

# Land Use Committee Agenda

# <u>City of Newton</u> In City Council

# Tuesday, October 2, 2018

# 7:00 PM Chamber

# #464-18 Petition to allow nine-unit multi-family dwelling at 39 Herrick Road

STUART ROTHMAN/HERRICK ROAD REALTY TRUST petition for SPECIAL PERMIT/SITE PLAN APPROVAL to allow a 36' three-story nine-unit multi-family dwelling with accessory parking for nine cars, to allow multi-family residential use on the ground level in a BU1 district, to allow a reduction to one parking stall per unit, to allow offsite parking facilities, to allow parking in the side setback, to allow a reduced minimum aisle width, to waiver perimeter screening requirements and to waive lighting and surfacing requirements at 39 Herrick Road, Ward 6, on land known as Section 61 Block 36 Lot 7, containing approximately 12,979 sq. ft. of land in a district zoned BUSINESS USE 1. Ref: Sec. 7.3.3, 7.4, 4.4.1, 4.1.2.B.3, 5.1.4, 5.1.13, 5.1.6.A, 5.1.6.B, 5.1.8.A, 5.1.8.C.2, 5.1.9.A, 5.1.10 of the City of Newton Rev Zoning Ord, 2017.

Please see the attached request to Withdraw without Prejudice

# #479-18 Special Permit to allow three-story structure and oversized dormer at 63 Cherry Street

<u>LINO GONCALVES</u> petition for <u>SPECIAL PERMIT/SITE PLAN APPROVAL</u> to raise the roof of the existing 2.5-story house and add oversized front and rear dormers to the attic level and creating a third story where 2.5 is allowed at 63 Cherry Street, Ward 3, West Newton, on land known as Section 34 Block 42 Lot 14, containing approximately 7,000 sq. ft. of land in a district zoned SINGLE RESIDENCE 3. Ref: Sec. 7.3, 7.4, 3.1.3, 1.5.4.G.2.b of Chapter 30 of the City of Newton Rev Zoning Ord, 2017. *This item will be postponed to October 9, 2018 and has been Readvertised* 

# **Referred to Land Use and Finance Committees**

**#169-18** Appropriate \$2.5 million in CPA Funds for affordable rental housing for seniors <u>COMMUNITY PRESERVATION COMMITTEE</u> recommending the appropriation of two million five hundred thousand dollars (\$2,500,000) from the Community Preservation Fund to the control of the Planning & Development Department for a

The location of this meeting is accessible and reasonable accommodations will be provided to persons with disabilities who require assistance. If you need a reasonable accommodation, please contact the city of Newton's ADA Coordinator, Jini Fairley, at least two business days in advance of the meeting: <u>jfairley@newtonma.gov</u> or (617) 796-1253. The city's TTY/TDD direct line is: 617-796-1089. For the Telecommunications Relay Service (TRS), please dial 711.

grant to the Newton Housing Authority to create 42 one-bedroom units of permanently affordable rental housing for seniors in a new, 55-unit development on John F. Kennedy Circle, as described in the Authority's December 2017 proposal to the Community Preservation Commission and subject to the conditions in the Community Preservation Committee's February 2018 funding recommendation to the City Council.

# Referred to Land Use and Finance Committees

- **#454-18** Appropriate \$3 million in CPA Funds for an affordable rental development <u>COMMUNITY PRESERVATION COMMITTEE</u> recommending the appropriation of three million dollars (\$3,000,000) from the Community Preservation Fund to the Planning & Development Department for a grant to the Newton Housing Authority to create Haywood House, a permanently affordable rental development consisting of 55 one-bedroom units for seniors in a new building to be located on John F. Kennedy Circle, as described in the proposals submitted to the Community Preservation Committee in January and June 2018.
- **#423-18** Petition to allow parking in the setback and within 5' of the street at 27 Albion St <u>ROBERT AND CRISTINA DeMENTO</u> petition for <u>SPECIAL PERMIT/SITE PLAN</u> <u>APPROVAL</u> to allow reconfiguration of an existing tandem driveway to allow two side-by-side stalls within 5' of a setback and within 5' of the street on the corner lot at Ward 6, Newton Centre, at 27 Albion Street on land known as Section 62 Block 04 Lot 27, containing approximately 3,377 sq. ft. of land in a district zoned SINGLE RESIDENCE 2. Ref: Sec. 7.3.3, 7.4, 3.1.3, 5.1.7.A, 5.1.13 of Chapter 30 of the City of Newton Rev Zoning Ord, 2017.
- #462-18 Petition to allow Veterinary Hospital in a BU2 district at 858 Walnut Street
   ISAAC MAXMEN/858 WALNUT STREET, LLC petition for SPECIAL PERMIT/SITE PLAN
   APPROVAL to locate a veterinary hospital in the existing building in the BUSINESS
   USE 2 district at 858 Walnut Street, Ward 6, on land known as Section 64 Block 5 Lot
   04, containing approximately 23,250 sq. ft. of land. Ref: Sec. 7.3.3, 7.4, 4.4.1 of the
   City of Newton Rev Zoning Ord, 2017.
- **#463-18** Petition to exceed FAR and extend non-conforming structure at 58 Rochester Road PHILIP CHASE AND SUSAN VAUGHN petition for <u>SPECIAL PERMIT/SITE PLAN</u> <u>APPROVAL</u> to construct side and rear additions to create an attached garage, accessory apartment and additional living space, exceeding FAR and extending the non-conforming 3.5 story structure at 58 Rochester Road, Ward 2, on land known as Section 13 Block 20 Lot 44, containing approximately 16,518 sq. ft. of land in a district zoned SINGLE RESIDENCE 3. Ref: Sec. 7.3.3, 7.4, 3.1.3, 3.1.9, 1.5.4.B, 1.5.4.C, 7.8.2.C.2 of the City of Newton Rev Zoning Ord, 2017.
- #480-18 Special Permit to exceed FAR and extend non-conforming height at 44 Ballard Street

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<u>MELISSA FANG AND ANDREW HARGENS</u> petition for <u>SPECIAL PERMIT/SITE PLAN</u> <u>APPROVAL</u> to relocate an existing carriage house and attach it with a breezeway to a new multi-level principal structure addition, extending the nonconforming height and exceeding the FAR where .28 exists, .35 is allowed, and .36 is proposed at 44 Ballard Street, Ward 7, on land known as Section 73 Block 31 Lot 11 containing approximately 16,633 sq. ft. of land in a district zoned SINGLE RESIDENCE 2. Ref: 7.3.3, 7.4, 3.1.3, 7.8.2.C.2, 3.1.3, 3.1.9 of Chapter 30 of the City of Newton Rev Zoning Ord, 2017.

## Respectfully submitted,

Greg Schwartz, Chair

# Terrence P. Morris, Esq. Law Offices of Terrence P. Morris LLC 57 Elm Road Newton, MA 02460 617 202-9132

September 13, 2018

# *By electronic transmission: nkhan@newtonma.gov* Nadia Khan, Committee Clerk

Newton City Council 1000 Commonwealth Avenue Newton, MA 02459

Re: 39 Herrick Road Special Permit Petition #464-18

Dear Nadia:

On behalf of my client Herrick Road Realty Trust, I am writing to request withdrawal of the above-referenced petition, which was filed on August 15<sup>th</sup>. The withdrawal is in lieu of requesting a statutory extension of time in which the Land Use Committee would have to hold the public hearing and is in response to a request from the Planning staff for additional information in conjunction with the application.

It is my client's intent to refile the petition in the near future once the requested information has been compiled.

Thank you for your time and attention to this matter.

Sincerely,

Terrence P. Morris

Terrence P. Morris

Cc: *via email* Stuart Rothman, Herrick Realty Trust Neil Cronin, Senior Planner



Ruthanne Fuller Mayor

# City of Newton, Massachusetts

Department of Planning and Development 1000 Commonwealth Avenue Newton, Massachusetts 02459 **#454-18** Telephone (617) 796-1120 Telefax (617) 796-1142 TDD/TTY (617) 796-1089 www.newtonma.gov

Barney S. Heath Director

# Community Preservation Committee Funding Recommendation for HAYWOOD HOUSE/Jackson Road New Senior Housing

date: 26 July 2018

from: Community Preservation Committee

to: The Honorable City Council

**PROJECT GOALS & ELIGIBILITY** This project will construct a new building served by two elevators, with a community center and 55 one-bedroom rental units restricted to residents at least 62 years old. All units will be permanently income-restricted: 11 units for households at up to 30% of the Area Median Income (AMI), 21 units at up to 60% AMI, and 23 units at up to 99% AMI. 4 units will be designated for households that have been homeless or are at risk of homelessness. The Housing Authority has requested state approval to allocate 70% of the units to current Newton residents. This project is CPA-eligible as the creation of affordable housing.

**RECOMMENDED FUNDING** On 10 July 2018 by a vote of 8-0 (Planning & Development Board appointment vacant), the Community Preservation Committee recommended appropriating \$3,000,000 from the Community Preservation Fund's current reserve and fund balance for housing, and as needed from its general reserve and fund balance, to the control of the Planning & Development Department for a grant to the Newton Housing Authority for any purposes stated or implied in this summary budget for Haywood House:

	·		
USES	July 2018	SOURCES	July 2018
Acquisition	\$1	Low Income Housing Tax	\$11,000,000
Construction (75% of all costs; includes 4.8% contingency)	\$19,697,160	Credits Equity - federal	
Site Development & Foundations (20% of construction costs)	\$3,757,565	(9%) and state	
Non-Residential Space (5% of construction costs; includes	\$894,812	other state funds:	\$4,000,000
community center, library, laundry, offices, etc.)		Affordable Housing Trust	
Residential Space	\$14,106,824	Fund, Community Based	
Soft Costs (14% of all costs; includes 4.8% contingency)	\$3,699,135	Housing, Facilities	
Architectural & Engineering Services (survey, permitting,	\$1,200,000	Consolidation Fund,	
environmental)		HOME, Housing	
Other Professional Services (legal, accounting, appraisal,	\$875,000	Stabilization Fund	
market study, marketing, development)		Newton-controlled public	funds
Interest & Insurance	\$837,342	СРА	\$3,000,000
Taxes & Fees	\$421,793	Inclusionary Zoning	\$625,000
Owner's Project Manager, Security	\$165,000	CDBG	\$625,000
Furniture, Fixtures, Equipment	\$75,000		
Reserves	\$470,121	Deferred Developer Fee	\$656,417
Developer Fee + Overhead (9.4%)	\$2,240,000	Permanent Loan - Bank	\$6,200,000
TOTAL USES	\$26,106,417	TOTAL SOURCES	\$26,106,417

website www.newtonma.gov/cpa

contact Alice E. Ingerson, Community Preservation Program Man ager email <u>aingerson@newtonma.gov</u> phone 617.796.1144

# SPECIAL ISSUES CONSIDERED BY THE CPC

**Funding leverage & project costs:** The CPC especially appreciated this project's leverage of non-Newton funding. Of the project's total funding, federal and state tax credits are about 42%, Newton CPA funds are only about 11%, and all Newton public funds combined are only about 16%.

The project's total development cost of \$475,000 per unit is about the maximum for state funding. However, construction costs are about 75% of that total, and about 20% of construction costs are for the intensive sitework and special foundations required by the location's loose soils and steep slope, with another 5% of construction costs for nonresidential spaces, including those described below. Construction costs for the residential space are about \$342,000 per unit, or \$322 per square foot.

**Community space & services:** Haywood House will have multiple common spaces, including terraces and balconies, a library, and new laundry facilities, which will also serve residents of the existing Jackson Gardens development. The building's new community center will host activities for non-residents as well as services for residents. The Housing Authority has committed to using its developer fee from this project to expand its program of services for residents, including pre-dementia support.

**Project design & permitting:** Haywood House will have 52 visitable and adaptable units, including 2 adapted for residents with sensory disabilities, and 3 fully accessible units (Group 2B). The building will be curved to fit its site, will be energy-efficient (LEED silver certifiable), and will allow vehicular access only from Kennedy Circle. The existing pedestrian path from Kennedy Circle to Jackson Road will be rebuilt to make it wheelchair-accessible. Existing large trees near the edges of the site will be preserved, and new plantings will be added. In response to neighborhood concerns about parking, the Housing Authority has reduced the project's parking needs by eliminating its previously proposed market-rate units.

## ADDITIONAL RECOMMENDATIONS (funding conditions)

- 1. The CPC assumes all recommended funds will be appropriated within 6 months, and project construction will begin within 3 years, after the date of this recommendation. If either of these deadlines cannot be met, the Housing Authority should submit a written request to the CPC to extend that deadline.
- 2. As soon as practical, the Housing Authority should provide the CPC with a brief written and in-person update on the results of the tax credit application it expects it will be invited to submit in fall 2018/winter 2019. If tax credits have not been committed for the project by 1 September 2020, the Housing Authority should re-start the CPA funding process with an updated proposal.
- **3.** The grant agreement governing the phased release of CPA funds for this project should be executed only after the project's other required funding sources have been committed, particularly the housing tax credits. In addition to the other conditions usual in recent past grants for CPA-funded housing projects, such as permanent affordability and a final report to the CPC, the grant agreement should require an independent "accessibility audit" to ensure as-built compliance with accessibility standards.
- **4.** Any CPA funds appropriated but not used for the purposes stated herein should be returned to the Newton Community Preservation Fund.

