

MAY 2020 STREAMLINED APPLICATION FOR PROJECT-BASED VOUCHERS

MAC 2, L.P.

82-2240898

Legal Name of Organization

Tax ID Number of Organization

11150 W. Olympic Blvd, Suite 620, Los Angeles, CA 90064

Mailing Address

Aaron Mandel

Vice President

Name of contact person for this application

Title

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Project Summary

Project Name DeTurk Winery Village

Project Address

8 West 9th Street & 808 Donahue Street, Santa Rosa, CA 95401

Please indicate the additional funding source(s) and planned application date for which the project will compete:
DeTurk Winery Village submitted an Affordable Housing Loan Application to the Housing Authority of the City of Santa Rosa on May 15, 2020 requesting a \$4,200,000 loan. The Project will apply to CTCAC for 9% federal tax credits in the second round on July 1, 2020.

The final award of PBVs is contingent upon the project's successful application for the funding listed above within two application rounds, or another funding source that will allow the project to follow a substantially similar timeline.

Project Type:
 Existing Housing
 Rehabilitation
 New Construction
 Adaptive Reuse

Estimated Date of Occupancy:

12/1/2022

Number of Project-Based Vouchers Requested: 8

Total units in this Project: 101

Percent of units to be Project-Based: 7.9%

If the units to be Project-Based exceed 25 percent of the total units or 25 units, the units must be for one of the following special populations. If the proposal exceeds the cap, please indicate which special population the units will serve.

0 Units exclusively for elderly families

0 Units for households that are eligible for supportive services to be made available in the project

By signing this application, the following certifications are made by the applicant:

The information submitted in this application and any supporting materials is true, accurate and complete to the best of the applicants' knowledge;

The owner and its agents will comply with all applicable fair housing and civil rights requirements including those found in 24 CFR 5.105)(a), the Fair Housing Act, the Civil Rights Act of 1964, Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act;

The owner and its agents will adhere to the Project-Based Voucher Program requirements in 24 CFR 983 and the Housing Opportunity Through Modernization Act of 2016;


The applicant acknowledges that any in-place existing tenants must not be displaced in order to qualify their units for Project-Based Voucher funding;

The applicant acknowledges that any material changes to the project not disclosed to and approved by the Housing Authority may result in a denial or termination of the AHAP or HAP contract. Material changes include but are not limited to: changes in the project design, amenities, number and size of units; changes to the development budget; changes to the proposed sales prices, rents or operating expenses; changes to the sources, amounts or terms of financing; changes to the ownership entity or key staff identified in this application or changes to other application items;

The applicant acknowledges that the information submitted as part of this application, except material considered confidential, may be made available to the public;

The applicant acknowledges that submitting an application does not promise or guarantee that the project will receive Project-Based Voucher funding;

Signature of Applicant(s)

<u>Aaron Mandel</u>	_____
Name	Name
<u>Vice President</u>	_____
Title	Title
	_____
Signature	Signature
<u>May 26, 2020</u>	_____
Date	Date

**DeTurk Winery Village
City of Santa Rosa Housing Authority
Project-Based Voucher Program Proposal – May 2020**

PROJECT NARRATIVE

PROJECT DESCRIPTION

Project Site

The proposed project site for DeTurk Winery Village sits on the West side of Highway 101 and North of Highway 12 and is located in the Historic Railroad Square and West End Neighborhoods of downtown Santa Rosa in Sonoma County, CA. The total project site is approximately 1.52 acres and composed of two non-contiguous parcels. Specifically, Building B is located at 808 Donahue Street and Building D is located at 8 West 9th Street. The North East portion of the site runs adjacent to the Sonoma-Marin Area Rail Transit and pedestrian bicycle paths.

Basic Project Information

DeTurk Winery Village (Phase 1) is the adaptive reuse of an existing brick building to 32 multifamily units (“Building B”) and new construction of 69 multifamily units (“Building D”) across two four-story buildings, including 59 parking spaces. Both buildings are serviced by an elevator. The project will feature one-, two-, and three-bedroom units reserved for low-income families earning between 30% to 60% of the area median income (“AMI”). The proposed unit mix includes 33 one-bedroom, one-bathroom units; 35 two-bedroom, one-bathroom units (including two non-restricted manager’s units); and 33 three-bedroom, two-bathroom units for a total of 202 bedrooms. Additionally, eight of the units will be subsidized by City of Santa Rosa Housing Authority Project-Based Vouchers. Overall density is 66 dwelling units per acre.

