

NEWPORT SHORES

Request for Proposal No. 15-55
Affordable Housing Development



JUNE 30, 2015

NEWPORT SHORES

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Eric Paine
 Chief Executive Officer
 epaine@communitydevpartners.com

Kyle Paine
 President
 kpaine@communitydevpartners.com



1. COVER LETTER

June 30, 2015

Anthony Nguyen
Purchasing Agent
City of Newport Beach
anguyen@newportbeachca.gov

Re: Request For Proposals No. 15-55

Dear Mr. Nguyen:

Community Development Partners (CDP) is pleased to submit this response to the Request For Proposals No. 15-55. Newport Shores is the rehabilitation of a 12-unit market rate apartment property into 12 units of affordable housing, 4 of which will be set aside for residents with special needs.

CDP is an experienced multifamily and mixed-use developer focused exclusively on creating and preserving vibrant affordable housing communities with a focus on California, Oregon, and Arizona. The company's principals have over 30 years of combined experience working with cities and public agencies to bring new investment into existing neighborhoods. The company was formed in 2011 by leaders in the field of residential housing development. With over \$75 million in portfolio projects that have been awarded tax credits, a growing pipeline of future projects and a robust tax credit marketplace, CDP is an ideal partner for land sellers and public agencies.

Being based in Newport Beach, we are particularly excited to lend our innovative placemaking expertise to the proposed Newport Shores project, as the opportunity to improve one's community is always a welcomed opportunity. Along with Mercy Housing, our non-profit general partner and service provider, we are confident that we would deliver a project that not only improves the lives of its residents, but also would be a welcomed enhancement for the local community.

We are confident that we have met or exceeded the requirements of the RFP. As such:

- **Site control:** CDP has a binding commitment to acquire the property (document enclosed)
- **Affordable for at least 30 years:** Per the requirements of the project's tax credits, the property will remain affordable for a minimum of 55 years.
- **Reasonable acquisition and construction costs, the ability to compete well in securing other/ competitive funding sources:** As show in the included financials, CDP has underwritten realistic costs and the project project is well positioned to be very competitive for other funding sources.
- **Leverage other financing sources:** CDP has extensive relationships with best-in-class lenders and investors, and will utilize such for this project, including leveraging low income housing tax credit equity as well as: City-provided funds, AHP funds, and Project Based Rental Assistance.
- **Incorporate high quality design and amenities:** As with all our projects, CDP is passionate about design and we employ high design and material standards, and Newport Shores will incorporate an award-winning design team.

- **“Green” building practices and materials:** At CDP’s core we are committed to sustainability. The project will exceed local and state energy standards, and achieve certification through a recognized green rating program (such as LEED or GreenPoint Rated).
- **Compatible with neighborhood settings:** The structure will retain its existing massing and use, which fits well within its surrounding context.
- **Appropriate community spaces, amenities, and services for the target population:** We will incorporate appropriate community spaces/amenities and a robust services program through Mercy Housing including a community garden space and public art components created by local artists.
- **Experience with successful affordable housing projects and the capacity to work cooperatively with the community:** As discussed in detail throughout this document, CDP is highly experience and committed to developing affordable projects that benefits both residents and the community at large.
- **Readiness of the proposed project to proceed:** The project will not require any new entitlements and is currently ready for occupancy by target population.
- **Management of affordable rental units:** Buckingham Property Management, who currently manages 5,000+ units, will ensure on-going compliance and financial solvency throughout the affordability period.
- **Consistent with the City’s General Plan:** The property is maintaining its existing legal use, which is compatible with the General Plan.
- **Target extremely low-income, very low-income, or low-income households:** As shown in the included unit/tenant mix, the project fully targets the appropriate income levels.
- **Consider a range of households:** As discussed, a minimum 33% of units will be set aside for residents with special needs.
- **Supportive services appropriate for the expected tenant population:** Mercy Housing, a well-respected service provider, will ensure the needs of the resident population are met on an on-going basis.

CDP hereby declares that the only person, persons, company, or parties interested in the proposal as principals are named herein; that the proposal is made without collusion with any other person, persons, company, or parties submitting a proposal; that it is in all respects fair and in good faith without collusion or fraud, and that the signer has full authority to bind the proposer.

I can be reached at 949-554-3713, epaine@communitydevpartners.com, or at 3416 Via Oporto, Suite 301, Newport Beach, CA 92663.

Sincerely,



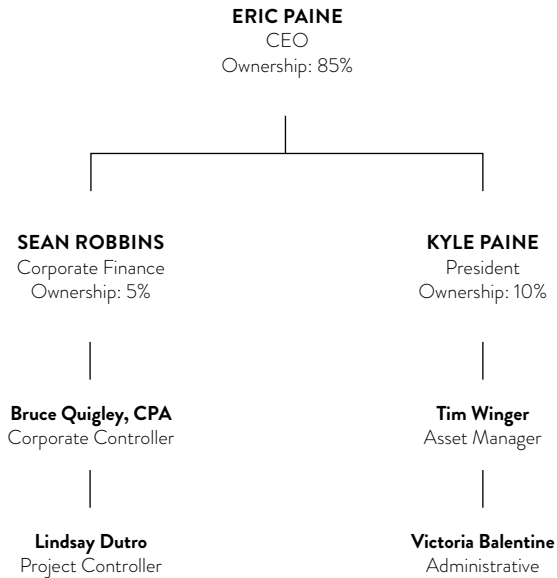
Eric Paine
CEO

2. STATEMENT OF QUALIFICATIONS

A. DEVELOPER OR SERVICE PROVIDER TEAM

An organizational chart showing lines of responsibility, as well as a list of team members and their duties as part of the team.

DEVELOPER: COMMUNITY DEVELOPMENT PARTNERS



Eric Paine – Chief Executive Officer

Mr. Paine is the CEO of CDP and focuses on corporate strategy and business development as well as overseeing the design and construction of all CDP projects. Eric also currently sits on the Board of Directors for two non-profits, The Ecology Center in San Juan Capistrano, CA and Alberta Main Street in Portland, OR. Prior to founding CDP, Mr. Paine co-founded Equity West Capital Partners, a Newport Beach real estate investment manager operating private equity funds targeting distressed assets with inherent value-add potential. Prior, Eric was Executive Vice President of Pacer Communities, a private residential developer based in Irvine, California where, in his five-year tenure, he was involved in developing and liquidating residential units accounting for over \$115,000,000 in revenue. He directly

supervised the teams responsible for all stages of a project’s development cycle – acquisitions, capitalization, design development, entitlements, and project management. Eric earned his BA in Economics with a minor in Accounting from the University of California, Los Angeles, a certificate in Light Construction Development Management from the University of California, Irvine, and is a licensed California Real Estate Broker and General Contractor.

Kyle Paine – President

Kyle Paine serves as President of Community Development Partners. Kyle manages the sourcing and underwriting for rehab and new construction projects for CDP, including managing each project through the cycle of due diligence, LIHTC application submittal, and the closing. Kyle also oversees the asset management of stabilized assets. Mr. Paine brings a dynamic background in real estate development to CDP’s team. Prior to joining CDP Kyle spent two years at Fairfield Residential, a national apartment developer, builder, and manager where he served as the Acquisition and Development Officer for the Pacific Northwest region and had comprehensive oversight of the sourcing of institutional grade market rate and affordable development sites.

Kyle has his Bachelor of Arts in Psychology with a Minor in Business from the University of California at Berkeley. Kyle has worked in real estate brokerage of development projects since obtaining his California Real Estate Broker’s License in 2005.

Sean Robbins – Chief Financial Officer

With over ten years of experience in real estate development finance and senior secured lending, Mr. Robbins focuses on financial product structuring, assets acquisition, and corporate finance. Sean’s prior real estate experience includes co-founding Equity West Capital Partners, a Newport Beach real estate investment manager and founding Blackhawk Capital Group, a Newport Beach real estate advisory service and brokerage

house. Sean also serves as a member of the board of directors of Eco Land Holdings, an international real estate development company. A Phi Beta Kappa graduate of the University of California, Los Angeles with a major in Business Economics and a minor in Accounting/Public Policy, Sean used his financial acumen to help Comerica Bank expand its commercial and real estate lending divisions. Sean later joined GMAC-Cerberus Capital, where he successfully helped fund over \$100 million in development and construction financing for public and private companies. In addition to holding a Real Estate Broker's license, Sean is a CFA® Level I Candidate.

Bruce Quigley – CPA

Mr. Quigley is a Certified Public Accountant and the Controller for Community Development Partners. He is responsible for overall internal and external financial reporting and compliance, interfacing with outside CPAs on financial reporting and taxation related to affordable housing project requirements and regulations, and instituting, strengthening and monitoring related internal controls. After graduating with a Bachelor of Arts in Business Administration with a concentration in Accounting from California State University at Fullerton, he spent eleven years with the CPA firm Pannell Kerr Forster, managing audits of numerous companies in various industries, including non-profits, start-ups, and property management.

Vacation Resorts International, a timeshare property management client hired him away to be their lead financial reporting executive. In his twenty year tenure there, the company became the largest independently owned international timeshare property management company in the nation. His responsibilities included oversight of all accounting and financial reporting for the company and 150 managed timeshare entities regionally, nationally, and internationally. His experience included working with the California Department of Real Estate on formulating start-up operating budgets,

time share development and rehabilitation projects, ongoing property management financial reporting while working closely with owners and numerous Boards of Directors.

SERVICE PROVIDER: MERCY HOUSING

Reverend Jerome T. Karcher - Founder/Chairman

Father Karcher was born and raised in Anaheim, California, as one of the twelve children of Carl and Margaret Karcher. He was baptized at Saint Boniface Church in Anaheim, California and attended the parish school for eight years. He then attended Mater Dei High School for one year and was graduated from Servite High School in Anaheim.