# **KEY OUTCOMES**

The Community Preservation Committee will evaluate this project based on its success in using Newton CPA funds to leverage non-Newton funds and its provision of not only the income-restricted housing but also the supportive services and community activities described in the Housing Authority's proposal.

## ATTACHMENTS

(delivered to the clerks of the Programs & Services Committee and Finance Committee)

- Proposal and selected attachments submitted to the CPC in June 2018, plus minor corrections July 2018
- Presentation, updated from January 2018 CPC public hearing
- Copy of CPC project webpage, with links to additional information not attached to this recommendation: www.newtonma.gov/gov/planning/cpa/projects/housing\_authority.asp#Jackson-Sr

# webpage: 27 July 2018 www.newtonma.gov/gov/planning/cpa/projects/housing\_authority.asp

Newton, Massachusetts CPA program project webpage – selected **bold, green text** links to full-text documents

# **Newton Housing Authority**

# contacts:

 Amy Zarechian, Executive Director Newton Housing Authority
 82 Lincoln Street, Newton Highlands, MA 02461 email: azarechian@newtonhousing.org phone: 617.552.5501

# projects below:

- Haywood House/Jackson Road New Senior Housing
- Wyman Street Apartments (omitted on this copy)

# Haywood House/Jackson Road New Senior Housing

fronting on John F. Kennedy Circle, Newton Corner, MA 02458; rear facing Jackson Road

# Click on the following links to

- go directly to **this project's proposal #3 to the CPC** (submitted June 2018) circled in red on this copy
- follow this project's Special Permit and Comprehensive Permit requests



**goals:** In a new building with two elevators and community space for utilities and supportive services, create 55, permanently affordable one-bedroom rental units for residents at least 62 years old, restricted by income as follows: 11 units for households with up to 30% of the Area Median Income (AMI); 21 units for households with up to 60% AMI; and 23 units for households at up to 99% of AMI. 3 units will be fully accessible and 4 will be designated for households that have been homeless or are at risk of homelessness.

# total funding:

# (updated to reflect 7 June 2018 proposal #3 below)

\$3,000,000 CPA request

\$625,000 Newton Inclusionary Zoning Fund

\$625,000 CDBG (Newton-controlled federal funds)

\$6,200,000 permanent loan (bank / public agencies)

## webpage:

# www.newtonma.gov/gov/planning/cpa/projects/housing\_authority.asp

- \$11,000,000 9% Low Income Housing Tax Credits (LIHTC) and 4% Massachusetts Housing Tax Credits
  - \$750,000 MA HOME funds (state-controlled federal funds)
  - \$1,000,000 MA (DHCD) Affordable Housing Trust Fund (AHTF)
    - \$750,000 MA Facilities Consolidation Fund (FCF)
    - \$750,000 MA Housing Stabilization Fund (HSF)
    - \$750,000 MA Community Based Housing Fund (CBH)
    - \$656,417 Deferred developer fee
- \$26,106,417 Approx. TOTAL PROJECT COST

# **Funding Process**

# 2016-17

26 February 2016 - pre-proposal (\$1 million in CPA funding)

10 March 2016 - minutes of the CPC's pre-proposal discussion

22 March 2017 - Newton Housing Authority update to CPC

15-31 May 2017 - revised pre-proposal (\$2 million in CPA funding)

16 June 2017 - phase 2 site environmental assessment

16 June 2017 - market analysis (estimating effective demand for these units)

7 July 2017 - full proposal #1, requesting \$2 million in CPA funding for 42 units

- **project overview**, including: project description, photos, maps, budgets, environmental mitigation plans, and procurement process (added 2 August 2017)
- project design (elevations and basic floor plans); detailed floor plans (separate file)
- **accessibility:** accessible features of this project; Housing Authority reasonable accommodation/modification policies for tenants with disabilities
- project marketing analysis & plans: summary of full market analysis above, plus affirmative marketing & tenant selection plans for this project
- **project team qualifications:** Housing Authority fair housing record, Board of Commissioners, staff qualifications; experience and resumes for project development consultant, owner's project manager, and project architect
- project sponsor capacity: Housing Authority financial statements and operating budgets

4 August 2017 - **letters to the CPC about this proposal** (League of Women Voters, Council on Aging, Fair Housing Committee)

# 2017-18

20 December 2017 - 9 January 2018 - **full proposal #2**, requesting \$2.5 million in CPA funding for 55 units; including project budgets, sponsor finances, design & construction summary,

webpage:

# www.newtonma.gov/gov/planning/cpa/projects/housing\_authority.asp

zoning & permitting summary, letters of support submitted by sponsor, and **updated project images & floor plans** 

25 January 2018 - community letters received to date (not submitted by proposal sponsor)

19 February 2018 - CPC proposal #2 funding recommendation, held based on the Housing Authority's 4 April 2018 request

7-21 June 2018 (minor corrections July 2018) - **full proposal #3,** requesting \$3 million in CPA funding for 55 units, including: updates on site control & permitting, project budgets, slightly updated site & floor plans (showing two elevators), project accessibility, fair housing, sponsor finances, and letters of support submitted by sponsor

23 January 2018, update July 2018 - presentation to CPC public hearing

26 July 2018 - CPC proposal #3 funding recommendation to City Council

# **Project News**

1874-1929 - historic maps of the project area

7 May 2018 - City Council revision of prior Jackson Gardens Special Permit, required for current Haywood House project to proceed

26 July 2018 - Haywood House project Comprehensive Permit

# Newton Housing Authority Haywood House

**Originally presented to Newton Community Preservation Committee** January 23, 2018; updated July 2018

Marvin Siflinger, Eleanor White, and Charles Eisenberg, Housing Partners, Inc. Vincent O'Donnell, Commissioner, Newton Housing Authority Ahmed Idris, Baker Wohl Architects



# Haywood House Newton Housing Authority

# Newton Housing Authority (NHA)

- Established in 1959
- Largest provider of affordable housing in Newton
  - Over 1300 residents
- 500 public housing units
- 441 Section vouchers
- 57 management properties

# **Mission of the NHA**

- Provide a high standard of housing
- Create a sense of community for residents
- Increase affordable housing opportunities
  - Expand social services

# **Jackson Gardens**

- One of the four original public housing developments in Newton
  - Built in 1963, Federally-assisted
- 64 one-bedroom units for elders and persons with disability





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# Haywood House Development Team

# **Newton Housing Authority**

- Board of Commissioners (unpaid)
   Rick Kronish, Chairman
   Howard Haywood, Vice Chairman
   Mary Panaggio, Treasurer
   Tom Turner, Commissioner
   Vincent O'Donnell, Commissioner
- Amy Zarechian, Executive Director

- <u>Development Consultant</u>: Housing Partners, Inc.
- Owner's Project Manager: Pinck & Co.
- <u>Designer</u>: Baker-Wohl Architects
- <u>Construction Manager at Risk</u>: Colantonio
- <u>Zoning and Permitting Attorney</u>: Alan Schlesinger
- Tax Credit Attorney: Klein Hornig LLP
- <u>Property Manager</u>: Maloney Properties, Inc.

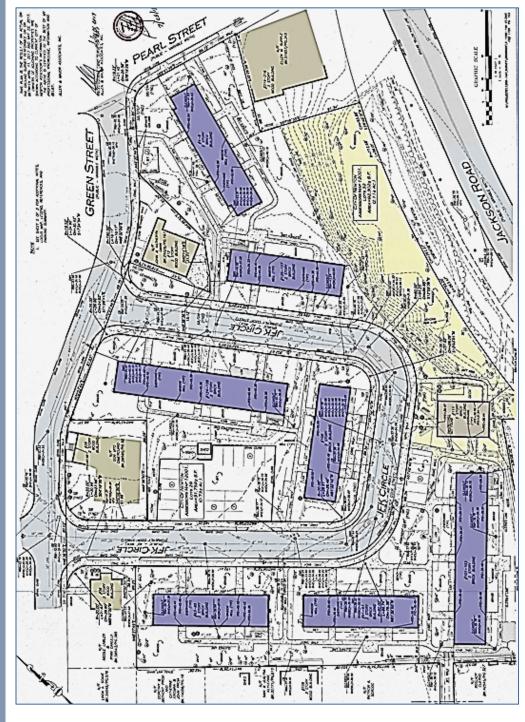


# Haywood House Project Summary

- 55 one-bedroom units for elders over the age of 62
- 70% preference for Newton residents (subject to fair housing laws)
- all units permanently affordable:
- 11 units for households with income below 30% of Area Median Income (AMI)
- 21 units for households below 60% AMI
- 23 units for households up to 99% AMI
- 4 units designated for individuals currently or at risk of being homeless (including 3 under state Facilities Consolidation Fund -- FCF)
- 3 units fully accessible for individuals with mobility impairments (under Community Based Housing -- CBH)
- all units adaptable and visitable
- addresses need to be identified by City of Newton and NHA



# Haywood House Existing Site Plan





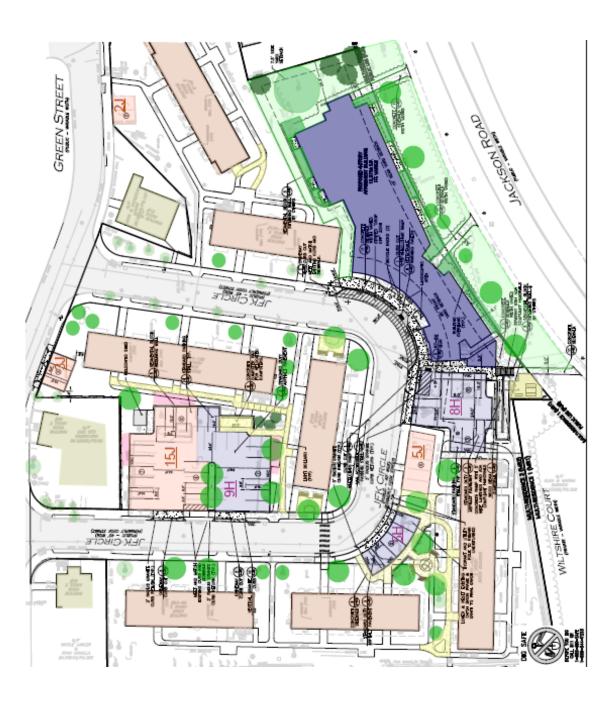




# Haywood House Proposed Site Plan

- Existing 25 spaces for Jackson Gardens remain
- 22 new parking spaces provided for Haywood House
- 50" caliper copper beech tree will be protected
- Evergreens are placed at north side of property to screen Supple house
- New large-caliper deciduous trees are provided along Jackson Road





# Haywood House Kennedy Circle - Sidewalk Level





# Haywood House Jackson Road – Birds Eye View





# Haywood House Jackson Road – Sidewalk Level





# Haywood House Sources of Funds

9% Federal and MA Low Income Housing Tax Credits Equity \$11,000,000

Permanent Loan	\$6,200,000
Newton CPA Funds	\$3,000,000
Newton Inclusionary Zoning	\$625,000
Newton CDBG	\$625,000
state (DHCD) Affordable Housing Trust Fund	\$1,000,000
state Housing Stabilization Fund	\$750,000
state Facilities Consolidation Fund (FCF)	\$750,000
state Community Based Housing (CBH)	\$750,000
state HOME	\$750,000
Deferred Developer Fee	\$656,417

\$26,106,417

**Total Sources** 



# Haywood House Uses of Funds

	Total	Per Unit
Acquisition	\$1	ξO
Construction	\$19,697,160	\$358,130
Soft Costs	\$3,699,135	\$67,257
Dev. Fees/overhead/reg. reserves	\$2,710,121	\$49,275
(all fees available to NHA will		
support resident services		
programming)		
Total Development Cost	\$26,106,417	\$474 <b>,</b> 662
Per Ur	Per Unit Cost w/o Common Space:	\$455,915



# Haywood House Outreach

Outreach:

- Mayor and City Councilors
- Planning Department and Development Review Team
- Jackson Gardens Community Meetings
- Abutters, Nonantum Neighborhood Association, Jackson Homestead
  - Neighborhood Community Meetings
    - Parks and Recreation Commission
      - Newton Senior Center

Housing and Urban Development (HUD) Approvals Received:

- Boston Office
- Special Application Center



# HAYWOOD HOUSE - 55 UNITS COMMON AREA ALLOCATION



				Total Estimated Breakout Cost
Building - Residential Space				
	Subtotal	55,590	SF	\$14,106,824
Building - Community/Shared Space				
Community Center		1015	SF	\$337,007
Fitness Room		290	SF	\$96,288
Laundry Room		300	SF	\$99,608
Common Studio		140	SF	\$46,484
Level 1 Trash/Storage Room		435	SF	\$144,432
Material Lift		90	SF	\$29,882
Public Bathrooms		100	SF	\$33,203
	Subtotal	2,370	SF	\$786,903
Building - Admin & Operations				
Managers Office's		325	SF	\$107,909
	Subtotal	325	SF	\$107,909
Existing Conditions, Site Developme	nt & Found	ations		
	Subtotal	N/A	SF	\$3,757,565
Total Buil	ding Area	58,285	SF	\$18,759,200

# NEWTON HOUSING AUTHORITY 82 Lincoln Street Newton Highlands, Massachusetts 02461

 Telephone:
 (617) 552-5501

 Telecopier:
 (617) 964-8387

 TD:
 (617) 332-3802

Amy Zarechian Executive Director

June 7, 2018

Community Preservation Committee c/o Alice E. Ingerson, Community Preservation Program Manager Planning and Development Department City of Newton 1000 Commonwealth Ave. Newton, MA 02459

Re: NHA Jackson Road Senior Housing

Dear Ms. Ingerson,

Over the past six months, several changes have taken place in the Haywood House project. The unit mix has been revised in part to accommodate parking and in response to City Council comments. Costs have increased primarily due to the addition of a second elevator at the recommendation of DHCD. Interest rates and tax credit pricing has changed as have some funding sources.