Building B – The existing brick building includes two commercial/industrial units that are currently occupied by one tenant. The existing tenant will be permanently relocated according to all applicable relocation requirements and offered relocation benefits. Once the building is fully vacated, the interior will be converted into a four-story building for residential uses, while the original exterior walls will be preserved.

Building D – The existing industrial buildings include multiple units/offices that are currently occupied by seven tenants. The existing tenants will be permanently relocated according to all applicable relocation requirements and offered relocation benefits. Once the building is fully vacated, the buildings will be demolished and replaced by a four-story building for residential uses and 59 parking spaces.

Site Amenities

DeTurk Winery Village is designed to provide a safe environment with amenities appropriate for individuals and large families, including a community room, outdoor play area, offices for onsite staff, and a laundry room. These amenities encourage a sense of community and belonging and provide additional opportunities for social interaction among the residents.

Additionally, resident service coordination by Embrace Foundation, an experienced non-profit service provider, will offer resident services to all residents at no charge. Embrace Foundation is committed to delivering high quality social services that are designed to generate positive changes in the lives of tenants

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at DeTurk Winery Village. Embrace Foundation will provide specific services to address the needs of residents, including an after-school program for resident children school age K-12 grade, service coordination, social programs, instructor-led education classes for health, wellness and skill building for adults, and one on one support via an onsite coordinator during scheduled office hours.

Building Design & Accessibility Features

The project will preserve the significant historic materials, features, and industrial character of the historic DeTurk Winery and U.S. Bonded Warehouse buildings, including the original simple red brick walls. New elements, such as the doors and windows which will be added along the west elevation, will be similar in style to the original arched windows and doors. Newly added elements, such as brick and stucco, will be compatible with but recognizably different from historic features.

Additionally, the project will meet TCAC requirements for mobility and sensory access, with a total of 11 units (11%) for mobility impairment and 5 units (5%) for sensory impairment.

Phase 2

DeTurk Winery Village will feature a second phase, which comprises of the new construction of approximately 84 multifamily units (“Building A”) and adaptive reuse of an existing brick building to approximately 100 multifamily units (“Building C”) across two four-story buildings, including approximately 63 parking spaces. Phase 2 is currently in the planning stages and will be wholly separate in terms of financing, construction, and ownership from Phase 1.

PROJECT BENEFITS

DeTurk Winery Village will benefit the adjacent neighborhood and larger Santa Rosa community in several ways. Phase 1 of the project will offer 101 brand-new, high-quality affordable housing units to individuals and families earning between 30 to 60% of the area median income. Additionally, eight of these units will include rent subsidy in the form of Project-Based Vouchers to further support households with very low incomes. Phase 2 of the project, which is still in the planning phases, will offer up to 184 additional units of affordable housing, ground floor commercial space, and approximately 63 parking spaces.

DeTurk Winery Village prioritizes sustainability and green conservation efforts by incorporating sustainable, energy-efficient design features and emphasizing the promotion of a healthy, sustainable lifestyle for the future residents through community workshops. Specific sustainable features include the following: high efficiency lighting; ENERGYSTAR labeled appliances; utilization of drought tolerant, non-invasive plants for landscaping; and energy efficient windows, HVAC systems, and water heater boilers.

The DeTurk Winery Village adaptive reuse project, located within the Historic Railroad Square Neighborhood, will preserve the significant materials and features of two historic buildings – the DeTurk Winery constructed in 1879 and the U.S. Bonded Warehouse constructed between 1888 and 1892. The simple red brick exterior walls of these two buildings will be preserved to pay homage to the industrial

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character of the area in the late 1800’s to early 1900’s. Two additional new construction residential buildings will both draw architectural design influences from the historic buildings and remain visually distinct. The play on “the old” and “the new” pays respect to Santa Rosa’s rich history, while acknowledging the community’s bright future ahead.

