|  | TOTAL PROJECT COSTS | RES. COST | COM'L. COST | Tax Credit Equity | Pacific Wester | County Funds | City of Santa Rosa | Solar Tax Credit Equity | Developer Note | SUBTOTAL | 70\% PVC for New Const/Rehab | $30 \%$ PVC for Acquisition | Check |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Land Cost or Value | \$1,450,000 | 1,450,000 |  | \$0 |  | 1,450,000 |  |  |  | 1,450,000 |  |  | \$0 |
| Demolition | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Legal | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Land Lease Rent Prepayment | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Total Land Cost or Value | \$1,450,000 | 1,450,000 | - | - | - - | 1,450,000 | - | - | - | 1,450,000 |  |  | \$0 |
| Existing Improvements Value | \$0 | - |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Off-Site Improvements | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Total Acquisition Cost | \$0 | - | - | - | - | - | - | - | - | - |  |  | \$0 |
| Total Land Cost / Acquisition Cost | \$1,450,000 | 1,450,000 | - | - | - | 1,450,000 | - | - | - | 1,450,000 |  |  | \$0 |
| Predevelopment Interest/Holding Cost | \$0 | - |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Assumed, Accrued Interest on Existing Debt | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Other: (Specify) | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| REHABILITATION |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Site Work | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Structures | \$0 | - |  | \$0 |  | - |  |  |  | - | \$0 |  | \$0 |
| General Requirements | \$0 | - |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Contractor Overhead | \$0 | - |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Contractor Profit | \$0 | - |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Prevailing Wages | \$0 | - |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| General Liability Insurance | \$0 | - |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Other: (Specify) | \$0 | - |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Total Rehabilitation Costs | \$0 | - | - | - | - | - | - | - | - | - | - |  | \$0 |
| Total Relocation Expenses | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| NEW CONSTRUCTION |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Site Work | \$1,767,074 | 1,767,074 |  | \$1,767,074 |  |  |  |  |  | 1,767,074 | \$1,767,074 |  | \$0 |
| Structures | \$9,880,703 | 9,880,703 |  | \$2,912,052 | \$6,597,211 | 50,000 | \$200,000 | \$121,440 |  | 9,880,703 | \$9,880,703 |  | \$0 |
| General Requirements | \$295,190 | 295,190 |  | \$295,190 |  |  |  |  |  | 295,190 | \$295,190 |  | \$0 |
| Contractor Overhead | \$238,859 | 238,859 |  | \$238,859 |  |  |  |  |  | 238,859 | \$238,859 |  | \$0 |
| Contractor Profit | \$1,130,485 | 1,130,485 |  | \$1,130,485 |  |  |  |  |  | 1,130,485 | \$1,130,485 |  | \$0 |
| Prevailing Wages | \$0 | - |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| General Liability Insurance | \$173,179 | 173,179 |  | \$173,179 |  |  |  |  |  | 173,179 | \$173,179 |  | \$0 |
| Other: (Specify) | \$0 | - |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Total New Construction Costs | \$13,485,490 | 13,485,490 | - | 6,516,839 | 6,597,211 | 50,000 | 200,000 | 121,440 | - | 13,485,490 | 13,485,490 | - | \$0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Design | \$520,000 | 520,000 |  | \$520,000 |  |  |  |  |  | 520,000 | \$520,000 |  | \$0 |