The most significant difference is the removal of several parking spaces. This was the result of the rejection of certain spaces based on size or location by the Planning Department and Land Use Committee. As a result, there are now twenty-two spaces specifically for tenants of Haywood House.

In addition, a number of comments by the City Council and others led us to convert the market rate units to 99% AMI units. This provides more affordability in the middle price range which is very underrepresented in the Newton rental market, but reduces net income available for debt service, resulting in a lower permanent mortgage.

Costs have increased during this period as well. DHCD strongly recommended the inclusion of a second elevator and we concur with their suggestion. It is always best to have a backup in a multistory senior facility. General construction costs have also gone up particularly materials due to demand from hurricane relief and results of the tariff wars. The soft cost increases are all related to the hard cost increases (insurance) or the changes in the debt amount (loan fee, MIP, reserves). Finally, the change in the Developer Fee is the result of all these changes which impact the formula for calculating the maximum amount.

Sources have changed both because of rate changes, decreased debt and increased costs. The permanent loan is now \$6,200,000 reflecting the decrease in rent resulting from the conversion of the market units to 99% AMI units. We also raised the interest rates based on changes in the debt market. On the tax credit side, the basis changed but the 9% credits are still capped so the final amount stayed the same. State credits were able to increase some.

The increased costs and smaller permanent loan required additional sources. This will come from three places. We are asking CPA for additional funds in part because we have increased the number of 99% AMI units. The NHA is contributing the \$625,000 in Inclusionary Zoning funds that it is receiving from the City and the Mayor has agreed to provide an additional \$625,000 in either CDBG or local HOME funds.

On the operating side, revenue is significantly lower due to the conversion of thirteen market rate units to 99% AMI units. The change in the MIP line relates to the decrease in the permanent loan amount, as does the change in debt service.

The Comprehensive Permit process has just begun and this may result in other changes to the project. We will keep you apprised of these as and if they occur.

Sincerely,

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Amy Zarechian Executive Director Newton Housing Authority 82 Lincoln Street Newton Highlands, MA 02461

#454-18

City of Newton

Ruthanne Fuller Mayor 

 Newton, Massachusetts
 (For staff use)

 AFFORDABLE HOUSING PROPOSAL FORM FY15 or FY16
 (For staff use)

 PRE-PROPOSAL
 X
 PROPOSAL

 Custom form last updated 10 August 2017.
 Rec'd
 7 June 2018

 Please complete this form in consultation with staff & submit it as an editable file (not as a PDF).
 Tune 2018

Project TITLE	Newton	lewton Housing Authority Jackson Road Senior Housing							
Project LOCATION		ckson Road, Newton Corner, MA 02458 3-127 Kennedy Circle, Newton Corner MA 02458)							
Project CONTACT									
Name & title	2	Email Phone Mailing address							
Amy Zarechian, Exec. Newton Housing Auth		azarechian@newto	nhousing.org	617-552-5501	82 Lincoln Street Newton Highlands, MA 02461				
Sponsoring Org. (check all that apply)	Non- profit	Certified CHDO	<ul><li>✓ Public Agency</li></ul>	✓ Project LLC	Private for-profit				
Project FUNDING	A. Ne	ewton CPA funds: \$3,000,000	<b>B.</b> Total ot \$23,1	<ul><li>C. Total project cost: \$26,106,417</li></ul>					
Project SUMMARY & NEED			•		w construction, rental vs. tified in community-wide plans.				

The proposed site of the Jackson Road Senior Housing Development is approximately 25,200 square feet of undeveloped, wooded property owned by the Newton Housing Authority (NHA), next to its existing Jackson Gardens Federal Public Housing development. The proposed development will consist of fifty-five one-bedroom units of new construction rental housing. Thirty-two of the units will be designated for low-income seniors with income at or below 60% of AMI. Eleven of these units will be occupied by households with income at 30% of AMI or below. In addition, twenty-three of the units will be designated for residents with income between 80% and 99% of AMI. Four of the units will be set aside for homeless or at risk of being homeless individuals. The project will include parking and new community spaces to be utilized by residents of the development and others in the community. The development will be funded primarily by leveraging Low Income Housing Tax Credits.

The NHA recognizes the need for affordable housing in Newton and currently has extensive waiting lists for all of its housing programs. As described in the City of Newton's Consolidated Plan, the number of older adults is expected to increase dramatically over the next twenty years and, with it, the demand for affordable and accessible multifamily rental housing in the City of Newton. The proposed development will meet the needs of this growing population by providing thirty-two units of affordable and accessible housing within the NHA's current extensive housing portfolio. In addition, the NHA has identified a need for affordable housing for moderate-income households as described in City of Newton's Consolidated Plan, which states that over half of Newton households with income between 80% and 100% of AMI are cost burdened. This need is also described in the City of Newton's Housing Strategy, which recognizes rental units as the best opportunity to address the growing lack of affordable housing options in the City for low and moderate-income households.

# Newton Housing Authority Jackson Road Senior Housing

Proposal to Newton Community Preservation Committee

#454-18

v. 3 June 2018 page 2

You may adjust spaces, but the combined answers to all questions on this page must fit on this page.

SOURCES OF FUNDS	Che	eck all that	apply c	and identify if funds o	are comr	nitted or pro	posed.			
Deferred Dev. Fee		\$656 <i>,4</i>	417	9% and MA Low Income Housing Tax Credits				\$11,000,00		
HOME funds	OME funds \$750,000			MA (DHCD) Affor	dable H	ousing Trust	t Fund	\$1,000,000		
CPA funds	CPA funds \$3,000,000			Housing Stabilizat	ion Fun	d		\$750,000		
FCF		\$750,0	000	СВН				\$750,000		
Inclusionary Zoning Funds		\$625,0	000	Permanent Loan				\$6,200,000		
CDBG \$625,000			000	D. TOTAL (shoul	d equal	C. on page 1	of this form)	\$26,106,41		
USES OF FUNDS	Check	all that app	oly.							
Now construction	w construction 🖌 Site preparatio			n/ remediation	✓ (under CPA) Creation			✓		
	<b>V</b>	Site prepa		TARGET POPULATION & SPECIAL FEATURES Check all that apply.						
				·	apply.					
	)N &			RES Check all that a		less/At Risk	of Homelessne	ess 🗸		
TARGET POPULATIC	N &	SPECIAL F identify pop specifically aptable. In coordinatin	EATUI Senic Dulation design additic ng the p	RES Check all that of ors ✓ n & provider of supp led for mobility impa on, all common and o provision of social se	Home ort servi ired resi commun	ces, if any): dents and all ity spaces wi	of Homelessne The developm units will be deal l be fully accessi	ent will have at signed to be ible to all		
TARGET POPULATIC Individual/Family ✓ Special needs/disabili least three accessible visitable and potentia residents. The NHA w	N &	SPECIAL F identify pop specifically aptable. In coordinatin the needs c	EATU Senic oulation design additic og the p of the r	RES Check all that of ors ✓ n & provider of supp red for mobility impa on, all common and o provision of social se esidents. nability, etc.): The pr	Home ort servi ired resi commun rvices th	ces, if any): dents and all ity spaces wi rough partne	of Homelessne The developm I units will be des Il be fully accessi erships with a va	ent will have at signed to be ible to all riety of local		
TARGET POPULATIC Individual/Family ✓ Special needs/disabili least three accessible visitable and potentia residents. The NHA w service providers base Special features (histo	N &	SPECIAL F identify pop specifically aptable. In coordinatin the needs c	Senic Senic oulation design additic og the p of the r , sustai to the o	RES Check all that of ors ✓ n & provider of supp red for mobility impa on, all common and o provision of social se esidents. nability, etc.): The pr	Home ort servi ired resi commun rvices th	ces, if any): dents and all ity spaces wi rough partne	of Homelessne The developm I units will be des Il be fully accessi erships with a va	ent will have at signed to be ible to all riety of local		
TARGET POPULATIC Individual/Family ✓ Special needs/disabili least three accessible visitable and potentia residents. The NHA w service providers base Special features (histo energy efficient feature	N &	SPECIAL F identify pop specifically aptable. In coordinatin the needs c reservation, possible in ck all that a	EATUI Senic oulation design additic og the p of the r , sustai to the o <i>apply</i> .	RES Check all that of ors ✓ n & provider of supp red for mobility impa on, all common and o provision of social se esidents. nability, etc.): The pr	Home ort servi ired resi commun rvices th	ces, if any): dents and all ity spaces wi rough partne	of Homelessne The developm I units will be des Il be fully accessi erships with a va	ent will have at signed to be ible to all riety of local		
TARGET POPULATIC Individual/Family ✓ Special needs/disabili least three accessible visitable and potentia residents. The NHA w service providers base Special features (histo energy efficient features TYPE OF HOUSING	N &	SPECIAL F identify pop specifically aptable. In coordinatin the needs c reservation, possible in ck all that a Individua	EATUI Senic oulation design addition of the p of the r , sustai to the o <i>pply</i> .	RES Check all that of ors ✓ n & provider of supp led for mobility impa on, all common and o provision of social se esidents. nability, etc.): The pr design of the buildin	Home ort servi ired resi commun rvices th roject are g.	ces, if any): dents and all ity spaces wi rough partne chitect is loo	of Homelessne The developm I units will be des Il be fully accessi erships with a va	ent will have at signed to be ible to all riety of local		
TARGET POPULATIC         Individual/Family ✓         Special needs/disabilit         least three accessible         visitable and potentia         residents. The NHA w         service providers base         Special features (histore)         energy efficient feature         TYPE OF HOUSING         Rental	N & ties ( units lly ada ill be ed on oric pr res as <i>Che</i>	SPECIAL F identify pop specifically aptable. In coordinatin the needs c reservation, possible in ck all that a Individua	EATUI Senic oulation design additic og the p of the r , sustai to the o apply. I/single	RES Check all that of ors ✓ n & provider of supp led for mobility impa on, all common and o provision of social se esidents. nability, etc.): The pr design of the buildin e family ✓	Home ort servi ired resi commun rvices th roject are g.	ces, if any): dents and all ity spaces wi rough partne chitect is loo	of Homelessne The developm I units will be des Il be fully accessi erships with a va	ent will have at signed to be ible to all riety of local		

The Newton Housing Authority (NHA) has met extensively with abutters and neighborhood residents, City Councilors, City of Newton Planning Department staff, and Mayors Warren and Fuller regarding its proposed project. The NHA has attended multiple meetings of the Nonantum Neighborhood Association and shared the proposed plans for the development, including unit mix and affordability, resident services spaces, and project timelines. The NHA presented plans for the development to its residents at Jackson Gardens, the Council on Aging, the Jackson Homestead Historic Neighborhood Association, the League of Women Voters, Livable Newton and other community groups and stakeholders.

The NHA also engaged with individuals in the community by embarking on an extensive effort to communicate one-on-one with neighbors and community members by visiting hundreds of homes in the surrounding neighborhood, sharing the plans of the project, building awareness, and soliciting comments and concerns. Through this process, over 180 neighbors and community members signed a statement of support of the project.

