

Team Code: 192019

1. Summary Pro Forma

	Phase I		Phase II		Phase III		2025	2026	2027	2028	2029	Sale 2030
	2019-2020	2021	2022	2023	2024	2025						
Net Operating Income												
Market-Rate and Workforce Rental Housing ¹	\$0	\$0	\$0	\$3,454,042	\$7,130,435	\$9,906,163	\$12,851,141	\$16,535,201	\$20,494,166	\$21,247,753	\$22,009,069	
Market-Rate and Workforce For Sale Housing	-	-	-	-	-	-	-	-	-	-	-	
Affordable Rental Housing	0	0	0	213,093	425,055	537,588	647,386	791,728	932,664	925,402	918,835	
Affordable For-Sale Housing	-	-	-	-	-	-	-	-	-	-	-	
Office/Commercial	0	0	0	4,114,858	8,213,800	9,612,151	11,890,490	18,295,829	24,986,322	24,952,680	26,291,100	
Retail	0	0	0	2,014,079	4,012,634	5,390,619	7,227,071	7,944,970	8,964,083	8,945,260	9,079,975	
Community Facility	0	0	0	90,844	181,688	181,688	190,772	562,269	933,767	933,767	970,917	
Hotel	0	0	0	2,177,552	5,149,708	6,924,382	8,936,846	9,496,549	10,041,437	10,309,039	10,544,664	
Structured and Surface Parking	0	0	0	92,064	186,437	312,456	441,574	695,229	956,642	973,147	990,227	
Underground Parking	-	-	-	-	-	-	-	-	-	-	-	
Industrial	0	0	0	0	0	0	0	1,432,397	2,864,794	2,864,794	3,151,273	
Demolition (included in Hard Costs below)	-	-	-	-	-	-	-	-	-	-	-	
Remediation	-	-	-	-	-	-	-	-	-	-	-	
Development Fees	0	(2,859,903)	(2,859,903)	(4,468,642)	(4,468,642)	(4,436,694)	(4,436,694)	(2,827,956)	(2,827,956)	0	0	
Other	0	0	0	0	0	0	0	0	0	0	0	
Total Net Operating Income	\$0	(2,859,903)	(2,859,903)	7,687,890	20,831,115	28,428,351	37,748,586	52,926,216	67,345,918	71,151,841	73,956,059	
Gross Sale Proceeds	0	0	0	0	0	0	0	0	0	0	1,193,317,734	
Less: Sales Cost	0	0	0	0	0	0	0	0	0	0	(23,866,355)	
Total Income	0	(2,859,903)	(2,859,903)	7,687,890	20,831,115	28,428,351	37,748,586	52,926,216	67,345,918	71,151,841	1,243,407,439	

¹ 50% of market rate studios and 1-BRs are restricted at a rent of 120% AMI (currently above market) to preserve workforce housing against future market and rent growth.