Additionally, with its location less than a fourth of a mile from the Santa Rosa Downtown stop of the Sonoma Marin Smart Area Rail Transit system, DeTurk Winery Village is a transit-oriented development (TOD) site designed to maximize access to public transport and encourage transit ridership.

CTCAC 9% TAX CREDITS TIE BREAKER SCORE

DeTurk Winery Village will be applying for Further Consolidated Appropriations Act, 2020 (FCAA) Federal tax credits in the 2020 Second Round 9% California Tax Credit Allocation Committee (TCAC). The Proposed Emergency Regulation Changes issued by TCAC on April 24, 2020 indicates, “Applications for projects applying for FCAA Federal Credit shall be competitively scored within the county apportionment under the system delineated in Sections 10325(c)(1) through (3), (4)(B), and (6). In the cases where applications receive the same score, the application with the greatest number of proposed Tax Credit Units shall be selected.”

The Project will be competing for the Sonoma County apportionment and anticipates scoring the maximum 81 points. The Project’s FCAA Federal Credit tie-breaker is the proposal of 101 Tax Credit Units. Should all the FCAA Federal Credits be awarded, the Project is eligible to compete in the Northern Region (Butte, Marin, Napa, Shasta, Solano, and Sonoma Counties) geographic area. Under the standard TCAC competitive scoring criteria and with the addition of the eight Project-Based Vouchers for leveraging, the Project will score 108 points and a tie-breaker score of 24.855%.

SUMMARY OF FINANCING STATUS

The total development cost for DeTurk Winery Village is \$51,686,042. The development cost per unit is \$511,743 per unit. The breakdown of construction and permanent financing sources for the project are as follows:

Construction Period Sources	
Source	Amount
Citibank Construction Loan	\$40,000,000
City of Santa Rosa Housing Authority Funds	\$4,200,000
Federal Tax Credit Equity	\$5,864,868
Deferred Developer Fee/Costs	\$1,621,174

Permanent Period Sources	
Source	Amount
Citibank Permanent Loan	\$12,165,930
City of Santa Rosa Housing Authority Funds	\$4,200,000
Federal Tax Credit Equity	\$34,499,222
TCAC Performance Deposit Refund	\$146,820
Deferred Developer Fee	\$674,070

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Citibank Construction and Permanent Loans

Citibank, N.A. will provide a construction loan in the amount of \$40,000,000. The construction loan will be for a term of 28 months. The loan will function as a draw-down loan in which interest will only be paid on the outstanding portion of the loan. The loan shall bear interest at a variable rate estimated at 4.55% as of the application deadline.

Citibank, N.A. will also provide a permanent loan in the total amount of \$12,165,930. The permanent loan will be amortized over 35 years and is due and payable after 15 years. The loan shall bear interest at a variable rate estimated at 4.57% as of the application deadline. Both loans are committed to the project.

City of Santa Rosa Housing Authority Funds

The project submitted an Affordable Housing Loan application on May 15, 2020 for funding from the City of Santa Rosa Housing Authority in the amount of \$4,200,000. The residual receipts loan will be comprised of \$3,000,000 in Local Funds and \$1,200,000 in U.S. Housing and Urban Development Department Community Development Block Grant (CDBG) funds. The loan has a rate of 3% simple interest. Principal and interest will be deferred for the 55-year loan term. Additionally, the loan will require a recorded Regulatory Agreement to preserve project affordability for the 55-year term.

Federal Disaster Tax Credit Equity

The partnership will admit Red Stone Equity LLC as the investment limited partner who will contribute approximately \$34,499,222 in Federal Tax Credit Equity, or \$0.94 per tax credit, into the partnership. In exchange, Red Stone Equity LLC will receive a 99.99% allocation of federal tax credits and operating losses. These funds are committed to the project.

DeTurk Winery Village will submit a 9% TCACA application by July 1, 2020 for FCAA Federal Credits in the 2020 Second Round. We are projecting a Federal tax credit allocation in the amount of \$36,704,970 over 10 years, or approximately \$3,670,497 annually. Per the revised TCAC regulations to be adopted on June 17, 2020, the project's anticipated request of \$3,670,497 in annual credits will be in compliance with the maximum Federal tax credit request of \$5,000,000 per project applying for FCAA Federal Credits.