Many required attachments were submitted with the July & December 2017 proposals and have not changed. Some of these previous submissions are listed below, others are listed on the following pages. All are available from:

# www.newtonma.gov/gov/planning/cpa/projects/housing\_authority.asp#Jackson-Sr

			ATTACHMENTS
Required	Check if included	R	eview full instructions thoroughly with staff prior to submission.
required	✓	A3. TIMELINE	including financing, permitting, construction & occupancy –include major steps for tax credits and Comprehensive Permit.
В.	SITE CONT	ROL & PROJECT F	INANCES
	✓	Developer comr	nitment to pursue permanent affordability
	✓	Status of reques	ted HUD approval for disposition of project site.
	$\checkmark$	Non-Newton fu	nding: sources, commitment letters or application/decision schedules
required	none submitted	Rental subsidy,	if any: sources, commitment letters or application/decision schedules
	✓	Project develop	ment pro forma
	✓	Project 10-year	operating budget
С.	DESIGN &	CONSTRUCTION	
		Scope of constru	uction work, supported by professional cost estimates
			shes; highlight "green" or sustainable features or proposed certification
required	submitted	Detailed site & f	iloor plans, elevations for major new construction –
			submitted with December 2017 proposal; no newer information is available.
	$\checkmark$		cess worksheet (see below)
D.	1		NG & ACCESSIBILITY
			keting & resident selection plan
required	submitted		submitted with December 2017 proposal; no newer information is available.
_	·		ining completed, past complaints & their resolution
Ε.		W, ZONING & PE	
		Environmental r	- · ·
required			submitted with July 2017 proposal; no newer information is available.
			review by <b>Development Review Team</b> (DRT) –
F.	DEVELOPE	R CAPACITY & Q	
Required	previously		lited annual financial statement of parent company or organization ncials as of December 2015, submitted with July 2017 proposal;
Requireu	submitted		no newer audit is available.
nonprofits only	✓		nual organizational operating budget
optional	✓	G. LETTERS or P	ETITIONS of SUPPORT, if available
optional			

#454-18

updated 24 July 2018

# NEWTON HOUSING AUTHORITY 82 Lincoln Street Newton Highlands, Massachusetts 02461

Amy Zarechian Executive Director

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TD:	(617) 332 - 3802

# Jackson Road Senior Housing / Haywood House Funding and Development Timeline

- February 2018File for Comprehensive Permit following receipt of Project Eligibility Letter
- June 6, 2018 Zoning Board of Appeals Public Hearing (Comprehensive Permit)
- July 10, 2018 Newton Community Preservation Committee funding vote
- July 16, 2018 Zoning Board of Appeals Public Hearing
- Summer- Fall 2018 Submit Application for FY21 Newton CDBG funds

Newton City Council CPA funding consideration and appropriation vote

Newton Planning & Development Board/Mayoral consideration and contingent Commitment of FY21 CDBG funds

- Fall 2018 Submit DHCD pre-application for LIHTC program
- Early Spring 2019 Submit DHCD One-Stop Application for LIHTC program
- August 2019 Receive state funding commitment
- February 2020 Initial closing
- March 2020 Construction start
- November 2021 Full occupancy

For Jackson Road/Haywood House proposal to Newton CPC, submitted 7 June 2018



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Amy Zarechian Executive Director

# **B. Site Control and Project Finances**

## **Developer Commitment to Pursue Permanent Affordability**

The Newton Housing Authority commits to pursue permanent affordability for all of the units in the Haywood House development, at the income levels identified, for the life of the project. This is incorporated in the mission and central function of the NHA to provide affordable housing in the City of Newton and the NHA will take all possible steps to apply for and keep in place all public subsidies to maintain affordability of all its units.

## **Status of HUD approval**

The Newton Housing Authority received approval of its Inventory Removal Application for disposition of the vacant land and the community building from the Housing and Urban Development Special Application Center on May 2, 2018.

## **Non-Newton Funding**

A pre-application for Low Income Housing Tax Credits was submitted to DHCD in October of 2017. The NHA was not invited to submit a full proposal in the spring of 2018, based on the fact that disposition and zoning approvals were still pending. The NHA plans to submit another pre-application for funding to DHCD in the fall of 2018, with a full application expected in the spring of 2019. Commitment of state funding is expected in August of 2019.

Rec'd by Newton CPC 7 June 2018

# Jackson Road/Haywood House Project Budgets

Minor corrections 25 July 2018



- Budget summary
- Budget assumptions
- Financing assumptions
- Tax credit calculations
- Development cost projections
- Operating statement
- Operating pro forma (15-year)
- Construction loan cashflow
- Developer fee

						Proposal v 3 to	o Newton CPC,	
							ed 7 June 2018	
						Submitte	a 7 June 2018	
HAYWOOD HOUSE-55 UNI	<u>TS w On-Gra</u>	de parking						
<u>Newton, Massachusetts</u>								
SUMMARY								
April 20, 2018								
55 One Bedroom Units		NET DEVEL	OPMENT F	EE	\$1,583,583			-
32- tax credit, 23-99%								
22 New Parking Spaces		NET ACQUI	SITON PAY	MENT	\$1			
9% Tax Credits @ \$0.95								
Taxable Financing-5%; 40 yrs								
		<u>0 BR</u>	<u>1 BR</u>	<u>2 BR</u>	<u>3 BR</u>	<u>4 BR</u>		
30% AMI PBV		0		0	0	-	11	
50% AMI PBV		0	-	-	0	-	0	
60% AMI 99% AMI		0		0	0	0	21 23	
J9% AMI Market		0		-	0		<u>23</u>	
TOTAL		0	-	0	0	0	55	
		0		0	0	0		
SOURCES		P/U		USES			P/U	
Cash	\$0	<u>170</u> \$0		Acquisition		\$1	<u>\$0</u>	
Federal LIHTC	\$9,500,000	\$172,727		Constructio		\$19,697,160	\$358,130	
State LIHTC	\$1,500,000	\$27,273		Soft Costs		\$3,699,135	\$67,257	-
Federal HTC	\$0	\$0		Fees		\$2,710,121	\$49,275	
FCF	\$750,000	\$13,636						
State HOME	\$750,000	\$13,636		TOTAL		\$26,106,417	\$474,662	
City Inclusionary	\$625,000	\$11,364						
AHTF	\$1,000,000	\$18,182		GAP		\$0		
CDBG	\$625,000	\$11,364						
HSF	\$750,000	\$13,636		Per Unit R	esidential Co	ost	\$474,662	
	\$3,000,000	\$54,545						
Deferred Developer Fee	\$656,417	\$11,935	29.30%	Per Unit Re	esid. \$ w/o Co	mm Space	\$455,915	
СВН	\$750,000	\$13,636	l					
Permanent Loan	\$6,200,000	\$112,727						
TOTAL	<b>\$26,106,417</b>	\$474,662						
ANNUAL INCOME		P/U	1		OPERATING E		P/U	
Rental Income	\$948,936	<u>9/0</u> \$17,253		Manageme		\$44.949	<u>970</u> \$817	
Other Income	\$946,936	\$17,253		Administrat		\$44,949 \$79,790	\$017	
Vacancy)	(\$42,014)			Maintenand		\$82,000	\$1,491	
Vacancy) Net Income	\$998,857	\$18,161		Utilities		\$97,500	\$1,773	
	(\$581,489)	(\$10,573)		Services		\$120,000	\$2,182	
Operations	(\$551,100)	(\$.0,010)		Taxes		\$82,500	\$1,500	
Dperations							\$545	
- 1	\$417,368	\$7.589		Insurance		\$30.000	JUHU I	
NOI	. ,	\$7,589 (\$6,523)		Insurance Replaceme	ent Res.	\$30,000 \$19,250		
NOI Debt Service	\$417,368 (\$358,754) \$58,614	\$7,589 (\$6,523) \$1,066			ent Res.	\$30,000 \$19,250 \$25,500	\$350 \$464	
Operations NOI Debt Service Net Cashflow Coverage ratio	(\$358,754)	(\$6,523)		Replaceme	ent Res.	\$19,250	\$350	

DD RS         1 BR         2 BRs         3 BR         4 BRS           50% AMI         \$0         \$1,372         \$0         \$0         \$0           50% AMI         \$0         \$1,372         \$0         \$0         \$0           50% AMI         \$0         \$1,172         \$0         \$0         \$0           99% AMI         \$0         \$1,774         \$0         \$0         \$0           99% AMI         \$0         \$2,300         \$0         \$0         \$0         \$0           99% AMI         \$0         \$2,300         \$0         \$0         \$0         \$0           Market         \$0         \$0         \$0         \$0         \$0         \$0           ADM PROFIL         0         0         \$0         \$0         \$0         \$0           Appliances         \$0         \$0         \$0         \$0         \$0         \$0           50% AMI PBV         0         11         0         0         0         \$0           50% AMI PBV         0         55         0         0         0         \$0           50% AMI PBV         0         55         0         0         0         \$0 <th>HAYWOOD HOUSE-55 UNI ASSUMPTIONS April 20, 2018</th> <th>TS w On-Grade pa</th> <th>rking</th> <th></th> <th>al v.3 to Nev ed 7 June 20 corrections</th> <th>18, minor</th> <th></th>	HAYWOOD HOUSE-55 UNI ASSUMPTIONS April 20, 2018	TS w On-Grade pa	rking		al v.3 to Nev ed 7 June 20 corrections	18, minor	
PEV FMR         S0         \$1.372         S0         \$0         \$0           60% AMI         \$0         \$1.372         \$0         \$0         \$0           60% AMI         \$0         \$1.104         \$0         \$0         \$0           9% AMI         \$0         \$1.774         \$0         \$0         \$0           Market         \$0         \$2.300         \$0         \$0         \$0           Holl Vator         \$0         \$0         \$0         \$0         \$0         \$0           ANIT         \$0         \$0         \$0         \$0         \$0         \$0         \$0           All Vator         \$0         \$0         \$0         \$0         \$0         \$0         \$0           All PSV         0         11         0         0         0         0         0           30% AMI PSV         0         11         0         0         0         0         0           50         0         0         0         0         0         0         0           50         0         0         0         0         0         0         0           50         0         0	UNIT RENTS	0 PPS			2 P.D.		
50% AMI         \$0         \$1.372         \$0         \$0         \$0           90% AMI         \$0         \$1.714         \$0         \$0         \$0           99% AMI         \$0         \$1.774         \$0         \$0         \$0           Market         \$0         \$0         \$0         \$0         \$0         \$0           Applances         \$0         \$0         \$0         \$0         \$0         \$0           \$0         \$0         \$0         \$0         \$0         \$0         \$0           \$0% AMI PBV         0         11         0         0         0         \$0           \$0% AMI PBV         0         11         0         0         \$0         \$0           \$0% AMI PBV         0         10         0         0         \$0         \$0           \$0% AMI PBV         0         55         0         0         \$0         \$0	PBV FMR						
99% AMI         \$0         \$1,774         \$0         \$0         \$0         \$0           Market         \$0         \$2,300         \$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         \$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	50% AMI						
Market         \$0         \$2,300         \$0         \$0         \$0           Utility Allowance         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         - <t< td=""><td>60% AMI</td><td>1.2</td><td></td><td></td><td></td><td></td><td></td></t<>	60% AMI	1.2					
Utility Allowance         Image: Second							
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Appliances         \$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         \$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         \$0         \$0         \$0         \$0	Utility Allowance						
Other Electric/Gas         \$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         \$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         \$0         \$0         \$0         \$0							
Total         \$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         \$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         \$0         \$0         \$0         \$0							
Ard Units         Ard Units         Ard Pay							
30% AMI PBV         0         11         0         0           60% AMI PBV         0         0         0         0         0           60% AMI         0         21         0         0         0           9% AMI         0         23         0         0         0           9% AMI         0         23         0         0         0           AMI         0         23         0         0         0           Market         0         0         0         0         0           Total         0         55         0         0         0           Vacancy Rate         58/9					+-	÷-	
50% AMI PBy         0         0         0         0         0           95% AMI         0         21         0         0         0           95% AMI         0         23         0         0         0           95% AMI         0         23         0         0         0           95% AMI         0         23         0         0         0           Market         0         0         0         0         0         0           Total         0         0         55         0         0         0         0           Vacancy Rate         5%         0         0         0         0         0         0           Vacancy Rate         582%         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	# of Units						-
60% AMI         0         21         0         0         0           Market         0         0         0         0         0         0           Market         0         0         0         0         0         0         0           Total         0         55         0         0         0         0         0         0           Size (NSF)         683         0         0         0         0         0         0           Vacancy Rate         5%         683         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         0         0         0         0         0         0         0         0         0         0				-	_		
99% AMI         0         23         0         0         0           Market         0         0         0         0         0         0           Size (NSF)         683         0         0         0         0           Vacancy Rate         5%         0         0         0         0           Commercial Residential         32,565         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         0         0			-	-	_		
Market         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         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         0         0         0         0         0         0         0         0         0         0 <td>99% AMI</td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td><u> </u></td>	99% AMI				-		<u> </u>
Size (NSF)         683         0           Vacancy Rate         5%         0           Per Cent Affordable         58.2%         0           Commercial Rent         NA         Per SF         0           Net Square Footage         0         0         0           Administrative and Operations         2,137         0         0           Commercial         0         0         0         0           Interior Parking         0         0         0         0           Deck Parking         0         0         0         0         0           Building Construction Cost Per Gross S.F.         58,285         <	Market			-	_	-	
Vacancy Rate         S%         Image: Construction Cost Parking         Image: Cost Sector         Co	Total	0	55	0	0	0	55
Per Cent Affordable         S8.2%               Commercial Rent         NA         Per SF	Size (NSF)		683			0	
Per Cent Affordable         S8.2%               Commercial Rent         NA         Per SF							
Commercial Rent         NA         Per SF           Net Square Footage							
Net Square Footage         Image: Stress of the stress			Per SF				
Common Area         3,081         Image: Commercial Commer	Net Square Footage	37 565					
Commercial         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         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         0         0         0         0         0         0         0         0         0							
Deck Parking         0         0         0           Exterior Parking         8,800         22		2,137					
Exterior Parking       8,800       22         Other       0							
Other     0     cost     cost     cost/sq ft and total gross sq ft corrected by CPC staff based on info. from Housing Authority, 21       Building Construction Cost Per Gross Square Foot     36%     cost/sq ft and total gross sq ft corrected by CPC staff based on info. from Housing Authority, 21       Gross S.F.     58,285     <							
Gross Square Foot     Construction Construction Period     Constructin Period     Constr			22				
Gross Square Foot     Construction Construction Period     Constructin Period     Constr	Building Construction Cost Dev						
Gross S.F.     58,285     <       Construction Period     16     Months       Lease Up Period     6     Months       FINANCING FEES         Con. Orig. Fee     2.30%        Perm. Orig. Fees     0.00%        TAX RATES         Income Tax Rate     35%        Capital Gains Tax Rate     25%        Revenue Inflator     102%       Expense Inflator     103%       Vacancy Rate     5%       State     5%       Investors	Gross Square Foot			~			
Construction Period       16       Months       Months         Lease Up Period       6       Months       Months         FINANCING FEES       1       1       1         Con. Orig. Fee       2.30%       1       1         Perm. Orig. Fees       0.00%       1       1         Income Tax Rate       35%       1       1         Capital Gains Tax Rate       25%       1       1         INFLATION FACTORS       1       1       1         Revenue Inflator       102%       1       1         Cap Rate       7.00%       1       1         Vacancy Rate       5%       1       1         Investors       1       1       1					info. from H	ousing Auth	nority, 21
Lease Up Period         6         Months           FINANCING FEES			Mantha	<<	June 2018 ai	nd 25 July 2	018
Con. Orig. Fee2.30%Image: Content of the second seco	Lease Up Period						
Con. Orig. Fee2.30%Image: Content of the second seco							
Perm. Orig. Fees       0.00%       Image: Constraint of the second secon	FINANCING FEES						
TAX RATES       Income Tax Rate       35%       Income Tax Rate       Income Tax Rate <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>							
Income Tax Rate     35%     Image: Capital Gains Tax Rate     1     1       INFLATION FACTORS     Image: Capital Gains Tax Rate     1     1     1       INFLATION FACTORS     Image: Capital Gains Tax Rate     1     1     1       Revenue Inflator     102%     Image: Capital Gains Tax Rate     1     1       Cap Rate     7.00%     Image: Capital Gains Tax Rate     1     1       Vacancy Rate     5%     Image: Capital Gains Tax Rate     1     1	Perm. Orig. Fees	0.00%					
Capital Gains Tax Rate     25%     Image: Capital Gains Tax Rate     Image: Capital Gains Tax Rate <t< td=""><td>TAX RATES</td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	TAX RATES						
INFLATION FACTORS INFLATION FACTORS Revenue Inflator Expense Inflator Cap Rate 7.00% Vacancy Rate 5% Investors Investors	Income Tax Rate	35%					
Revenue Inflator     102%       Expense Inflator     103%       Cap Rate     7.00%       Vacancy Rate     5%       Investors     Interface	Capital Gains Tax Rate	25%					
Expense Inflator         103%         Image: Cap Rate         Image: Cap Rate <td>INFLATION FACTORS</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	INFLATION FACTORS						
Expense Inflator         103%         Image: Cap Rate         Image: Cap Rate <td></td> <td>4000</td> <td></td> <td></td> <td></td> <td></td> <td></td>		4000					
Vacancy Rate 5% Investors							
Investors	Cap Rate	7.00%					
	Vacancy Rate	5%					
	Investors Ownership Percentage	99%					