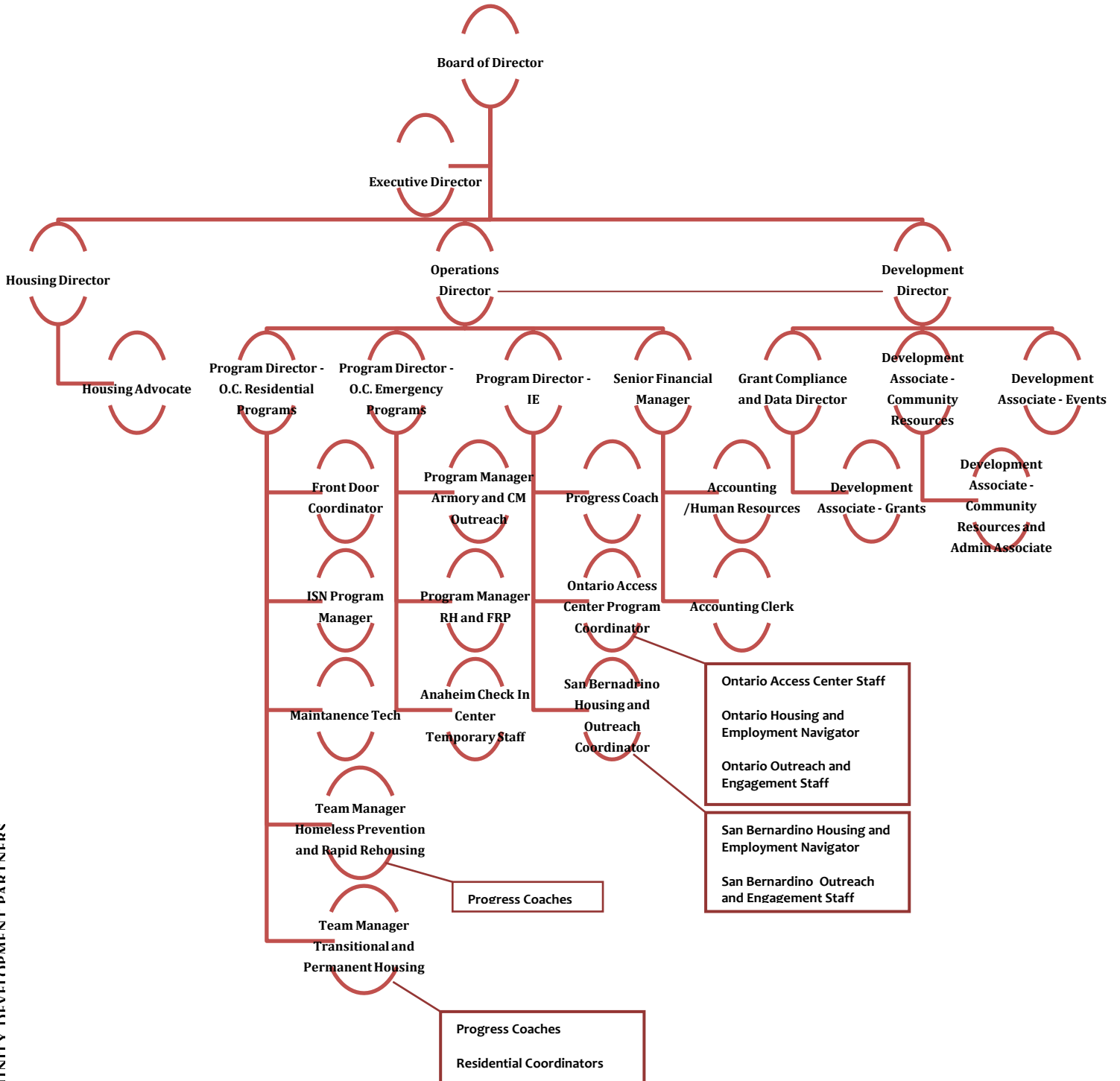
Having attended the University of San Diego and Gonzaga University in Florence, Italy, he was graduated from Loyola University of Los Angeles, with a Bachelor of Arts degree in Psychology. He has also received a degree in Philosophy from the Dominican School of Philosophy and Theology at the Graduate Theological Union, Berkeley, California, where he also studied theology. Theological studies were completed at Saint John's Seminary in Camarillo, California, where a Master of Arts degree in Theology was granted. On February 12, 1983 Father Karcher was ordained to the priesthood by Bishop William Johnson for the service of the Roman Catholic Diocese of Orange, California.

He has served at St. Norbert Church in Orange, St. Anne Church in Santa Ana and St. Joachim Church in Costa Mesa, and is presently the pastor at St. Vincent de Paul Church in Huntington Beach, California since July 1, 1995.

Fr. Jerome is the founder and Chairman of the Board of Mercy House Transitional Living Centers which serves and houses homeless men, women and children in Orange County at its various facilities.



Organizational Chart



B. DEVELOPER OR SERVICE PROVIDER EXPERIENCE

A narrative describing recent affordable residential development and management experience, with an emphasis on experience gained in the last five years on projects similar to the one being proposed.

- i. Include project name and type (special needs, senior, large family, etc.), project address, developer team members, unit count and bedroom type, affordability requirements, funding sources, and project schedule in your description.*
- ii. Include a description of how neighborhood input was solicited and utilized in the development of these projects.*

GENERAL PARTNER, DEVELOPER



Summary of Experience

Housing Units Developed by Principals 3,690
Affordable Housing Units Owned or Under Development: 518

Key Representative / Contact

Eric Paine, CEO and Founder
3416 Via Oporto, Suite 301
Newport Beach, CA 92663
949.554.3713
epaine@communitydevpartners.com

Overview and Experience

CDP is an experienced multifamily and mixed-use developer focused exclusively on creating and preserving vibrant affordable housing communities with a focus on California, Oregon, and Arizona. The company's principals have over 30 years of combined experience working with cities and public agencies to bring new investment into existing

neighborhoods. The company was formed in 2011 by leaders in the field of residential housing development. With over \$75 million in portfolio projects that have been awarded tax credits, a growing pipeline of future projects and a robust tax credit marketplace, CDP is an ideal partner for land sellers and public agencies.

CDP is seeking opportunities to:

- Develop successful new multifamily affordable communities
- Renovate existing multifamily properties into affordable communities
- Partner with cities and other public agencies to evaluate development scenarios

CDP is committed to improving the communities in which it works by not only providing quality affordable housing developments, but also ensuring that all CDP developments are sustainable and enhance the fabric of the overall community. Our infill communities are more than just housing. Our designs focus on creating centers of culture and education for the surrounding community in addition to fulfilling the basic housing needs of our low-income residents. CDP has a strong focus on the incorporation of the local arts community by integrated artwork and ongoing art programming into the supportive services.

Since 2012, CDP has received tax credit allocations on 7 projects consisting of total project costs of over \$75 million. In addition to those already owned by the company, CDP currently has a pipeline of 5 sites for future development. CDP currently owns or is planning projects in the California cities of Morgan Hill, Glendale, Santa Ana, Midway City, and Vacaville; Portland, Oregon; and Arizona cities of Mesa and Phoenix.

CDP was founded and is based in Newport Beach, California.

FEATURED PROJECT: THE LODGE

515 Barrett Ave., Morgan Hill, CA

The Morgan Hill Retirement Residence project is a 138 unit senior housing community that has come to fruition after several years of dedicated teamwork. The project has evolved through many iterations of design improvements that began in 2010. At the core, the project's mission consisted of creating a life-enhancing community for seniors that reflected our values of intelligent design, integration of sustainable building principles, and a human-centered solution to affordable housing. The amenity enriched project encourages our residents to interact with one another, relax in an environment they can call home, and to thrive within a well amenitized community. The project consists of one and two bedroom units that provide for independent living. The common area spaces boast a common dining hall, commercial kitchen, beauty salon, theater, card room, and a reading room. Three meals are offered every day through a meal program managed by local non-profit Loaves & Fishes with a focus on locally sourced, sustainable, and healthy ingredients – all provided at no cost to the residents. Lease-up for this project finished July, 2014, well ahead of our partnership closing projections and the project has converted into permanent financing.

For neighborhood outreach, we worked closely with local senior center and organizations involved in aging resources to develop an extensive amenity package that rivals any market rate senior living facility.

Housing Solution: Senior Affordable Housing (55+)

Government Contact: Leslie Little – Asst. City Manager – 408-778-6480

Number of Units: 138 units

Lot Size: 5.3 Acres

Unit Size: 546 – 1,034 Square Feet

Unit Mix: 110 1 Bed/1 Bath, 28 2 Bed/2 Bath

Parking Provided: 1 Space Per Unit

Affordability: 50%/60% AMI

Current Status: Stabilized

Financing: 4% LIHTC & Tax Exempt Bonds

Sustainability: Green Point Rated Score: 108

Developer: CDP

Architect: Anderson Architects

Contractor: SBI Builders

Property Management: Buckingham Property Management (BPM)

Non-Profit Partner: Foundation For Affordable Housing (FFAH)

Service Providers: LifeSteps and in-house Resident Services Coordinator

Construction: November 2012-January 2014



FEATURED PROJECT: CYPRESS SENIOR LIVING - 311 E. Cypress St., Glendale, CA

Developer: CDP
 Architect: Egan Simon Architects
 Contractor: ICON Builders
 Property Management: Buckingham Property Management (BPM)
 Non-Profit Partner: Integrity
 Service Provider: Central Valley Coalition For Affordable Housing
 Construction: November 2013-March 2014
 Cypress Senior Living consists of the acquisition, rehabilitation and conversion of an existing two-story 18-unit market rate apartment building in need of upgrading, into a fully rehabilitated affordable senior rental project. Upgrades that were incorporated into the building include all new unit interiors, a community garden, and art work from local artists including a community mural. Financing for the project came from the sale of 9% rehab and 4% acquisition Low Income Housing Tax Credits, which the project was awarded in June of 2013. The project consists of 13 studio units and 4 one bedroom units with an additional studio for the onsite manager. Rent restrictions include 62+ years of age and 6 units rented with Veteran preference. Property amenities include a community area with resident computer for internet and printing access, in addition to on-site social services offered to the residents and 10 surface parking spaces. Affordability levels will be at 30%, 35%, 40%, 50%, and 60% AMI levels. The building is a 1920's brick building in the heart of Glendale with immediate access to public transportation, entertainment, and dining options. The Glendale Housing Authority supported the project by providing \$1,447,523 in HOME funds for the rehab in addition to providing a below market permanent loan which eliminates the need for conventional permanent financing. The project achieved over a 25% energy efficiency improvement from the buildings original energy consumption. Cypress Senior was completed in May, 2014 and was leased up using a city sponsored lottery program which attracted 2,680 applicants (an average of over 150 per unit).

For outreach, we collaborated with local artisans to provide a community created public mural, community garden (with regular monthly programming/planting/harvesting for residents led by local expert) designed and built by The Ecology Center, original artwork for common area spaces sourced by non-profit Art From The Ashes, and original custom furniture built by local resident and



furniture designer.

Housing Solution: Senior Affordable Housing (62+)

Government Contact: Mike Fortney, Senior Housing Project Manager - 818-548-3723

Number of Units: 18 Units

Lot Size: .25 Acres

Square Foot Range: 344 - 672 Square Feet

Unit Mix: 14 Studios, 4 1 Bed/1 Bath

Parking Provided: 10 Spaces

Affordability: 30%/35%/40%/50%/60% AMI

Current Status: Stabilized

Financing: 9% LIHTC, Housing Authority HOME Funds

Developer: CDP

Architect: Egan Simon Architects

Contractor: ICON Builders

Property Management: Buckingham Property Management (BPM)

Non-Profit Partner: Integrity

Service Provider: Central Valley Coalition For Affordable Housing

Construction: November 2013-March 2014

FEATURED PROJECT: EL RANCHO 719 E Main St., Mesa, AZ

The El Rancho project is an acquisition/demolition/new construction project of a blighted motel turned apartments in Mesa, Arizona. CDP is constructing a community of 66 units in a 4 story structure that will serve to house families with children. The local community has a large artist contingent as the City of Mesa has invested heavily in pursuit of creating a local culture conducive to supporting the arts. We have been working closely with local artists as well as the City of Mesa's Art Center to create a product that will engage the community in arts and will allow for the installation of public art pieces. This will be the first project of its type in Arizona. All of the units are 2 bedroom and 3 bedroom floor plans and, in addition to the public art spaces, there is also a large communal gallery, a flexible studio space for children's after school programming, a media room, computer lab, an outdoor eating area, a community garden (in cooperation with Mesa Urban Garden), and a pool. The architecture of the building is a contemporary interpretation of a desert hacienda with clean lines, ground floor storefront, metal awnings, and embedded tiles on the facade in a depiction of rain drops. As water indicates an oasis in the desert so too will El Rancho be an oasis for the residents who will call it home. Project completion and C of O were achieved in June, 2015.

For outreach, this project involved collecting input via focus groups and working with local business leaders to develop a concept and design that would act as a catalyst to spur additional revitalization

efforts in the downtown Mesa (AZ) neighborhood. We partnered with a local artist whose family has been in Mesa for generations and he created public and private art installations. His wife's non-profit, Cultural Coalition, is providing ongoing art classes for the the afterschool program hosted at the property for residents' children.