Development Costs	Phase I		Phase II		Phase III		Sale					
	2019-2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	
Hard Costs												
Market-Rate and Workforce Rental Housing	\$53,241	\$49,498,419	\$49,498,419	\$28,975,876	\$28,975,876	\$48,424,961	\$48,424,961	\$0	\$0	\$0	\$0	
Market-Rate and Workforce For Sale Housing	-	-	-	-	-	-	-	-	-	-	-	
Affordable Rental Housing	12,571	11,687,127	11,687,127	6,841,526	6,841,526	11,433,671	11,433,671	0	0	0	0	
Affordable For-Sale Housing	-	-	-	-	-	-	-	-	-	-	-	
Office/Commercial	46,326	43,069,242	43,069,242	25,212,301	25,212,301	42,135,212	42,135,212	0	0	0	0	
Retail	17,786	16,535,786	16,535,786	9,679,882	9,679,882	16,177,179	16,177,179	0	0	0	0	
Community Facility	5,953	5,534,033	5,534,033	3,239,567	3,239,567	5,414,018	5,414,018	0	0	0	0	
Hotel	14,911	13,862,648	13,862,648	8,115,055	8,115,055	13,562,013	13,562,013	0	0	0	0	
Structured Parking	2,701	2,511,027	2,511,027	1,469,930	1,469,930	2,456,571	2,456,571	0	0	0	0	
Surface Parking	358	332,494	332,494	194,639	194,639	325,283	325,283	0	0	0	0	
Underground Parking	-	-	-	-	-	-	-	-	-	-	-	
Industrial	6,154	5,720,954	5,720,954	3,348,989	3,348,989	5,596,885	5,596,885	0	0	0	0	
Land Acquisition	6,900,151	0	818,973	0	9,121,587	0	0	0	0	0	0	
Total Infrastructure	31,353,548	0	10,461,100	0	33,080,888	0	0	0	0	0	0	
Soft Costs and Reserves	13,091,416	5,523,137	13,116,844	3,115,684	16,678,588	5,776,605	5,776,605	0	0	0	0	
Total Unlevered Development Costs	51,505,115	154,274,865	173,148,645	90,193,449	145,958,828	151,302,397	151,302,397	0	0	0	0	
Tax Credits & TIF Subsidies	0	(21,509,097)	(68,469,961)	(11,692,243)	(43,227,339)	(17,771,765)	(60,227,062)	(2,827,956)	(2,827,956)	0	0	
TDC Net of Subsidies	51,505,115	132,765,768	104,678,684	78,501,206	102,731,489	133,530,632	91,075,335	(2,827,956)	(2,827,956)	0	0	
Financing Costs	0	14,082,876	14,082,876	8,028,360	8,028,360	13,906,117	13,906,117	0	0	0	0	
Levered TDC Net of Subsidies	51,505,115	146,848,644	118,761,560	86,529,565	110,759,848	147,436,749	104,981,451	(2,827,956)	(2,827,956)	0	0	

Annual Cash Flow												
Net Operating Income	\$0	(2,859,903)	(2,859,903)	7,687,890	20,831,115	28,428,351	37,748,586	52,926,216	67,345,918	71,151,841	73,956,059	
Total Asset Value	0	0	0	0	0	0	0	0	0	0	1,193,317,734	
Total Costs of Sale	0	0	0	0	0	0	0	0	0	0	(23,866,355)	
Total Development Costs (net of Subsidies)	(51,505,115)	(132,765,768)	(104,678,684)	(78,501,206)	(102,731,489)	(133,530,632)	(91,075,335)	2,827,956	2,827,956	0	0	
Unlevered Net Cash Flow	(\$51,505,115)	(\$135,625,671)	(\$107,538,587)	(\$70,813,315)	(\$81,900,373)	(\$105,102,281)	(\$53,326,749)	\$55,754,172	\$70,173,874	\$71,151,841	\$1,243,407,439	
Capitalized Financing Costs	0	(14,082,876)	(14,082,876)	(8,028,360)	(8,028,360)	(13,906,117)	(13,906,117)	0	0	0	0	
Loan Funding and Refinancing	0	137,048,443	102,747,684	108,559,868	59,463,111	153,751,084	109,418,146	44,337,855	0	0	0	
Perm Loan Debt Service, Repayment, & Origination Fees	0	0	0	(22,236,113)	(20,021,625)	(32,739,372)	(31,459,958)	(54,311,554)	(52,175,119)	(52,175,119)	(720,748,905)	
Levered Net Cash Flow	(51,505,115)	(12,660,105)	(18,873,780)	7,482,080	(50,487,247)	2,003,314	10,725,322	45,780,473	17,998,755	18,976,722	522,658,533	

Net Present Value	15%	54,419,974
Blended Perm Loan to Value Ratio (LVR)	67.8%	
Unlevered IRR Before Taxes	12.9%	Current Site Value ² (start of Year 0) \$59,541,742
Levered IRR Before Taxes	22.1%	
Levered IRR after Opportunity Zone Benefits¹	30.1%	Projected Site Value (end of Year 10) \$1,193,317,734

¹ As the project is located in an Opportunity Zone, we expect an investor would evaluate the returns incorporating the post-tax benefit. For reference, therefore, we have provided the "pre-tax" equivalent IRR, or the IRR that would have to be achieved in the absence of Opportunity Zone benefits in order to achieve the same post-tax return.