		Prop	osal v.3 to Newton CP			
			submitted 7.	lune 2018		
HAYWOOD HOUSE-55	5 UNITS w On-Grade	e parking				
FINANCING ASSUMPT						
April 20, 2018						
PERMANENT LOAN						
	Annual Rate	5.00%				
	Monthly Rate	0.0042				
	Amort. Period	480	Months			
	Term	40	Years			
	Cov. Ratio	1.16				
	Loan/Value	23.75%				
	Loan Amount	\$6,200,000				
	Debt Service	(\$29,896)				
	Bond Issue Amount	\$0				
CONSTRUCTION LOAN						
	Loan Amount	\$15,000,000				
	Interest Rate	0.0038	Monthly			
	Term	22	Months			
PURCHASE MONEY NOTE						
	Loan Amount	\$0				
	Interest Rate		0			
	Term	0				
	Amort Period	0				
	Debt Service	\$0	\$0			
SOFT LOANS AND GRANT	S					
	DHCD HOME	\$750,000				
	LOCAL CDBG	\$625,000				
	AHTF	\$1,000,000				
	HSF	\$750,000				
	CBH	\$750,000				
	FCF	\$750,000				
	City Inclusionary	\$625,000				
OTHER						
	CPA	\$3,000,000				

	_		
	P		to Newton CPC,
		submitt	ted 7 June 2018
HAYWOOD HOUSE	-55 UNITS w C	Dn-Grade p	oarking
TAX CREDIT CALCU	JLATIONS		
April 20, 2018			
FEDERAL LIHTC			
Basis	\$24,079,211		
Basis Deductions	\$2,000,000		
% Affordable	58%		
Basis Boost	100%	DDA	
Final Basis	\$12,846,087		
Applicable Rate	9.00%		
Annual Allocation	\$1,156,148		
Annual Limit	\$1,000,000		
Price	\$0.95		
Allowed Amount	\$9,500,000		
STATE LIHTC			
Basis	\$12,846,087		
Price	\$0.75		
Annual Limit (Total)	\$1,156,148		
Annual Limit (Units)	\$384,000		
Calculated Amount	\$4,335,554		
Units Amount	\$1,440,000		
Amount	\$1,500,000	400000	
FED HISTORIC			
Basis	\$0		
Price			
Calculated Amount	\$0		
STATE HISTORIC			
Basis	\$0		
Price			
Calculated Amount	\$0		