Housing Solution: Permanent Rental Housing

Government Contact: Jeff McVay, Manager of Downtown Transformation, 480-644-5332

Number of Units: 66 Units

Lot Size: 1.4 Acres

Unit Size: 842-1,072 Square Feet

Unit Mix: 5 2 Bed/1 Bath, 36 2 Bed/2 Bath, 25 3 Bed/2 Bath

Parking Provided: Structured parking, 69 spaces

Affordability: 40%/50%/60% AMI

Current Status: Under Construction

Financing: 9% LIHTC, ADOH HOME/HTF, City of Mesa HOME

Sustainability: ADOH Prescriptive Path

Developer: CDP

Architect: Perlman Architects

Contractor: ICON Builders

Property Management: Celtic Property Management

Service Providers: A New Leaf, Cultural Coalition, Mesa Urban Garden

Construction: May 2014-June 2015



FEATURED PROJECT:
BUTTERFIELD RETIREMENT
16505 Butterfield Blvd., Morgan Hill, CA

The Butterfield Retirement project is a new construction project of a fallow plot of land that has not been utilized for decades. The roughly 4 acre parcel is adjacent to The Lodge community that CDP developed from 2012-2014. The site will be improved with a new, 114 unit senior congregate care apartment community. The amenity enriched project will encourage our residents to interact with one another, relax in an environment they can call home, and to thrive within a well amenitized community. The project will act as a complementary project to The Lodge and will be nicely appointed with finishes that are true to the architecture of the building. The project consists of one, two and three bedroom units that provide for independent living. The common area spaces boast a common dining hall, commercial kitchen, theater, card room, library, and craft room as well as an integral outdoor dining

area. Three meals will be offered every day through a meal program managed by local non-profit Loaves & Fishes with minimal, if any, cost to residents. The project outdoor courtyards provide ample outdoor recreation opportunities and an abundance of community gardening areas. Groundbreaking is scheduled to take place Fall 2015.

Housing Solution: Senior Affordable Housing (55+)

Government Contact: Leslie Little – Asst. City Manager – 408-778-6480

Number of Units: 114 Units

Lot Size: 4.0 Acres

Unit Size: 550 – 1,000 Square Feet

Unit Mix: 60 1 Bed/1 Bath, 24 2 Bed/1 Bath, 12 2 Bed/2 Bath, 18 3 Bed/2 Bath

Parking Provided: 1 Space Per Unit

Affordability: 50%/60% AMI

Current Status: Planning

Financing: 4% LIHTC & Tax Exempt Bonds

Sustainability: Green Point Rated



FEATURED PROJECT: ROCKY HILL

Rocky Hill Rd., Vacaville, CA

VCH-Rocky Hill is a proposed 92-unit affordable scattered site development involving acquisition, rehabilitation and new construction. Community Development Partners (CDP) and Vacaville Community Housing (VCH) have formed Trower Housing Partners LP, which will acquire, construct and manage the proposed development. The partnership plans to acquire and rehab Meadows Court apartments, an existing affordable apartment community totaling 51 units currently controlled by Vacaville Community Housing. The property is made up of 2-bedroom Townhome style units, currently rent restricted with AMI levels from 50% to 80% and carry existing soft debt made up of RDA and HOME funds. The scope of rehab will include unit interior and building systems upgrades to improve energy efficiency, enhance living conditions and ensure long term project viability. The new construction portion of the development will entail the acquisition of a 1.42-acre City-owned vacant parcel for construction of 41 new apartment units targeting families and single Veterans. The site plan includes 11 one-bedrooms, 15 three-bedroom and 15 four-bedroom units with surface / tuck-under parking, common areas and onsite property manager. Both properties will be leased and managed by a third party property management company and will include supportive resident services.

Housing Solution:	Family & Supportive Housing, Veteran
Government Contact:	Emily Cantu, Housing & Redevelopment – 707-449-5675
Number of Units:	92 Units
Size:	4 Acres
Unit Size:	640 - 1280 Square Feet
Unit Mix:	21 Studio/1 Bed/1 Bath, 41 2 Bed/2 Bath, 15 3 Bed/2 Bath, 15 4 Bed/2 Bath
Parking Provided:	1.5 Spaces Per Unit
Affordability:	15%-60% AMI
Current Status:	Entitlements
Financing:	4% LIHTC & Tax Exempt Bonds plus RDA and HOME funds, VHHP, Project Based Vouchers
Sustainability:	LEED Platinum



FEATURED PROJECT: CASCADIAN TERRACE

5700 N. Kerby, Portland, OR

Cascadian Terrace is an existing 103-unit affordable apartment community that was purchased by Community Development Partners as part of a preservation strategy. The 4-story property is made up of studio, 1-bedroom and 2-bedroom units, currently rent restricted with AMI levels at or below 60% based on LIHTC that were allocated to the property in 2002. The property operates under a Section 8 project-based HAP contract. The property is located in a rapidly gentrifying neighborhood of NE Portland and CDP has partnered with Portland Community Reinvestment Initiatives as the project Non-Profit sponsor. In 2018 CDP will apply for new 4% LIHTC and complete a full interior renovation while keeping the tenants and HAP contract in place to preserve long term affordability and minimize displacement.

Housing Solution:	Low Income Housing
Number of Units:	103 Units
Size:	1.14 Acres
Unit Size:	332 - 997 Square Feet
Unit Mix:	86 Studio/1 Bath, 16 1 Bed/1 Bath, 1 2 Bed/1 Bath
Parking Provided:	19 Spaces
Affordability:	60% AMI
Current Status:	Stabilized
Financing:	LISC Acquisition Loan, HAP Contract



FEATURED PROJECT: 1ST STREET CARE HOME

2151 East 1st St., Santa Ana, CA

1st Street Care Home consists of the acquisition, rehabilitation and conversion of an existing two-story 77-unit motel in need of upgrading, into a permanent supportive housing project. Upgrades to be incorporated into the building include all new unit interiors, adding community room, offices, common area kitchen, and laundry room. Financing for the project will come from the sale of 4% Low Income Housing Tax Credits along with Tax Exempt Bond Financing. The project will operate under the City of Santa Ana's Care Home definition and will not have kitchens but will have access to a shared kitchen as well as access to meals provided by a local non-profit. Property amenities include a community area with resident computer for internet and printing access, in addition to on-site social services offered to the residents, a pool, onsite laundry and 61 surface parking spaces.

Location:	2151 East 1st St., Santa Ana, CA
Housing Solution:	Permanent Supportive Housing
Number of Units:	72 Units
Size:	1.30 Acres
Unit Size:	640 Square Feet Average
Parking Provided:	61 Spaces
Affordability:	15% - 60% AMI
Current Status:	Entitlements
Financing:	4% LIHTC & Tax Exempt Bonds Project Based Vouchers (through Mercy House partnership)
Sustainability:	LEED



FEATURED PROJECT: POTTERS LANE

15171 Jackson St. Midway City, CA

Potters Lane is a proposed 16-unit permanent supportive housing development involving new construction utilizing repurposed shipping containers. Community Development Partners (CDP) is the Developer for American Family Housing (AFH) and will oversee the project through to stabilized operations after which time AFH will manage the ongoing operations. The underutilized property will be improved with 16 studio apartments restricted with AMI levels from 15% to 40% and 6 of the units will be set aside for Veterans. The property will be leased and managed by AFH and will include supportive resident services onsite and at the AFH headquarters next door.

Housing Solution:	Permanent Supportive Housing
Number of Units:	16 Units
Size:	0.41 Acres
Unit Size:	425 Square Feet
Unit Mix:	16 Studio/1 Bath,
Parking Provided:	5 Spaces
Affordability:	30%-60% AMI
Current Status:	Entitlements
Financing:	VHHP, HOME, AHP, AFH Equity
Sustainability:	LEED Platinum



FEATURED PROJECT: THE MARQUEE **620 N 2nd Ave., Phoenix, AZ**

The Marquee is a 1958 building which exhibits excellent mid-century desert modern architectural elements and was begging to be restored after several decades of neglect. CDP chose the neighborhood for the project based on the transit-oriented, vehicle independent, urban location in the heart of Roosevelt Row Arts District. The building was selected based on the capacity for transformation through an upcycle of an existing structure which would provide a high quality of life to income restricted seniors. The project also features a large mural, a resident herb garden and a rotating gallery of local artists work. Our residents are energized and empowered by the urban location, the sustainable measures incorporated, and the smart interior finishes.

For neighborhood outreach, we polled neighborhood groups and worked with organizations such as the Roosevelt Row Arts District to understand needs of community, create a project that would best accommodate local need from seniors yet be contextual.

Housing Solution: Senior Affordable Housing (62+)

Government Contact: Jeanne Redondo – ADOH Rental Programs Administrator – 602-771-1031

Number of Units: 34 Units

Lot Size: .55 Acres

Unit Size: 600 Square Feet

Unit Mix: 34 1 Bed/1 Bath

Parking Provided: 1 Space Per Unit

Affordability: 40%/50%/60% AMI

Current Status: Stabilized

Financing: 9% LIHTC/State Housing Trust Fund

Sustainability: ADOH Prescriptive Path

Developer: CDP

Architect: Anderson Architects

Contractor: Adolfson Peterson

Property Management: Biltmore Property Management

Service Provider: La Frontera

Construction: October 2012-March 2013



SERVICE PROVIDER / NON-PROFIT CO-GENERAL PARTNER

MERCY HOUSE



Affordable Housing Units Serviced

516

Contact Information

Linda Wilson

807 N Garfield, Santa Ana, CA 92701

lindaw@mercyhouse.net

714.836.7188

Overview / History

Mercy House's primary focus is providing quality permanent housing and services to additional populations that range from extremely low to moderate-income households.

Father Jerome T. Karcher first began reflecting seriously on the plight of the homeless in 1987 while he was Associate Pastor at Saint Norbert's Church in Orange, California. His first efforts were to organize a small group of friends to assist the homeless. As Associate Pastor at Saint Anne Catholic Church in Santa Ana, he became more aware of the needs of both homeless and immigrant populations. One experience concerning the needs of an immigrant young man who was living on the streets in an abandoned garage particularly moved him to respond to the local situation of homelessness. This decision inspired him to found Mercy House as a not-for-profit charitable corporation.

Housing Placement

During the 2013-2014 fiscal year, Mercy House set a goal to prevent or end the homelessness of 500 people. They were able to secure and maintain stable housing for 566 individuals who came through their doors!

Homeless Prevention

Mercy House's Homeless Prevention Program rescued 64 families, including 153 men, women and children, from losing their homes, falling into homelessness and entering the shelter system.

Emergency Shelters and Services

This year, Mercy Housing served 4,353 homeless individuals; meeting immediate needs and providing connections to restore dignity and stability. This includes 2,010 people through their Emergency Shelter Programs, 535 through their Family Redirection Program, 1,384 at the Ontario Access Center, and 424 at the Anaheim Check in Center.

Permanent Housing

Mercy House's ongoing permanent housing programs were able to provide housing to 266 unduplicated individuals; including 177 people through Rapid Re-Housing, 22 through their Shelter Plus Care program, 34 in their Master Leasing Program, and 93 in their affordable housing programs.

Transitional Shelter

This year, Mercy House served 198 homeless men, women and children in their transitional shelters; of those 87% successfully transitioned into their own stable housing, or remain active in our programs. structuring, assets acquisition, and corporate finance. Sean's prior real estate experience includes co-founding Equity West Capital Partners, a Newport Beach real estate investment manager and founding Blackhawk Capital Group, a Newport Beach real estate advisory service and brokerage house. Sean also serves as a member of the board of directors of Eco Land Holdings, an international

C. FINANCIAL CAPACITY

Description of financial strength and ability to obtain project financing, and to provide sufficient equity for the successful completion of the proposed project.

