

NOVEMBER 2020 APPLICATION FOR PROJECT-BASED VOUCHERS

Petaluma Ecumenical Properties, dba PEP Housing 94-2565270
Legal Name of Organization *Tax ID Number of Organization*

625 Acacia Lane, Santa Rosa, CA 95409
Mailing Address

Krista Fotou Project Coordinator
Name of contact person for this application *Title*

(707)762-2336 kristaf@pephousing.org www.pephousing.org
Telephone *Email* *Organization website address*

Project Summary		
<p><i>Project Name</i> <u>Linda Tunis Senior Apartments</u></p> <hr/> <p><i>Project Address</i></p> <p style="text-align: center;"><u>600 Acacia Lane, Santa Rosa, CA 95409</u></p>		
<p>Please indicate the additional funding source(s) and planned application date for which the project will compete:</p> <p style="text-align: center;">If awarded CDBG-DR funds and PBV's, no further funding sources will be needed.</p> <p><i>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.</i></p>		
<p>Project Type:</p> <p><input type="checkbox"/> Existing Housing</p> <p><input checked="" type="checkbox"/> Rehabilitation</p> <p><input type="checkbox"/> New Construction</p>	<p>Estimated Date of Occupancy:</p> <p style="text-align: center;"><u>April 2022</u></p>	
<p>Number of Project-Based Vouchers Requested: <u>17 (8 previously committed)</u></p>	<p>Total units in this Project: <u>26 (1 manager's unit)</u></p>	<p>Percent of units to be Project-Based: <u>100%</u></p>

Project Cap: 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.

25 Units exclusively serving elderly families

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

Please indicate if the units will be set aside for any of the following populations. This information is for SRHA use and will not influence the award process:

5 Units designated for persons experiencing homelessness

___ Units designated for Veterans

___ Supportive housing as defined by Appendix D of PIH Notice 2017-21

___ Low-poverty census tract

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)

Mary Stompe

Name

Name

Executive Director

Title

Title

Mary Stompe

Signature

Signature

December 1, 2020

Date

Date

I. Description of Property

1. PBV Project Name

Linda Tunis Senior Apartments

2. Property Address and Assessor Parcel Number(s)

600 Acacia Lane, Santa Rosa, CA 95409 APN 182-520-088

3. Application Category

- Existing
-
- Rehabilitation
- New Construction

4. Projected date of occupancy: April 2022

5. Structure Type (e.g., Low-Rise or Hi-Rise Apt, Townhome, Duplex/Triplex/Fourplex, Single Family)

Single-story rehabilitation of former Santa Rosa Scottish Rite Event Center

6. Is this a Tax Credit property?

- Yes
- No
- Intent to Apply

7. If Yes or Intent to Apply, is property located in a Qualified Census Tract¹?

- Yes
- No

8. Census Tract of property

1522.02

9. Poverty rate in Census Tract:

10.91%

10. The project is for qualifying² households (check any or all that apply):

- Units exclusively serving elderly families
- Units housing households eligible for supportive services available to all families receiving PBV assistance in the project

¹ See <http://www.huduser.org/DATASETS/get.html>

² Please see PIH Notice 2017-21.

11. If the units are not for qualifying households, the number of PBV units in the project will be statutorily limited to the greater of 25 units or 25 percent of the units in the project. The proposed project meets the 25 percent or 25-unit limit:

- Yes
 No

12. Property Configuration

	1 Br	2 Br	3 Br	4 Br	5 Br	Total
Total units including non-PBV	26 (0 Br/studio apts.)					26
Total PBV units	25					25
PBV rents requested (may not exceed 110% of FMR)	\$1,474					
Non-PBV Rents (if applicable)	N/A					
Fair Market Rents (FMR)	\$1,340					
110% FMR	\$1,474					
Tax Credit Rent, if applicable	N/A					

13. Complete the utility table below for the proposed PBV units.

Utility/Service	Owner or Tenant Paid	Natural Gas	Electric
Heating (Specify Type in last columns)	Owner	X	X
Cooking (Specify Type)	Owner		X
Water Heating (Specify Type)	Owner	X	
Other Electric	Owner		
Water	Owner		
Sewer	Owner		
Trash Collection	Owner		
Other (Specify)	N/A		

14. Is the property accessible for persons with disabilities?

- Yes, all units and common areas
 No, no accessibility features
 Some units (indicate number of units and identify accessible common areas)

Three (3) Mobility Accessible units, numbers 102, 113 and 125 will comply with the mobility features of the 2016 CBC Chapter 11B and two (2) Visual and Hearing Impaired units, numbers 103 and 124, will comply with the communication features of the 2016 CBC Chapter 11B. All common areas including but not limited to the dining hall, laundry room, computer room and bathrooms near the dining hall will comply with Chapter 11B, which meets or exceeds federal requirements such as UFAS and Section 504..

15. Are there any non-residential units (e.g., commercial, office) on this property?

- Yes
 No

If yes, please describe:

N/A

16. List the distance (in miles) from the property to the nearest:

Distance in miles	Service	Name or description of facility
1.1 miles	Supermarket	Safeway
2.1 miles	Shopping district	Montgomery Village
0 miles	Public transportation	Bus stop located on sidewalk at front of property
.5 miles	Health services	Walgreen's Pharmacy
3.2 miles	Educational institution	Santa Rosa Junior College
N/A	Significant employers	The majority of our residents are retired living on a fixed income.
0-1 mile	Other neighborhood service	Property is adjacent to PEP's Acacia Lane Senior Apartments and Rincon Valley Mobile Estates (55+), and 1 mile from Howarth Park.

17. Site information:

Does applicant have site control?	Yes		
Current Land Use Designation	General Plan is Low Residential 2.0 – 8.0 per acre. Approved MUP allows for 26 units with the approved Density Bonus.		
Proposed Land Use Designation	No change		
Proposed Density (units/acre)	20.40 units per acre (with approved density bonus)	No. of acres	1.27
Water/Sewer availability and location	Existing on-site		
Is property subject to specific area plan?	No		
Is relocation of occupants necessary?	No		
Purchase price	\$2,451,900		
Appraised value	No appraisal available at this time. An appraisal will be secured prior to closing.		

18: Environmental considerations

Reports/Studies completed A full NEPA Environmental Assessment has been completed with a Finding of No Significant Impact (FONSI). The City has determined the project is exempt under CEQA.

Proximity to flood plain

FEMA designated Area of Minimal Flood Hazard

Indicate presence of wetlands, vernal pools, endangered plant or animal species

None found

Other known environmental constraints

None

19. Affordability

Total number of units to be built: Rehabilitation of existing commercial building into 26 studio units

Number of affordable rental units: 25

Number of affordable ownership units: 0

Number of units dedicated for:				
30% AMI	31-50% AMI	51-80% AMI	80%+ AMI	Non-Restricted
5	20			1

Itemization of Proposed Units:					
Bedroom Size	Sq. Ft.	No. of Units	Targeted Income Level	Proposed Rent	Comment
0	375-400	5	30%	\$597	
0	375-400	3	35%	\$697	
0	375-400	9	40%	\$796	
0	375-400	8	50%	\$995	
0	375-400	1			Resident Mgrs. unit

II. Management Plan

Please describe the management plan for the property. Use additional sheets as necessary and/or attach relevant documentation, identifying attachments in the spaces below:

1. Property Management Agent Name:

PEP Housing

2. Address of Property Management Agent:

625 Acacia Lane, Santa Rosa, CA 95409

3. Property Management Agent website:

www.pephousing.org

4. Qualifications, including management of properties for persons with special needs (if applicable):

PEP Housing has 42 years experience developing and managing affordable housing for seniors.

5. Address and description of other properties managed:

Please see the enclosed list of PEP Properties following this application.

6. References:

- 1) Maria Duarte, Director of Asset Management, Merritt Community Capital, 1970 Broadway, Suite 250, Oakland, CA 94612, Phone (510) 906-0241
- 2) Tony Daguanno, VP Originations, NATIONAL EQUITY FUND, INC., One SW Columbia Street, Suite 500, Portland, OR 97204, Phone (971) 404-6074
- 3) Alexis Macullar, Housing & Community Services, City of Santa Rosa
Department of Housing & Community Services, 90 Santa Rosa Ave., Santa Rosa, CA 95404
Phone (707) 543-4314

7. Personnel plan for the proposed project:

	No. of Staff	Working Days/Hours
Office Staff:	<u>.5 FTE</u>	<u>10-2, M-Th</u>
Maintenance Staff:	<u>.25 FTE</u>	<u>Available as needed</u>

Is there a Resident Manager in addition to the above staff for after-hours emergencies?