		Proposal v.3 to	Newton CPC,					
		submitte	ed 7 June 2018					
HAYWOOD HOUSE-55 UNITS w On-0	Grade parking	l						
<b>DEVELOPMENT COST PROJECTION</b>	IS							
April 20, 2018								
PERMANENT SOURCES	L							
FERMANENT SOURCES								
Cash	\$0							
Federal LIHTC	\$9,500,000	\$0.95						
State LIHTC	\$1,500,000	\$400,000						
Federal HTC	\$0							
FCF	\$750,000							
State HOME	\$750,000							
City Inclusionary	\$625,000							
AHTF CDBG	\$1,000,000							
HSF	\$625,000 \$750,000							
CPA	\$3,000,000							
Deferred Developer Fee	\$656,417	29.30%						
CBH	\$750,000	_5.0070						
Permanent Loan	\$6,200,000	5.00%						
TOTAL SOURCES	\$26,106,417			1				
GAP	\$0							
Construction Loan	\$15,000,000							
USES								
0323								
Acquisition Cost	TOTAL	Residential	Commercial		IN HTC BASIS	4 % Credit		
Land	101AL \$1	<u>Residential</u> \$1	<u>Commercial</u> \$0	IN LIFTIC BASIS \$0	<u>IN HIC BASIS</u> \$0			
Parking	\$0	\$0	\$0	\$0	\$0			
Building	\$0	\$0	\$0	\$0	\$0			0.4129032
Subtotal Acquisition	\$1	\$1	\$0	\$0	\$0			
Construction/Rehabilitation								
Parking		\$0	\$0	\$0	\$0			
Community Center (Shared Space)	<b>A</b> 1 10 000	\$0	\$0	\$0	\$0	2,232	3.98%	
Second Elevator	\$440,938 \$18,759,200	\$423,389	\$0	\$0	\$0			
Buildings Bond	\$18,759,200	\$18,012,578 \$0	\$746,622 \$0	\$16,751,698 \$0	\$0 \$0			
General Conditions		ψυ	Ψ	ψU				
		\$0	\$0	\$0	\$0			
		\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0			
Overhead and Profit Cost of Construction/Rehabilitation	\$18,759,200				\$0 \$0 \$0	\$334.51		
Overhead and Profit	<b>\$18,759,200</b> \$937,960	\$0	\$0	\$0	\$0	\$334.51 5%		
Overhead and Profit Cost of Construction/Rehabilitation	\$937,960 <b>\$19,697,160</b>	\$0 \$18,012,578	\$0 \$746,622	\$0 \$18,012,578	\$0 \$0			96%
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction	\$937,960	\$0 \$18,012,578 \$900,629	\$0 \$746,622 \$37,331	\$0 \$18,012,578 \$900,629	\$0 \$0 \$0			96%
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs	\$937,960 <b>\$19,697,160</b> <b>\$358,130</b>	\$0 \$18,012,578 \$900,629 \$18,913,207	\$0 \$746,622 \$37,331 <b>\$783,953</b>	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b>	\$0 \$0 \$0 <b>\$0</b>	5%		96%
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest	\$937,960 <b>\$19,697,160</b> <b>\$358,130</b> \$618,750	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875	\$0 \$0 \$0 \$0 \$0 \$0	5% 4.50%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220	\$0 \$0 \$0 \$0 \$0 \$0	5%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	5% 4.50%		96%
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	5% 4.50%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$225,000 \$70,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$75,000 \$300,000 \$25,000 \$70,000 \$187,592	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000 \$50,000 \$56,000	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		96
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$300,000 \$25,000 \$300,000 \$770,000 \$187,592 \$200,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$0	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000 \$56,000 \$180,126 \$0	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$70,000 \$187,592 \$200,000 \$220,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$7,466 \$7,96	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000 \$180,126 \$0 \$20,000	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		965
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes Inspection Fees	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$70,000 \$187,592 \$200,000 \$220,000 \$30,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$7,466 \$11,194	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000 \$56,000 \$180,126 \$0 \$20,000 \$28,806	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		965
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes Inspection Fees Bond Premium	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$70,000 \$187,592 \$200,000 \$20,000 \$20,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,0000 \$300,0000 \$300,0000 \$	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$19,204 \$28,806 \$0	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$796 \$796 \$11,194 \$0	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000 \$56,000 \$180,126 \$20,000 \$20,000 \$22,000 \$0 \$28,806 \$0	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes Inspection Fees Bond Premium Appraisal & Market Study	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$25,000 \$25,000 \$70,000 \$225,000 \$220,000 \$20,000 \$20,000 \$20,000 \$300,000 \$30,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$0 \$28,806	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$0 \$7,466 \$1,194 \$0 \$1,194	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$0 \$20,000 \$28,806 \$0 \$28,806	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes Inspection Fees Bond Premium	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$70,000 \$187,592 \$200,000 \$20,000 \$20,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,000 \$300,0000 \$300,0000 \$300,0000 \$	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$19,204 \$28,806 \$0	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$796 \$796 \$11,194 \$0	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000 \$56,000 \$180,126 \$20,000 \$20,000 \$22,000 \$0 \$28,806 \$0	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes Inspection Fees Bond Premium Appraisal & Market Study Consultants Security Permanent Financing Fee	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$75,000 \$25,000 \$70,000 \$187,592 \$200,000 \$20,000 \$30,000 \$30,000 \$30,000 \$250,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$20,000 \$19,204 \$28,806 \$24,005 \$24,005 \$59,532	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$1,194 \$0 \$1,194 \$0 \$1,194	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$0 \$28,806 \$20,000 \$28,806 \$240,050 \$240,055 \$0 \$0	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	4.50% 6% 1.0%		96'
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes Inspection Fees Bond Premium Appraisal & Market Study Consultants Security Permanent Financing Fee Construction Financing Fee	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$70,000 \$20,000 \$20,000 \$20,000 \$30,000 \$20,000 \$30,000 \$25,000 \$30,000 \$25,000 \$30,000 \$25,000 \$25,000 \$25,000 \$30,000 \$25,000 \$30,000 \$25,000 \$30,000 \$25,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$240,050 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$0 \$796 \$1,194 \$0 \$1,194 \$9,950 \$995 \$2,468 \$5,970	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$20,000 \$28,806 \$20,000 \$28,806 \$240,050 \$240,050 \$240,050 \$240,050 \$144,030	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	4.50% 6%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes Inspection Fees Bond Premium Appraisal & Market Study Consultants Security Permanent Financing Fee Construction Financing Fee Syndication	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$25,000 \$70,000 \$25,000 \$20,000 \$20,000 \$20,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$250,000 \$250,000 \$50,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$24,005 \$28,806 \$24,005 \$24,005 \$59,532 \$144,030 \$48,010	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$796 \$1,194 \$0 \$796 \$1,194 \$0 \$1,194 \$9,950 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,468 \$2,970 \$1,990 \$1,990	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$0 \$20,000 \$28,806 \$28,806 \$240,050 \$24,055 \$24,055 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$24,050 \$28,806 \$28,806 \$28,806 \$28,806 \$28,806 \$28,806 \$28,806 \$28,806 \$24,050 \$24,050 \$24,050 \$26,050 \$26,050 \$26,050 \$26,050 \$26,050 \$27,050 \$26,050 \$26,050 \$27,050 \$27,050 \$27,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,050 \$20,00	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	4.50% 6% 1.0%		969
Overhead and Profit Cost of Construction/Rehabilitation Contingency Subtotal Construction Soft Costs Construction Interest Architect & Engineering Survey & Permit Environmental/Geotech Legal Title & Recording Accounting Construction Insurance Marketing and Rent Up Real Estate Taxes Inspection Fees Bond Premium Appraisal & Market Study Consultants Security Permanent Financing Fee Construction Financing Fee Syndication Relocation	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$225,000 \$20,000 \$20,000 \$20,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$35,000 \$25,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 \$35,000 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Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Consultants         Security         Permanent Financing Fee         Construction Financing Fee         Syndication         Relocation         Tax Credit Fee         MIP         OPM	\$937,960 \$19,697,160 \$358,130 \$41,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$70,000 \$20,000 \$20,000 \$20,000 \$20,000 \$30,000 \$25,000 \$30,000 \$25,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$240,050 \$24,005 \$59,532 \$144,030 \$48,010 \$0 \$105,423 \$29,766 \$134,428	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$11,194 \$995 \$2,786 \$7,466 \$3,796 \$1,194 \$995 \$2,468 \$5,970 \$1,990 \$4,370 \$1,234	\$0 \$18,012,578 \$900,629 \$18,913,207 \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$28,806 \$20,000 \$28,806 \$240,050 \$240,050 \$240,050 \$144,030 \$0 \$144,030 \$0 \$144,030 \$0 \$29,766 \$134,428	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	<u>4.50%</u> <u>6%</u> <u>1.0%</u> 1%		969
Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Consultants         Security         Permanent Financing Fee         Construction Financing Fee         Syndication         Relocation         Tax Credit Fee         MIP         OPM         FFE	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$25,000 \$70,000 \$225,000 \$20,000 \$20,000 \$20,000 \$20,000 \$30,000 \$20,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$310,000 \$109,793 \$31,000 \$140,000 \$140,000 \$75,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$240,050 \$24,005 \$59,532 \$144,030 \$48,010 \$48,010 \$105,423 \$29,766 \$134,428 \$72,015	\$0 \$746,622 \$37,331 <b>\$783,953</b> \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$796 \$1,194 \$0 \$1,194 \$9,950 \$995 \$2,468 \$5,970 \$1,990 \$1,990 \$1,990 \$1,234 \$4,370	\$0 \$18,012,578 \$900,629 <b>\$18,913,207</b> \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$20,000 \$20,000 \$228,806 \$240,050 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$20,000 \$20,000 \$20,000 \$20,000 \$24,005 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000\$20,0000	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	<u>4.50%</u> <u>6%</u> <u>1.0%</u> <u>1%</u> 0.25%		969
Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Consultants         Security         Permanent Financing Fee         Construction Financing Fee         Syndication         Relocation         Tax Credit Fee         MIP         OPM	\$937,960 \$19,697,160 \$358,130 \$41,100,000 \$25,000 \$75,000 \$300,000 \$25,000 \$70,000 \$20,000 \$20,000 \$20,000 \$20,000 \$30,000 \$25,000 \$30,000 \$25,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$240,050 \$24,005 \$59,532 \$144,030 \$48,010 \$0 \$105,423 \$29,766 \$134,428	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$11,194 \$995 \$2,786 \$7,466 \$3,796 \$1,194 \$995 \$2,468 \$5,970 \$1,990 \$4,370 \$1,234	\$0 \$18,012,578 \$900,629 \$18,913,207 \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$28,806 \$20,000 \$28,806 \$240,050 \$240,050 \$240,050 \$144,030 \$0 \$144,030 \$0 \$144,030 \$0 \$29,766 \$134,428	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	<u>4.50%</u> <u>6%</u> <u>1.0%</u> 1%		969
Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Construction Financing Fee         Construction Financing Fee         Construction Financing Fee         MiP         OPM         FFE         Contingency	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$25,000 \$70,000 \$225,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$30,000 \$25,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$150,000 \$150,000 \$150,000 \$140,000 \$140,000 \$75,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$125,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$150,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000 \$100,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$240,050 \$24,005 \$59,532 \$144,030 \$48,010 \$48,010 \$105,423 \$29,766 \$1134,428 \$72,015 \$120,025	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$9955 \$2,985 \$11,940 \$9955 \$2,786 \$7,466 \$0 \$796 \$1,194 \$0 \$1,194 \$9,950 \$2,468 \$5,970 \$1,194 \$9,950 \$2,468 \$5,970 \$1,990 \$0 \$4,370 \$1,234 \$5,572 \$2,985 \$4,975	\$0 \$18,012,578 \$900,629 \$18,913,207 \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$0 \$20,000 \$28,806 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$1144,030 \$0 \$144,030 \$0 \$134,428 \$0 \$120,025	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	<u>4.50%</u> <u>6%</u> <u>1.0%</u> <u>1%</u> 0.25%		969
Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Consultants         Security         Permanent Financing Fee         Construction Fisancing Fee         MIP         OPM         FFE         Contingency         Subtotal Soft Costs	\$937,960 \$19,697,160 \$358,130 \$41,100,000 \$25,000 \$75,000 \$75,000 \$25,000 \$70,000 \$25,000 \$20,000 \$20,000 \$20,000 \$30,000 \$25,000 \$30,000 \$25,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$33,000 \$33,000 \$410,793 \$31,000 \$140,000 \$125,000 \$410,793 \$33,000 \$410,793 \$33,699,135 \$470,121	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$200,000 \$19,204 \$28,806 \$240,050 \$24,005 \$59,532 \$144,030 \$48,010 \$0 \$105,423 \$29,766 \$134,428 \$72,015 \$120,025 \$3,559,868 \$451,410	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$0 \$796 \$1,194 \$0,950 \$2,985 \$2,786 \$7,466 \$0 \$7,466 \$0 \$7,466 \$0 \$7,466 \$0 \$1,194 \$0,955 \$2,786 \$1,194 \$0,955 \$2,468 \$5,970 \$1,990 \$4,370 \$1,234 \$5,572 \$2,985 \$4,975 \$139,267 \$18,711	\$0 \$18,012,578 \$900,629 \$18,913,207 \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000 \$56,000 \$180,126 \$0 \$28,806 \$20,000 \$28,806 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,050 \$240,055 \$0 \$144,030 \$0 \$0 \$29,766 \$134,428 \$0 \$120,025 \$3,015,156 \$0 \$0	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	4.50% 6% 1.0% 1% 0.25% 3.38%		969
Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Consultants         Security         Permanent Financing Fee         Construction Fisancing Fee         Syndication         Relocation         Tax Credit Fee         MIP         OPM         FFE         Contingency         Subtotal Soft Costs         Reserves         Developer Overhead	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$25,000 \$70,000 \$225,000 \$20,000 \$20,000 \$20,000 \$20,000 \$30,000 \$20,000 \$30,000 \$20,000 \$30,000 \$20,000 \$30,000 \$30,000 \$30,000 \$31,000 \$150,000 \$109,793 \$31,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000 \$140,000	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$77,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$240,050 \$24,005 \$59,532 \$144,030 \$48,010 \$105,423 \$29,766 \$134,428 \$72,015 \$120,025 \$3,559,868 \$451,410 \$1,075,424	\$0 \$746,622 \$37,331 \$783,953 \$24,626 \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$0 \$796 \$1,194 \$0 \$1,194 \$995 \$2,468 \$5,970 \$1,990 \$0 \$4,370 \$1,990 \$0 \$4,370 \$4,370 \$1,234 \$5,572 \$2,985 \$4,975 \$139,267 \$139,267 \$18,711 \$44,576	\$0 \$18,012,578 \$900,629 \$18,913,207 \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$56,000 \$180,126 \$20,000 \$28,806 \$240,050 \$240,050 \$240,050 \$240,050 \$144,030 \$0 \$144,030 \$0 \$120,025 \$3,015,156 \$0 \$1,075,424	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	4.50% 6% 1.0% 1% 0.25% 3.38%		969
Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Consultants         Security         Permanent Financing Fee         Construction Fisancing Fee         Syndication         Relocation         Tax Credit Fee         MIP         OPM         FFE         Contingency         Subtotal Soft Costs         Reserves         Developer Overhead         Developer's Fee	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$25,000 \$70,000 \$225,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$30,000 \$25,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 \$31,120,000 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\$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$24,005 \$59,532 \$144,030 \$48,010 \$48,010 \$0 \$105,423 \$72,015 \$120,025 \$3,559,868 \$451,410 \$1,075,424 \$1,075,424 \$1,075,424	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$7,466 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,296 \$1,990 \$0 \$1,2985 \$4,370 \$1,234 \$5,572 \$2,985 \$4,975 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 \$139,267 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\$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	4.50% 6% 1.0% 1% 0.25% 3.38%		
Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Consultants         Security         Permanent Financing Fee         Construction Fisancing Fee         Syndication         Relocation         Tax Credit Fee         MIP         OPM         FFE         Contingency         Subtotal Soft Costs         Reserves         Developer Overhead         Developer's Fee	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$25,000 \$70,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$30,000 \$20,000 \$30,000 \$25,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$30,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$32,000 \$31,000 \$31,000 \$31,000 \$31,000 \$31,000 \$32,000 \$31,000 \$31,000 \$31,000 \$32,000 \$32,000 \$31,000 \$31,000 \$32,000 \$31,000 \$31,000 \$32,000 \$32,000 \$31,000 \$31,000 \$32,000 \$32,000 \$31,000 \$32,000 \$32,000 \$31,000 \$31,000 \$32,000 \$32,000 \$31,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$31,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$32,000 \$3	\$0 \$18,012,578 \$900,629 \$18,913,207 \$594,124 \$1,056,220 \$24,005 \$72,015 \$288,060 \$24,005 \$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$240,050 \$24,005 \$59,532 \$144,030 \$48,010 \$24,005 \$59,532 \$144,030 \$48,010 \$48,010 \$48,010 \$48,010 \$48,010 \$48,010 \$48,010 \$48,010 \$48,010 \$48,010 \$44,015,423 \$72,015 \$120,025 \$3,559,868 \$451,410 \$1,075,424 \$1,075,424 \$1,075,424 \$1,075,424 \$2,602,258	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$0 \$796 \$1,194 \$0 \$1,194 \$9,950 \$995 \$2,468 \$5,970 \$1,194 \$9,950 \$995 \$2,468 \$5,970 \$1,990 \$0 \$4,370 \$1,234 \$5,572 \$2,985 \$4,975 <b>\$139,267</b> <b>\$18,711</b> \$44,576 \$44,576 <b>\$44,576</b>	\$0 \$18,012,578 \$900,629 \$18,913,207 \$556,875 \$1,056,220 \$24,005 \$72,015 \$250,000 \$50,000 \$56,000 \$180,126 \$20,000 \$20,000 \$224,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$24,005 \$00 \$1144,030 \$00 \$00 \$120,025 \$3,015,156 \$00 \$1,075,424 \$1,075,424 \$1,075,424 \$1,075,424 \$2,150,847	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5% 4.50% 6% 1.0% 1.0% 1% 0.25% 3.38% Six Months		
Overhead and Profit         Cost of Construction/Rehabilitation         Contingency         Subtotal Construction         Soft Costs         Construction Interest         Architect & Engineering         Survey & Permit         Environmental/Geotech         Legal         Title & Recording         Accounting         Construction Insurance         Marketing and Rent Up         Real Estate Taxes         Inspection Fees         Bond Premium         Appraisal & Market Study         Consultants         Security         Permanent Financing Fee         Construction Fisancing Fee         Syndication         Relocation         Tax Credit Fee         MIP         OPM         FFE         Contingency         Subtotal Soft Costs         Reserves         Developer Overhead         Developer's Fee	\$937,960 \$19,697,160 \$358,130 \$618,750 \$1,100,000 \$25,000 \$75,000 \$25,000 \$70,000 \$225,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$20,000 \$30,000 \$25,000 \$30,000 \$30,000 \$30,000 \$30,000 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\$67,214 \$180,126 \$200,000 \$19,204 \$28,806 \$24,005 \$59,532 \$144,030 \$48,010 \$48,010 \$0 \$105,423 \$72,015 \$120,025 \$3,559,868 \$451,410 \$1,075,424 \$1,075,424 \$1,075,424	\$0 \$746,622 \$37,331 <b>\$783,953</b> <b>\$24,626</b> \$43,780 \$995 \$2,985 \$11,940 \$995 \$2,786 \$7,466 \$7,466 \$7,466 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,194 \$0 \$1,296 \$1,990 \$0 \$1,2985 \$4,370 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		submi	tted 7 June 20	)18				
HAYWOOD HOUSE-55 UNITS	w On-Grade	parking	(2 pages)					
OPERATING STATEMENT								
April 20, 2018								
	PER YEAR	PER UNIT	COMMENTS					
REVENUE								
30% Rent Subsidy								
Studio	\$0							
One BR	\$181,104							
Two BR	\$0							
Three BR	\$0							
50% AMI Rent Subsidy								
Studio	\$0							
One BR	\$0							
Two BR	\$0							
Three BR	\$0							
60% AMI								
Studio	\$0							
One BR	\$278,208							
Two BR	\$0							
Three BR	\$0							
99% AMI								
Studio								
One BR	\$489,624							
Two BR	\$0							
Three BR								
Market								
Studio	\$0							
One BR	\$0							
Two BR	\$0							
Three BR	\$0							
Jackson Gardens Reimbursement	\$86,434							
Other	\$5,500		Laundry					
Gross Revenue	\$1,040,870				2232	1473.12	1598.12	0.037194126
Vacancy	<mark>(\$42,014)</mark>							
TOTAL REVENUE	\$998,857							