Deferred Developer Fees/Costs and TCAC Performance Deposit Refund

Funding of the Operating and Transition Reserves is not required until permanent financing has funded. Accordingly, these costs shall be deferred during construction. In addition, the Meta Housing Corporation will defer a portion of its developer fee. The Developer has agreed to defer more of its fee in an amount necessary to cover any additional funding shortfalls during construction. The total amount of costs deferred during construction is estimated to be \$1,621,174 and shall bear no interest during the construction period.

Additionally, Meta Housing Corporation will defer approximately \$674,070 of its developer fee as a permanent financing source to cover any permanent funding shortfall. The deferred fee will be in the form of a note and will bear interest at 3%.

Upon acceptance of the anticipated \$36,704,970 reservation of FCAA Federal Credits, the project is required to provide TCAC with a performance deposit equivalent to four percent (4%) of the first year's

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Federal Credit amount reserved. The performance deposit of \$146,820 will be refunded to the project once all applicable TCAC conditions are met including, but not limited to, Placed In Service requirements and execution of a TCAC regulatory agreement. The refund is anticipated at conversion from construction to permanent period financing.

Rental Subsidies

The project is requesting rental subsidies in the form of eight (8) City of Santa Rosa Housing Authority Project-Based Vouchers (PBV). Of the eight PBV units, three (3) are one-bedroom units, three (3) are two-bedroom units, and two (2) are three-bedroom units. Based on HUD Fair Market Rents for Santa Rosa MSA, FY 2020, the estimated annual rental subsidy is \$190,920.

SUMMARY OF ENTITLEMENT STATUS

The DeTurk Winery Village project, inclusive of Phase 1 and Phase 2, received approval of all required Entitlements on June 20, 2019. The following approvals were authorized by the City of Santa Rosa:

- 35% State Density Bonus with the dedication of 11% of the units affordable for very low-income occupants
- Vacation of Public Right-of-Way for an approximately 18,750 square foot area along the east side of the Donahue Street frontage
- Major Landmark Alteration Permit
- Major Design Review Permit

The entitlements are valid for two years, or June 20, 2021. An extension may be requested for an additional four years, until June 20, 2025.

ENVIRONMENTAL CONSIDERATIONS

Flood Zone / Wetlands

DeTurk Winery Village is located in FEMA Zone X, which is an area of minimal flood hazard.

The site does not have any wetlands, including vernal pools, present. In addition, as outlined in the City Resolution Number 19-993, it has no value as a habitat for endangered, rare, or threatened species.

CEQA / NEPA

The proposed project has been reviewed in compliance with the California Environmental Quality Act (CEQA). The project is statutorily exempt from CEQA pursuant to Government Code Section 65457 in that the project would develop a residential land use that is undertaken to implement, and is consistent with, the Downtown Station Area Specific Plan. The EIR prepared for the Specific Plan was certified by the City Council on October 9, 2007 (Resolution No. 26949) and no events subsequent to certification have required a supplemental EIR pursuant to Public Resources Code section 21166. Pursuant to Section 15332, the project is exempt from CEQA as an In-fill Development.

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If DeTurk Winery Village is awarded CDBG funds and/or Project-Based Vouchers, the Applicant will work with the City of Santa Rosa Housing Authority to obtain the required National Environmental Policy Act (NEPA) clearances for the project.

Phase I

A Phase I report dated November 14, 2005 was completed for the project site. Per the recommendation of the Phase I, the Applicant will conduct all applicable additional environmental investigations and testing to confirm no or less than significant environmental impacts prior to any demolition, renovation, or construction activities. Should a significant impact be discovered in the subsequent reports, the Applicant will mitigate the areas of concern as appropriate.