| Supervision | \$130,000 | 130,000 |  | \$130,000 |  |  |  |  |  | 130,000 | \$130,000 |  | \$0 |
| Total Architectural Costs | \$650,000 | 650,000 | - | 650,000 | - | - | - | - | - | 650,000 | 650,000 | - | \$0 |
| Total Survey \& Engineering | \$200,000 | 200,000 |  | \$200,000 |  |  |  |  |  | 200,000 | \$200,000 |  | \$0 |
| CONSTRUCTION INTEREST \& FEES |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Construction Loan Interest | \$627,871 | 627,871 |  | \$627,871 |  |  |  |  |  | 627,871 | \$627,871 |  | \$0 |
| Origination Fee | \$32,850 | 32,850 |  | \$32,850 |  |  |  |  |  | 32,850 | \$32,850 |  | \$0 |
| Credit Enhancement/Application Fee | \$10,000 | 10,000 |  | \$10,000 |  |  |  |  |  | 10,000 | \$10,000 |  | \$0 |
| Bond Premium | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Title \& Recording | \$50,000 | 50,000 |  | \$50,000 |  |  |  |  |  | 50,000 | \$50,000 |  | \$0 |
| Property Taxes | \$29,000 | 29,000 |  | \$29,000 |  |  |  |  |  | 29,000 | \$29,000 |  | \$0 |
| Insurance | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Inspection Fees | \$20,000 | 20,000 |  | \$20,000 |  |  |  |  |  | 20,000 | \$20,000 |  | \$0 |
|  | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |


|  | TOTAL PROJECT COSTS | RES. COST | $\begin{aligned} & \text { COM'L. } \\ & \text { COST } \end{aligned}$ | Tax Credit Equity | cific Wester | County Funds | City of Santa Rosa | Solar Tax Credit Equity | Developer Note | SUBTOTAL | 70\% PVC for New Const/Rehab | 30\% PVC for Acquisition | Check |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Construction Interest \& Fees | \$769,721 | 769,721 | - | 769,721 | - | - | - | - | - | 769,721 | 769,721 | - | \$0 |
| PERMANENT FINANCING |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Loan Origination Fee | \$0 | - |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Credit Enhancement/Application Fee | \$0 | - |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Title \& Recording | \$5,000 | 5,000 |  | \$5,000 |  |  |  |  |  | 5,000 |  |  | \$0 |
| Taxes | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Insurance | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Legal | \$10,000 | 10,000 |  | \$10,000 |  |  |  |  |  | 10,000 |  |  | \$0 |
| Other: (Bond Cost of Issuance) | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Total Permanent Financing Costs | \$15,000 | 15,000 | - | 15,000 | - | - | - | - | - | 15,000 |  |  | \$0 |
| Subtotals Forward | \$16,570,211 | 16,570,211 | - | 8,151,560 | 6,597,211 | 1,500,000 | 200,000 | 121,440 | - | 16,570,211 | 15,105,211 | - | \$0 |
| LEGAL FEES |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Lender Legal Paid by Applicant | \$70,000 | 70,000 |  | \$70,000 |  |  |  |  |  | 70,000 | \$70,000 |  | \$0 |
| Borrowers Attorney | \$50,000 | 50,000 |  | \$50,000 |  |  |  |  |  | 50,000 | \$50,000 |  | \$0 |
| Total Attorney Costs | \$120,000 | 120,000 | - | 120,000 | - | - | - | - | - | 120,000 | 120,000 | - | \$0 |