- Yes
 No
-

III. Financial Information

1. Legal name of applicant with whom Project-Based Voucher HAP Contract will be established:

Caulfield Lane Senior Housing

2. Type of organization (corporation, partnership, etc.)

Corporation

3. Tax Exempt organization

- Yes
- No

4. Will rents in the property remain affordable after the expiration of the HAP contract?

- Yes
- No

5. Has the project received funding through any competitive process by any government entity?

- Yes We have received a \$690,000 loan from the HASR in CDBG funds and 8 PBV's.
- No

6. Requested HAP Contract Term:

20 years with possible 20 year extension.

7. Project Cost and Financing

Project Costs					
Land Cost	Land Cost Per Acre	Predevelopment	Soft Costs	Hard Costs	Total Project Cost
\$2,451,900	\$1,930,629.92	\$400,000	\$1,537,97	\$4,992,167.	\$ 9,382,046
				Cost Per Unit	\$ 360,848

Project Financing	
Anticipated funding from PBVs	\$193,900 annually
Additional Housing Authority funding, if any	\$4,100,046 (\$690,000 CDBG loan plus \$7,032 accrued interest rec'd, \$3,403,014 CDBG-DR application pending)
Amount of other permanent financing	\$2,000,000 perm loan
Amount of cash or loans currently in project	\$3,282,000 - \$2,932,000 grants received, \$350,000 AHP, (\$690,000 - CDBG - Shown above in Housing Authority income)
Amount of owner's equity in project	
Amount of Deferred Developer Fee	
Total	\$9,382,046

What are the administrative costs of this project, and how will they be funded?

All administrative costs are covered by the developer fee budgeted at \$676,000.

Please attach the following tables to complete Part III, Question 7:

- Table 1: Existing or Committed Financing Sources*
- Table 2: Interim/Construction Financing*
- Table 3: Permanent Financing*

Section III, Question 7

Table 1: Existing or Committed Financing Sources

EXISTING AND/OR COMMITTED FINANCING

	1	2		4	5	6
Lender's Name & Address	SF FHLB/Tri Counties Bank 63 Constitution Drive Chico, CA 95973	City of Santa Rosa 90 Santa Rosa Ave. Santa Rosa, CA 95404	Grants			
Contact Person & Phone #	Guillermo Sandoval (530) 879-4214	Nicole Rathbun (707) 889-2370	Various			
Name of Program	AHP	CDBG	Grants			
Loan Amount	\$350,000	\$690,000	N/A			
Annual Payment	N/A	Residual receipts	N/A			
Terms of Loan	55 years	55 years	N/A			
Date Applied	3/2020	9/2020	Various			
Current Status of Application	Awarded	Awarded	Awarded			
Conditions			\$2,932,000 - Grants awarded.			

Section III, Question 7

Table 2: Interim/Construction Financing

INTERIM/CONSTRUCTIONFINANCING

	1	2	3	4	5	6
Lender's Name & Address	SF FHLB (via Tri Counties Bank 63 Constitution Dr. Chico, CA 95973	City of Santa Rosa/ HCD 90 Santa Rosa Ave. Santa Rosa, CA 95404	City of Santa Rosa 90 Santa Rosa Ave. Santa Rosa, CA 95404	Construction Loan TBD	Grants	
Contact Person & Phone #	Guillermo Sandoval (530) 879-4214	Nicole Rathbun (707) 889-2370	Nicole Rathbun (707) 889-2370		Various	
Name of Program	AHP	CDBG-DR	CDBG Loan		Grants	
Loan Amount	\$350,000	\$3,403,014	\$690,000	\$1,490,531	\$2,932,000	
Annual Payment	N/A	N/A			N/A	
Terms of Loan	0%/12 mo.	12 mo.	3%/12 mo.	4.64%/12 mo.	N/A	
Date Applied	3/20	12/20	9/20		Various	
Current Status of Application	Awarded	Pending	Awarded		Approved	
Conditions						

Section III, Question 7

Table 3: Permanent Financing

PERMANENT FINANCING

	1	2	3		5	6
Lender's Name & Address	California Community Reinvestment Corp	City of Santa Rosa 90 Santa Rosa Ave. Santa Rosa, CA 95404	SF FHLB & Tri Counties Bank 63 Constitution Drive Chico, CA 95973	CDBG - DR		
Contact Person & Phone #	Aaron Smith (818)550-9811	Nicole Rathbun (707) 889-2370	Guillermo Sandoval (530) 879-4214	Nicole Rathbun (707) 889-2370		
Purpose						
Name of Program		CDBG	AHP	CDBG-DR		
Loan Amount	\$2,000,000	\$690,000	\$350,000	\$3,403,014		
Annual Payment	153,425	RR	N/A	N/A		
Terms of Loan	20 years	55 years	55 Years	55 years		
Date Applied	TBD	9/20	3/20	12/20		
Current Status of Application	Commitment Letter	Approved, funds received	Awarded	Pending		
Conditions						

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CDBG-DR Funding Application
December 3, 2020
Applicant: PEP Housing

Housing Project Description.

Linda Tunis Senior Apartments (“LTSA”) is the planned rehabilitation of the Scottish Rite Event Center in Santa Rosa into 26 units of new permanent, affordable rental housing for very low and extremely low-income seniors. PEP Housing acquired the property in August 2019 to help address senior housing shortages exacerbated by the recent wildfires in Sonoma County. LTSA is named in honor of Linda Tunis, a resident at the Journey’s End Mobile Home park which burned during the 2017 Tubbs fire. Her daughter, Jessica Tunis, is a former resident manager at PEP Housing’s Acacia Lane Senior Apartments, adjacent to the LTSA site.

Linda Tunis Senior Apartments meets numerous objectives and priorities of the Community Development Block Grant-Disaster Relief (CDBG-DR) program as well as other City and County affordable housing objectives.

LTSA is in the Rincon Valley neighborhood in Santa Rosa, in the northeast City quadrant, targeted by Santa Rosa to provide affordable housing throughout the City, including high-resource neighborhoods. The area is identified as a Most Impacted and Distressed (MID) area impacted by the 2017 wildfires per the Federal Emergency Management Agency’s Disaster Declaration DR-4344.

PEP Housing has raised over \$2.9 million in corporate, foundation, service organization, and other private donations for Linda Tunis Senior Apartments, including a \$1 million grant from Kaiser Permanente and a \$900,000 grant from the Weinberg Foundation. Other committed funding includes a commitment of Federal Home Loan Bank Affordable Housing Program (AHP) funds through Tri-Counties Bank and a permanent loan commitment from the California Community Reinvestment Corporation (CCRC). The City of Santa Rosa has approved \$690,000 in CDBG funding for site acquisition and eight Section 8 Project-Based Vouchers.

Funding information may be found in the narrative financial plan description and commitment letters attached to this application.

Linda Tunis Senior Apartments addresses the following CDBG-DR priorities:

- *Projects providing a greater ratio of affordable rent units to total units (i.e. a project where 51% or more of the total units are affordable).* - LTSA creates 25 affordable senior housing units, 100% targeted to extremely low and very-low income elderly, including 5 units reserved for homeless seniors and eight units assisted by City-approved Section 8 Project-Based Vouchers. PEP Housing is applying for an additional 17 PBV’s in conjunction with this CDBG-DR application.

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- *Projects which are providing residential units for Elderly Persons.* - LTSA will house eligible seniors ages 62+.
- *Projects providing residential units for people with at least one Disability. Disabled people are among the groups considered as being most vulnerable and at risk of suffering negative effects from natural disasters.* - Three units (11%) will be fully accessible units for persons with mobility impairments and 2 units (7%) will be accessible to persons with sensory impairments.
- *Projects providing housing for Extremely Low Income (ELI) individuals or families.* - Five units will target seniors with incomes below 30% AMI.
- *Project accommodating “Deep Affordability” with at least 10% of units below 30% AMI.* - 20% (5/25) of units will target seniors with incomes below 30% AMI.

LTSA is at an advanced readiness stage – we expect to start construction August 2021 and complete construction by March 2022 – a) All planning entitlements are secured, the City has approved CEQA exemption, and the HUD environmental review process is completed; b) We have commitments for over \$5 million in funding and expect to complete our funding plan in the next six months; c) construction plans are complete, have been plan-checked by the City of Santa Rosa, and the project is permit-ready. See City of Santa Rosa General Plan consistency letter and permit-ready letter which appear in Attachment K.

Site Description

The LTSA site is located at 600 Acacia Lane in Rincon Valley, in Santa Rosa’s northeast quadrant. The site is 1.27 acres and has an existing 20,400 square foot assembly building which will be converted for Linda Tunis Senior Apartments. The adjacent 1.53-acre parcel, part of the overall 2.8 acres purchased by PEP Housing, was recently subdivided from the LTSA site (October 2020) and has a 4,400 square foot annex building with an existing 1 bedroom, 1 bath apartment. PEP Housing’s administrative offices are in the annex building. The site is adjacent to our Acacia Lane Senior Apartments (44 units) at 657 Acacia Lane, completed in 2012, and residents at Linda Tunis Senior Apartments will have access to the community room, gardens and exercise equipment at Acacia Lane Senior Apartments.