CDP is well capitalized with over \$70 million dollars in active projects under management in which CDP is the General Partner. The Company has no underperforming or overvalued projects that will distract management or tie-up capital.

CDP has been in discussions with several potential lenders and is planning on closing the acquisition transaction using a loan product such as the Golden State Acquisition Fund from LISC or Century. CDP has closed 4 loans with LISC in the past 18 months in Arizona, Oregon, and California and LISC has expressed a strong desire to close this transaction. Given CDP's recent experiences with LISC and seeing that CDP, as a borrower, is fully vetted and approved, CDP's plan is to move forward with LISC. The LISC loan will be a 36 month term with potential extensions which will provide ample time for CDP to seek and secure an allocation of Low Income Housing Tax Credits (LIHTC).

i. Include a description of current relationships with major lending institutions.

The following financial partners have been involved in recent transactions with CDP and are provided as professional financial references.

LISC (www.lisc.org)

Role: Lender

Affordable Housing Units Financed: 313,400

Key Representative: Celia Smoot, National Housing Director

Email: Csmoot@lisc.org | Tel: 215.370.0919



Boston Financial (www.bfim.com)

Role: Tax Credit Investor

Affordable Housing Units Invested In: 169,000

Tax Credit Investments Under Management: \$9,200,000,000

Key Representative: Roy Faerber, Senior Vice President

Email: Roy.farber@bfim.com | Tel: 310.860.1321

Projects: Lodge (tax credit equity - syndicated via BF to Mass Mutual); Cypress (tax credit equity - syndicated into multi-investor fund)



Citi (www.citi.com)

Role: Construction Lender

Total Loans Originated For Affordable Projects: \$3,222,000,000 in 2014

Key Representative: Mike Hemmens, Director

Email: mike.hemmens@citi.com | Tel: 805.557.0933

Projects: Cypress (construction)



Alliant Capital (www.newportpartners.com)

Role: Tax Credit Investor

Affordable Housing Units Invested In: 13,300

Key Representative: Ruby Dhillon, Vice President

Email: rdhillon@newportpartners.com | Tel: 714.623.3196

Projects: El Rancho (tax credit equity - syndicated to JP Morgan)



Chase (www.chase.com)

Role: Construction Lender

Total Loans Originated For Affordable Projects: \$1,287,000,000 in 2014

Key Representative: Alice Carr, Western Regional Manager

Email: alice.carr@chase.com

Tel: 213.621.8396

Projects: El Rancho (construction loan)



- ii. *The developer which is selected for recommendation to City Council, or if a partnership, the team members who will retain an ownership interest in the project, will be required to submit complete financial statements for the last three years. Because of the possibility of public records requests, the City cannot guarantee that these statements will remain confidential.*

Should CDP be selected for recommendation to City Council, CDP agrees to submit complete financial statements for the last three years. CDP understands that because of the possibility of public records requests, the City cannot guarantee that these statements will remain confidential.

D. REFERENCES

Include a list of at least three references from public agency partners and professional lenders and investors with full names, contact information, and identification of the project(s) worked on.

FINANCIAL REFERENCES

CDP is pleased to provide the following financial references. The financial references are able to detail their relationship, investments and experience working with CDP.

Investor

Entity Boston Financial Investment Management, LP
Contact Roy Faerber, Senior Vice President - Equity Production
Phone 617-488-3390
Email/Web roy.fauber@bfim.com | www.bfim.com
Address 1801 Century Park East, 22nd Floor, Los Angeles, CA 90067
Projects Lodge (tax credit equity); Cypress (tax credit equity - syndicated into multi-investor fund)

Investor

Entity Alliant Capital
Contact Ruby Dhillon, Vice President
Phone 818-668-2819
Email ruby.dhillon@alliantcapital.com
Address 21600 Oxnard Street, 12th Floor, Woodland Hills, CA 91367
Projects Marquee (tax credit equity)

Lender

Entity Citi Bank
Contact Mike Hemmens, Director, City Community Capital
Phone 805-557-0933
Email mike.hemmens@citi.com
Address 325 E Hillcrest Dr., Suite 160, Thousand Oaks, CA 91360
Projects Lodge (construction and perm)

Lender

Entity LISC
Contact Celia Smoot, National Director of Housing
Phone 804-358-2421, ext. 26
Email csmoot@lisc.org
Address 413 Stuart Circle, Suite 300, Richmond, VA 23220

Lender

Entity Chase
Contact Alice Carr, Western Regional Manager, Community Development Banking
Phone 213-621-8396
Email alice.carr@chase.com
Projects El Rancho (construction loan)

GOVERNMENT REFERENCES

The references provided below will detail their time and experience currently working with CDP on public/private partnerships as part of our affordable communities.

City of Glendale

Contact Mike Fortney, Housing Project Manager
 Email mfortney@ci.glendale.ca.us
 Phone 818-548-3723
 Address 141 N. Glendale Ave., Suite 202, Glendale CA 91206

Contact Peter Zovak, Deputy Director of Housing, Community Development
 Email pzovak@glendaleca.gov
 Phone 818-548-3111
 Address 141 N. Glendale Avenue, Room 202, Glendale, CA 91206
 Projects Cypress Senior Living

City of Mesa

Contact John Wesley, Planning Director
 Email john.wesley@mesaaz.gov
 Phone 480-644-2181
 Address 55 N. Center St., Mesa, AZ 85201
 Projects El Rancho

City of Morgan Hill

Contact Mayor Steve Tate
 Email steve.tate@morganhill.ca.gov
 Phone 408-778-6480
 Address 17555 Peak Avenue, Morgan Hill, CA 95037
 Projects The Lodge; Butterfield Retirement

3. AMOUNT OF FUNDS REQUESTED

AMOUNT OF FUNDS REQUESTED

CDP anticipates requesting **\$1.5 million of funds**, as a residual receipts loan, to purchase and rehabilitate the 12-unit subject property. The funding will be structured as a loan so that the funds can eventually be redeployed by the City

A detailer Development Pro Forma is available in *Section 5* of this document.

4. PROJECT DESCRIPTION

A. DEVELOPMENT CONCEPT

The development concept for the site or a description (with photographs) of the site, building, proposed building square footage, number and size of units/ bedrooms, total parking spaces, proposed ingress and egress, proposed rents and tenant incomes, any special needs groups to be served, amenities to be provided to the tenants, and resident manager’s unit. If there will not be a resident manager for a rental project, describe in detail how the project will be managed.

PROPERTY DESCRIPTION

Constructed in 1963 This 12-unit, Newport Beach property is one of very few buildings of this size in all of Newport Beach.

This is one of the few buildings exceeding four units in the immediate West Newport Beach area including the peninsula.

The Newport Shores apartments are located in the coastal and beach-adjacent area known as West Newport. All units are one-bedroom/one-bathroom, some with large balconies. There are ten covered carports, and three units come with an enclosed garage.

CDP will complete minimal repairs to the building until the tax credit financing is awarded at which time a substantial renovation of the interior units will take place as well. Our General Contractor has walked and inspected the property already. Given the small number of units and relative condition of the building, we have in-depth knowledge of the property’s physical condition.

PROPERTY SUMMARY

Units	12
Year Built	1963
Total SF	4,825±
Parcel Number	045-114-15
Buildings	2-Story, Garden-Style
Construction Type	Frame & Stucco
Roof Type	Flat Built-Up

Parking 10 Carport Spaces, 3 Enclosed Garages
Ingress/Egress Via PCH or 60th Street

UNIT AMENITIES

- Granite Countertops*
 - New Kitchen Appliances*
 - New Flooring*
 - Balconies*
- * Select Units

COMMON AREA AMENITIES

- Three Enclosed Garages
- Ten Carports
- Laundry Room
- Private Swimming Pool
- Located just off Pacific Coast Highway
- Nearby Amenities
- Additionally, there will be offsite services provided by Mercy House (see *Statement of Qualifications* for detailed overview)

SPECIAL NEEDS GROUPS SERVED

Four (4) units will be set aside for developmentally disabled residents. Additionally, CDP is currently researching the feasibility of setting aside units for veterans, and will include such in the program if possible.

PROPERTY MANAGEMENT

The project will be managed by Buckingham Property Management, who currently has 5,000+ units under management. The management company would handle day-to-day operations, including compliance, leasing and marketing, maintenance, rent collection and lease enforcement, as well as other customary management duties.

Since 1974, its founder Paul Chubick managed a broad range of properties throughout California while developing a special knowledge of residential properties in cities both large and small of the central San Joaquin Valley. Buckingham

UNIT MIX AND TENANT INCOME

Type	AMI	# Units	Monthly Gross Rent	Utility Allowance	Net Monthly Rent	Monthly Potential Rent	Annual Tax Credit Potential
1 Bed - 1 Bath - Voucher	30%	4	\$1,283	\$42	1,241	\$4,964	\$59,568
1 Bed - 1 Bath	40%	2	\$703	\$42	661	\$1,322	\$15,864
1 Bed - 1 Bath	50%	3	\$878	\$42	836	\$2,508	\$30,096
1 Bed - 1 Bath	60%	3	\$1,054	\$42	1,012	\$3,036	\$36,432
Totals		12				\$11,830	\$141,960

currently manages over 5,000 units in a wide range of conventional and compliance apartment communities. Buckingham Property Management has extensive experience in working with clients to develop new sites and successfully complete the rent up process quickly.

With over 30 years of experience with specialized housing programs such as Sec 42 Tax Credit, RD 514-515, HUD, HCD, AHP, Bond and CalHFA; Buckingham has the proven track record to handle the complexities of regulations and requirements that are an ever increasing burden in residential properties. Buckingham Property Management has extensive experience with the initial lease up, rehabilitation, and ongoing operation of

Conventional-Compliance apartment projects throughout California. Expertise in quickly achieving and then maintaining high occupancy at competitive rents combined with strong cost control and economy of operations has resulted in outstanding satisfaction by our clients.

Services will be provided by Mercy House (and potentially another local non-profits if the project houses veterans)

PROPERTY PHOTOS

On the following pages, please find photographs of the site and property in its current condition.