		Proposal v 3	to Newton Cl				
		-					
			ted 7 June 20	18			
HAYWOOD HOUSE-55 UNITS	w On-Grade	parking	(2 pages)				
<b>OPERATING STATEMENT</b>							
April 20, 2018							
	PER YEAR	<u>PER UNIT</u>	COMMENTS				
EXPENSES							
	<u>TOTAL</u>	<u>Per Unit</u>					
MANAGEMENT FEE	\$44,949	\$817	4.5%				
ADMINISTRATION							
Payroll and Taxes	\$40,000	\$727					
Benefits	\$0	\$0					
Legal	\$5,000	\$91					
Audit	\$12,500	\$227					
Marketing	\$2,500	\$45					
Telephone	\$2,500	\$45					
Office Expense	\$5,000	\$91					
Accounting and Data proccessing	\$8,640	\$157					
Investor Servicing Fee	\$2,000	\$36					
OTHER: DHCD Fee	\$1,650	\$30					
	\$0 \$70 700	\$0					
ADMINISTRATIVE SUBTOTAL	\$79,790	\$1,451					
OPERATIONS							
Payroll and Taxes	\$20,000	\$364					
Benefits	\$0	\$0					
Supplies	\$3,000	\$55					
Landscaping	\$1,000	\$18					
Redecorating	\$9,000	\$164					
Repair	\$5,000	\$91					
Elevator Maintenance	\$12,000	\$218			7		
Trash Removal	\$8,000	\$145					
Snow Removal Extermination	\$6,000	\$109					
Recreation	\$3,000 \$5,000	\$55 \$91					
Other Maintenance Contracts	\$3,000	\$182					
OTHER: Parking	\$0	\$0					
OPERATIONS SUBTOTAL	\$82,000	\$1,491					
SECURITY	\$10,000	\$182					
RESIDENT SERVICES	\$120,000	\$2,182					
		• •					
	<b>07</b> 500	<b><b><b><b><b></b></b></b></b></b>					
	\$27,500 \$55,000	\$500					
Heat and Hot Water Water and Sewer	\$55,000 \$15,000	\$1,000 \$273					
	\$15,000 <b>\$97,500</b>	\$1,773					
	φ31,300	φι,//3					
OTHER EXPENSES							
Taxes	\$82,500	\$1,500					
Insurance	\$30,000	\$545					
MIP	\$15,500	\$282					
Replacement Reserve	\$19,250	\$350					
OPERATING EXPENSES	<mark>\$581,489</mark>	\$10,573					
NET OPERATING INCOME	\$417,368	\$7,589		$\square$			
DEBT SERVICE	(\$358,754)	(\$6,523)		F			
CASHFLOW	\$58,614	\$1,066					
COVERAGE RATIO	1.16		<u>.</u>				
COVERAGE RATIO	1.16						

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Proposal v.3 to Newton CPC, submitted 7 lune 2018	( ) ×									
HAYWOOD HOUSE-55 UNITS w On-Grade park	VITS w On-Grade	parking								
<b>CASHFLOW PROJECTIONS</b>	SN									
April 20, 2018										
(2 pages)										
	2018	2019	2020	2021	2022	2023	2024	2025	2026	2026
0		2	3	4	5	9	7	8	6	10
Revenue										
Rental Assisted	\$181,104	\$184,726	\$188,421	\$192,189	\$196,033	\$199,953	\$203,953	\$208,032	\$212,192	\$216,436
50% AMI	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
60% AMI	\$278,208	\$283,772	\$289,448	\$295,237	\$301,141	\$307,164	\$313,307	\$319,574	\$325,965	\$332,484
99% AMI	\$489,624	\$499,416	\$509,405	\$519,593	\$529,985	\$540,584	\$551,396	\$562,424	\$573,673	\$585,146
Market	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial	\$86,434	\$88,163	\$89,926	\$91,725	\$93,559	\$95,430	\$97,339	\$99,286	\$101,272	\$103,297
Other	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500
Gross Revenue	\$1,040,870	\$1,061,578	\$1,082,699	\$1,104,243	\$1,126,218	\$1,148,632	\$1,171,495	\$1,194,815	\$1,218,601	\$1,242,863
Vacancy	(\$42,014)	(\$42,854)	(\$43,711)	(\$44,585)	(\$45,477)	(\$46,386)	(\$47,314)	(\$48,261)	(\$49,226)	(\$50,210)
Total Revenue	\$998,857	\$1,018,724	\$1,038,988	\$1,059,658	\$1,080,741	\$1,102,246	\$1,124,181	\$1,146,554	\$1,169,376	\$1,192,653
Expenses										
Management Fee	\$44,949	\$45,843	\$46,754	\$47,685	\$48,633	\$49,601	\$50,588	\$51,595	\$52,622	\$53,669
Administration	\$79,790		\$84,649	\$87,189	\$89,804	\$92,498	\$95,273	\$98,132	\$101,076	\$104,108
Operations	\$82,000		\$86,994	\$89,604	\$92,292	\$95,060	\$97,912	\$100,850	\$103,875	\$106,991
Security	\$10,000		\$10,609	\$10,927	\$11,255	\$11,593	\$11,941	\$12,299	\$12,668	\$13,048
Resident Services	\$120,000	ò	\$127,308	\$131,127	\$135,061	\$139,113	\$143,286	\$147,585	\$152,012	\$156,573
Utilites	\$97,500	\$	\$103,438	\$106,541	\$109,737	\$113,029	\$116,420	\$119,913	\$123,510	\$127,215
MIP	\$15,500		\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500
Other Expenses	\$131,750	\$135,703	\$139,774	\$143,967	\$148,286	\$152,734	\$157,316	\$162,036	\$166,897	\$171,904
Total Expenses	\$581,489	\$598,014	\$615,026	\$632,539	\$650,568	\$669,129	\$688,237	\$707,908	\$728,160	\$749,008
Net Operating Income	\$417,368	\$420,710	\$423,962	\$427,119	\$430,173	\$433,117	\$435,944	\$438,646	\$441,216	\$443,645
Debt Service	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)
	1.16	1.17	1.18	1.19	1.20	1.21	1.22	1.22	1.23	1.24
Pre-Tax Cashflow	\$58,614	\$61,956	\$65,208	\$68,365	\$71,418	\$74,362	\$77,189	\$79,892	\$82,461	\$84,890

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submitted 7 June 2018 HAYWOOD HOUSE-55 UNI CASHFLOW PROJECTION April 20, 2018 C 2020											_
HAYWOOD HOUSE-55 UN CASHFLOW PROJECTION April 20, 2018											
HAYWOOD HOUSE-55 UN CASHFLOW PROJECTION April 20, 2018											
CASHFLOW PROJECTION											
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	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038
0	11	12	13	14	15	16	17	18	19	20	21
Revenue											
Rental Assisted	\$220,765	\$225,180	\$229,684	\$234,277	\$238,963	\$243,742	\$248,617	\$253,589	\$258,661	\$263,834	\$269,111
50% AMI	0\$	0\$	0\$	0\$	0\$	\$0	0\$	0\$	0\$	0\$	\$0
60% AMI	\$339,134	\$345,917	\$352,835	\$359,892	\$367,090	\$374,431	\$381,920	\$389,558	\$397,350	\$405,297	\$413,402
99% AMI	\$596,849	\$608,786	\$620,962	\$633,381	\$646,048	\$658,969	\$672,149	\$685,592	\$699,304	\$713,290	\$727,556
Market	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial	\$105,363	\$107,470	\$109,620	\$111,812	\$114,048	\$116,329	\$118,656	\$121,029	\$123,449	\$125,918	\$128,437
Other	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500
Gross Revenue	\$1,267,611	\$1,292,853	\$1,318,600	\$1,344,862	\$1,371,649	\$1,398,972	\$1,426,841	\$1,455,268	\$1,484,264	\$1,513,839	\$1,544,006
Vacancy	(\$51,214)	(\$52,239)	(\$53,284)	(\$54,349)	(\$55,436)	(\$56,545)	(\$57,676)	(\$58,829)	(\$60,006)	(\$61,206)	(\$62,430)
Total Revenue	\$1,216,396	\$1,240,614	\$1,265,316	\$1,290,513	\$1,316,213	\$1,342,427	\$1,369,166	\$1,396,439	\$1,424,258	\$1,452,633	\$1,481,576
Expenses											
Management Fee	\$54,738	\$55,828	\$56,939	\$58,073	\$59,230	\$60,409	\$61,612	\$62,840	\$64,092	\$65,368	\$66,671
Administration	\$107,231	\$110,448	\$113,761	\$117,174	\$120,690	\$124,310	\$128,040	\$131,881	\$135,837	\$139,912	\$144,110
Operations	\$110,201	\$113,507	\$116,912	\$120,420	\$124,032	\$127,753	\$131,586	\$135,534	\$139,600	\$143,787	\$148,101
Security	\$13,439	\$13,842	\$14,258	\$14,685	\$15,126	\$15,580	\$16,047	\$16,528	\$17,024	\$17,535	\$18,061
Resident Services	\$161,270	\$166,108	\$171,091	\$176,224	\$181,511	\$186,956	\$192,565	\$198,342	\$204,292	\$210,421	\$216,733
Utilites	\$131,032	\$134,963	\$139,012	\$143,182	\$147,477	\$151,902	\$156,459	\$161,153	\$165,987	\$170,967	\$176,096
MIP	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500	\$15,500
Other Expenses	\$177,061	\$182,373	\$187,844	\$193,479	\$199,284	\$205,262	\$211,420	\$217,763	\$224,296	\$231,024	\$237,955
Total Expenses	\$770,472	\$792,569	\$815,318	\$838,738	\$862,849	\$887,673	\$913,229	\$939,539	\$966,627	\$994,515	<b>\$1,023,227</b>
Net Operating Income	\$445,924	\$448,045	\$449,999	\$451,775	\$453,364	\$454,755	\$455,937	\$456,900	\$457,630	\$458,118	\$458,349
Debt Service	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)	(\$358,754)
	1.24	1.25	1.25	1.26	1.26	1.27	1.27	1.27	1.28	1.28	1.28
Pre-Tax Cashflow	\$87,170	\$89,291	\$91,244	\$93,021	\$94,609	\$96,000	\$97,183	\$98,145	\$98,876	\$99,363	\$99,594

		Il v.3 to Newton CPC,	
	SU	bmitted 7 June 2018	
HAYWOOD HOUS	SE-55 UNITS w On-Grade p	arking	
April 20, 2018			
Maximum Allowa	able Developer Fee	720000	
TDC		26,000,000	
- Developer Overhead		1,120,000	
- Developer Fee - Consultant Fees		1,120,000	
- Syndication Costs		50,000	
- Acquisition - Reserves		470,121	
- Reserves	Repl. Cost	\$22,989,878	
\$1-3 mil @ 15%		450,000	\$3,000,000
\$3-5 mil @ 12.50%		250,000	\$2,000,000
\$5 mil + up @ 10%		1,798,988	\$17,989,878
	Max. Allowable Fee-Rehab.	2,498,988	
Acquisition Costs		1	
Acquisition Costs @ 2		0	
	Max. Allowable Fee-Acq.	0	
TOTAL MAXIMUM AL	LOWABLE FEE	2,498,988	
Requested Fee Per Or	ne-Stop	2,490,000	
		\$ (8,988)	

updated from July & December 2017 submissions & submitted 7 June 2018



# Newton Highlands, Massachusetts 02461

Telephone:(617) 552-5501Telecopier:(617) 964-8387TD:(617) 332-3802

Amy Zarechian Executive Director

# D. Relocation, Fair Housing & Accessibility

## Fair Housing Trainings and Complaints

All staff of the Newton Housing Authority receive frequent fair housing and reasonable accommodation training through programs offered by the Metropolitan Boston Housing Partnership, MassHousing, and other housing industry training groups. The NHA has established Reasonable Accommodation and Reasonable Modification policies, as well as a Tenant Harassment Policy, all of which govern its response to fair housing and reasonable accommodation requests.

As a public entity administering public housing programs, the NHA is subject to various legal claims, including fair housing complaints. The NHA has successfully navigated fair housing complaints in the past, most often through findings of no probable cause and occasionally through settlement as recommended by the Housing Authority Risk Retention Group Insurance when there is a finding of probable cause. In the past five years, there have been three findings of probable cause in cases brought to the Massachusetts Commission Against Discrimination, which represents .2% of NHA residents. There are no current or pending fair housing complaints against the NHA.

