

Miami Beach Ballet and Workforce Housing

PRELIMINARY

Proforma February 16, 2022

Servitas - Development Model

Scenario 2: Full Sustainability Fee, City of MB contribution of \$532K, Dev Fee \$1M

CONFIDENTIAL

Assumptions

Project Summary				Construction Schedule			
Number of Beds:		132		Projected Start Date:		3/1/2022	
Number of Units:		88		Construction Period (months):		19	
Net Rentable Square Footage:		45,449		Projected Completion Date:		10/1/2023	
Gross Sq. Footage + balconies:		78,789		Opening For Fall of		2023	
Retail Square Footage		2,248		Subject to change based on project design and financing.			
Project Program							
Ballet Floor							
Unit Type	Units	Beds	NRSF	Rent			
4 Bed Dorm	3	12	749	-			
6 Bed Dorm	3	18	609	-			
RA Unit	1	1	650	-			
Director Unit	1	1	1,100	-			
Subtotal	8	32	5,824				
Workforce Housing							
Unit Type	Units	Beds	NRSF	Rent			
Studio - 80% AMI	0	0	403	1,266			
1 bed - 80% AMI	0	0	518	1,356			
2 bed - 80% AMI	0	0	640	1,627			
Studio - 120% AMI	37	37	403	1,899			
1 bed - 120% AMI	23	23	518	2,035			
2 bed - 120% AMI	20	40	640	2,442			
Subtotal	80	100	39,625				
Total	88	132	45,449				
Inflation Rates				Financing			
Income:	3.00%		Avg. Annual Cost of Capital		4.546%		
Expenses:	3.00%		Approx. Bond Term (Years)		38		
Rent Growth:	January		Addl. Cap. Interest (Mos.)		6		

Project Budget

Budget Item	% of Total	Total	/Unit	/Bed	/NRSF	/Gross SF
Hard & Soft Project Costs						
Total Hard Costs	76%	23,094,965	262,443	174,962	508.15	293.12
A & E Fees	3%	915,000	10,398	6,932	20.13	11.61
FF&E + IT	2%	690,216	7,843	5,229	15.19	8.76
Construction Administration	2%	461,899	5,249	3,499	10.16	5.86
Predevelopment Costs	2%	629,812	7,157	4,771	13.86	7.99
Permits, Inspections, and Fees	5%	1,435,112	16,308	10,872	31.58	18.21
Arts in Public Places **	1%	330,980	3,761	2,507	7.28	4.20
Concurrency Fee	0%	35,010	398	265	0.77	0.44
Mobility Fee	0%	50,009	568	379	1.10	0.63
Sustainability Fee	3%	827,451	9,403	6,269	18.21	10.50
City of Miami Beach Contribution	-2%	(532,451)	-6,051	-4,034	-11.72	-6.76
Start Up Expense	0%	120,000	1,364	909	2.64	1.52
Owner Construction Expenses	0%	120,000	1,364	909	2.64	1.52
Development Contingency	4%	1,154,748	13,122	8,748	25.41	14.66
Developer Fee	3%	1,000,000	11,364	7,576	22.00	12.69
Total Hard & Soft Costs	100%	30,332,751	344,690	229,794	667.40	384.99
Financing Costs & Project Escrows						
Cost of Issuance - Bonds	27%	1,897,939	21,567	14,378	41.76	24.09
Debt Service Reserve	28%	1,968,300	22,367	14,911	43.31	24.98
Capitalized Interest	45%	3,155,137	35,854	23,903	69.42	40.05
Total Financing & Related	100%	7,021,376	79,788	53,192	154	89
ESTIMATED TOTAL BOND ISSUANCE		37,354,127	424,479	282,986	822	474

** This cost is calculated using the total from the Construction Cost Affidavit rather than the Hard Costs in this budget

Notes:

(1) Debt service reserve and capitalized interest are funds set aside for investor security and are returned to the project if unused.

(2) All assumptions are based on limited project design and scope information and as such the assumed costs are