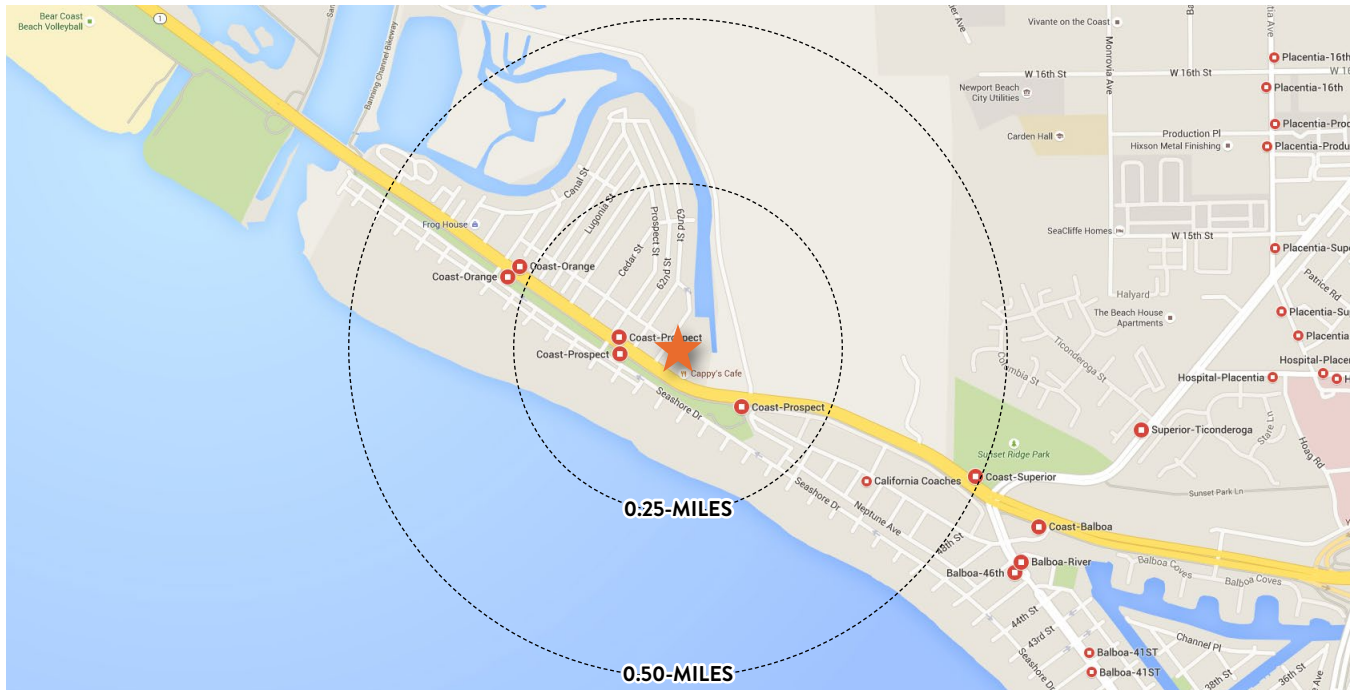




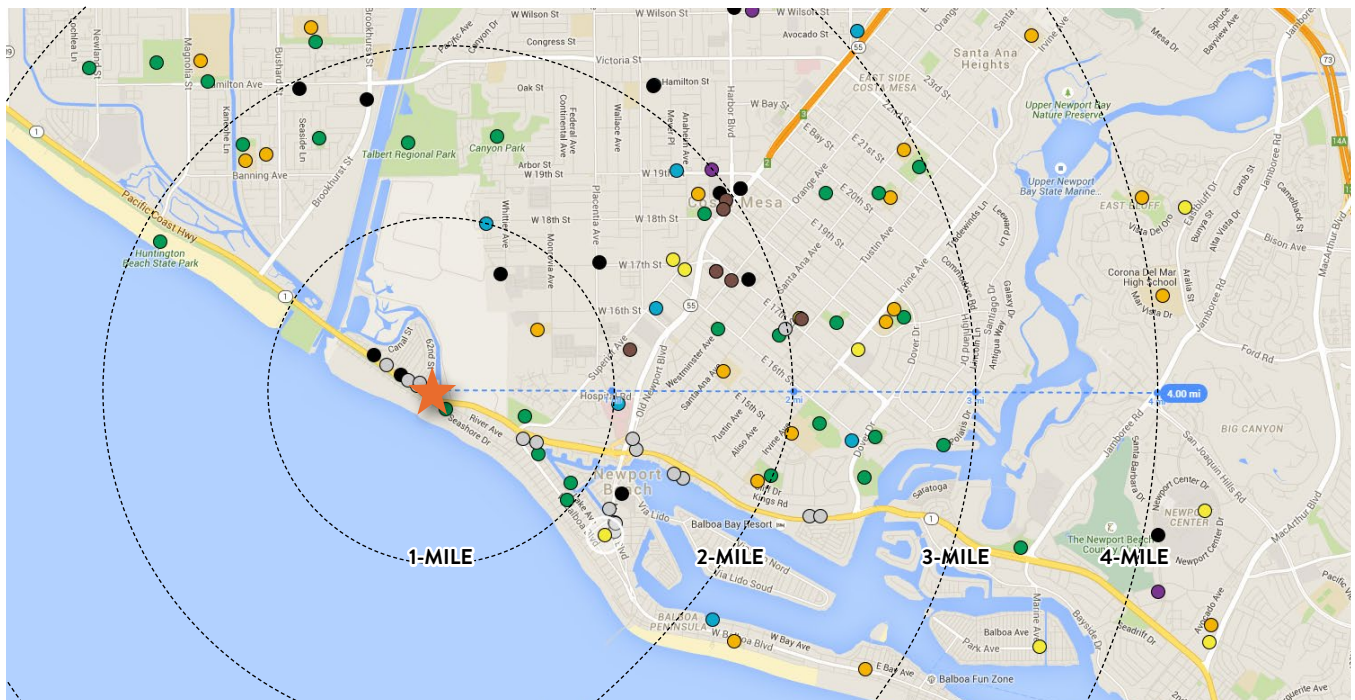




TRANSPORTATION OPTIONS (BUS STOPS)



LOCAL SERVICES AND AMENITIES

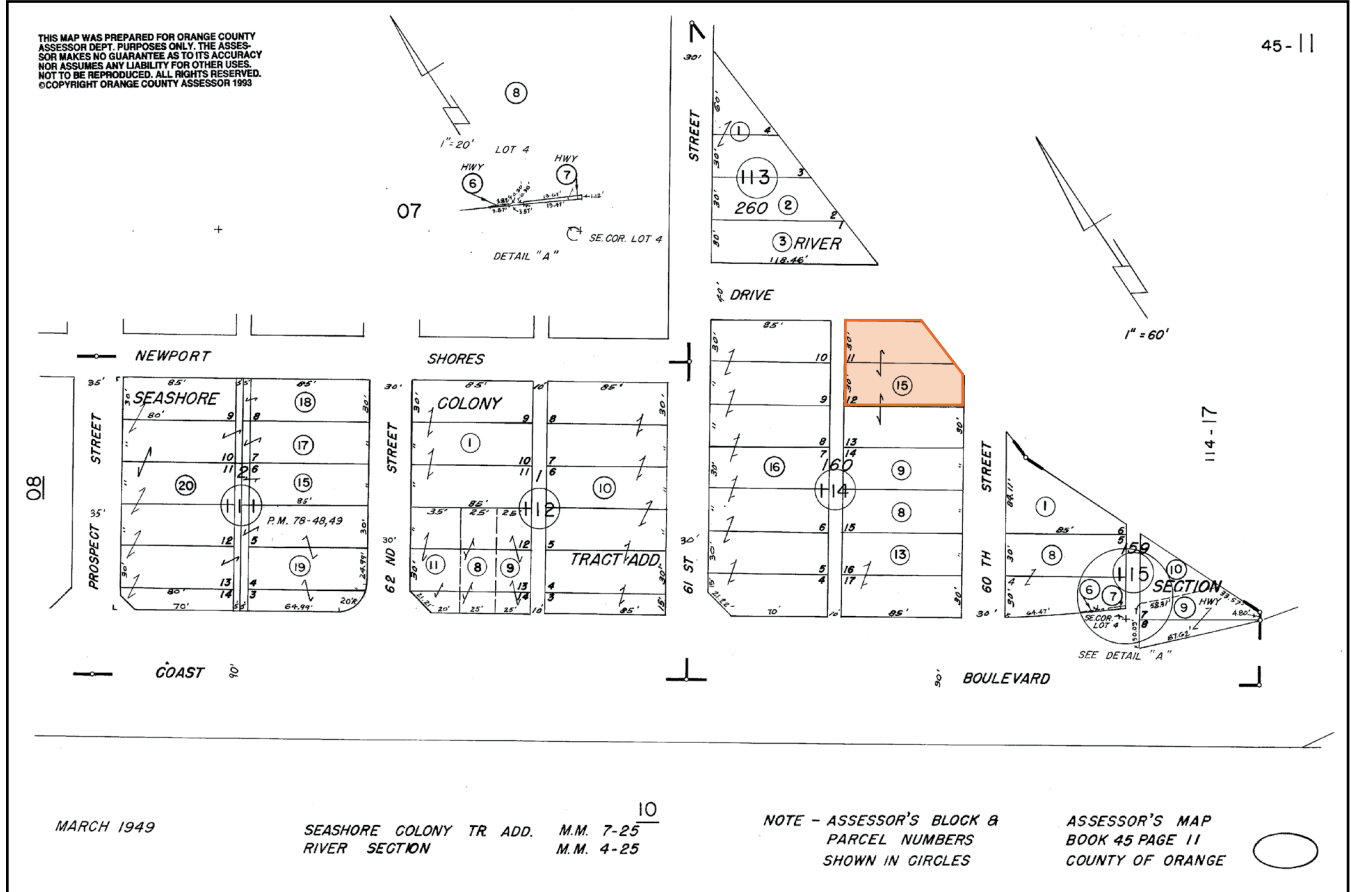


- Banks
- Retail / Entertainment
- Grocery Stores/Supermarkets
- Restaurants
- Medical / Social Services
- Schools / Libraries
- Parks

D. GRAPHIC DEPICTION OF PROPOSED PROJECT

Provide a graphic depiction of the proposed project consisting of a preliminary site plan and elevation.

ASSESSOR MAP



ELEVATION



SITE PLAN



E. DESCRIPTION OF HOW THE PROJECT WILL BE MANAGED

The project will be managed by Buckingham Property Management, who currently has 5,000+ units under management. The management company would handle day-to-day operations, including compliance, leasing and marketing, maintenance, rent collection and lease enforcement, as well as other customary management duties.

Since 1974, its founder Paul Chubick managed a broad range of properties throughout California while developing a special knowledge of residential properties in cities both large and small of the central San Joaquin Valley. Buckingham currently manages over 5,000 units in a wide range of conventional and compliance apartment communities. Buckingham Property Management has extensive experience in working with clients to develop new sites and successfully complete the rent up process quickly.

With over 30 years of experience with specialized housing programs such as Sec 42 Tax Credit, RD 514-515, HUD, HCD, AHP, Bond and CalHFA; Buckingham has the proven track record to handle the complexities of regulations and requirements that are an ever increasing burden in residential properties. Buckingham Property Management has extensive experience with the initial lease up, rehabilitation, and ongoing operation of Conventional-Compliance apartment projects throughout California. Expertise in quickly achieving and then maintaining high occupancy at competitive rents combined with strong cost control and economy of operations has resulted in outstanding satisfaction by our clients.

Services will be provided by Mercy House (and potentially another local non-profits if the project houses veterans)

F. EVIDENCE OF SITE CONTROL

Provide evidence of site control. Site control must be maintained until the property is acquired.



June 29, 2015

Steven Brombal
Broker
Hendricks-Berkadia
5000 West Birch Street
Suite 4000
Newport Beach, CA 92660

Re: Letter of Intent for 12 unit apartment building located at 6001 Newport Shores Drive, Newport Beach, APN 045-114-15

Dear Mr. Brombal:

The purpose of this letter is to set forth the terms and conditions under which Community Development Partners ("Buyer") will enter into an agreement with Paul Stephen Foley Trust ("Seller") for the purchase of the above referenced property, including the land and all improvements, development rights, contracts, and fees paid pertaining thereto (collectively "Property").

1. **Purchase Price.** The purchase price will be Three Million Four Hundred Ninety Five Thousand Dollars (\$3,495,000).
2. **Payment of Purchase Price.** The purchase price for the Property will be paid as follows:
 - (a) Buyer will deposit into escrow One Hundred Thousand Dollars (\$100,000) ("Earnest Deposit") within one (1) day following the opening of escrow. Earnest Deposit shall become non-refundable based on milestones below. All deposits are applicable to the Purchase Price, the balance of which will be paid in full at Close of Escrow.
 - (b) Fifty Thousand Dollars (\$50,000) of the Earnest Deposit to be non-refundable upon the approval of the Due Diligence Period.
 - (c) Fifty Thousand Dollars (\$50,000) of the Earnest Deposit to be non-refundable upon final approval received from Buyer's lender.
3. **Title.** Title to the Property will be conveyed to Buyer by grant deed on close of escrow. Title shall be conveyed subject to no monetary liens except for the payment of non-delinquent real property taxes, or other exceptions approved by Buyer.
4. **Escrow.** The "Opening of Escrow" shall be defined as the date on which escrow holder has received the fully executed Purchase and Sale Agreement from Buyer and Seller herein. Escrow

P.S.F



CDP

COMMUNITY DEVELOPMENT PARTNERS

holder is instructed to notify Buyer and Seller in writing of the exact date of Opening of Escrow. The escrow holder and Title Company will be Lawyers Title – Joy Eaton of Newport Beach, CA.