SOURCES OF FUNDS

DeTurk Winery

5/27/2020

CONSTRUCTION	Lender	Term	Rate	9%	Per Unit
	Construction Loan	28	4.55%	\$ 40,000,000	\$ 396,040
	Tax Credit Equity - Federal	28		\$ 5,864,868	\$ 58,068
	City of Santa Rosa	28		\$ 4,200,000	\$ 41,584
	Deferred Developer Fee/Costs	28		\$ 1,621,174	\$ 16,051
	TOTAL SOURCES			\$ 51,686,042	\$ 511,743

PERMANENT	Lender	Term	Rate	9%	Per Unit
	Permanent Loan - Tranche A	420	4.57%	\$ 10,946,090	\$ 108,377
	Permanent Loan - Tranche B	240	4.57%	\$ 1,219,840	\$ 12,078
	Tax Credit Equity - Federal			\$ 34,499,222	\$ 341,576
	TCAC - Performance Deposit Refund			\$ 146,820	\$ 1,454
	City of Santa Rosa			\$ 4,200,000	\$ 41,584
	Deferred Developer Fee			\$ 674,070	\$ 6,674
	TOTAL SOURCES			\$ 51,686,042	\$ 511,743

SOURCES AND USES BUDGET

USES	TOTAL PROJECT COST Per Budget	PER UNIT COSTS	70% PVC FOR NEW CONST/REHAB
<i>LAND COST/ACQUISITION</i>			
Land Cost or Value	4,000,000	39,604	-
Demolition	500,000	4,950	-
Total Land Cost or Value	4,500,000	44,554	-
Off-Site Improvements	260,000	2,574	260,000
Total Acquisition Cost	260,000	2,574	260,000
Total Land Cost / Acquisition Cost	4,760,000	47,129	260,000
Predevelopment Interest/Holding Cost	368,807	3,652	151,646
<i>NEW CONSTRUCTION</i>			
Structures	30,298,672	299,987	30,298,672
General Requirements	1,045,351	10,350	1,045,351
Contractor Overhead	448,008	4,436	448,008
Contractor Profit	448,008	4,436	448,008
General Liability Insurance	300,538	2,976	300,538
Total New Construction Costs	32,540,577	322,184	32,540,577
<i>ARCHITECTURAL FEES</i>			
Design	650,000	6,436	650,000
Supervision	475,000	4,703	475,000
Total Architectural Costs	1,125,000	11,139	1,125,000
Total Survey & Engineering	582,300	5,765	582,300
<i>CONSTRUCTION INTEREST & FEES</i>			
Construction Loan Interest	924,272	9,151	924,272
Origination Fee	300,000	2,970	230,769
Credit Enhancement/Application Fee	78,000	772	66,462
Title & Recording	76,000	752	60,000
Taxes	25,000	248	25,000
Insurance	200,000	1,980	200,000
Other: (Construction Loan Interest Post CofO)	704,019	6,970	-
Total Construction Interest & Fees	2,307,291	22,844	1,506,503
<i>PERMANENT FINANCING</i>			
Loan Origination Fee	121,659	1,205	-
Credit Enhancement/Application Fee	25,000	248	-
Title & Recording	37,500	371	-
Total Permanent Financing Costs	184,159	1,823	-
Subtotals Forward	41,868,134.00	414,535.98	36,166,025.51

SOURCES AND USES BUDGET

USES	TOTAL PROJECT COST Per Budget	PER UNIT COSTS	70% PVC FOR NEW CONST/REHAB
LEGAL FEES	-		-
Lender Legal Paid by Applicant	75,000	743	50,000
Other: Partnership Legal	125,000	1,238	93,750
Total Attorney Costs	200,000	1,980	143,750
RESERVES	-		-
3-Month Operating Reserve	357,219	3,537	-
Total Reserve Costs	357,219	3,537	-
APPRAISAL	-		-
Total Appraisal Costs	5,000	50	5,000
Total Contingency Cost	2,497,543	24,728	2,497,543
OTHER PROJECT COSTS	-		-
TCAC/CDLAC App/Allocation/Monitoring Fees	443,000	4,386	-
Environmental Audit	15,000	149	15,000
Local Development Impact Fees	1,530,263	15,151	1,530,263
Permit Processing Fees	635,683	6,294	635,683
Marketing	82,000	812	-
Furnishings	275,000	2,723	275,000
Market Study	6,500	64	6,500
Accounting/Reimbursables	90,000	891	25,000
Soft Cost Contingency	535,000	5,297	500,000
Other: Relocation	608,500	6,025	-
Other: Organizational	30,200	299	15,000
Other: (Utilities)	307,000	3,040	307,000
Total Other Costs	4,558,146	45,130	3,309,446
SUBTOTAL PROJECT COST	49,486,042	489,961	42,121,765
DEVELOPER COSTS	-		-
Developer Overhead/Profit	2,200,000	21,782	1,400,000
Total Developer Costs	2,200,000	21,782	1,400,000
TOTAL PROJECT COSTS	51,686,042	511,743	43,521,765