Building Design/Construction Scope

The project will convert the existing 20,400 square foot assembly building built in 1983 to include 26 studio units. The new units will be built inside the existing assembly space. The original dining hall/event space and extensive kitchen will be rehabilitated and made available to PEP residents. Included in the rehabilitation work are new landscaping, utility improvements/connections, ADA improvements, and energy efficiency upgrades. Schematic

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design plans and a construction cost breakdown prepared by Precision General Commercial Contractors are included as part of this attachment. Construction drawings have been completed and plan-checked by the City of Santa Rosa. The project is building-permit ready.

Unit Description

There will be 26 studio units, each approximately 370-400 square feet with a full bath, kitchenette and a semi-private bedroom. Three units (11%) will be fully accessible units for persons with mobility impairments and 2 units (7%) will be accessible to persons with sensory impairments.

All utilities will be owner-paid. There is no tenant utility allowance.

Community Areas

Common areas include a lobby, office, large community room, and kitchen. All community areas will be designed to be accessible to and usable by persons with a physical disability, including persons utilizing wheelchairs. Community facilities and common areas will be designed pursuant to UFAS and Section 504 of the Rehabilitation Act. Not only will residents have access to the dining hall/event space at the rehabbed assembly building, they will have full access to Acacia Lane Senior Apartments adjacent to the LTSA property. Acacia Lane Senior Apartments includes garden areas and exercise equipment.

Dining hall/event space upgrades include renovation of two restrooms, site work, roof repair, painting, new floor coverings, kitchen safety and compliance upgrades, security upgrades and a variety of other improvements.

Green and sustainable building concepts will be incorporated into the overall project. There is an existing solar system on the building that will be retained.

Neighborhood Description

Linda Tunis Senior Apartments is in Rincon Valley in the Northeast quadrant of Santa Rosa. Highway 12 abuts the property and there is a SR City Bus stop located across the street. There are two supermarkets located within one mile of the site and ample shopping and banking services located in the neighborhood. Rinconada Park is located 2 blocks from the site.

Target Population(s)

Target residents of Linda Tunis Senior Apartments are elderly households who are extremely low to very-low income. Maximum planned household income is 50% AMI with rents targeted at 30% - 50% AMI levels.

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Five units at LTSA are reserved for previously homeless households per HUD guidelines. Rent-up of these units will be managed in accordance with County Coordinated Entry procedures. These households will be assisted by project-based vouchers provided by the Santa Rosa Housing Authority and pay 30% of their income for housing costs. There are eight Section 8 PBV's currently committed to LTSA with an additional 17 PBV's requested in the supplemental application being submitted concurrently.

PEP Housing is developing Linda Tunis Senior Apartments in part due to the displacement of low-income seniors by natural disasters such as the 2017, 2019, and 2020 wildfires impacting Sonoma County. PEP Housing will include special outreach to these households as part of our marketing plans and prioritize those households for occupancy as permitted under fair housing and funding program guidelines.

Planned Services for Residents

PEP Housing will provide resident services to Linda Tunis Senior Apartments, piggybacking and expanding on services currently offered at our Acacia Lane Senior Apartments, located next-door to LTSA.

With 42 years serving seniors, we recognize that a wide scope of supportive services is needed by low-income seniors to enhance their quality of life. These services will be provided by experienced community service providers and a PEP Housing Resident Service Coordinator. As residents age-in-place, additional services may be required, such as in-home support. These additional services are also currently available in the community and referrals can be provided to qualifying residents as needed.

Services are flexible, responsive and accessible to all residents. Service planning not only addresses the needs of our residents, but it encourages resident involvement in the decision-making process. Participation is voluntary. Our goal is to provide services that will give individuals the opportunities and tools to enable them to have a sense of pride of ownership in their community.

The Resident Service Coordinator facilitates resident volunteers and volunteers from the larger community to participate in an array of activities benefiting the entire PEP Housing community. The RSC also facilitates the formation of resident councils and encourages weekly and monthly gatherings for games, food and other activities that interest residents. On-site activities at other PEP Housing communities include exercise classes emphasizing range of motion and stretching activities, gardening, soup nights, book clubs and bingo, to name a few. We fully anticipate offering a similar array of activities at LTSA.

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The Resident Services Coordinators at our PEP Housing sites help assess resident needs and then work with residents to see that these needs are met through the existing network of senior and social service providers. The Resident Services Coordinators also provide a monthly newsletter on topics of interest to residents. They also facilitate lectures on health, wellness and safety, as well as many other topics. Recent offerings include: "Common Frauds and Scams, Including Telemarketing Scams", "Safety for Seniors", "Fire Prevention", "Maximizing Your Memory", "Medicare Part D", "Macular Degeneration", "Long-Term Care Insurance", and "Respiratory Illness (CHF)". Presenters of these special programs range from the Redwood Health Library, Council on Aging Health Insurance Advocacy Program, Santa Rosa Fire Department, and the Sonoma County Sheriff's Department. PEP Housing offers other services, including an Emergency Food Assistance Program (delivery of food to residents in need) and a Resident Assistance Fund (for medical, food, clothing and other basic needs). Resident Services are funded through the operating budget as an above-the-line operating expense.

Proposed use(s) of the requested funding, and anticipated environmental issues

PEP Housing proposes to use CDBG-DR funds for construction-period costs, including hard construction costs and construction-period soft costs such as architectural and engineering fees.

All environmental issues have been studied as part of the City of Santa Rosa CEQA and NEPA review. Environmental studies, including proposed mitigations, are included in the NEPA environmental review record included as an application attachment. There were minimal environmental matters requiring mitigation – a small amount of identified asbestos-containing materials to be properly removed and disposed of according to federal and state guidelines and mitigation of Highway 12 traffic noise by building design/construction and installation of a sound wall.

Authorized Entity That Will Execute Loan Documents

Caulfield Lane Senior Housing, Inc. (CLSHI), a tax-exempt non-profit corporate affiliate of PEP Housing organized in 1991, will own LTSA and will execute all CFH and other loan documents. The CLSHI Board of Directors has the same members as the PEP Housing Board. CLSHI has no employees – PEP Housing employees provide all staff services to CLSHI.

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Organizational and Ownership Structure and Roles of Various Partners or Other Related Organizations

No tax credit limited partnership is planned as LTSA is not a LIHTC project. As noted above, Caulfield Lane Senior Housing, Inc., a tax-exempt non-profit corporate affiliate of PEP Housing, will own LTSA.

PEP Housing is the CDBG-DR applicant, LTSA developer, property manager and services provider. We have been providing affordable senior housing for nearly 42 years in Sonoma County. As experts in the field, PEP Housing provides the highest quality housing and resident services at the most affordable rents. We understand and respond to the challenges our residents face living with limited fixed incomes.

We currently own, operate, and manage 17 affordable senior properties in Northern California totaling 473 units. We excel in developing and operating small affordable senior communities, focusing on low turnover, a high level of tenant interaction, maintenance, and resident services. Seventeen of those properties are in Sonoma County.

Our Property Management and Compliance Department are responsible for providing a wide range of services. PEP Housing staff works regularly with residents from the day they first turn in an application. Our team is dedicated to working with the residents in establishing a sense of community. Our staff makes residents their highest priority, ensuring that they have what they need to age-in-place with dignity.

PEP Housing has developed an outstanding property management and maintenance business model. Our average vacancy is 10 days, which equates to a less than one percent vacancy. Our average work order completion time is within 24 hours. PEP Housing believes that part of successful asset management over the long run is maintaining properties to the condition they were upon opening.

On-Site Resident Managers and Resident Service Coordinators ensure that the needs of our residents are consistently met. Our mission is to not only provide a dwelling, but also offer our residents opportunities to live healthier, more fulfilling lives. We have established relationships with local agencies and organizations to offer a variety of programs, services and events to our senior communities.

PEP Housing's Compliance team is familiar with complex regulatory agreements. One of our properties has the complexity of 19 sources of funding. PEP has a dedicated Compliance and Property Management Department with a combined total of over 45 years of experience. The Director of Property Management is a HUD Certified Occupancy Specialist, Tax Credit Specialist, Specialist in Asset Management, and 504 Coordinator while the Compliance Manager is a HUD Certified Occupancy Specialist, Tax Credit Specialist, Specialist in Housing Credit

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Management, HOME Compliance Specialist, REAC and MOR's. Each staff member in the department maintains their existing certifications with continuing education and expands upon their knowledge base with PEP's support of ongoing professional development.