5. **Contingencies.** Buyer's intention to close escrow will be subject to Buyer conducting and approving of Buyer's due diligence. Buyer will have 21 days from the Opening of Escrow ("Physical Inspection Contingency") to conduct physical inspections and review Seller documents pertaining to the physical structure. Buyer will have 30 days from the Opening of Escrow ("Due Diligence Period") to conduct a full review and evaluation of the balance of this transaction, including but not limited to title, City of Newport Beach financing, environmental review, permits and approvals, utilities, and seller provided documents. Seller will accommodate Buyer's reasonable requests and cooperation with Buyer's due diligence including allowing access to Buyer and Buyer's 3rd party representatives as reasonably necessary to complete the due diligence. Due Diligence Period will be automatically extended if the City of Newport Beach RFP funding commitment has not been received up to a maximum of 30 additional days.
6. **Title Insurance.** Seller will provide an ALTA Owner's Policy of Title Insurance ("Title Policy") in the amount of the purchase price. The title insurance policy will be subject only to those matters of title approved by Buyer at Buyer's reasonable discretion.
7. **Closing.** Escrow shall close on or before the date that is 30 days from the approval of the Due Diligence Period ("Close of Escrow"). Closing shall be contingent upon Buyer's approval of Due Diligence Period, including the City of Newport Beach RFP funding commitment. Buyer may extend the Close of Escrow by 30 days by releasing any remaining earnest money deposit to Seller.
8. **Closing Costs, Credits and Prorations.** Seller will pay the cost of the Title Policy. Seller will pay the cost of documentary transfer taxes and one-half of the escrow fees. All other costs will be allocated between Buyer and Seller in accordance with customary practice of the County in which the Property is located. Real property taxes and any other matters to be prorated will be prorated as of the Close of Escrow.
9. **Right of Entry.** During escrow, Buyer and Buyer's 3rd party consultants will have the right to enter the Property for reason of inspections pertaining to Buyer's due diligence. Buyer must give Seller reasonable notice of entry not less than 24 hours
10. **Broker's Commission.** Seller will pay brokerage commission pursuant to an outside agreement with broker representing Seller. Buyer is represented by Berkadia.
11. **Nominee.** Buyer shall have the right to assign the Purchase and Sale Agreement ("PSA") to a limited partnership where Buyer will be a General Partner.

DCF



- 12. **Preparation of Purchase Agreement.** Within seven business (7) days of the signing of this letter by Seller and the receipt thereof by Buyer, Buyer and Seller will execute a mutually acceptable PSA that shall serve as lawfully binding escrow instructions to escrow holder.
- 13. **Exclusive Right to Negotiate.** In consideration of the effort and expense to be expended by the Buyer from the point at which the parties execute this "Letter of Intent", Seller agrees NOT to consider or solicit offers to purchase the Property from any other source during the time that the parties are negotiating in good faith the PSA.

If our proposal is acceptable, please execute the enclosed copy of this letter in the space provided and return to us on or before 5:00 p.m. on June 29th, 2015.

Sincerely,

Eric Paine
CEO

APPROVED AND ACCEPTED BY SELLER THIS
29 DAY OF JUNE, 2015

By (Seller): Danny P. Foley
Name: JANNY P FOLEY

G. COMMUNITY OUTREACH

Provide a plan for conducting community outreach to the neighbors of the proposed project and community groups. The outreach plan should describe how the proposer intends to build support for the project and address community concerns. The outreach plan should also discuss any anticipated community concerns and how they will be handled.

As with all our projects, CDP will actively engage the community for input and to address concerns the regarding Newport Shores project. We would work closely with the City of Newport to organize outreach sessions as efficiently and effectively as possible.

The most common concern with affordable housing communities is the impact the tenants would have on the neighborhood. We believe we can sensitively address this concern by explaining that any special tenants would be actively managed by experienced case workers. Furthermore, the quality of the rehabilitation is likely to be of higher grade than many area market rate projects. CDP prides itself on delivering institutional quality assets with a productive, deserving tenant base.

5. DEVELOPMENT PRO FORMA

PROJECT FINANCING SUMMARY

Project Milestone	Date	Amount
City Council Project Selection	Aug-15	1,500,000
Preparation and Approval of Construction Plans	Aug-15	
Property Acquisition / Bridge Loan Closing	Sep-15	3,589,365
AHP FHLB-SF Application	Mar-16	144,000
LIHTC 9% Application	Mar-16	2,755,102
AHP Award	May-16	144,000
LIHTC 9% Award	May-16	2,755,102
Construction Commence/LP Closing	Sep-16	3,003,837
Anticipated Construction Completion	Jan-17	N/A
Lease-up	Jan-17	
Stabilization (Lease-up Complete)	Mar-17	
Perm Loan Closing (Conversion)	Jul-17	1,015,000
8609s	Aug-17	N/A

Uses

Acquisition	3,589,365
Direct Construction Costs	971,040
Construction Contingency	97,104
Indirect and Soft Costs	205,004
Developer Fee	344,658
Financing Costs	292,316
Project Reserves	32,540
TOTAL	5,532,027

Sources

Tax Credit Equity	2,755,102
1st Mortgage Permanent Debt	1,015,000
City of NB Note	1,500,000
AHP	144,000
Income During Rehab	25,000
Deferred Developer Fee	92,925
TOTAL	5,532,027

Other Information:

LIHTC Equity Pricing	1.10
LIHTC Credits to Investor	2,504,638
Construction/Bridge Loan	3,003,837
9% LIHTC Application Score (Max)	148
LIHTC App Tie-Breaker	37.05%
TOTAL Units	12

DEVELOPMENT BUDGET

	TOTAL PROJECT COST	RES. COST	TAX CREDIT EQUITY	Permanent Financing Sources						70% PVC for New Const/Rehab	30% PVC for Acq
				Permanent Loan	Deferred Developer Fee	City of NB Note	AHP	Income During Rehab	SUBTOTAL		
LAND COST/ACQUISITION											
Land Cost or Value	873,750	873,750				873,750			873,750		
Total Land Cost or Value	873,750	873,750	-	-	-	873,750	-	-	873,750		
Existing Improvements Value	2,621,250	2,621,250	2,621,250						2,621,250		2,621,250
Total Acquisition Cost	2,621,250	2,621,250	2,621,250	-	-	-	-	-	2,621,250		2,621,250
Total Land Cost / Acquisition Cost	3,495,000	3,495,000	2,621,250	-	-	873,750	-	-	3,495,000		
Predevelopment Interest/Holding Cost	94,365	94,365				94,365			94,365		
REHABILITATION											
Structures	840,000	840,000		840,000					840,000	840,000	
General Requirements	50,400	50,400	50,400						50,400	50,400	
Contractor Overhead	16,800	16,800	16,800						16,800	16,800	
Contractor Profit	50,400	50,400	46,122			4,278			50,400	50,400	
General Liability Insurance	6,300	6,300				6,300			6,300	6,300	
Other: P&P Bond	7,140	7,140				7,140			7,140	7,140	
Total Rehabilitation Costs	971,040	971,040	113,322	840,000	-	17,718	-	-	971,040	971,040	-
Total Relocation Expenses	42,000	42,000	-	-	-	375	41,625		42,000	42,000	-
ARCHITECTURAL FEES											
Design	50,000	50,000				50,000			50,000	50,000	
Total Architectural Costs	50,000	50,000	-	-	-	50,000	-	-	50,000	50,000	-
Total Survey & Engineering	11,000	11,000	-	-	-	11,000	-	-	11,000	11,000	-
CONSTRUCTION INTEREST & FEES											
Construction Loan Interest	45,000	45,000				45,000			45,000	22,500	
Origination Fee	22,500	22,500				22,500			22,500	22,500	
Title & Recording	10,000	10,000				10,000			10,000	10,000	
Taxes	6,941	6,941				6,941			6,941	6,941	
Insurance	5,664	5,664				5,664			5,664	5,664	
Other: (Lender 3rd Party Reports)	13,137	13,137				13,137			13,137	13,137	
Other: (Construction Period Inspections)	2,000	2,000				2,000			2,000	2,000	
Total Construction Interest & Fees	105,241	105,241	-	-	-	105,241	-	-	105,241	82,741	-
PERMANENT FINANCING											
Loan Origination Fee	10,150	10,150		10,150					10,150		
Title & Recording	5,000	5,000		5,000					5,000		

DEVELOPMENT BUDGET

	Permanent Financing Sources										
	TOTAL PROJECT COST	RES. COST	TAX CREDIT EQUITY	Permanent Loan	Deferred Developer Fee	City of NB Note	AHP	Income During Rehab	SUBTOTAL	70% PVC for New Const/Rehab	30% PVC for Acq
Other: Lender Legal & 3rd Party Reports	10,000	10,000	-	10,000		-			10,000		
Other: Syndication	20,000	20,000	-	20,000		-			20,000		
Total Permanent Financing Costs	45,150	45,150	-	45,150	-	-	-	-	45,150		
Subtotals Forward	4,813,796	4,813,796	2,734,572	885,150	-	1,152,449	41,625	-	4,813,796	1,156,781	2,621,250
LEGAL FEES											
Lender Legal Paid by Applicant	30,000	30,000	-			30,000			30,000	30,000	-
Other: Borrower Legal Fees	80,000	80,000	-			80,000			80,000	80,000	-
Total Attorney Costs	110,000	110,000	-	-	-	110,000	-	-	110,000	110,000	-
RESERVES											
3-Month Operating Reserve	32,540	32,540	-			32,540			32,540		
Total Reserve Costs	32,540	32,540	-	-	-	32,540	-	-	32,540		
APPRAISAL											
Total Appraisal Costs	3,500	3,500	-			3,500			3,500	3,500	-
Total Contingency Cost	97,104	97,104	-			97,104			97,104	97,104	-
OTHER PROJECT COSTS											
TCAC App/Allocation/Monitoring Fees	16,530	16,530	16,530			-	-		16,530		
Environmental Audit	4,000	4,000	4,000			-	-		4,000	4,000	-
Permit Processing Fees	10,000	10,000	-			10,000	-		10,000	10,000	-
Marketing	2,400	2,400	-			2,400	-		2,400		-
Furnishings	6,000	6,000	-			6,000	-		6,000	6,000	-
Market Study	5,500	5,500	-			5,500	-		5,500	5,500	-
Accounting/Reimbursables	37,000	37,000	-			37,000	-		37,000	37,000	-
Soft Cost Contingency	10,000	10,000	-			10,000	-		10,000	10,000	-
Other: Relocation Study	2,500	2,500	-			2,500	-		2,500	2,500	-
Other: Environmental Remediation	30,000	30,000	-			5,000	-	25,000	30,000	30,000	-
Other: CNA / Energy Audit	6,500	6,500	-			6,500			6,500		
Total Other Costs	130,430	130,430	20,530	-	-	84,900	-	25,000	130,430	105,000	-
SUBTOTAL PROJECT COST	5,187,370	5,187,370	2,755,102	885,150	-	1,480,493	41,625	25,000	5,187,370	1,472,385	2,621,250
DEVELOPER COSTS											
Developer Overhead/Profit	344,658	344,658	-	129,850	92,925	19,507	102,375		344,657	213,595	131,063
Total Developer Costs	344,658	344,658	-	129,850	92,925	19,507	102,375	-	344,657	213,595	131,063
TOTAL PROJECT COSTS	5,532,027	5,532,027	2,755,102	1,015,000	92,925	1,500,000	144,000	25,000	5,532,027	1,685,980	2,752,313