For Jackson Road/Haywood House prop **#45** to the wton CPC,

v. 3 submitted 7 June 2018

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				· · · · · · · · · · · · · · · · · · ·									1		
				Consolidated	The second s										
				<b>Budget Revis</b>							0.0	55 units	1035		
	101 units	42 units	10 units	7 units	24 units	32 units	226 units	36 units	36 units	441 units	25 units	55 Units	1035		
	Echo Ridge,	1				<b>.</b>	ParkerHouse ,			Haustan				Prior	.
	Hampton Place,		[			State	Jackson			Housing Choice	Newton		Total Budget	Budget	
	Century Village,				New Hyde	Leased	Garden,Horace	Nonantum	False Bidge		Comer Place		FYE 2018	2017	Change
	Scattered Sites	Hamilton Grove	Walnut Street	Central Street	School	Housing	Mann,	Village	Echo Ridge	Vouchers Section 8	Section 8		1122010		
				689-C (689-4)	400-9 (689-3)	MRVP	MA036-1	MA036-2	MA036-3	HCV	SRO	MGMT			
REVENUES	400-1	667-2 (A)	689-1,2	689-0 (689-4)	400-3 (663-3)	MRVP	MA030-1	MA030-2	MIA030-3						
Rental Income	522,000	121,488	27,684	24,912	77,100		809,280	127,740	173.520			270.611	2,154,335	2,138,808	15,527
Rental Income - Federal Section 8		363,420		24,012									363,420	363,420	-
Section 8 Rent Subsidy		000,420										513,643	513,643	469,100	
Interest Income	1,500	15.000	25	300	320	100	21,000	188	688	1,300	100	17,000	57,520	47,065	10,455
Misc. Income	3,000				1.080		29,464	4,736	5,359	4,180		24,125	73,944	85,519	(11,575)
MRVP Admin Fee		1	1			12,480							12,480	12,480	-
Operating Subsidy-DHCD	341,087				141,814								482,900	389,649	93,251
HAP Subsidy HUD/DHCD						173,088				6,245,465	111,000		6,529,553	6,529,553	-
HUD Operating Subsidy							942,151	127,190	121,763				1,191,105		(1,198)
HUD Section 8 Subsidy-Admin Fee							l			505,237	28,903		534,140	518,584 40,000	15,556
Capital Fund Administrative fee							40,000		<b></b>				40,000		<u> </u>
			I								140.003	825.378		11,786,481	166,559
TOTAL REVENUES	867,587	501,908	27,709	25,212	220,314	185,668	1,841,895	259,854	301,330	6,756,182	140,003	825,378	11,955,040	11,780,461	100,009
						ļ	ļ								
EXPENDITURES							<u> </u>								1
Administration:	81.078	54,261	7,641	5,664	20,764	8,363	339,997	38,171	37,276	266,446	13,349	112.239	985,250	860.057	125,193
Salaries	17,750				2,500	0,303				3,000	750			51,100	(11,100)
Legal Travel	1,750	2,500			323	ŏ				5,936	336			14,000	1,500
Accounting	3,250		322		772					14,189	804		32,272	31,340	
Audit Services	4.850					Ō				2,550	750	1,250	13,100		
Sundry Office	22,391	5.153	-			0	· · · · · · · · · · · · · · · · · · ·		4,417	89,103	3,067	6,748	168,050	161,050	
						1	1		1				0		
Total Administration	130,678	63,831	9,574	7,092	27,304	8,363	387,037	47,831	44,435	381,224	19,057	127,746	1,254,172	1,130,647	
			1	1									L		
Tenant Services:												1			+
Salaries							74,641	7,029					90,456		
Other	606	250					1,000	500	500		I		2,856	2,750	106
							L	l				<u> </u>	93.312	62,121	31,191
Total Tenant Services	606	250	0	0	0	0	75,641	7,529	9,286	0	0	0	93,312	02,121	- 31,191
					ļ	<b> </b>				<b> </b>	I		╂╉━╍╍╍		+
Utilities				+		<u> </u>		- co 0/0	00.400		<u> </u>	53,475	501,695	435,668	3 66.027
Water and Sewer	99,000						206,300					25,800		the second s	
Electric	20,160			and the second second			259,930					11,150			
Gas	11,700	20,250	<u> </u>	<u>-</u> 0	020,1	<del> </del>	239,930	24, 180	· •	1	1	-	11	1	
T-tal Habita a	130,860	92,470	3,500	3.500	50,555	0	637,520	111,140	101,216	0		90,425	1,221,185	1,127,049	
Total Utilities	130,860	52,470	3,500	3,300		+ <sup>v</sup>	057,520	1	101,210	l°	†*	1	11		
Maintenance		<u> </u>				1	1	1	1	1	1	1	11		
Labor	76,720	133,737	6,691	5,900	45,911	<u> </u>	302,875	48,151	48,151	1		50,358			
Materials & Supplies	18,595					1	28,646				1	3,350	75,239		
Contract Costs	81.750					1	82,550					45,290			
Condominium fees	257,261		1	1	1	1	1	1				38,111			
Total Maintenance	434,326		9,321	8,096	72,567	0	414,071	77,043	73,585	0		137,109	1,400,69	5 1,316,450	0 84.24
		1	1		1								<u></u>		_
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For Jackson Road/Haywood House prop<u>#454 o N</u>ewton CPC, v. 3 submitted 7 June 2018

				Newton Ho	ousing Autho	ority									
				Consolidated	Operating E	udget									
Page 2 of 2			the second se	Budget Revis											
Fage 2 of 2				Buugetitette											
	Echo Ridge, Hampton Place, Century Village, Scattered Sites	Hamilton Grove	Walnut Street	Central Street	New Hyde School	State Leased Housing	ParkerHouse , Jackson Garden,Horace Mann,	Nonantum Village	Echo Ridge	Housing Choice Vouchers	Newton Corner Place		Total Budget FYE 2018	Prior Budget 2017	Change
	400-1	667-2 (A)	689-1,2	689-C (689-4)	400-9 (689-3)	MRVP	MA036-1	MA036-2	MA036-3	HCV	SRO	MGMT			
General Expense	400-1	001-2 (N)	005-1,2	005-0 (005-4)	400-5 (005-5)	mixer	10000-1	1114030-2	1111000-5	1101	Section B	NOM 1			-
Insurance	16,685	14,119	1,610	1,176	4,819	272	79,624	11,577	11,621	24,431	647	43,778	210,360	182,684	27,676
Payment in Lieu of Taxes	10,000	14,113	1,010		4,015		10,024	11,011	0	24,451	011	40,710	0	-	
Employee Benefits	52,386	62,146	4,761	3,832	21,962	2,790	•	30,861	31,141	87,164	4,402	54,137	584,655	604,536	(19,881)
Housing Assistance Payments	52,500	02,140	4,701	0,002	21,002	173,088	220,014	50,001	01.141	6,245,465	111.000	01,101	6,529,553	6,529,553	1.0.001
Interest expense		23,550				110,000				0,1.10,100	111,000	86.026	109,576	112,435	(2,859)
Other General Expense		20,000								5,880		00,020	5,880	5,880	-
Total General Expense	69,071	99,815	6,371	5,008	26,781	176,149	308,699	42,438	42,762	6,362,940	116,049	183,940	7,440,024	7,435,088	4,936
Total Routine Exepenses	765,541	430,943	28,766	23,697	177,207	184,512	1,822,968	285,980	271,284	6,744,164	135,106	539,221	11,409,387	11,071,355	338,032
Net Income (Loss) before Non-															
Routine Expenses	102,046	70,965	(1,057)	1,515	43,107	1,156	18,927	(26,126)	30,047	12,019	4,897	286,157	543,653	715,126	(171,473
Nonroutine Expenditures															
Extraordinary Maintenance	64,500	43,000		1,000	8,000		31,000	26,500				62,000	243,500	159,750	83,750
Equipment Replacements	10,000	5,200			2,650		7,220					6,500	37,790	39,185	(1,395
Equipment Additions	0	40,000					18,640	4,180	4,180			159,000	226,000	144,000	82,000
Collection Losses	5,000	1,000					4,046	639	868				11,553	11,512	41
Total Nonroutine Expenditures	79,500	89,200	0	1,000	10,650	0	60,906	34,429	15,658	0	0	227,500	518,843	354,447	- 164,396
Total Nonroutine Experiduores	79,500	65,200	0	1,000	10,650		00,500	34,423	15,656		0	221,300	510,045	354,447	104,550
NET INCOME	22,546	(18,235	(1,057)	515	32,457	1,156	(41,980)	(60,555)	14,389	12,019	4,897	58,657	24,810	360,679	(335,869
Payment Towards Mortage Principle	0	64,150			1							66,348	130,498	130,498	-
						/									
Surplus (Deficit)	22,546	(82,385)	) (1,057)	515	32,457	1,156	(41,980)	(60,555)	14,389	12,019	4,897	(7.690)	(105,687)	230,182	
UNRESTRICTED NET ASSETS ANAYLYSIS															
	004.075	404.005	00.004		04.040	47.550	0.004 705	104 000	200 407	274.000	040.400	007.000	5,902,369		
Unrestricted Operating Reserve 12/31/2016	364,275	1,191,005		88,381	81,348	47,550			268,487	374,062	212,163	827,889			Production of the second
FY 2017 Actual increase (decrease)	16,871	11,840	(1.344)	3,240	(455)	2,175		5,495	(13,951)	31,720	16,960	57,385	63,822		
Projected Balance 12/31/2017 Estmated transfer to Capital Reserves	381,146	1,202,845	19,257	91,621	80,893	49,725	2,195,671	170,318	254,536	405,782	229,123	885,274 (120,000)	5,966,191 (120,000)		
Projected Balance 12/31/2017	381,146	1,202,845	19,257	91,621	80,893	49,725	2,195,671	170.318	254,536	405,782	229,123	885,274	5,966,191		
Projected increase (decrease) FY 2018	22,546	(82,385)		515		1,156	Contractor of Contractor of Contractor	the second statistics of	the second s	12,019		(7,690)	(105,687)		
Estmated transfer to Capital Reserves			1				1	,			Contract of the second	(120,000)	(120,000)		
Projected Balance 12/31/2018	403,692	1,120,460	18,200	92,136	113,350	50,881	2,153,691	109,763	268,925	417.801	234,020	757,584	5,740,504		
Maximum Reserve	403,692	260.071	14,383	12,348		N/A	627,958		95,647		N/A	N/A	0,740,004		
	95.54%	430.83%		741.97%			342.97%								
Percent of Maximum	93.54%	450.83%	133.89%	741.97%	00.127	Page 2	342.97%	102.11%	201.10%						

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Attachments to Jackson Road/Haywood House proposal to Newton CPC, submitted 7 June 2018

# Livable Newton

Coalition for inclusive, sustainable development

BY ELECTRONIC MAIL February 25, 2018

To: Councilor Greg Schwartz, Land Use Committee Chair Members of the Land Use Committee

RE: In support of Haywood House at Jackson Gardens

We believe the proposal to create 55 new mixed income residential units for seniors at Jackson Gardens will be a positive addition to Newton's housing stock. As indicated in many recent studies and the City's 2016 Housing Strategy, the City needs more housing for low- and moderate-income households, including for seniors. This project will provide a quality living environment for its residents and offer benefits to the community at large including:

- Optimal use of existing land for affordable housing;
- Ample accommodations for the disabled;
- A new community center for use by residents and community at large;
- A gym and exercise programs for residents of the facility and community;
- Improved site lighting;
- Use of existing infrastructure and improved drainage; and
- Landscaping with native trees and shrubs.

In the spirit of informing future review of this "friendly 40B" we recommend some refinements we believe will further integrate the structure into the fabric of the neighborhood:

- Utilize architectural articulation, detailing, colors and materials of the building creatively to minimize its apparent height and interface it with existing topography while maintaining the proposed number of new units;
- Further develop usable outdoor space to create enjoyable connections with the outdoors that also complement the site design and building;
- Create a pedestrian-friendly streetscape with mature vegetation;
- Affirm how parking meets the needs of the facility, such as convenient parking for caregivers, family members and other visitors.

We are pleased to support housing that will make a positive difference in the lives of many who live in our community now and in the future. Securing these features through a "friendly 40B" will enable development that is appropriate in this location that would not otherwise be possible within the existing special permit, yet will leave provisions of the original special permit intact. We ask that the Council support creation of a separate parcel for this purpose and will also forward our recommendations to the ZBA for consideration. Thank you for the opportunity to comment on this important project. Sincerely,

Engine 6 Progressive Newton U-CHAN Bike Newton

Katherine Ballou Bryan Barash **Bill Baum** Liz Baum **Claudette Belt-Aharon** Kol Chu Birke Tom Bledsoe John S. Bliss Tamara J. Bliss Kelley Brown Adam Chaikof Melissa Birke Chu Abby Cohen Isabel Cohen Nadine Cohen **Ed Dailey Bill Dain Ruth Dain** Susan Davidoff Patrick Dober, Executive Director, Brookline Housing Authority **Beverly Droz** Sarah Ecker Mary-Ellen Efferen **Bob Engler** Louise Freedman

**Gretchen Friend Rob** Gifford Nanci Ginty Butler Fran Godine Daphne Collins Hattie Gawande Neysha Gonzalez Laurie Hackett Mary Ann Hill Kathleen Hobson Ann Hochberg Judy Jacobson Marcia Johnson Rihanna Kidwell Marian Knapp Jason Korb David Koven David Knuttunen Kathy Laufer Lois A. Levin Marion Lipson Patricia Loewy Arlene Lowney Sarah Luria Kevin McCormick Tatjana Meschede Susan Mirsky

Nahma Nadich Kyra Zola Norsigian Judy Norsigian **James O'Connell** Vince O'Donnell Ellen Parker Steve Parker Susan Paley Sue Parsons **John Pelletier James Reichenbach** Kathy Rosen James Rutenbeck Susan Sered Dorothea Sherwood **Geoffrey Sherwood** John Sisson Celia Snyder Stuart Snyder Norma Swenson Lexi Turner Judy Weber Lynne Weissberg Marianne Ulcickas Yood Steven Yood Nancy Zollers

cc: Mayor Ruthanne Fuller, rfuller@newtonma.gov Barney Heath, Planning Director, bheath@newtonma.gov