordable Unit/Year	( \$ _____ )
<b>Total Operating Expenses</b>	<b>\$ _____ Unit/Year</b>	<b>( \$ _____ )</b>
<b>VII. Net Operating Income (NOI) - Residential - Rental</b>		<b>\$ _____</b>

(2) If different than Tax Credit Allocation Committee's (TCAC's) minimum, please provide break-out of expenses.



# ACQUISITION/REHABILITATION

TABLE 4

**NET OPERATING INCOME - COMMERCIAL  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO**

	<u>SF</u>	<u>Rent/SF</u>	<u>Total Annual</u>
<b>I. Gross Scheduled Income (GSI)</b>			
Commercial Space A	<u>          </u>	\$ <u>          </u> /SF/Month	\$ <u>          </u>
Commercial Space B	<u>          </u>	\$ <u>          </u> /SF/Month	\$ <u>          </u>
Total/Average Commercial GSI	<u>          </u>	\$ <u>          </u> /SF/Month	\$ <u>          </u>
<b>II. Effective Gross Income (EGI)</b>			
(Less) Vacancy		<u>          </u> % of GSI	\$ <u>          </u>
Total Effective Gross Income			\$ <u>          </u>
<b>III. Operating Expenses</b>			
(Less) Commercial Operating Expenses @			( \$ <u>          </u> )
<b>IV. Net Operating Income (NOI) - Commercial</b>			\$ <u>          </u>

## ACQUISITION/REHABILITATION

TABLE 5

**FINANCING SURPLUS/(DEFICIT)  
AFFORDABLE HOUSING NOFA  
CIVIC SAN DIEGO**

---

	<u>Totals</u>
<b>I. Sources of Funds</b>	
Supportable Permanent Loan - Rental Residential (1)	\$ _____
Supportable Permanent Loan - Commercial (2)	\$ _____
Tax Credit Equity Investment (3)	\$ _____
Deferred Developer Fee	\$ _____
General Partner Equity Contribution (Affordable Housing)	\$ _____
Equity Contribution (Market-Rate/Commercial)	\$ _____
Income During Construction/Lease-Up	\$ _____
Other: _____	\$ _____
Other: _____	\$ _____
Total Sources of Funds	\$ _____
<b>II. (Less) Development Costs (Table 2)</b>	( \$ _____ )
<b>III. Financing Surplus/(Deficit)</b>	\$ _____

**TABLE 5 CONTINUED ON NEXT PAGE →**

- (1) See next page for assumptions for calculation of the supportable permanent loan for residential.  
(2) See next page for assumptions for calculation of the supportable permanent loan for commercial.  
(3) See next page for assumptions for calculation of the tax credit equity investment.

# ACQUISITION/REHABILITATION

TABLE 5 (CONT'D.)

**FINANCING SURPLUS/(DEFICIT)**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

		<u>Totals</u>
(1) <u>Rental Residential Supportable Permanent Loan Assumptions:</u>		
Net Operating Income		\$ _____
Debt Service Coverage Ratio @		_____
Interest Rate @		_____ %
Term (Years)		_____ Years
Annual Debt Service		\$ _____
(2) <u>Commercial Supportable Permanent Loan Assumptions:</u>		
Net Operating Income		\$ _____
Debt Service Coverage Ratio @		_____
Interest Rate @		_____ %
Term (Years)		_____ Years
Annual Debt Service		\$ _____
(3) <u>Tax Credit Assumptions:</u>		
<u>Estimate of Eligible Basis</u>		
Total Development Costs		\$ _____
(Less) Ineligible Costs		( \$ _____ )
Eligible Basis		\$ _____
Acquisition Basis		\$ _____
Rehabilitation Basis		\$ _____
Eligible Basis		
<u>Tax Credit Proceeds</u>		
Maximum Eligible Basis *		\$ _____
Acquisition Basis/Applicable Factor	_____ %	\$ _____
Impacted Bonus Factor (Rehabilitation Basis)	_____ %	\$ _____
Total Acquisition and Rehabilitation Basis		\$ _____
Tax Credit Rate	_____ %	\$ _____
Total Tax Credits @	10	\$ _____
Limited Partner Share	_____ %	\$ _____
Present Market Value @	_____ %	\$ _____

\* Please provide the break-out of eligible/ineligible development costs.