FINANCING SOURCES AND USES

Construction

Uses

Acquisition	\$3,589,365
Direct Construction Costs	\$971,040
Construction Contingency	\$97,104
Indirect and Soft Costs	\$205,004
Developer Fee	\$344,658
Financing Costs	\$292,316
Project Reserves	\$32,540
Total Uses	\$5,532,027

Sources

Tax Credit Equity	\$688,775
Construction Loan	\$3,003,837
City of NB Note	\$1,500,000
Deferred Costs	\$339,414
Total Sources	\$5,532,027

Permanent

Uses

Acquisition	\$3,589,365
Direct Construction Costs	\$971,040
Construction Contingency	\$97,104
Indirect and Soft Costs	\$205,004
Developer Fee	\$344,658
Financing Costs	\$292,316
Project Reserves	\$32,540
Total Uses	\$5,532,027

Sources

Tax Credit Equity	\$2,755,102
1st Mortgage Permanent L	\$1,015,000
City of NB Note	\$1,500,000
AHP	\$144,000
Income During Rehab	\$25,000
Deferred Developer Fee	\$92,925
Total Sources	\$5,532,027

UNIT MIX AND INCOME ANALYSIS

Rental Income								
Unit Type	Unit Sqft	Unit Count	AMI Level	Gross* Rent	*Utility Allowance	Net Rent	Monthly Rent	Annual Rent
1 Bed - 1 Bath - Voucher	400	4	30%	1283	42	1241	4,964	59,568
1 Bed - 1 Bath	400	2	40%	703	42	661	1,322	15,864
1 Bed - 1 Bath	400	3	50%	878	42	836	2,508	30,096
1 Bed - 1 Bath	400	3	60%	1,054	42	1,012	3,036	36,432
Totals		12					11,830	141,960

Base Year Cash Flow				
		Monthly	Annual	Per Unit
RENTAL INCOME		11,830	141,960	11,830
Total Other Income			1,440	120
Total Rental & Other Income			143,400	11,950
Vacancies	2.00%		(2,868)	(239)
TOTAL INCOME			140,532	11,711
EXPENSES				
Operating Expenses			7,027	586
Administrative			7,186	599
Payroll			9,713	809
Maintenance			11,187	932
Utilities			8,738	728
Insurance (& taxes if any)			8,949	746
Service Amenities			1,200	100
Replacement Reserves			3,600	300
TOTAL EXPENSES			57,600	4,800
CASH FOR DEBT SERVICE			82,932	6,911
PERM LOAN DEBT			72,559	7,217
NET CASH FLOW			10,373	1,083
PERMANENT LOAN SIZING				
Amortization Years			30	
DCR			1.14	
Interest Rate			5.85%	
Total Financing			\$1,015,000	

*Voucher unit is based on FMR. Mercy House will provide rental assistance for 4 chronically homeless individuals.

30-YEAR CASH FLOW

RENTAL INCOME	No. of Unit	Monthly Rents	Annual Increase	Year-1	Year-2	Year-3	Year-4	Year-5	Year-6
1 Bed - 1 Bath - Voucher	4	1,241	2.00%	59,568	60,759	61,975	63,214	64,478	65,768
1 Bed - 1 Bath	2	661	2.00%	15,864	16,181	16,505	16,835	17,172	17,515
1 Bed - 1 Bath	3	836	2.00%	30,096	30,698	31,312	31,938	32,577	33,228
1 Bed - 1 Bath	3	1,012	2.00%	36,432	37,161	37,904	38,662	39,435	40,224
TOTAL RENTAL INCOME	12			141,960	144,799	147,695	150,649	153,662	156,735
Other Income	\$ 10.00		2.00%	1,440	1,469	1,498	1,528	1,559	1,590
TOTAL POTENTIAL INCOME				143,400	146,268	149,193	152,177	155,221	158,325
Less Vacancy Allowance			2.00%	-2,868	-2,925	-2,984	-3,044	-3,104	-3,167
GROSS INCOME				140,532	143,343	146,209	149,134	152,116	155,159

OPERATING EXPENSES	Per Unit/Yr	%AGI	Incr/yr	Year-1	Year-2	Year-3	Year-4	Year-5	Year-6
Management Fees (Per Mo)	\$ 585.55	5.00%	3.00%	7,027	7,237	7,455	7,678	7,909	8,146
Administration	\$ 598.87	5.11%	3.00%	7,186	7,402	7,624	7,853	8,088	8,331
Payroll	\$ 809.43	6.91%	3.00%	9,713	10,005	10,305	10,614	10,932	11,260
Maintenance	\$ 932.25	7.96%	3.00%	11,187	11,523	11,868	12,224	12,591	12,969
Utilities	\$ 728.18	6.22%	3.00%	8,738	9,000	9,270	9,548	9,835	10,130
Insurance / Taxes	\$ 745.72	6.37%	3.00%	8,949	9,217	9,494	9,778	10,072	10,374
Service Amenities	\$ 100.00	0.85%	3.00%	1,200	1,236	1,273	1,311	1,351	1,391
TOTAL OPER. EXPENSES	\$4,500			54,000	55,620	57,289	59,007	60,777	62,601

REPLACEMENT RESERVES	\$300		3.00%	3,600	3,708	3,819	3,934	4,052	4,173
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Cash Flow Available for DSC				82,932	84,015	85,102	86,193	87,287	88,384
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DEBT SERVICE	Amount	Rate	DCR	Year-1	Year-2	Year-3	Year-4	Year-5	Year-6
Permanent Loan Hard Debt	\$1,015,000	5.85%	1.14	72,559	72,559	72,559	72,559	72,559	72,559
NET CASH FLOW				10,373	11,456	12,543	13,634	14,728	15,825

MANAGEMENT FEES	Amount	Incr/yr	Year-1	Year-2	Year-3	Year-4	Year-5	Year-6
LP Asst Mgmt Fee	\$1,000	3.00%	1,000	1,030	1,061	1,093	1,126	1,159
MGP Mgmt Fee	\$500	3.00%	500	515	530	546	563	580
CASH FLOW AFTER FEES			8,873	9,911	10,951	11,994	13,040	14,087

DEFERRED FEE & AGP FEE	Amount	Incr/yr	Year-1	Year-2	Year-3	Year-4	Year-5	Year-6
Deferred Fee Payment	\$92,925		8,873	9,911	10,951	11,994	13,040	14,087
Co-GP (Dev) Incentive Fee	\$1,000	3.00%	0	0	0	0	0	0
CASH FLOW AFTER FEES			0	0	0	0	0	0

CITY OF NB NOTE	Amount	Rate	Year-1	Year-2	Year-3	Year-4	Year-5	Year-6
Surplus Cash Flow Payments	\$1,500,000	0.0%	0	0	0	0	0	0
SOFT LOAN BALANCE			1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000

30-YEAR CASH FLOW

RENTAL INCOME	Year-7	Year-8	Year-9	Year-10	Year-11	Year-12	Year-13	Year-14	Year-15
1 Bed - 1 Bath - Voucher	67,083	68,425	69,793	71,189	72,613	74,065	75,547	77,058	78,599
1 Bed - 1 Bath	17,865	18,223	18,587	18,959	19,338	19,725	20,119	20,522	20,932
1 Bed - 1 Bath	33,893	34,571	35,262	35,968	36,687	37,421	38,169	38,932	39,711
1 Bed - 1 Bath	41,028	41,849	42,686	43,540	44,410	45,299	46,205	47,129	48,071
TOTAL RENTAL INCOME	159,870	163,067	166,329	169,655	173,048	176,509	180,040	183,640	187,313
Other Income	1,622	1,654	1,687	1,721	1,755	1,790	1,826	1,863	1,900
TOTAL POTENTIAL INCOME	161,492	164,722	168,016	171,376	174,804	178,300	181,866	185,503	189,213
Less Vacancy Allowance	-3,230	-3,294	-3,360	-3,428	-3,496	-3,566	-3,637	-3,710	-3,784
GROSS INCOME	158,262	161,427	164,656	167,949	171,308	174,734	178,229	181,793	185,429
OPERATING EXPENSES	Year-7	Year-8	Year-9	Year-10	Year-11	Year-12	Year-13	Year-14	Year-15
Management Fees (Per Mo)	8,390	8,642	8,901	9,168	9,443	9,726	10,018	10,319	10,628
Administration	8,581	8,838	9,104	9,377	9,658	9,948	10,246	10,554	10,870
Payroll	11,598	11,946	12,304	12,673	13,054	13,445	13,849	14,264	14,692
Maintenance	13,358	13,759	14,171	14,597	15,034	15,485	15,950	16,429	16,921
Utilities	10,434	10,747	11,069	11,401	11,743	12,096	12,459	12,832	13,217
Insurance / Taxes	10,685	11,006	11,336	11,676	12,026	12,387	12,759	13,141	13,536
Service Amenities	1,433	1,476	1,520	1,566	1,613	1,661	1,711	1,762	1,815
TOTAL OPER. EXPENSES	64,479	66,413	68,406	70,458	72,571	74,749	76,991	79,301	81,680
REPLACEMENT RESERVES	4,299	4,428	4,560	4,697	4,838	4,983	5,133	5,287	5,445
Cash Flow Available for DSC	89,484	90,586	91,690	92,794	93,898	95,002	96,105	97,206	98,304
DEBT SERVICE									
Permanent Loan Hard Debt	72,559	72,559	72,559	72,559	72,559	72,559	72,559	72,559	72,559
NET CASH FLOW	16,925	18,027	19,131	20,235	21,339	22,443	23,546	24,647	25,745
MANAGEMENT FEES									
LP Asst Mgmt Fee	1,194	1,230	1,267	1,305	1,344	1,384	1,426	1,469	1,513
MGP Mgmt Fee	597	615	633	652	672	692	713	734	756
CASH FLOW AFTER FEES	15,134	16,183	17,231	18,278	19,323	20,367	21,407	22,444	23,476
DEFERRED FEE & AGP FEE									
Deferred Fee Payment	15,134	8,935	0	0	0	0	0	0	0
Co-GP (Dev) Incentive Fee	0	1,230	1,267	1,305	1,344	1,384	1,426	1,469	1,513
CASH FLOW AFTER FEES	0	6,017	15,964	16,973	17,979	18,982	19,981	20,975	21,963
CITY OF NB NOTE	Year-7	Year-8	Year-9	Year-10	Year-11	Year-12	Year-13	Year-14	Year-15
Surplus Cash Flow Payments	0	6,017	15,964	16,973	17,979	18,982	19,981	20,975	21,963
SOFT LOAN BALANCE	1,500,000	1,493,983	1,478,019	1,461,046	1,443,067	1,424,084	1,404,103	1,383,128	1,361,165

30-YEAR CASH FLOW

RENTAL INCOME	No. of	Monthly	Annual						
	Unit	Rents	Increase	Year-16	Year-17	Year-18	Year-19	Year-20	Year-21
1 Bed - 1 Bath - Voucher	4	1,241	2.00%	80,171	81,774	83,410	85,078	86,779	88,515
1 Bed - 1 Bath	2	661	2.00%	21,351	21,778	22,213	22,658	23,111	23,573
1 Bed - 1 Bath	3	836	2.00%	40,505	41,315	42,142	42,984	43,844	44,721
1 Bed - 1 Bath	3	1,012	2.00%	49,033	50,013	51,014	52,034	53,075	54,136
TOTAL RENTAL INCOME	12			191,059	194,881	198,778	202,754	206,809	210,945