With professional property management and maintenance, we provide a safe and pleasant environment for residents and their guests. We take seriously our obligation to the citizens who have helped shape and protect our nation. The goal of PEP Housing is to ensure that residents, employees, neighbors, and the public at large see these properties as an asset to the entire community.

PEP Housing takes great pride in maintaining our properties in superior condition. Most people that visit our properties have no idea that they are affordable properties as they are so well maintained. We treat each of our properties as though they were our own homes.

We are active throughout the state and the nation in issues that impact the senior residents we serve. Mary Stompe, our Executive Director, has served on the Board of LeadingAge California for over a decade and works closely with legislators and state and federal agencies to ensure seniors are provided with as many resources as possible.

PEP Housing has had a robust Resident Services department for over two decades. Our Resident Service Coordinators work closely with residents to ensure they are getting all the services they need to thrive. We partner with programs that help supplement their limited incomes, from food bank distributions to dairy delivery to excess food from farmers' markets and much more.

We include our 2020 Annual Report as an attachment to share more information about our service-enriched housing.

Prepared For:	PEP Housing
Prepared By:	California Housing Partnership Corporation
Version:	Initial Feasibility
Revised:	11/30/2020
Filename:	Linda Tunis - PEP 1.12 CDBG DR ONLY 113020.xlsm

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SOURCES OF FUNDS - PERMANENT

	AMOUNT	TOTAL INTEREST COST	OID INTEREST RATE	AMORT (Yr)	COMMENTS			
TBD Perm Loan	2,000,000	4.640%		20.0	<i>Total Permanent Debt: 2,000,000</i>			
City of Santa Rosa	690,000	3.000%	1.788%	55.0	<i>Term - 20 (yrs.)</i>	<i>Index - 10Y T - 1.890%</i>	<i>Spread - 175 bps</i>	<i>UW Cushion - 100 bps</i>
Accrued Deferred Interest - City of San	7,032						<i>Per Unit:</i>	<i>26,538</i>
Santa Rosa CDBG - DR	3,403,014	3.000%	1.788%	55.0			<i>Per Unit:</i>	<i>130,885</i>
AHP	350,000	0.000%	0.000%	55.0			<i>Per Unit:</i>	<i>13,462</i>
Grants - Confirmed	2,932,000							
TOTAL SOURCES	9,382,046							
<i>Surplus/(Shortfall)</i>	<i>0</i>							

PERMANENT LOAN INTEREST RATE	TRANCHE A	TRANCHE B	
Base Rate	3.640%	3.640%	
Cushion	1.000%	1.000%	
MIP	0.000%	0.000%	
GNMA/Servicing	0.000%	0.000%	
Issuer	0.000%	0.000%	<i>0 Issuer min/yr</i>
Trustee	0.000%	0.000%	<i>0 per annum</i>
Rating	0.000%	0.000%	<i>0 per annum</i>
Remarketing	0.000%	0.000%	<i>0 per annum</i>
Rebate Analyst	0.000%	0.000%	<i>0 per annum</i>
Total	4.640%	4.640%	

SOURCES OF FUNDS - CONSTRUCTION

	AMOUNT	INTEREST RATE	TERM (Mos.)	COMMENTS
TDB Construction Loan	1,490,531	4.640%	12	
City of Santa Rosa	690,000	3.000%	12	
Accrued Deferred Interest - City of San	7,032			
Santa Rosa CDBG - DR	3,403,014	3.000%	12	
AHP	350,000	0.000%	12	
Grants - Confirmed	2,932,000			
Costs Deferred Until Conversion	509,469			
TOTAL SOURCES	9,382,045			
<i>Surplus/(Shortfall)</i>	<i>(0)</i>			
Sources Less Deferred To Conversion:	8,872,577			

CONSTRUCTION LOAN INTEREST RATE	CONSTRUCTION LOAN VALUATION		
Index Type:	LIBOR	Restricted NOI	184,290
Current Index:	1.89%	OAR	4.00%
Spread:	1.75%	FMV per NOI	4,607,250
Base Interest Rate (not including cushi	3.64%	Agg. Credit Value @ 0.96	0
Cushion - Total	1.00%	Perm-Only Soft Debt	4,932,000
Interest Rate (All-In)	4.64%	Total Value	9,539,250
		LTV:	100.00%
		Max. Const. Loan Amount	9,539,250
		Commitment Amount	TBD

Uses of Funds

Version: Initial Feasibility

	Res Cost: Res Sq Foot:		100.00% 82.24%		COST ALLOCATIONS						LIHTC ELIGIBLE BASIS					OTHER BASIS & COST ALLOCATIONS			
	TOTAL	Per Unit	TOTAL RESIDENTIAL	TOTAL NON-RESIDENTIAL	DEPRECIABLE				CONST/REHAB	ACQ	Deferred to Completion or Perm Conv.	Land/Basis for 50% Test	Historic Rehab Tax Credit Basis	ITC Tax Credit Basis (Solar PV)					
					NON-DEPREC	RESID.	NON-RES	EXPENSE							AMORTIZE				
ACQUISITION COSTS																			
<i>Total Purchase Price - Real Estate: 2,451,900</i>																			
Building - Linda Tunis Senior	2,451,900	94,304	2,016,534	435,366		2,016,534	435,366			2,016,534	0	2,451,900							
Title/Recording/Escrow - Acquisition	15,000	577	12,337	2,663	12,000	2,467	533			2,467	0	15,000							
Land Holding Costs	54,000	2,077	44,412	9,588	54,000					0	0	54,000							
HARD COSTS																			
Total Construction Contract: 4,538,334																			
NEW CONSTRUCTION																			
REHAB																			
Demolition	85,151	3,275	70,031	15,120		70,031	15,120			70,031	0	85,151	85,151						
Hard Costs-Unit Construction	3,194,203	122,854	3,194,203	0	3,194,203	0	0		3,194,203	0	3,194,203	3,194,203	3,194,203						
GC - General Conditions	196,761	7,568	196,761	0	196,761	0	0		196,761	0	196,761	196,761	196,761						
GC - Overhead & Profit	262,348	10,090	262,348	0	262,348	0	0		262,348	0	262,348	262,348	262,348						
GC - Insurance	32,794	1,261	32,794	0	32,794	0	0		32,794	0	32,794	32,794	32,794						
GC - Bond Premium	38,696	1,488	38,696	0	38,696	0	0		38,696	0	38,696	38,696	38,696						
Construction - Other - Prevailing Wage Premium	630,000	24,231	630,000	0	630,000	0	0		630,000	0	630,000	630,000	630,000						
Contingency - Escalation	98,381	3,784	98,381	0	98,381	0	0		98,381	0	98,381	98,381	98,381						
Contingency - Owner's Construction	453,833	17,455	453,833	0	453,833	0	0		453,833	0	453,833	453,833	453,833						
SOFT COSTS																			
Architecture - Design	203,375	7,822	203,375	0	203,375	0	0		203,375	0	203,375	203,375	203,375	0					
Architecture - Supervision	45,750	1,760	45,750	0	45,750	0	0		45,750	0	45,750	45,750	45,750	0					
Design/Engineering - Civil	35,000	1,346	35,000	0	35,000	0	0		35,000	0	35,000	35,000	35,000	0					
Phase I/II/Toxics Report	26,000	1,000	26,000	0	26,000	0	0		26,000	0	26,000	26,000	26,000	0					
ALTA Survey	25,000	962	25,000	0	25,000	0	0		25,000	0	25,000	25,000	25,000	0					
Special Inspections/Testing	5,000	192	5,000	0	5,000	0	0		5,000	0	5,000	5,000	5,000	0					
Prevailing Wage Monitor	12,200	469	12,200	0	12,200	0	0		12,200	0	12,200	12,200	12,200	0					
Local Development Impact Fees	181,135	6,967	181,135	0	181,135	0	0		181,135	0	181,135	181,135	181,135	0					
Local Permits/Fees	92,878	3,572	92,878	0	92,878	0	0		92,878	0	92,878	92,878	92,878	0					
Utility Connection Fees	66,816	2,570	66,816	0	66,816	0	0		66,816	0	66,816	66,816	66,816	0					
Security During Const	15,000	577	15,000	0	15,000	0	0		15,000	0	15,000	15,000	15,000	0					
Insurance During Const	32,822	1,262	32,822	0	32,822	0	0		32,822	0	32,822	32,822	32,822	0					
Appraisal	6,500	250	6,500	0	6,500	0	0		6,500	0	6,500	6,500	6,500	0					
Soft Cost - Misc - Santa Rosa Loan Fee	6,900	265	6,900	0	6,900	0	0		6,900	0	6,900	6,900	6,900	0					
Soft Cost - Misc - Predev Invoices	25,000	962	25,000	0	25,000	0	0		25,000	0	25,000	25,000	25,000	0					
Soft Cost Contingency	50,000	1,923	50,000	0	50,000	0	0		50,000	0	50,000	50,000	50,000	0					
Predev. Loan Interest/Fees	53,333	2,051	53,333	0	0	53,333	0		0	0	0	0	0	0					
Construction Loan Interest	39,191	1,507	39,191	0	16,137	23,054	0		16,137	0	16,137	16,137	16,137	0					
Accrued Interest - City of Santa Rosa	7,032	270	7,032	0	0	7,032	0		0	0	0	0	0	0					
Title/Recording/Escrow - Construction	7,579	292	7,579	0	7,579	0	0		7,579	0	7,579	7,579	7,579	0					
Title/Recording/Escrow - Permanent	6,000	231	4,935	1,065															
Legal (Owner) - Construction Closing	10,000	385	8,224	1,776	8,224	1,776	0		8,224	6,000	10,000	10,000	10,000	0					
Syndication Consulting	20,000	769	20,000	0	20,000	0	0		0	0	0	0	0	0					
Marketing	5,000	192	5,000	0			5,000												
Furnishings Not in Contract	15,000	577	15,000	0	15,000	0	0		15,000	0	15,000	15,000	15,000	0					
Capitalized Operating Reserve (4 mos.)	130,469	5,018	130,469	0	130,469	0	0		130,469	130,469	130,469	130,469	130,469	0					
Development Consulting	35,000	1,346	35,000	0	35,000	0	0		35,000	0	35,000	35,000	35,000	0					
Developer Fee	676,000	26,000	676,000	0	676,000	0	0		503,000	173,000	338,000	676,000	503,000	-					
COSTS OF ISSUANCE/FINANCING FEES																			
Permanent Lender Expenses	15,000	577	15,000	0	0	0	15,000		0	15,000	0	0	0	0					
Permanent Loan Origination Fee - CCRC	20,000	769	20,000	0	0	0	20,000		0	20,000	0	0	0	0					
Subtotal - Financing/Costs of Issuance	35,000	1,346	35,000	0	0	0	35,000		0	35,000	0	0	0	0					
TOTAL DEVELOPMENT COSTS	9,382,046	360,848	8,916,468	465,578	216,469	8,583,366	452,794	88,418	41,000	6,391,364	2,192,002	509,469	9,102,159	6,393,259	0				
<i>TDC Per Unit</i>	<i>360,848</i>	<i>360,848</i>	<i>95.04%</i>																
<i>TDC Net of accrued interest:</i>	<i>9,375,014</i>																		
<i>TDC TCAC</i>	<i>9,362,046</i>		<i>8,896,468</i>																