TABLE 6

## ACQUISITION/REHABILITATION

**15-YEAR CASH FLOW PROJECTION**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

	Escalation Factor:	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>
<b>Retail</b>									
I. Gross Scheduled Income (GSI)	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) Vacancy	%	\$	\$	\$	\$	\$	\$	\$	\$
II. Effective Gross Income (EGI)		\$	\$	\$	\$	\$	\$	\$	\$
(Less) Operating Expenses	%	\$	\$	\$	\$	\$	\$	\$	\$
III. Net Operating Income		\$	\$	\$	\$	\$	\$	\$	\$
<b>Residential</b>									
I. Gross Scheduled Income (GSI)	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) Vacancy	%	\$	\$	\$	\$	\$	\$	\$	\$
II. Effective Gross Income (EGI)		\$	\$	\$	\$	\$	\$	\$	\$
Operating Expenses	%	\$	\$	\$	\$	\$	\$	\$	\$
Replacement Reserves	%	\$	\$	\$	\$	\$	\$	\$	\$
Property Taxes	%	\$	\$	\$	\$	\$	\$	\$	\$
Services/Amenities	%	\$	\$	\$	\$	\$	\$	\$	\$
Affordable Housing Monitoring Fee	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) Total Operating Expenses		\$	\$	\$	\$	\$	\$	\$	\$
III. Net Operating Income		\$	\$	\$	\$	\$	\$	\$	\$
(Less) Debt Service		\$	\$	\$	\$	\$	\$	\$	\$
IV. Residential Cash Flow		\$	\$	\$	\$	\$	\$	\$	\$
V. (Less) Limited Partner Asset Mgmt. Fee	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) General Partner Asset Mgmt. Fee	%	\$	\$	\$	\$	\$	\$	\$	\$
Total Asset Management Fees		\$	\$	\$	\$	\$	\$	\$	\$
VI. Net Residential Cash Flow		\$	\$	\$	\$	\$	\$	\$	\$
VII. Total Project Cash Flow (Retail + Residential)		\$	\$	\$	\$	\$	\$	\$	\$
VIII. Deferred Developer Fee Repayment									
Beginning Balance		\$	\$	\$	\$	\$	\$	\$	\$
Interest	%	\$	\$	\$	\$	\$	\$	\$	\$
(Less) Cash Flow Credit		\$	\$	\$	\$	\$	\$	\$	\$
Ending Balance		\$	\$	\$	\$	\$	\$	\$	\$
IX. Cash Flow Available for Distribution		\$	\$	\$	\$	\$	\$	\$	\$
X. Cash Flow to City @	%	\$	\$	\$	\$	\$	\$	\$	\$

TABLE 6

## ACQUISITION/REHABILITATION

**15-YEAR CASH FLOW PROJECTION**  
**AFFORDABLE HOUSING NOFA**  
**CIVIC SAN DIEGO**

	<u>9</u>	<u>10</u>	<u>11</u>	<u>12</u>	<u>13</u>	<u>14</u>	<u>15</u>
<b>Retail</b>							
I. Gross Scheduled Income (GSI)	\$	\$	\$	\$	\$	\$	\$
(Less) Vacancy	\$	\$	\$	\$	\$	\$	\$
II. Effective Gross Income (EGI)	\$	\$	\$	\$	\$	\$	\$
(Less) Operating Expenses	\$	\$	\$	\$	\$	\$	\$
III. Net Operating Income	\$	\$	\$	\$	\$	\$	\$
<b>Residential</b>							
I. Gross Scheduled Income (GSI)	\$	\$	\$	\$	\$	\$	\$
(Less) Vacancy	\$	\$	\$	\$	\$	\$	\$
II. Effective Gross Income (EGI)	\$	\$	\$	\$	\$	\$	\$
Operating Expenses	\$	\$	\$	\$	\$	\$	\$
Replacement Reserves	\$	\$	\$	\$	\$	\$	\$
Property Taxes	\$	\$	\$	\$	\$	\$	\$
Services/Amenities	\$	\$	\$	\$	\$	\$	\$
Affordable Housing Monitoring Fee	\$	\$	\$	\$	\$	\$	\$
(Less) Total Operating Expenses	\$	\$	\$	\$	\$	\$	\$
III. Net Operating Income	\$	\$	\$	\$	\$	\$	\$
(Less) Debt Service	\$	\$	\$	\$	\$	\$	\$
IV. Residential Cash Flow	\$	\$	\$	\$	\$	\$	\$
V. (Less) Limited Partner Asset Mgmt. Fee	\$	\$	\$	\$	\$	\$	\$
(Less) General Partner Asset Mgmt. Fee	\$	\$	\$	\$	\$	\$	\$
Total Asset Management Fees	\$	\$	\$	\$	\$	\$	\$
VI. Net Residential Cash Flow	\$	\$	\$	\$	\$	\$	\$
VII. Total Project Cash Flow (Retail + Residential)	\$	\$	\$	\$	\$	\$	\$
VIII. Deferred Developer Fee Repayment							
Beginning Balance	\$	\$	\$	\$	\$	\$	\$
Interest	\$	\$	\$	\$	\$	\$	\$
(Less) Cash Flow Credit	\$	\$	\$	\$	\$	\$	\$
Ending Balance	\$	\$	\$	\$	\$	\$	\$
IX. Cash Flow Available for Distribution	\$	\$	\$	\$	\$	\$	\$
X. Cash Flow to City @	\$	\$	\$	\$	\$	\$	\$