INCOME

DeTurk Winery

HUD/TCAC

Sonoma	Efficiency	1 Bed	2 Bed	3 Bed	Notes
Rent @ 100% AMI 2020		\$2,130	\$2,557	\$2,953	TCAC 2020 Rents - Sonoma County
Utility Allowance		\$52	\$49	\$86	Santa Rosa Housing Authority - 05.01.2019
HUD FMR		\$1,489	\$1,949	\$2,798	HUD FMR FY 2020

Total Units 101

Unit Breakdown

Type	Unit/Sq. Ft.	# of Units	AMI Restrictions	Rent/Unit	sq. ft. price	Utility Allow.	Rent Received	Total Rent	Subsidy Units	Subsidy Rent	Difference Rent vs. Subsidy	Total Overhang Income
1 Bed	620	3	30%	\$ 639	\$ 1.03	\$ 52	\$ 587	\$ 1,761	3	\$ 1,489	\$ 850	\$ 2,550
1 Bed	620	7	40%	\$ 852	\$ 1.37	\$ 52	\$ 800	\$ 5,600		\$ -	\$ -	\$ -
1 Bed	620	10	50%	\$ 1,065	\$ 1.72	\$ 52	\$ 1,013	\$ 10,130		\$ -	\$ -	\$ -
1 Bed	620	13	60%	\$ 1,278	\$ 2.06	\$ 52	\$ 1,226	\$ 15,938		\$ -	\$ -	\$ -
2 Bed	898	3	30%	\$ 767	\$ 0.85	\$ 69	\$ 698	\$ 2,094	3	\$ 1,949	\$ 1,182	\$ 3,546
2 Bed	898	7	40%	\$ 1,023	\$ 1.14	\$ 69	\$ 954	\$ 6,676		\$ -	\$ -	\$ -
2 Bed	898	10	50%	\$ 1,278	\$ 1.42	\$ 69	\$ 1,209	\$ 12,093		\$ -	\$ -	\$ -
2 Bed	898	13	60%	\$ 1,534	\$ 1.71	\$ 69	\$ 1,465	\$ 19,045		\$ -	\$ -	\$ -
3 Bed	1078	4	30%	\$ 886	\$ 0.82	\$ 86	\$ 800	\$ 3,200	2	\$ 2,798	\$ 1,912	\$ 3,824
3 Bed	1078	6	40%	\$ 1,181	\$ 1.10	\$ 86	\$ 1,095	\$ 6,572		\$ -	\$ -	\$ -
3 Bed	1078	10	50%	\$ 1,477	\$ 1.37	\$ 86	\$ 1,391	\$ 13,907		\$ -	\$ -	\$ -
3 Bed	1078	13	60%	\$ 1,772	\$ 1.64	\$ 86	\$ 1,686	\$ 21,918		\$ -	\$ -	\$ -
Mngr Units (2bd)	898	2	100%	\$ 2,557	\$ 2.85	\$ -	\$ 2,557	\$ 5,113		\$ -	\$ -	\$ -
Avg/Total	866	101	49.90%	\$ 1,218		\$ 68	\$ 1,178	\$ 124,047	8			\$ 9,920

Monthly Rent < 60% AMI	\$ 124,047		
Monthly Rent from Moderate & Market	\$ -		
Total Monthly	\$ 124,047	Total Monthly Overhang Inc	\$ 9,920

Total Annual Rent \$ 1,488,564.00 Total Annual Overhang Inc \$ 119,040

Annual Rent < 60% AMI	\$ 1,488,564.00
Vacancy 7.0%	\$ (104,199)
Overhang Income	\$ 119,040.00
Vacancy 10.0%	\$ (11,904)
Other income \$ 50.00	\$ 60,600 \$ 600.00
Vacancy 25.0%	\$ (15,150)
Effective Gross Income	\$ 1,536,951