Developer Fee Calculation	Version: Initial Feasibility
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MAXIMUM DEVELOPER FEE CALCULATION			
	<u>CONST.</u>	<u>ACQ.</u>	<u>TOTAL</u>
Fee per Base TCAC Formula	880,539	302,850	1,183,389
<i>Percent of Total</i>	<i>74.41%</i>	<i>25.59%</i>	<i>100.00%</i>
Max. Allowable Fee per TCAC (prorated)	880,539	302,850	1,183,389
<i>Less: Development Consulting</i>	<i>(35,000)</i>		<i>35,000</i>
Net Allowable	845,539	302,850	1,218,389
<i>Less: Owner Reduction</i>	<i>0</i>	<i>0</i>	<i>0</i>
Net Allowable	845,539	302,850	1,218,389
Maximum Base Developer Fee per TCAC			1,965,000
Maximum Developer Fee per HCD			N/A
Maximum Developer Fee per Local			N/A
Maximum Developer Fee per Owner			N/A
Maximum Developer Fee at Max Cash Fee			676,000
Most Restrictive Maximum Developer Fee:			676,000
Maximum Cash Fee per TCAC <i>(Lesser of Calc. or Reservation Amount)</i>			1,183,389
Maximum Cash Fee per HCD			N/A
Maximum Cash Fee per Local			N/A
Maximum Cash Fee per Owner			676,000
Most Restrictive Maximum Cash Fee:			676,000

ACTUAL DEVELOPER FEE PAYMENT SCHEDULE			
	<u>Amount</u>	<u>% of Cash Fee</u>	<u>% of Total Fee</u>
Construction Close	338,000	50.00%	50.00%
Interim Milestone 1	-	0.00%	0.00%
Interim Milestone 2	-	0.00%	0.00%
Interim Milestone 3	-	0.00%	0.00%
Completion	-	0.00%	0.00%
Conversion	338,000	50.00%	50.00%
Final LP Pay-in 1	-	0.00%	0.00%
Final LP Pay-in 2	-	0.00%	0.00%
Total: Cash Fee	676,000		
Plus: Deferred Developer Fee	0		0.00%
Plus: GP Capital	0		0.00%
Total Developer Fee	676,000		

Unit Mix & Rental Income

Version: Initial Feasibility

AVERAGE AFFORDABILITY FOR LIHTC UNITS (% of Median)	40.60%
9% TCAC INCOME TARGETING POINTS:	50.00
RENT LIMITS AS OF YEAR:	2020

UTILITY ALLOWANCES	0BR	1BR	2BR	3BR	4BR	5BR
Linda Tunis Senior	-	-	-	-	-	-
0	-	-	-	-	-	-
0	-	-	-	-	-	-
	-	-	-	-	-	-

RESIDENTIAL INCOME

LIHTC - Tier 1		Linda Tunis Senior		TCAC	30% AMI	% of Units: 20.00%			Section 8 SUBSIDIZED					
Unit Type	Number	Unit Floor Area	Actual Rent TCAC AMI %	Per Unit Monthly Gross Rent	Per Unit Regulatory Net Rent	Per Unit Actual Net Rent	Total Monthly Net Rent	Total Annual Net Rent	# of Subsidized Units	Per Unit Net Subsidy Rents	Per Unit Subsidy increment	Total Monthly Subsidy	Total Annual Subsidy	Total Annual Income
0BR	5	375	30.00%	597	597	597	2,985	35,820	5	1,474	877	4,385	52,620	88,440
TOTAL	5						2,985	35,820	5			4,385	52,620	88,440

LIHTC - Tier 2		Linda Tunis Senior		TCAC	35% AMI	% of Units: 0.00%			Section 8 0					
Unit Type	Number	Unit Floor Area	Actual Rent TCAC AMI %	Per Unit Monthly Gross Rent	Per Unit Regulatory Net Rent	Per Unit Actual Net Rent	Total Monthly Net Rent	Total Annual Net Rent	# of Subsidized Units	Per Unit Net Subsidy Rents	Per Unit Subsidy increment	Total Monthly Subsidy	Total Annual Subsidy	Total Annual Income
0BR	3	375	35.03%	697	697	697	2,091	25,092	3	1,474	777	2,331	27,972	53,064
TOTAL	3						2,091	25,092	3			2,331	27,972	53,064

LIHTC - Tier 3		Linda Tunis Senior		TCAC	40% AMI	% of Units: 0.00%			Section 8 0					
Unit Type	Number	Unit Floor Area	Actual Rent TCAC AMI %	Per Unit Monthly Gross Rent	Per Unit Regulatory Net Rent	Per Unit Actual Net Rent	Total Monthly Net Rent	Total Annual Net Rent	# of Subsidized Units	Per Unit Net Subsidy Rents	Per Unit Subsidy increment	Total Monthly Subsidy	Total Annual Subsidy	Total Annual Income
0BR	9	375	40.00%	796	796	796	7,164	85,968	9	1,474	678	6,102	73,224	159,192
TOTAL	9						7,164	85,968	9			6,102	73,224	159,192

LIHTC - Tier 4		Linda Tunis Senior		TCAC	50% AMI	% of Units: 0.00%			Section 8 0					
Unit Type	Number	Unit Floor Area	Actual Rent TCAC AMI %	Per Unit Monthly Gross Rent	Per Unit Regulatory Net Rent	Per Unit Actual Net Rent	Total Monthly Net Rent	Total Annual Net Rent	# of Subsidized Units	Per Unit Net Subsidy Rents	Per Unit Subsidy increment	Total Monthly Subsidy	Total Annual Subsidy	Total Annual Income
0BR	8	375	50.00%	995	995	995	7,960	95,520	8	1,474	479	3,832	45,984	141,504
TOTAL	8						7,960	95,520	8			3,832	45,984	141,504

Staff Units - Site 1		Linda Tunis Senior		TCAC	50% AMI	% of Units: 0.00%			Section 8 0					
Unit Type	Number	Unit Floor Area	Actual Rent TCAC AMI %	Per Unit Monthly Gross Rent	Per Unit Regulatory Net Rent	Per Unit Actual Net Rent	Total Monthly Net Rent	Total Annual Net Rent	# of Subsidized Units	Per Unit Net Subsidy Rents	Per Unit Subsidy increment	Total Monthly Subsidy	Total Annual Subsidy	Total Annual Income
0BR	1	375	0.00%	0	0	0	0	0	0	0	0	0	0	0
TOTAL	1						0	0	0			0	0	0