TOTAL POTENTIAL INCOME				192,998	196,857	200,795	204,811	208,907	213,085
Less Vacancy Allowance			2.00%	-3,860	-3,937	-4,016	-4,096	-4,178	-4,262
GROSS INCOME				189,138	192,920	196,779	200,714	204,729	208,823

OPERATING EXPENSES	Per Unit/Yr	%AGI	Incr/yr	Year-16	Year-17	Year-18	Year-19	Year-20	Year-21
Management Fees (Per Mo)	\$ 585.55	5.00%	3.00%	10,947	11,276	11,614	11,962	12,321	12,691
Administration	\$ 598.87	5.11%	3.00%	11,196	11,532	11,878	12,234	12,601	12,979
Payroll	\$ 809.43	6.91%	3.00%	15,133	15,587	16,054	16,536	17,032	17,543
Maintenance	\$ 932.25	7.96%	3.00%	17,429	17,952	18,490	19,045	19,617	20,205
Utilities	\$ 728.18	6.22%	3.00%	13,614	14,022	14,443	14,876	15,322	15,782
Insurance / Taxes	\$ 745.72	6.37%	3.00%	13,942	14,360	14,791	15,235	15,692	16,162
Service Amenities	\$ 100.00	0.85%	3.00%	1,870	1,926	1,983	2,043	2,104	2,167
TOTAL OPER. EXPENSES	\$4,500			84,130	86,654	89,254	91,931	94,689	97,530

NET OPERATING INCOME				105,007	106,266	107,525	108,783	110,039	111,293
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REPLACEMENT RESERVES	\$300		3.00%	5,609	5,777	5,950	6,129	6,313	6,502
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Cash Flow Available for DSC				99,399	100,489	101,575	102,654	103,727	104,791
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DEBT SERVICE	Amount	Rate	DCR						
Permanent Loan Hard Debt	\$1,015,000	5.85%	1.14	72,559	72,559	72,559	72,559	72,559	72,559
NET CASH FLOW				26,840	27,930	29,016	30,095	31,168	32,232
DSCR Operating				1.37	1.38	1.40	1.41	1.43	1.44

MANAGEMENT FEES	Amount	Incr/yr							
LP Asst Mgmt Fee	\$1,000	3.00%	1,558	1,605	1,653	1,702	1,754	1,806	
MGP Mgmt Fee	\$500	3.00%	779	802	826	851	877	903	
CASH FLOW AFTER FEES			24,503	25,523	26,536	27,541	28,537	29,523	

DEFERRED FEE & AGP FEE	Amount	Incr/yr							
Deferred Fee Payment	\$92,925		0	0	0	0	0	0	
Co-GP (Dev) Incentive Fee	\$1,000	3.00%	1,558	1,605	1,653	1,702	1,754	1,806	
CASH FLOW AFTER FEES			22,945	23,918	24,884	25,839	26,784	27,717	

CITY OF NB NOTE	Amount	Rate	Year-16	Year-17	Year-18	Year-19	Year-20	Year-21
Surplus Cash Flow Payments	\$1,500,000	0.0%	22,945	23,918	24,884	25,839	26,784	27,717
SOFT LOAN BALANCE			1,338,220	1,314,301	1,289,418	1,263,579	1,236,795	1,209,078

30-YEAR CASH FLOW

RENTAL INCOME	Year-22	Year-23	Year-24	Year-25	Year-26	Year-27	Year-28	Year-29	Year-30
1 Bed - 1 Bath - Voucher	90,285	92,091	93,933	95,811	97,728	99,682	101,676	103,709	105,784
1 Bed - 1 Bath	24,045	24,525	25,016	25,516	26,027	26,547	27,078	27,620	28,172
1 Bed - 1 Bath	45,615	46,528	47,458	48,408	49,376	50,363	51,370	52,398	53,446
1 Bed - 1 Bath	55,219	56,323	57,450	58,599	59,771	60,966	62,185	63,429	64,698
TOTAL RENTAL INCOME	215,164	219,467	223,857	228,334	232,900	237,558	242,310	247,156	252,099

TOTAL POTENTIAL INCOME	217,347	221,693	226,127	230,650	235,263	239,968	244,768	249,663	254,656
Less Vacancy Allowance	-4,347	-4,434	-4,523	-4,613	-4,705	-4,799	-4,895	-4,993	-5,093
GROSS INCOME	213,000	217,260	221,605	226,037	230,558	235,169	239,872	244,670	249,563

OPERATING EXPENSES	Year-22	Year-23	Year-24	Year-25	Year-26	Year-27	Year-28	Year-29	Year-30
Management Fees (Per Mo)	13,072	13,464	13,868	14,284	14,712	15,154	15,608	16,076	16,559
Administration	13,369	13,770	14,183	14,609	15,047	15,498	15,963	16,442	16,935
Payroll	18,069	18,611	19,170	19,745	20,337	20,947	21,576	22,223	22,890
Maintenance	20,811	21,435	22,079	22,741	23,423	24,126	24,850	25,595	26,363
Utilities	16,256	16,743	17,245	17,763	18,296	18,845	19,410	19,992	20,592
Insurance / Taxes	16,647	17,147	17,661	18,191	18,737	19,299	19,878	20,474	21,088
Service Amenities	2,232	2,299	2,368	2,439	2,513	2,588	2,666	2,746	2,828
TOTAL OPER. EXPENSES	100,456	103,470	106,574	109,771	113,064	116,456	119,950	123,548	127,255

NET OPERATING INCOME	112,544	113,790	115,031	116,266	117,494	118,713	119,923	121,122	122,308
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REPLACEMENT RESERVES	6,697	6,898	7,105	7,318	7,538	7,764	7,997	8,237	8,484
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Cash Flow Available for DSC	105,847	106,892	107,926	108,948	109,956	110,949	111,926	112,885	113,825
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DEBT SERVICE

Permanent Loan Hard Debt	72,559	72,559	72,559	72,559	72,559	72,559	72,559	72,559	72,559
NET CASH FLOW	33,288	34,333	35,367	36,389	37,397	38,390	39,367	40,326	41,266
DSCR Operating	1.46	1.47	1.49	1.50	1.52	1.53	1.54	1.56	1.57

MANAGEMENT FEES

LP Asst Mgmt Fee	1,860	1,916	1,974	2,033	2,094	2,157	2,221	2,288	2,357
MGP Mgmt Fee	930	958	987	1,016	1,047	1,078	1,111	1,144	1,178
CASH FLOW AFTER FEES	30,497	31,459	32,407	33,340	34,256	35,155	36,035	36,894	37,731

DEFERRED FEE & AGP FEE

Deferred Fee Payment	0	0	0	0	0	0	0	0	0
Co-GP (Dev) Incentive Fee	1,860	1,916	1,974	2,033	2,094	2,157	2,221	2,288	2,357
CASH FLOW AFTER FEES	28,637	29,543	30,433	31,307	32,163	32,999	33,814	34,606	35,374

CITY OF NB NOTE

	Year-22	Year-23	Year-24	Year-25	Year-26	Year-27	Year-28	Year-29	Year-30
Surplus Cash Flow Payments	28,637	29,543	30,433	31,307	32,163	32,999	33,814	34,606	35,374
SOFT LOAN BALANCE	1,180,441	1,150,898	1,120,465	1,089,158	1,056,996	1,023,997	990,183	955,577	920,203

6. PROPOSED IMPLEMENTATION PLAN

PROPOSED IMPLEMENTATION PLAN

Taking as a starting point City Council approval of use of the funds, provide a proposed development schedule or implementation plan. For development projects, include the following milestones: site acquisition, additional funding from all other funding sources, zoning change approvals if necessary, preparation and approval of construction plans, start of construction, completion of construction, and lease-up.

MILESTONE	DATE
City Council Project Selection	August 2015
Preparation and Approval of Construction Plans	August 2015
Property Acquisition / Bridge Loan Closing	September 2015
AHP FHLB-SF Application	March 2016
LIHTC 9% Application	March 2016
AHP Award	May 2016
LIHTC 9% Award	May 2016
Construction Commence/LP Closing	September 2016
Anticipated Construction Completion	January 2017
Lease-up	January 2017
Stabilization (Lease-up Complete)	March 2017
Perm Loan Closing (Conversion)	July 2017
8609s	August 2017

7. APPLICANT INFORMATION FORM

ATTACHMENT A: APPLICANT INFORMATION FORM

Instructions: Complete the form below and remit as part of your Proposal as "Attachment A."

APPLICANT INFORMATION

APPLICANT/COMPANY NAME: Community Development Partners

ADDRESS FOR NOTICES: 3416 Via Oporto
Suite 301
Newport Beach, CA 92663

MAIN CONTACT (NAME AND TITLE): Eric Paine, CEO


CONTACT NUMBERS: TELEPHONE: 949-554-3713 FAX: _____

E-MAIL ADDRESS: epaine@communitydevpartners.com

APPLICANT SIGNATURE AUTHORIZATION AND CERTIFICATION

Per the California Corporate Code, Business and Professions Code, the Applicant's Bylaws/Operating Agreement and/or the attached Board Resolution (if applicable), I/we hereby verify that I/we am/are (an) authorized signatory(ies) for the aforementioned Applicant and as such am/are authorized to sign and bind the Applicant in contract with the City of Newport Beach.

1. APPLICANT AUTHORIZED SIGNATORY(IES):

	<u>Eric Paine</u>	<u>CEO</u>	<u>6/30/15</u>
SIGNATURE	PRINT NAME	TITLE	DATE
SIGNATURE	PRINT NAME	TITLE	DATE

2. SIGNATURE AUTHORIZATION IS PROVIDED IN ACCORDANCE WITH:

- Applicant's Bylaws/ Operating Agreement Section _____ Copy Attached
- Board Resolution Copy Attached
- Corporate or Business and Professions Code**

**If Consultant is a corporation, two (2) authorized signatories will be required on all documents submitted, unless specified in the organization's Bylaws or corporate resolution.

IMPORTANT NOTE: If the signature authorization status of any individual changes during the term of the contract, it is the responsibility of the Applicant to contact the RFP Administrator for the Applicant regarding the change and to complete and submit a new Signature Authorization Form. Incorrect information on file may delay the processing of any of the documents submitted.

CERTIFICATE OF CORPORATE RESOLUTION OF SPECIAL MEETING OF THE BOARD
OF DIRECTORS OF COMMUNITY DEVELOPMENT PARTNERS

The undersigned, being the Secretary of Community Development Partners, a California Corporation (herein the "Company"), does hereby certify:

1. That a meeting of the Board of Directors of the Company, duly called, convened and held on June 29, 2015 at which meeting a quorum was present and voted throughout, the following resolutions were duly adopted by the Board of Directors and such resolutions have not been amended, altered or repealed and remain in full force and effect on the date hereof:

WHEREAS, the Company is wishing to authorize a signatory in conjunction with the submission of a response to the City of Newport Beach Request For Proposals 15-55;

NOW THEREFORE, BE IT RESOLVED, that the Company authorizes the CEO in his sole and absolute discretion to sign any such documents as may be required to bind, authorize, or otherwise commit the Company to the Request For Proposals 15-55 response and application.

2. That he has executed this certificate as of the date stated herein.

Kyle Paine

Community Development Partners

By: Kyle Paine

Its: Secretary