| RESERVES |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Rent Reserves | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Capitalized Rent Reserves | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Required Capitalized Replacement Reserve | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| 3-Month Operating Reserve | \$167,622 | 167,622 |  | \$167,622 |  |  |  |  |  | 167,622 |  |  | \$0 |
| Other: (Specify) | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Total Reserve Costs | \$167,622 | 167,622 | - | 167,622 | - | - | - | - | - | 167,622 |  |  | \$0 |
| APPRAISAL |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Total Appraisal Costs | \$10,000 | 10,000 |  | \$10,000 |  |  |  |  |  | 10,000 | \$10,000 |  | \$0 |
| Total Contingency Cost | \$674,275 | 674,275 |  | \$674,275 |  |  |  |  |  | 674,275 | \$674,275 |  | \$0 |
| OTHER PROJECT COSTS |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| TCAC App/Allocation/Monitoring Fees | \$38,253 | 38,253 |  | \$38,253 |  |  |  |  |  | 38,253 |  |  | \$0 |
| Environmental Audit | \$10,000 | 10,000 |  | \$10,000 |  |  |  |  |  | 10,000 | \$10,000 |  | \$0 |
| Local Development Impact Fees | \$1,108,886 | 1,108,886 |  | \$1,108,886 |  |  |  |  |  | 1,108,886 | \$1,108,886 |  | \$0 |
| Permit Processing Fees | \$150,000 | 150,000 |  | \$150,000 |  |  |  |  |  | 150,000 | \$150,000 |  | \$0 |
| Capital Fees | \$0 |  |  | \$0 |  |  |  |  |  | - |  |  | \$0 |
| Marketing | \$20,000 | 20,000 |  | \$20,000 |  |  |  |  |  | 20,000 |  |  | \$0 |
| Furnishings | \$50,000 | 50,000 |  | \$50,000 |  |  |  |  |  | 50,000 | \$50,000 |  | \$0 |
| Market Study | \$10,000 | 10,000 |  | \$10,000 |  |  |  |  |  | 10,000 | \$10,000 |  | \$0 |
| Accounting/Reimbursable | \$45,000 | 45,000 |  | \$45,000 |  |  |  |  |  | 45,000 | \$45,000 |  | \$0 |
| Soft Cost Contingency | \$128,053 | 128,053 |  | \$128,053 |  |  |  |  |  | 128,053 | \$128,053 |  | \$0 |
| Other: (Legal/Advisory) | \$70,000 | 70,000 |  | \$70,000 |  |  |  |  |  | 70,000 | \$70,000 |  | \$0 |
| Contingency | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Other: (Syndication Fee) | \$35,000 | 35,000 |  | \$35,000 |  |  |  |  |  | 35,000 |  |  | \$0 |
| Other: (Specify) | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Other: (Specify) | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Total Other Costs | \$1,665,192 | 1,665,192 | - | 1,665,192 | - | - | - | - | - | 1,665,192 | 1,571,939 | - | \$0 |
| SUBTOTAL PROJECT COST | \$19,207,299 | 19,207,299 | - | 10,788,648 | 6,597,211 | 1,500,000 | 200,000 | 121,440 | - | 19,207,299 | 17,481,425 | - | \$0 |
| DEVELOPER COSTS |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |
| Developer Fee | \$2,493,227 | 2,493,227 |  | \$1,562,667 |  |  |  | \$0 | \$930,560 | 2,493,227 | \$2,493,227 |  | \$0 |
| Consultant/Processing Agent | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Project Administration | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Broker Fees Paid to a Related Party | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Construction Oversight by Developer | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |


|  | TOTAL PROJECT COSTS | RES. COST | $\begin{gathered} \text { COM'L. } \\ \text { COST } \end{gathered}$ | Tax Credit Equity | Pacific Wester | County Funds | City of Santa Rosa | Solar Tax Credit Equity | Developer Note | SUBTOTAL | 70\% PVC for New Const/Rehab | 30\% PVC for Acquisition | Check |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other: (Specify) | \$0 |  |  | \$0 |  |  |  |  |  | - | \$0 |  | \$0 |