TOTAL RESIDENTIAL INCOME														
	Number	Total Monthly Net Rent	Total Annual Net Rent	Monthly Section 8 Income	Annual Section 8 Income	Monthly NA Income	Annual NA Income	Monthly Test C Income	Annual Test C Income	Monthly Test D Income	Annual Test D Income	Grand Total Income	Total Floor Area	
LIHTC	25	20,200	242,400	16,650	199,800	0	0	0	0	0	0	442,200	9,375	
Non-LIHTC	0	0	0	0	0	0	0	0	0	0	0	0	0	
Staff Units	1	0	0	0	0	0	0	0	0	0	0	0	375	
TOTAL	26	20,200	242,400	16,650	199,800	0	0	0	0	0	0	442,200	9,750	

MISCELLANEOUS INCOME			
	Per Unit Per Month	Monthly Total	Annual Total
Laundry / Vending	0.00	0	0
Other	0.00	0	0
Parking	0.00	0	0
TOTAL	0.00	0	0

SUBSIDIZED UNIT MIX SUMMARY						
Unit Type	Units With	Units With	Units With	Units	Units	Total
0BR	25	0	0	0	1	26
1BR	0	0	0	0	0	0
2BR	0	0	0	0	0	0
3BR	0	0	0	0	0	0
4BR	0	0	0	0	0	0
5BR	0	0	0	0	0	0
TOTAL	25	0	0	0	1	26

TOTAL ALL TYPES					
Unit Type	Linda Tunis Senior	Test 2	Test 3	0	0
0BR	26	0	0	0	0
1BR	0	0	0	0	0
2BR	0	0	0	0	0
3BR	0	0	0	0	0
4BR	0	0	0	0	0
5BR	0	0	0	0	0
TOTAL	26	0	0	0	0

Base Year Income & Expense	Version: Initial Feasibility
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INCOME		
Scheduled Gross Income - Residential		242,400
Scheduled Gross Income - Commercial		0
Total Gross Subsidy Income - Section 8		199,800
Vacancy Loss - Residential	5.0%	(12,120)
Vacancy Loss - Section 8	5.0%	(9,990)
EFFECTIVE GROSS INCOME		420,090
EXPENSES - RESIDENTIAL		
Administrative		
Advertising	1,000	
Legal	1,500	
Accounting/Audit	6,000	
Security	5,900	
Other: Misc. Admin	8,020	
Total Administrative		22,420
Management Fee		17,280
Utilities		
Fuel	0	
Gas	12,000	
Electricity	25,000	
Water/Sewer	26,000	
Cable & Internet	3,000	
Total Utilities		66,000
Payroll/Payroll Taxes		
On-Site Manager/Office Admin	22,000	
Maintenance Payroll	11,800	
Manager Unit Expense/(Credit)	0	
Payroll Taxes/Benefits	13,500	
Total Payroll/Payroll Taxes		47,300
Insurance		12,800
Maintenance		
Painting	0	
Repairs	32,300	
Trash Removal	9,400	
Exterminating	0	
Grounds	0	
Elevator	0	
Misc	1,000	
Total Maintenance		42,700
Other		
Special Assessments	0	
Misc. Tax/License		
SPONSOR OPEX INFLATOR TO COMPLETION	0	
Total Other		0
Resident Services		
Tenant Services	13,500	
Tenant Activities	0	
	0	
Total Resident Services		13,500
Replacement Reserve		13,000
Real Estate Taxes		800
TOTAL EXPENSES - RESIDENTIAL		235,800
Per Unit Per Annum (incl. Reserves)	9,069	
Per Unit Per Annum (w/o taxes/res/svc)	8,019	
TCAC Minimum (w/o taxes/res/svc)	3,900	
TOTAL EXPENSES - COMMERCIAL		0
NET AVAILABLE INCOME		
		184,290
Less: Mandatory Annual HCD Payment (Grossed Up for DSCR Factor)	1.15	0
Less: AMF - Below the Line		0
Less: Monitoring Fee CFH		(1,950)
ADJUSTED NET AVAILABLE INCOME: TOTAL		182,340
ADJUSTED NET AVAILABLE INCOME: NET OF OP SUBSIDY		(7,470)
Debt Service Coverage Ratio		1.15
AVAILABLE FOR DEBT SERVICE (NET OF OP SUBSIDY)		(6,496)
AVAILABLE FOR DEBT SERVICE (OP SUBSIDY OVERHANG)		165,052

Mortgage Calculation/Bond Ratios	Version: Initial Feasibility
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TRANCHE A			
Uses baseline year NOI; includes annual fees Financing Type: TBD Perm Loan			
	Underwriting Constraint	Maximum Loan Amount	
Debt Service Coverage	1.15	2,063,792	Rate: 4.640%
Lender Commitment		2,000,000	Term (mths): 240
MAXIMUM MORTGAGE		2,000,000	NOI for DS: <u>182,340</u>
			Max PMT @ DSCR: 158,557
			Annual Fees: <u>0</u>
			Annual DS Payment: 158,557

INTEREST RATE STACK	TRANCHE A	TRANCHE B	221(D)(4)	SELECTED
Base Rate	3.6400%	3.6400%	4.2500%	3.6400%
Cushion	1.0000%	1.0000%	0.7500%	1.0000%
MIP	0.0000%	0.0000%	0.4500%	0.0000%
GNMA/Servicing	0.0000%	0.0000%	0.2000%	0.0000%
Issuer	0.0000%	0.0000%	0.0000%	0.0000%
Trustee	0.0000%	0.0000%	0.0000%	0.0000%
Rating	0.0000%	0.0000%	0.0000%	0.0000%
Remarketing	0.0000%	0.0000%	0.0000%	0.0000%
Rebate Analyst	0.0000%	0.0000%	0.0000%	0.0000%
TOTAL	4.6400%	4.6400%	5.6500%	4.6400%
DCR	1.15	1.20	1.15	1.15

LOAN AMOUNT COMPARISON	SELECTED	
TRANCHE A	2,000,000	2,000,000
TRANCHE B	0	0
221(d)(4)	2,424,609	0

Lease-Up / Placed-in-Service Schedule

Version: Initial Feasibility

SCHEDULE

Start of Construction	January 1, 2021
Completion	September 1, 2021
100% Occupancy	November 1, 2021
Conversion	January 1, 2022
Form(s) 8609	January 1, 2022

LIHTC SCHEDULE

SINGLE BUILDING / MULTIPLE BUILDINGS - GROUP A				
1st Tax Credit Year:		2021		
Total # Units:		26		
Month	Total QO by Month	Total Vacated by Month	Cumulative Occupancy	Cumulative Occupancy %
Jan-21	0	0	0	0.00%
Feb-21	0	0	0	0.00%
Mar-21	0	0	0	0.00%
Apr-21	0	0	0	0.00%
May-21	0	0	0	0.00%
Jun-21	0	0	0	0.00%
Jul-21	0	0	0	0.00%
Aug-21	0	0	0	0.00%
Sep-21	15	0	15	57.69%
Oct-21	11	0	26	100.00%
Nov-21	0	0	26	100.00%
Dec-21	0	0	26	100.00%
1st Year Occupancy: 2021				29.81%

LIHTC SCHEDULE -- 2/3 CREDITS

SINGLE BLDG / MULTIPLE BLDGS - GROUP A		
1st Tax Credit Year (2/3 Units):		2022
Month	No. Units	Percent
Jan-22	0	0.0%
Feb-22	0	0.0%
Mar-22	0	0.0%
Apr-22	0	0.0%
May-22	0	0.0%
Jun-22	0	0.0%
Jul-22	0	0.0%
Aug-22	0	0.0%
Sep-22	0	0.0%
Oct-22	0	0.0%
Nov-22	0	0.0%
Dec-22	0	0.0%
Total	0	0.0%
Total Avg % Qual. Occ.		0.0%

OPERATIONS SCHEDULE

YEAR 1		
		2021
Month	No. Units	Percent
Jan-21	0	0.0%
Feb-21	0	0.0%
Mar-21	0	0.0%
Apr-21	0	0.0%
May-21	0	0.0%
Jun-21	0	0.0%
Jul-21	0	0.0%
Aug-21	0	0.0%
Sep-21	27	103.8%
Oct-21	0	0.0%
Nov-21	0	0.0%
Dec-21	0	0.0%
Total	27	103.8%
Total % Operating in First Year		34.62%