² We are proposing a discounted sale of City-owned parcels in exchange for the construction of specific public benefits, including public park space improvements and community facility space. Therefore, we have incorporated these "in-kind" acquisition costs as part of our current site value.

2. Multiyear Development Program

Project Buildout by Development Units	Year-by-Year Cumulative Absorption										
	Total Buildout	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Market-Rate and Workforce Rental Housing	(units)	0	0	299	299	208	208	250	250	0	0
Market-Rate and Workforce For Sale Housing	(units)	-	-	-	-	-	-	-	-	-	-
Affordable Rental Housing	(units)	0	0	75	75	52	52	63	63	0	0
Affordable For-Sale Housing	(units)	-	-	-	-	-	-	-	-	-	-
Office/Commercial	N/A	-	-	-	-	-	-	-	-	-	-
Retail	N/A	-	-	-	-	-	-	-	-	-	-
Community Facility	N/A	-	-	-	-	-	-	-	-	-	-
Hotel	(rooms)	0	0	173	173	116	116	19	19	0	0
Structured Parking	(spaces)	0	0	126	126	161	161	73	73	0	0
Surface Parking	(spaces)	0	0	0	0	0	0	227	227	0	0
Underground Parking	(spaces)	-	-	-	-	-	-	-	-	-	-
Industrial	N/A	-	-	-	-	-	-	-	-	-	-
Project Buildout by Area³											
Market-Rate and Workforce Rental Housing	(s.f.)	0	0	218,663	218,663	151,895	151,895	182,725	182,725	0	0
Market-Rate and Workforce For Sale Housing	(s.f.)	-	-	-	-	-	-	-	-	-	-
Affordable Rental Housing	(s.f.)	0	0	54,666	54,666	37,974	37,974	45,681	45,681	0	0
Affordable For-Sale Housing	(s.f.)	-	-	-	-	-	-	-	-	-	-
Office/Commercial	(s.f.)	0	0	205,034	205,034	67,469	67,469	294,485	294,485	0	0
Retail	(s.f.)	0	0	107,100	107,100	69,300	69,300	35,249	35,249	0	0
Community Facility	(s.f.)	0	0	39,563	39,563	0	0	39,105	39,105	0	0
Hotel	(s.f.)	0	0	78,032	78,032	52,174	52,174	8,387	8,387	0	0
Structured Parking	(s.f.)	0	0	41,500	41,500	53,000	53,000	24,000	24,000	0	0
Surface Parking	(s.f.)	0	0	0	0	0	0	75,000	75,000	0	0
Underground Parking	(s.f.)	-	-	-	-	-	-	-	-	-	-
Industrial	(s.f.)	0	0	0	0	0	0	117,315	117,315	0	0
Total	(s.f.)	0	0	744,557	744,557	431,811	431,811	821,946	821,946	0	0

³ All buildout figures presented are for net rentable square feet. See the Parcel Breakdown or Assumptions tab for the buildout by gross square footage.

3. Unit Development and Infrastructure Costs

Development Costs	Unit Hard Cost	Unit TDC ⁴	TDC ⁴
Market-Rate Rental Housing	\$167,668 pu / \$196.3 pgsf	\$218,125 pu / \$255.4 pgsf	\$330,237,118
Market-Rate For Sale Housing	-	-	-
Workforce Rental Housing	-	-	-
Affordable Rental Housing	\$158,355 pu / \$185.4 pgsf	\$195,926 pu / \$229.4 pgsf	\$74,157,038
Affordable For-Sale Housing	-	-	-
Office/Commercial	\$181.3 pgsf	\$244.0 pgsf	\$297,243,659
Retail and Community Facility	\$178.5 pgsf	\$234.2 pgsf	\$148,509,192
Hotel	\$198.1 pgsf	\$152,727 pu / \$262.1 pgsf	\$94,074,683
Structured Parking	\$17,938 per space / \$54		