| Total Developer Costs | \$2,493,227 | 2,493,227 | - | 1,562,667 | - | - | - | - | 930,560 | 2,493,227 | 2,493,227 | - | \$0 |
| TOTAL PROJECT COST | \$21,700,526 | 21,700,526 | - | 12,351,315 | 6,597,211 | 1,500,000 | 200,000 | 121,440 | 930,560 | 21,700,526 | 19,974,652 - \$0 |  |  |
| Note: Syndication Costs shall NOT be included as a project cost. Calculate Maximum Developer Fee using the eligible basis subtotals. double check against permanent financing totals: Over/Under |  |  |  | Bridge Loan Expense During Construction:Total Eligible Basis: |  |  |  |  |  |  | \$19,974,652 | \$0 |  |
|  |  |  |  | \$12,351,315 | \$6,597,211 | 1,500,000 | \$200,000 | \$121,440 | \$930,560 |  |  |  |  |
|  |  |  |  | - | - - | - | - | - | - |  |  |  |  |


| Unit Type | AMI Rent | \# of Units | $\begin{aligned} & \text { TCAC Rent Each } \\ & \text { Unit } \end{aligned}$ | Gross Rent | UA Each | Net Rent | Annual Net Rent |  | PBV Rents Requested (less Uas) <br> (less Uas) | $\begin{gathered} \text { RA } \\ \text { contract } \\ \text { Rent tot } \end{gathered}$ | $\begin{aligned} & \text { Total Annual } \\ & \text { Rent } \\ & \text { Differential } \end{aligned}$ | $\begin{gathered} 2019 \\ \text { fair } \\ \text { Market } \\ \text { Rents } \end{gathered}$ | $110 \%$ FMR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| One Bedroom | 9\% | 4 |  | 2,577 |  | \$2,557 | 30,684 | E 5 | ¢ 3,424 | \$ 4,760 | 37,429 |  |  |
|  | 20\% | 0 | 368 |  | 5 |  |  |  |  | \$ | \$ |  |  |
|  | 30\% | 3 | 552 | \$1,656 |  | \$1,641 | 19,692 | N \$ | 1,587 | \$ 4,760 | 37,429 | \$ 1,447 | \$ 1,592 |
|  | 35\% | 0 | 553 | so | 5 | so |  |  |  | \$ | \$ - |  |  |
|  | 40\% | 0 | 554 | so | 5 | so | 0 |  | 1,837 | \$ . | \$ |  |  |
|  | 45\% | 0 | 555 | \$0 | ${ }^{5}$ | so |  |  |  | s | \$ |  |  |
|  | 50\% | 1 | 921 | \$921 | 5 | \$916 | 10,992 |  |  | \$ |  |  |  |
|  | 55\% | 0 | 1013 | so | 5 | so |  |  |  | s. | \$ . |  |  |
|  | 60\% | 0 | 1105 | so | 5 | so |  | T |  | \$ |  |  |  |
|  | 70\% | 0 | 1289 | so | 5 | so | 0 |  |  | \$. | \$ |  |  |
|  | 80\% | 0 | 1474 | so | 5 | so |  | A |  | \$. |  |  |  |
|  | Market | 0 | 1842 | \$0 | 5 | \$0 |  |  |  | s | \$ . |  |  |
| Two Bedroom | 65\% | 30 |  | \$ 30,56 |  | \$22,824 | 357,888 | 1 \$ | \$ 2,068 | \$ 6,203 | 50,857 |  |  |
|  | ${ }^{20 \%}$ | 0 | ${ }_{642}^{442}$ | \$0 | 8 |  |  |  |  | \$ | \$ ${ }^{\text {5 }}$ |  |  |
|  | 30\% | ${ }^{3}$ | ${ }_{773}^{663}$ | \$1,889 | ${ }_{8}^{8}$ | \$1,965 | 23,580 |  | \$ 2,068 | \$ 6,203 | 50,857 | \$ 1,887 | \$ 2,076 |
|  | 35\% | 0 | 773 |  | 8 |  |  |  | s | \$ | \$ - |  |  |
|  | 40\% | 2 | 884 | \$1,768 | 8 | \$1,752 | 21,024 | A |  |  |  |  |  |
|  | 40\% | ${ }^{1}$ | 884 | \$884 | ${ }^{8}$ | \$876 | 10,512 | 5 |  | \$ |  | \$ 1,887 | \$ 2,076 |
|  | 45\%\% | ${ }_{23}$ | 994 1105 | \%25,415 | ${ }^{8}$ | ${ }_{\text {S25,231 }}$ | 302.772 | $s$ |  | \$ | \$ |  |  |
|  | 55\% | ${ }_{0}$ | 1215 | \$0 | ${ }_{8}^{8}$ | \$25, |  |  |  | \$ | \$ . |  |  |
|  | 60\% | 0 | 1326 | so | ${ }^{8}$ | so |  | 1 |  | s |  |  |  |
|  | 70\% |  | 1547 | so | ${ }^{8}$ | so |  |  |  | s | \$ . |  |  |
|  | 80\% | , | 1768 | so | ${ }^{8}$ | so |  | s |  | s |  |  |  |