MULTIPLE BUILDINGS - GROUP B

MULTIPLE BUILDINGS - GROUP B				
1st Tax Credit Year:		2022		
Total # Units:		0		
Month	Total QO by Month	Total Vacated by Month	Cumulative Occupancy	Cumulative Occupancy %
Jan-22	0	0	0	0.00%
Feb-22	0	0	0	0.00%
Mar-22	0	0	0	0.00%
Apr-22	0	0	0	0.00%
May-22	0	0	0	0.00%
Jun-22	0	0	0	0.00%
Jul-22	0	0	0	0.00%
Aug-22	0	0	0	0.00%
Sep-22	0	0	0	0.00%
Oct-22	0	0	0	0.00%
Nov-22	0	0	0	0.00%
Dec-22	0	0	0	0.00%
1st Year Occupancy: 2022				0.00%

MULTIPLE BUILDINGS - GROUP B

MULTIPLE BUILDINGS - GROUP B		
1st Tax Credit Year (2/3 Units):		2023
Month	No. Units	Percent
Jan-23	0	0.0%
Feb-23	0	0.0%
Mar-23	0	0.0%
Apr-23	0	0.0%
May-23	0	0.0%
Jun-23	0	0.0%
Jul-23	0	0.0%
Aug-23	0	0.0%
Sep-23	0	0.0%
Oct-23	0	0.0%
Nov-23	0	0.0%
Dec-23	0	0.0%
Total	0	0.0%
Total Avg % Qual. Occ.		0.0%

YEAR 2 (cumulative)

YEAR 2 (cumulative)		
		2022
Month	No. Units	Percent
Jan-22	27	103.8%
Feb-22	0	0.0%
Mar-22	0	0.0%
Apr-22	0	0.0%
May-22	0	0.0%
Jun-22	0	0.0%
Jul-22	0	0.0%
Aug-22	0	0.0%
Sep-22	0	0.0%
Oct-22	0	0.0%
Nov-22	0	0.0%
Dec-22	0	0.0%
Total	27	103.8%
Total % Operating in 2nd Year		103.8%

PIS SCHEDULE FOR ACQ BASIS DEPRECIATION

YEAR 1			
Mid-Month Convention		2021	
Month	No. Units	Bldg. PIS by Month Dep. Percent	
Jan-21	27	0.0%	0.0%
Feb-21	27	8.7%	8.7%
Mar-21	27	8.7%	8.7%
Apr-21	27	8.7%	8.7%
May-21	27	8.7%	8.7%
Jun-21	27	8.7%	8.7%
Jul-21	27	8.7%	8.7%
Aug-21	27	8.7%	8.7%
Sep-21	27	13.0%	13.0%
Oct-21	27	8.7%	8.7%
Nov-21	27	8.7%	8.7%
Dec-21	27	8.7%	8.7%
TOTAL	27	99.5%	99.5%
Total Avg % PIS Y1		99.5%	
YEAR 2 (cumulative)			
Jan-22	27	8.7%	8.7%
Feb-22	27	8.7%	8.7%
Mar-22	27	8.7%	8.7%
Apr-22	27	8.7%	8.7%
May-22	27	8.7%	8.7%
Jun-22	27	8.7%	8.7%
Jul-22	27	8.7%	8.7%
Aug-22	27	8.7%	8.7%
Sep-22	27	8.7%	8.7%
Oct-22	27	8.7%	8.7%
Nov-22	27	8.7%	8.7%
Dec-22	27	8.7%	8.7%
TOTAL	27	103.8%	103.8%
Total Avg % PIS Y2		103.8%	

PIS SCHEDULE FOR REHAB/NC BASIS DEPRECIATION

YEAR 1			
Mid-Month Convention		2021	
Month	Building No.	Bldg. PIS by Month No. Units Percent	
Jan-21	0	0	0.0%
Feb-21	0	0	0.0%
Mar-21	0	0	0.0%
Apr-21	0	0	0.0%
May-21	0	0	0.0%
Jun-21	0	0	0.0%
Jul-21	0	0	0.0%
Aug-21	0	0	0.0%
Sep-21	1	27	4.3%
Oct-21	0	27	8.7%
Nov-21	0	27	8.7%
Dec-21	0	27	8.7%
TOTAL		27	30.3%
Total Avg % PIS Y1		30.3%	
YEAR 2 (cumulative)			
Jan-22	0	27	8.7%
Feb-22	0	27	8.7%
Mar-22	0	27	8.7%
Apr-22	0	27	8.7%
May-22	0	27	8.7%
Jun-22	0	27	8.7%
Jul-22	0	27	8.7%
Aug-22	0	27	8.7%
Sep-22	0	27	8.7%
Oct-22	0	27	8.7%
Nov-22	0	27	8.7%
Dec-22	0	27	8.7%
TOTAL		27	103.8%
Total Avg % PIS Y2		103.8%	

PIS SCHEDULE FOR SITING/PERS. PROP. DEPRECIATION

YEAR 1			
Mid-Year Convention		2021	
Month	Building No.	Bldg. PIS by Month No. Units Percent	
Jan-21	0	0	0.0%
Feb-21	0	0	0.0%
Mar-21	0	0	0.0%
Apr-21	0	0	0.0%
May-21	0	0	0.0%
Jun-21	0	0	0.0%
Jul-21	0	0	8.7%
Aug-21	0	0	8.7%
Sep-21	1	27	8.7%
Oct-21	0	0	8.7%
Nov-21	0	0	8.7%
Dec-21	0	0	8.7%
TOTAL		27	51.9%
Total Avg % PIS Y1		51.9%	
YEAR 2 (non-cumulative)			
Jan-22	0	0	8.7%
Feb-22	0	0	8.7%
Mar-22	0	0	8.7%
Apr-22	0	0	8.7%
May-22	0	0	8.7%
Jun-22	0	0	8.7%
Jul-22	0	0	8.7%
Aug-22	0	0	8.7%
Sep-22	0	0	8.7%
Oct-22	0	0	8.7%
Nov-22	0	0	8.7%
Dec-22	0	0	8.7%
TOTAL		0	103.8%
Total Avg % PIS Y2		103.8%	