Total Annual Overhang Inc	\$ 119,040
Vacancy 10.0%	\$ (11,904)
Effective Gross Income	\$ 107,136

OPERATING EXPENSES

Expenses	Budget	Per Unit	Per Month
		101	
Salaries & Benefits			
Manager	\$ 45,000	\$ 446	\$ 3,750
Asst. Manager(s)	\$ 40,000	\$ 396	\$ 3,333
Employee Apartment (manager/maint.)	\$ 61,360	\$ 608	\$ 5,113
Employee Burden	\$ 48,299	\$ 478	\$ 4,025
Total Salaries & Benefits	\$ 194,659	\$ 1,927	\$ 16,222
Administrative	\$ 19,465	\$ 193	\$ 1,622
Business License Tax	\$ 500	\$ 5	\$ 42
Advertising/Marketing	\$ 1,000	\$ 10	\$ 83
Repairs & Maint.			
Maintenance Manager	\$ 42,000	\$ 416	\$ 3,500
Employee Burden	\$ 13,860	\$ 137	\$ 1,155
Painting & Cleaning	\$ 25,250	\$ 250	\$ 2,104
Repairs & Maint.	\$ 25,250	\$ 250	\$ 2,104
Total Repairs & Maintenance	\$ 127,325	\$ 1,261	\$ 10,610
Contract Services			
Elevator Service Contract	\$ 15,000	\$ 149	\$ 1,250
Fire Sprinkler/Alarm Service	\$ 4,500	\$ 45	\$ 375
Trash	\$ 24,240	\$ 240	\$ 2,020
Pest Control	\$ 7,500	\$ 74	\$ 625
Landscape/Grounds Maintenance	\$ 18,000	\$ 178	\$ 1,500
Total Contract Services	\$ 69,240	\$ 686	\$ 5,770
Utilities			
Electric	\$ 40,400	\$ 400	\$ 3,367
Water & Sewer	\$ 50,500	\$ 500	\$ 4,208
Gas	\$ 13,635	\$ 135	\$ 1,136
Total Utilities	\$ 104,535	\$ 1,035	\$ 8,711
Management Fees	\$ 83,410	\$ 826	\$ 6,951
Legal	\$ 8,500	\$ 84	\$ 708
Accounting / Audit	\$ 10,000	\$ 99	
Real Estate Taxes (Market Rate)	\$ 15,000	\$ 149	\$ 1,250
Insurance	\$ 45,450	\$ 450	\$ 3,788
Replacement Reserves	\$ 25,250	\$ 250	\$ 2,104
Activity Fee	\$ 25,000	\$ 248	\$ 2,083
Total Other	\$ 212,610	\$ 2,105	\$ 17,718
Total Expenses	\$ 708,369	\$ 7,014	\$ 59,031
TCAC Core Expenses		\$ 6,368	
Additional Project Expenses:			
Asset Management Fee - LP	\$ 5,000	\$ 50	\$ 417
Asset Management Fee - AGP	\$ 2,500	\$ 25	\$ 208
Managing General Partner Fee	\$ 7,500	\$ 74	\$ 625
Total	\$ 15,000	\$ 149	\$ 1,250

20 YR-CASH FLOW

DeTurk Winery Village (Phase 1)