|  | Managers | 1 | 2210 |  |  |  |  | T |  | s |  |  |  |
| 3 Bedroom | 26\% | 12 |  | \$ 13,527 |  | \$13,407 | 160,884 | A 5 | \$ 5,982 | \$ 14,954 | 124,908 |  |  |
|  | 20\% | 0 2 | 510 766 | ( $\begin{aligned} & \text { \$0 } \\ & \$ 1,532\end{aligned}$ | 10 10 | \$ ${ }_{\text {\$1,512 }}$ | 18,144 | ${ }^{\text {N }}$ | \$ 2.991 | \$5.982 | 53,635 | \$ 2,728 | 5 3.001 |
|  | 35\% |  | 893 |  | 10 |  |  |  | \$ | \$ ${ }^{\text {5 }}$ | 53,655 |  |  |
|  | 40\% | ${ }^{3}$ | 1021 | \$3,063 | 10 | \$3,033 | 36,396 | c | \$ 2,991 | \$ 8,972 | \$ 71,273 | \$ 2,728 | \$ 3,001 |
|  | 45\% | 0 | 1149 | \$0 | 10 | so |  | \$ |  | \$ | \$ |  |  |
|  | 55\% | 7 | 1276 1404 | $\underset{\substack{\text { s8, } \\ \text { so }}}{50}$ | 10 10 | $\underset{\text { s8, }}{502}$ | 106,344 |  | s | \$ | \$ . |  |  |
|  | 60\% | 0 | 1532 | so | 10 | so |  |  |  | 5 . |  |  |  |
|  | 70\% | 0 | 1787 | so | 10 | so |  |  | \$. | \$ | \$ - |  |  |
|  | 80\% | 0 | 2043 <br> 252 | \$0 | 10 | \$0 | 0 | > |  | \$ |  |  |  |
| 4 Bedroom Community Room/Common |  | 0 |  | \$ . |  | s0 |  |  |  | s | 0 |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Totals |  | 46 |  |  |  |  | 549,456 |  |  | 25,917 | 213,194 |  |  |
|  |  |  |  |  |  |  |  |  |  |  | 4,263,888 |  |  |



Insurance
Maintenance
Other Onerating Expenses (specify):
Social Serive Social Iserices- FTE
Replacement Reserves total ExPenses
Net Operating Income
DCR
$8 \%$ Test
$25 \%$ Test
Total Unit


| s | 220,800 | \$4,800 |
| :---: | :---: | :---: |
| S | c, 38,984 38,731 |  |
| 5 | 45,852 |  |
| 5 | 44,447 |  |
| 5 | - |  |
| 5 | 50,632 |  |
| s |  | so |
| 5 | 11,500 | \$250 |
| 5 | 232,300 |  |
| \$ | 503,580 |  |
|  | 1.149235 | 1.17358 |
|  | 8.44\% | 9.58\% |

\$ 6,597,211 (This only works without Perm Debt $\#$ 2)
Devfee
Cosh fee
Dev Note
Cash to Pay Note
Over/Under
$2,493,227$
$1,562,667$
$\begin{array}{ll}1,562,667 \\ 930,560 & 37.32 \%\end{array}$

| 1.930,560 |
| :--- |
| $3,04,859$ |
| $, 114,299$ |

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

| Revenue n | multiplier | YEAR 1 | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 | YEAR 6 | YEAR 7 | YEAR 8 | YEAR 9 | YEAR 10 | YEAR 11 | YEAR 12 | YEAR 13 | YEAR 14 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Rent | 1.025 | \$549,456 | \$563,192 | \$577,272 | \$591,704 | \$606,497 | \$621,659 | \$637,201 | \$653,131 | \$669,459 | \$686,195 | \$703,350 | \$720,934 | \$738,957 | \$757,431 |
| Less Vacancy | 5.00\% | -27,473 | -28,160 | -28,864 | -29,585 | -30,325 | -31,083 | -31,860 | -32,657 | -33,473 | -34,310 | -35,168 | -36,047 | -36,948 | -37,872 |
| Rental Subsidy | 1.025 | 213,194 | 218,524 | 223,987 | 229,587 | 235,327 | 241,210 | 247,240 | 253,421 | 259,757 | 266,251 | 272,907 | 279,730 | 286,723 | 293,891 |
| Less Vacancy | 5.00\% | -10,660 | -10,926 | -11,199 | -11,479 | -11,766 | -12,060 | -12,362 | -12,671 | -12,988 | -13,313 | -13,645 | -13,986 | -14,336 | -14,695 |
| Miscellaneous Income | 1.025 | 11,960 | 12,259 | 12,565 | 12,880 | 13,202 | 13,532 | 13,870 | 14,217 | 14,572 | 14,936 | 15,310 | 15,693 | 16,085 | 16,487 |
| Less Vacancy | 5.00\% | -598 | -613 | -628 | -644 | -660 | -677 | -693 | -711 | -729 | -747 | -765 | -785 | -804 | -824 |