15-Year Cash Flow

Version: Initial Feasibility

Assumptions				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	
				2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	
GROSS POTENTIAL INCOME - RESIDENTIAL				83,908	253,486	248,960	253,939	259,018	264,198	269,482	274,872	280,369	285,976	291,696	297,530	303,481	309,550	315,741	322,056	328,497	335,067	341,768	348,604	355,576	362,687	369,941	377,340	384,887	392,584	400,436	408,445	416,614	424,946	433,445	442,114	
Incremental Income: Section 8				69,162	208,921	205,207	209,311	213,497	217,767	222,123	226,565	231,096	235,718	240,433	245,241	250,146	255,149	260,252	265,457	270,766	276,181	281,705	287,339	293,086	298,948	304,927	311,025	317,246	323,591	330,062	336,664	343,397	350,265	357,270	364,416	
Vacancy Loss - Residential				(4,195)	(12,673)	(12,448)	(12,697)	(12,951)	(13,210)	(13,474)	(13,744)	(14,018)	(14,299)	(14,585)	(14,876)	(15,174)	(15,478)	(15,787)	(16,103)	(16,425)	(16,753)	(17,088)	(17,430)	(17,779)	(18,134)	(18,497)	(18,867)	(19,244)	(19,629)	(20,022)	(20,422)	(20,831)	(21,247)	(21,672)	(22,106)	
Vacancy Loss - Section 8				(3,458)	(10,446)	(10,260)	(10,466)	(10,675)	(10,888)	(11,106)	(11,328)	(11,555)	(11,786)	(12,022)	(12,262)	(12,507)	(12,757)	(13,013)	(13,273)	(13,538)	(13,809)	(14,085)	(14,367)	(14,654)	(14,947)	(15,246)	(15,551)	(15,862)	(16,180)	(16,503)	(16,833)	(17,170)	(17,513)	(17,864)	(18,221)	
GROSS EFFECTIVE INCOME				145,416	439,267	431,458	440,087	448,889	457,867	467,024	476,365	485,892	495,610	505,522	515,633	525,945	536,464	547,193	558,137	569,300	580,686	592,300	604,146	616,229	628,553	641,124	653,947	667,026	680,366	693,974	707,853	722,010	736,450	751,179	766,203	
Operating Expenses w/ Standard Inflator				77,123	233,772	231,867	238,823	245,988	253,367	260,968	268,798	276,861	285,167	293,722	302,534	311,610	320,958	330,587	340,505	350,720	361,241	372,079	383,241	394,738	406,580	418,778	431,341	444,281	457,610	471,338	485,478	500,043	515,044	530,495	546,410	
TOTAL EXPENSES				77,123	233,772	231,867	238,823	245,988	253,367	260,968	268,798	276,861	285,167	293,722	302,534	311,610	320,958	330,587	340,505	350,720	361,241	372,079	383,241	394,738	406,580	418,778	431,341	444,281	457,610	471,338	485,478	500,043	515,044	530,495	546,410	
Total Expenses - Residential				77,123	233,772	231,867	238,823	245,988	253,367	260,968	268,798	276,861	285,167	293,722	302,534	311,610	320,958	330,587	340,505	350,720	361,241	372,079	383,241	394,738	406,580	418,778	431,341	444,281	457,610	471,338	485,478	500,043	515,044	530,495	546,410	
NET OPERATING INCOME				68,293	205,496	199,591	201,264	202,901	204,500	206,056	207,567	209,031	210,443	211,800	213,099	214,335	215,506	216,606	217,633	218,580	219,445	220,221	220,905	221,490	221,973	222,347	222,606	222,744	222,756	222,635	222,375	221,968	221,406	220,684	219,793	
REPLACEMENT RESERVE				13,000	4,500	13,500	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	
OPERATING RESERVE				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
NET REMAINING INCOME				63,118	189,971	184,641	186,314	187,951	189,550	191,106	192,617	194,081	195,493	196,850	198,149	199,385	200,556	201,656	202,683	203,630	204,495	205,271	205,955	206,540	207,023	207,397	207,656	207,794	207,806	207,685	207,425	207,018	206,456	205,734	204,843	
PERM LOAN - TRANCHE A				2,000,000	0	1,943,125	1,878,262	1,810,325	1,739,168	1,664,638	1,586,576	1,504,813	1,419,175	1,329,477	1,235,528	1,137,126	1,034,060	926,108	813,039	694,611	570,570	440,649	304,570	162,040	12,755	0	0	0	0	0	0	0	0	0	0	
Principal Balance (Ending)				2,000,000	0	1,943,125	1,878,262	1,810,325	1,739,168	1,664,638	1,586,576	1,504,813	1,419,175	1,329,477	1,235,528	1,137,126	1,034,060	926,108	813,039	694,611	570,570	440,649	304,570	162,040	12,755	0	0	0	0	0	0	0	0	0	0	
Series A Bond P&I				153,656	0	140,851	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	
Interest Payment				0	83,976	86,793	85,719	82,498	79,126	75,593	71,893	68,017	63,958	59,706	55,253	50,589	45,704	40,587	35,228	29,614	23,735	17,576	11,126	4,370	49	0	0	0	0	0	0	0	0	0	0	0
Principal Payment				0	56,875	64,862	67,937	71,157	74,530	78,063	81,763	85,638	89,697	93,949	98,402	103,068	107,952	113,069	118,428	124,041	129,921	136,079	142,529	149,285	156,350	163,725	171,410	179,405	187,710	196,325	205,250	214,485	224,030	233,885	244,050	
TOTAL SERIES A DEBT SERVICE				0	140,851	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656	153,656
NET CASH FLOW				63,118	49,120	30,986	32,659	34,296	35,894	37,450	38,962	40,425	41,837	43,194	44,493	45,730	46,900	48,001	49,027	49,975	50,839	51,616	52,299	52,885	53,471	54,057	54,643	55,229	55,815	56,401	56,987	57,573	58,159	58,745	59,331	
Remaining Net Cash Flow				63,118	49,120	30,986	32,659	34,296	35,894	37,450	38,962	40,425	41,837	43,194	44,493	45,730	46,900	48,001	49,027	49,975	50,839	51,616	52,299	52,885	53,471	54,057	54,643	55,229	55,815	56,401	56,987	57,573	58,159	58,745	59,331	
Debt Service Coverage Ratio (All Debt)				NA	1.35	1.20	1.21	1.22	1.23	1.24	1.25	1.26	1.27	1.28	1.29	1.30	1.31	1.31	1.32	1.33	1.33	1.34	1.34	1.34	1.34	1.34	1.34	1.34	1.34	1.34	1.34	1.34	1.34	1.34	1.34	1.34
DISTRIBUTION OF CASH FLOW																																				
AMF				20,000	0	20,000	20,700	21,425	22,174	22,950	23,754	24,585	25,446	26,336	27,258	28,212	29,199	30,221	31,279	32,374	33,507	34,680	35,894	37,150	38,450	39,796	41,189	42,630	44,122	45,667	47,265	48,919	50,631	52,403	54,238	56,136
Inflator				3.50%																																
Residual Receipts Loans				75.00%																																
City of Santa Rosa				7,980	3,682	1,300	1,420	1,533	1,637	1,732	1,818	1,894	1,960	2,015	2,058	2,090	2,109	2,114	2,106	2,082	2,043	1,988	1,915	1,825	1,954	2,104	2,085	2,0694	20,500	20,283	20,041	19,773	19,478	19,154	18,802	
Santa Rosa CDBG - DR				83.14%	39,358	18,158	6,414	7,005	7,559	8,071	8,541	8,965	9,341	9,666	9,937	10,152	10,308	10,400	10,427	10,384	10,269	10,076	9,804	9,447	9,001	96,292	103,641	102,904	102,060	101,105	100,033	98,839	97,517	96,062	94,468	92,728

PEP HOUSING

Development and Property Management as of January 2020

Property Name and Address	# of Units	Year Completed	Type of Financing	Tenant Profile*	PEP Housing and Affiliates Role
Daniel Drive Apts. 700-709 Daniel Dr. Petaluma, CA 94954	5	1980	City of Petaluma Project Based Sec-8	Elderly	Developer Owner Property Manager
Fisher II 231 Wilson Apts. 231 Wilson Street Petaluma, CA 94952	10	1984	City of Petaluma Private	Elderly	Developer Owner Property Manager
Lindberg Lane Apts. 1275 Lindberg Lane Petaluma, CA 94954	16	1986	City of Petaluma	Elderly	Developer Owner Property Manager
Fisher I 154 Wilson Apts. 154 Wilson Street Petaluma, CA 94952	6	1988	City of Petaluma	Elderly	Developer Owner Property Manager
Mountain View Apts. 306 Mountain View Ave Petaluma, CA 94952	24	1991	City of Petaluma HCD RHCP Private	Elderly Disabled	Developer Owner Property Manager
Caulfield Lane Senior Apts. 1405 Caulfield Lane Petaluma, CA 94954	22	1992	City of Petaluma HCD RHCP CDBG Private	Elderly	Developer Owner Property Manager
575 Vallejo Street Apts. 575 Vallejo Street Petaluma, CA 94952	45	1994	City of Petaluma PEP AHP-FHLB Private	Elderly	Developer Owner Property Manager
579 Vallejo Street Apts. 579 Vallejo Street Petaluma, CA 94952	40	1998	City of Petaluma PEP AHP-FHLB LIHTC- 8.65% Private	Elderly	Developer Owner Property Manager
Edith Street Apts. 167 Edith Street Petaluma, CA 94952	23	2001	HUD Section 202 City of Petaluma HOME	Elderly	Developer Owner Project Sponsor Property Manager

Richard S. Lieb Apts. 210 Douglas Street Petaluma, CA 94952	23	2004	HUD Section 202 City of Petaluma HOME	Elderly	Developer Owner Project Sponsor Property Manager
1400 Caulfield Lane 739 S. McDowell Blvd. Petaluma, CA 94954	2	2006	City of Petaluma	Elderly	Developer Owner Property Manager
Casa Grande Senior Apts. 400 Casa Grande Rd. Petaluma, CA 94954	58	2008	City of Petaluma HOME HUD Section 202 LIHTC CDLAC	Elderly	Developer Managing General Partner Property Manager
Toussin Senior Apts. 10 Toussin Ave Kentfield, Ca 94904	13	2011	County of Marin HOME LIHTC MCF ARRA CDBG Project Based Sec-8	Elderly	Developer Managing General Partner Property Manager
Acacia Lane Senior Apts. 657 Acacia Lane Santa Rosa, CA 95409	44	2012	City of Santa Rosa HOME HUD Section 202 LIHTC CDLAC CDBG	Elderly	Developer Managing General Partner Property Manager
Kellgren Senior Apts. 855 Wood Sorrel Dr Petaluma, CA 94954	50	2014	City of Petaluma HUD Section 202 LIHTC CDLAC FHLB-AHP	Elderly	Developer Managing General Partner Property Manager
Orange Tree Senior Apts. 1511 Robinson Street Oroville, CA 95965	50	2014	City of Oroville HUD Section 202 LIHTC CDLAC FHLB-AHP	Elderly	Developer Managing General Partner Property Manager
Sun House Senior Apts. 170 Cleveland Lane Ukiah, CA 95482	42	2017	City of Ukiah LIHTC (9%) CDBG FHLB-AHP Project Based- VASH (10)	Elderly and Veterans	Developer Managing General Partner Property Manager
Total	473				

* All units are restricted to 100% low income except for 10 unrestricted resident manager units