Calendar Year	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
Stabilized Year	1	2	3	4	5	6	7	8	9	10
Revenues:										
Gross Potential Rent	\$ 1,488,564	\$ 1,525,778	\$ 1,563,923	\$ 1,603,021	\$ 1,643,096	\$ 1,684,174	\$ 1,726,278	\$ 1,769,435	\$ 1,813,671	\$ 1,859,012
Overhang Income	\$ 119,040	\$ 122,016	\$ 125,066	\$ 128,193	\$ 131,398	\$ 134,683	\$ 138,050	\$ 141,501	\$ 145,039	\$ 148,665
Other Income	\$ 60,600	\$ 62,115	\$ 63,668	\$ 65,260	\$ 66,891	\$ 68,563	\$ 70,277	\$ 72,034	\$ 73,835	\$ 75,681
Vacancy GPR	\$ (104,199)	\$ (106,804)	\$ (109,475)	\$ (112,211)	\$ (115,017)	\$ (117,892)	\$ (120,839)	\$ (123,860)	\$ (126,957)	\$ (130,131)
Vacancy Overhang	\$ (11,904)	\$ (12,202)	\$ (12,507)	\$ (12,819)	\$ (13,140)	\$ (13,468)	\$ (13,805)	\$ (14,150)	\$ (14,504)	\$ (14,866)
Vacancy Other Income	\$ (15,150)	\$ (15,529)	\$ (15,917)	\$ (16,315)	\$ (16,723)	\$ (17,141)	\$ (17,569)	\$ (18,009)	\$ (18,459)	\$ (18,920)
Total Net Revenues	1,536,951	1,575,374	1,614,759	1,655,128	1,696,506	1,738,918	1,782,391	1,826,951	1,872,625	1,919,441
Total Expenses:	708,369	732,053	756,562	781,924	808,169	835,327	863,432	892,515	922,610	953,754
Net Operating Income:	828,581	843,321	858,197	873,204	888,337	903,591	918,960	934,437	950,015	965,686
Debt Service:										
Total Perm Debt	720,505	720,505	720,505	720,505	720,505	720,505	720,505	720,505	720,505	720,505
	1.150	1.17	1.19	1.21	1.23	1.25	1.28	1.30	1.32	1.34
Cash Flow After Debt Service	108,076	122,815	137,691	152,698	167,832	183,086	198,454	213,931	229,509	245,181

20 YR-CASH FLOW

DeTurk Winery Village (Phase 1)

Calendar Year	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042
Stabilized Year	11	12	13	14	15	16	17	18	19	20
Revenues:										
Gross Potential Rent	\$ 1,905,488	\$ 1,953,125	\$ 2,001,953	\$ 2,052,002	\$ 2,103,302	\$ 2,155,885	\$ 2,209,782	\$ 2,265,026	\$ 2,321,652	\$ 2,379,693
Overhang Income	\$ 152,381	\$ 156,191	\$ 160,096	\$ 164,098	\$ 168,200	\$ 172,405	\$ 176,716	\$ 181,133	\$ 185,662	\$ 190,303
Other Income	\$ 77,573	\$ 79,512	\$ 81,500	\$ 83,538	\$ 85,626	\$ 87,767	\$ 89,961	\$ 92,210	\$ 94,515	\$ 96,878
Vacancy GPR	\$ (133,384)	\$ (136,719)	\$ (140,137)	\$ (143,640)	\$ (147,231)	\$ (150,912)	\$ (154,685)	\$ (158,552)	\$ (162,516)	\$ (166,579)
Vacancy Overhang	\$ (15,238)	\$ (15,619)	\$ (16,010)	\$ (16,410)	\$ (16,820)	\$ (17,241)	\$ (17,672)	\$ (18,113)	\$ (18,566)	\$ (19,030)
Vacancy Other Income	\$ (19,393)	\$ (19,878)	\$ (20,375)	\$ (20,884)	\$ (21,407)	\$ (21,942)	\$ (22,490)	\$ (23,053)	\$ (23,629)	\$ (24,220)
Total Net Revenues	1,967,427	2,016,612	2,067,028	2,118,703	2,171,671	2,225,963	2,281,612	2,338,652	2,397,118	2,457,046
Total Expenses:	985,983	1,019,334	1,053,848	1,089,563	1,126,523	1,164,771	1,204,351	1,245,311	1,287,698	1,331,562
Net Operating Income:	981,444	997,278	1,013,180	1,029,140	1,045,148	1,061,192	1,077,260	1,093,341	1,109,420	1,125,484
Debt Service:										
Total Perm Debt	720,505	720,505	720,505	720,505	720,505	720,505	720,505	720,505	720,505	720,505
	1.36	1.38	1.41	1.43	1.45	1.47	1.50	1.52	1.54	1.56
Cash Flow After Debt Service	260,938	276,772	292,674	308,635	324,642	340,686	356,755	372,836	388,915	404,978