| Total Revenue |  | \$735,880 | \$754,277 | \$773,134 | \$792,462 | \$812,274 | \$832,581 | \$853,395 | \$874,730 | \$896,598 | \$919,013 | \$941,988 | \$965,538 | \$989,677 | \$1,014,419 |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Expenses: | 1.035 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Administrative |  | \$12,984 | \$13,439 | \$13,909 | \$14,396 | \$14,900 | \$15,421 | \$15,961 | \$16,519 | \$17,098 | \$17,696 | \$18,315 | \$18,956 | \$19,620 | \$20,307 |
| Management |  | \$38,731 | \$40,086 | \$41,489 | \$42,941 | \$44,444 | \$46,000 | \$47,610 | \$49,276 | \$51,001 | \$52,786 | \$54,633 | \$56,545 | \$58,524 | \$60,573 |
| Utilities |  | \$45,852 | \$47,457 | \$49,118 | \$50,837 | \$52,617 | \$54,458 | \$56,364 | \$58,337 | \$60,379 | \$62,492 | \$64,679 | \$66,943 | \$69,286 | \$71,711 |
| Payroll \& Payroll Taxes |  | \$44,447 | \$46,003 | \$47,613 | \$49,279 | \$51,004 | \$52,789 | \$54,637 | \$56,549 | \$58,528 | \$60,577 | \$62,697 | \$64,891 | \$67,163 | \$69,513 |
| Insurance |  | \$14,617 | \$15,129 | \$15,658 | \$16,206 | \$16,773 | \$17,360 | \$17,968 | \$18,597 | \$19,248 | \$19,921 | \$20,619 | \$21,340 | \$22,087 | \$22,860 |
| Maintenance |  | \$50,632 | \$52,404 | \$54,238 | \$56,136 | \$58,101 | \$60,135 | \$62,239 | \$64,418 | \$66,672 | \$69,006 | \$71,421 | \$73,921 | \$76,508 | \$79,186 |
| Other Operating Expenses (spe | pecify): | \$13,537 | \$14,011 | \$14,501 | \$15,009 | \$15,534 | \$16,078 | \$16,640 | \$17,223 | \$17,826 | \$18,450 | \$19,095 | \$19,764 | \$20,455 | \$21,171 |
| Total Operating Expenses |  | \$220,800 | \$228,528 | \$236,526 | \$244,805 | \$253,373 | \$262,241 | \$271,419 | \$280,919 | \$290,751 | \$300,927 | \$311,460 | \$322,361 | \$333,644 | \$345,321 |
| Tenant Internet Expense* | 1.035 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Service Cooridinator | 1.035 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Replacement Reserve |  | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 |
| Real Estate Taxes | 1.020 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other (Specify): | 1.035 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other (Specify): | 1.035 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenses |  | \$232,300 | \$240,028 | \$248,026 | \$256,305 | \$264,873 | \$273,741 | \$282,919 | \$292,419 | \$302,251 | \$312,427 | \$322,960 | \$333,861 | \$345,144 | \$356,821 |
| Cash Flow Prior to Debt Servi | vice | \$503,580 | \$514,249 | \$525,108 | \$536,158 | \$547,401 | \$558,840 | \$570,476 | \$582,311 | \$594,347 | \$606,586 | \$619,029 | \$631,677 | \$644,533 | \$657,597 |
| MUST PAY DEBT SERVICE |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| County Funds |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Pacific Western Bank |  | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 |
| Other |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Debt Service |  | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 |
| Cash Flow After Debt Service |  | \$65,393 | \$76,062 | \$86,920 | \$97,970 | \$109,214 | \$120,652 | \$132,288 | \$144,124 | \$156,160 | \$168,398 | \$180,841 | \$193,490 | \$206,346 | \$219,410 |
| Debt Coverage Ratio |  | 1.15 | 1.17 | 1.20 | 1.22 | 1.25 | 1.28 | 1.30 | 1.33 | 1.36 | 1.38 | 1.41 | 1.44 | 1.47 | 1.50 |
| OTHER FEES** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GP Partnership Management Fee |  | \$4,600 | \$4,738 | \$4,880 | \$5,027 | \$5,177 | \$5,333 | \$5,493 | \$5,657 | \$5,827 | \$6,002 | \$6,182 | \$6,367 | \$6,559 | \$6,755 |
| GP Asset Management Fee |  | 5,000 | \$5,150 | \$5,305 | \$5,464 | \$5,628 | \$5,796 | \$5,970 | \$6,149 | \$6,334 | \$6,524 | \$6,720 | \$6,921 | \$7,129 | \$7,343 |
| LP (RJ) Asset Managmnt Fee |  | 7,000 | \$7,210 | \$7,426 | \$7,649 | \$7,879 | \$8,115 | \$8,358 | \$8,609 | \$8,867 | \$9,133 | \$9,407 | \$9,690 | \$9,980 | \$10,280 |
| County Monitoring Fee |  | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 |
| Total Other Fees |  | 20,050 | 20,548 | 21,061 | 21,589 | 22,133 | 22,694 | 23,271 | 23,866 | 24,478 | 25,109 | 25,759 | 26,428 | 27,118 | 27,828 |
| Remaining Cash Flow |  | \$45,343 | \$55,514 | \$65,859 | \$76,381 | \$87,080 | \$97,958 | \$109,017 | \$120,258 | \$131,681 | \$143,289 | \$155,082 | \$167,062 | \$179,228 | \$191,582 |
| Deferred Developer Fee** | \$ 930,560 | 45,343 | \$55,514 | \$65,859 | \$76,381 | \$87,080 | \$97,958 | \$109,017 | \$120,258 | \$131,681 | \$143,289 | \$155,082 | \$167,062 | \$179,228 | \$191,582 |
| Cash to Pay Note | \$ 1,829,461 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residual or Soft Debt Payments********) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residual Receipt Payments 50\% Split |  |  |  |  |  |  |  |  |  |  |  | 0 89,614 95,791 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| YEAR 15 | YEAR 16 | YEAR 17 | YEAR 18 | YEAR 19 | YEAR 20 | YEAR 21 | YEAR 22 | YEAR 23 | YEAR 24 | YEAR 25 | YEAR 26 | YEAR 27 | YEAR 28 | YEAR 29 | YEAR 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$776,367 | \$795,776 | \$815,671 | \$836,062 | \$856,964 | \$878,388 | \$900,348 | \$922,856 | \$945,928 | \$969,576 | \$993,815 | \$1,018,661 | \$1,044,127 | \$1,070,230 | \$1,096,986 | \$1,124,411 |
| -38,818 | -39,789 | -40,784 | -41,803 | -42,848 | -43,919 | -45,017 | -46,143 | -47,296 | -48,479 | -49,691 | -50,933 | -52,206 | -53,512 | -54,849 | -56,221 |
| 301,238 | 308,769 | 316,488 | 324,400 | 332,511 | 340,823 | 349,344 | 358,077 | 367,029 | 376,205 | 385,610 | 395,250 | 405,132 | 415,260 | 425,642 | 436,283 |
| -15,062 | -15,438 | -15,824 | -16,220 | -16,626 | -17,041 | -17,467 | -17,904 | -18,351 | -18,810 | -19,281 | -19,763 | -20,257 | -20,763 | -21,282 | -21,814 |
| 16,899 | 17,322 | 17,755 | 18,199 | 18,654 | 19,120 | 19,598 | 20,088 | 20,590 | 21,105 | 21,632 | 22,173 | 22,728 | 23,296 | 23,878 | 24,475 |
| -845 | -866 | -888 | -910 | -933 | -956 | -980 | -1,004 | -1,029 | -1,055 | -1,082 | -1,109 | -1,136 | -1,165 | -1,194 | -1,224 |
| \$1,039,779 | \$1,065,773 | \$1,092,418 | \$1,119,728 | \$1,147,721 | \$1,176,415 | \$1,205,825 | \$1,235,970 | \$1,266,870 | \$1,298,541 | \$1,331,005 | \$1,364,280 | \$1,398,387 | \$1,433,347 | \$1,469,181 | \$1,505,910 |


| \$21,017 | \$21,753 | \$22,514 | \$23,302 | \$24,118 | \$24,962 | \$25,836 | \$26,740 | \$27,676 | \$28,644 | \$29,647 | \$30,685 | \$31,759 | \$32,870 | \$34,021 | \$35,211 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$62,693 | \$64,887 | \$67,158 | \$69,509 | \$71,942 | \$74,459 | \$77,066 | \$79,763 | \$82,555 | \$85,444 | \$88,434 | \$91,530 | \$94,733 | \$98,049 | \$101,481 | \$105,032 |
| \$74,221 | \$76,819 | \$79,507 | \$82,290 | \$85,170 | \$88,151 | \$91,237 | \$94,430 | \$97,735 | \$101,156 | \$104,696 | \$108,361 | \$112,153 | \$116,079 | \$120,141 | \$124,346 |
| \$71,946 | \$74,464 | \$77,071 | \$79,768 | \$82,560 | \$85,449 | \$88,440 | \$91,536 | \$94,739 | \$98,055 | \$101,487 | \$105,039 | \$108,716 | \$112,521 | \$116,459 | \$120,535 |
| \$23,660 | \$24,489 | \$25,346 | \$26,233 | \$27,151 | \$28,101 | \$29,085 | \$30,103 | \$31,156 | \$32,247 | \$33,375 | \$34,543 | \$35,752 | \$37,004 | \$38,299 | \$39,639 |
| \$81,957 | \$84,826 | \$87,795 | \$90,867 | \$94,048 | \$97,339 | \$100,746 | \$104,272 | \$107,922 | \$111,699 | \$115,609 | \$119,655 | \$123,843 | \$128,177 | \$132,664 | \$137,307 |
| \$21,912 | \$22,679 | \$23,473 | \$24,295 | \$25,145 | \$26,025 | \$26,936 | \$27,879 | \$28,854 | \$29,864 | \$30,909 | \$31,991 | \$33,111 | \$34,270 | \$35,469 | \$36,711 |
| \$357,407 | \$369,917 | \$382,864 | \$396,264 | \$410,133 | \$424,488 | \$439,345 | \$454,722 | \$470,637 | \$487,109 | \$504,158 | \$521,804 | \$540,067 | \$558,969 | \$578,533 | \$598,782 |
| 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 |
| 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 | 11,500 |
| 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$368,907 | \$381,417 | \$394,364 | \$407,764 | \$421,633 | \$435,988 | \$450,845 | \$466,222 | \$482,137 | \$498,609 | \$515,658 | \$533,304 | \$551,567 | \$570,469 | \$590,033 | \$610,282 |
| \$670,872 | \$684,357 | \$698,054 | \$711,964 | \$726,088 | \$740,427 | \$754,980 | \$769,749 | \$784,733 | \$799,932 | \$815,347 | \$830,976 | \$846,820 | \$862,878 | \$879,147 | \$895,628 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 | 438,187 |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 | \$438,187 |
| \$232,684 | \$246,170 | \$259,867 | \$273,777 | \$287,901 | \$302,239 | \$316,793 | \$331,561 | \$346,545 | \$361,745 | \$377,159 | \$392,789 | \$408,633 | \$424,690 | \$440,960 | \$457,441 |
| 1.53 | 1.56 | 1.59 | 1.62 | 1.66 | 1.69 | 1.72 | 1.76 | 1.79 | 1.83 | 1.86 | 1.90 | 1.93 | 1.97 | 2.01 | 2.04 |
| \$6,958 | \$7,167 | \$7,382 | \$7,603 | \$7,831 | \$8,066 | \$8,308 | \$8,557 | \$8,814 | \$9,078 | \$9,351 | \$9,631 | \$9,920 | \$10,218 | \$10,524 | \$10,840 |
| \$7,563 | \$7,790 | \$8,024 | \$8,264 | \$8,512 | \$8,768 | \$9,031 | \$9,301 | \$9,581 | \$9,868 | \$10,164 | \$10,469 | \$10,783 | \$11,106 | \$11,440 | \$11,783 |
| \$10,588 | \$10,906 | \$11,233 | \$11,570 | \$11,917 | \$12,275 | \$12,643 | \$13,022 | \$13,413 | \$13,815 | \$14,230 | \$14,656 | \$15,096 | \$15,549 | \$16,015 | \$16,496 |
| 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 | 3,450 |
| 28,559 | 29,312 | 30,088 | 30,887 | 31,710 | 32,558 | 33,431 | 34,331 | 35,257 | 36,212 | 37,194 | 38,207 | 39,249 | 40,323 | 41,430 | 42,569 |
| \$204,125 | \$216,857 | \$229,779 | \$242,890 | \$256,191 | \$269,681 | \$283,361 | \$297,230 | \$311,288 | \$325,533 | \$339,965 | \$354,582 | \$369,383 | \$384,367 | \$399,530 | \$414,872 |
| \$204,125 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 102,063 | 108,429 | 114,889 | 121,445 | 128,095 | 134,841 | 141,681 | 148,615 | 155,644 | 162,767 | 169,983 | 177,291 | 184,692 | 192,183 | 199,765 | 207,436 |
| 102,063 | 108,429 | 114,889 | 121,445 | 128,095 | 134,841 | 141,681 | 148,615 | 155,644 | 162,767 | 169,983 | 177,291 | 184,692 | 192,183 | 199,765 | 207,436 |