Stabilized Pro Forma Summary

	FY 2023 Detailed Breakdown			FY 2023	FY 2024	FY 2025
	/Unit	/Bed	/NRSF			
Revenue						
Ballet Housing						
Master Lease with Ballet				92,727	382,033	393,494
Ballet Housing Subtotal	1,054	702	2.04	92,727	382,033	393,494
Workforce Housing						
Gross Potential Rent	5,826	3,884	11.28	512,656	2,112,142	2,175,506
Vacancy	2,913	1,942	5.64	256,328	63,364	65,265
Utility Consumption Reimbursements	163	109	0.32	14,338	59,071	60,843
Other Income	217	145	0.42	19,096	78,676	81,037
Workforce Housing Subtotal	3,293	2,195	6.38	289,762	2,186,525	2,252,120
Non-Residential Revenues						
Retail Income	169	113	0.33	14,904	60,809	62,025
Retail Vacancy	-	-	-	-	-	-
Retail Subtotal	169	113	0.33	14,904	60,809	62,025
Net Rental Revenue	4,516	3,011	8.74	397,392	2,629,367	2,707,640
Operating Expenses						
Ballet Expense Allowance	76	51	0.15	6,695	27,583	28,411
Workforce Housing Expenses	-	-	-	-	-	-
Repairs & Maintenance	3	2	0.01	300	15,786	16,260
Turnover	3	2	0.00	225	31,827	32,782
Grounds & Landscaping	3	2	0.01	250	14,853	15,298
Payroll	287	191	0.55	25,220	107,024	110,234
Marketing & Leasing	45	30	0.09	4,000	16,974	17,484
Administrative	57	38	0.11	5,000	31,827	32,782
Security	114	76	0.22	10,000	42,436	43,709
Contract Services	5	3	0.01	450	25,462	26,225
Utilities	290	193	0.56	25,480	111,182	114,518
Management Fee	135	90	0.26	11,922	78,881	81,229
Property Insurance	188	125	0.36	16,501	67,982	70,022
2 Bike Passes for New Residents	6	4	0.01	515	2,122	2,185
2 Transit Passes for New Residents	26	18	0.05	2,328	9,591	9,878
School Covered Expenses	-	-	-	-	-	-
Non-Cash	-	-	-	-	-	-
Total Operating Expense	1,237	825	2.40	108,885	583,530	601,018
Net Operating Income	3,278	2,186	6.35	288,507	2,045,837	2,106,622
Additional Revenue						
Capitalized Interest Fund	17,968	11,978	34.79	1,581,150	395,288	-
Debt Service Reserve Fund Earnings	-	-	-	-	1,870	3,740
Total Additional Revenue	17,968	11,978	34.79	1,581,150	397,157	3,740
Additional Expenses						
501c3 Fees	417	278	0.81	36,720	37,454	38,203
Audit/Trustee/Banking etc	240	160	0.46	21,115	21,748	22,401
Total Additional Expenses	657	438	1.27	57,835	59,203	60,604
Total Cash Available for Debt Service	20,589	13,726	39.86	1,811,822	2,383,792	2,049,758
Total Debt Service	16,470	10,980	31.89	1,449,400	1,584,400	1,644,000
Cashflow after Debt Service	4,118	2,746	7.97	362,422	799,392	405,758
Debt Service Coverage Ratio	0	0	0.00	1.25	1.50	1.25
Subordinate Debt Service	1,497	998	2.90	131,750	131,750	131,750
Cash Flow after Subordinate Debt Ser	2,621	1,748	5.08	230,672	667,642	274,008
Debt Service Coverage Ratio	0	0	0.00	1.15	1.39	1.15
Subordinated Expenses						
Repair and Replacement Fund	300	200	0.58	26,400	27,192	28,008
Operations Contingency Fund	546	364	1.06	48,061	112,622	4,722
Deferred Management Fee	45	30	0.09	3,974	26,294	27,076
Issuer Expense	221	147	0.43	19,435	19,435	19,368
Total Subordinated Expenses	1,112	741	2.15	97,870	185,543	79,174
Annual Project Cash Flow	1,509	1,006	2.92	132,802	482,099	194,834

Pro Forma Cash Flows

Project Year	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Fiscal period ending Dec 31	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041
Months in Fiscal Year	3	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12
Revenue																			
Ballet Housing																			
Master Lease with Ballet	92,727	382,033	393,494	405,299	417,458	429,982	442,881	456,168	469,853	483,948	498,467	513,421	528,823	544,688	561,029	577,859	595,195	613,051	631,443
Ballet Housing Subtotal	92,727	382,033	393,494	405,299	417,458	429,982	442,881	456,168	469,853	483,948	498,467	513,421	528,823	544,688	561,029	577,859	595,195	613,051	631,443
Workforce Housing																			
Gross Potential Rent	512,656	2,112,142	2,175,506	2,240,771	2,307,994	2,377,234	2,448,551	2,522,007	2,597,668	2,675,598	2,755,866	2,838,542	2,923,698	3,011,409	3,101,751	3,194,804	3,290,648	3,389,367	3,491,048
Vacancy	256,328	63,364	65,265	67,223	69,240	71,317	73,457	75,660	77,930	80,268	82,676	85,156	87,711	90,342	93,053	95,844	98,719	101,681	104,731
Utility Consumption Reimbursements	14,338	59,071	60,843	62,668	64,548	66,485	68,479	70,534	72,650	74,829	77,074	79,386	81,768	84,221	86,748	89,350	92,031	94,791	97,635
Other Income	19,096	78,676	81,037	83,468	85,972	88,551	91,207	93,944	96,762	99,665	102,655	105,734	108,906	112,174	115,539	119,005	122,575	126,252	130,040
Workforce Housing Subtotal	289,762	2,186,525	2,252,120	2,319,684	2,389,274	2,460,953	2,534,781	2,610,825	2,689,149	2,769,824	2,852,919	2,938,506	3,026,661	3,117,461	3,210,985	3,307,315	3,406,534	3,508,730	3,613,992
Non-Residential Revenues																			
Retail Income	14,904	60,809	62,025	63,266	64,531	65,822	67,138	68,481	69,851	71,248	72,673	74,126	75,609	77,121	78,663	80,237	81,841	83,478	85,148
Retail Vacancy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Retail Subtotal	14,904	60,809	62,025	63,266	64,531	65,822	67,138	68,481	69,851	71,248	72,673	74,126	75,609	77,121	78,663	80,237	81,841	83,478	85,148
Net Rental Revenue	397,392	2,629,367	2,707,640	2,788,249	2,871,264	2,956,756	3,044,801	3,135,473	3,228,853	3,325,020	3,424,058	3,526,053	3,631,093	3,739,270	3,850,677	3,965,411	4,083,571	4,205,259	4,330,582
Operating Expenses																			
Ballet Expense Allowance	6,695	27,583	28,411	29,263	30,141	31,045	31,977	32,936	33,924	34,942	35,990	37,070	38,182	39,327	40,507	41,722	42,974	44,263	45,591
Workforce Housing Expenses																			
Repairs & Maintenance	300	15,786	16,260	16,748	17,250	17,767	18,301	18,850	19,415	19,997	20,597	21,215	21,852	22,507	23,183	23,878	24,594	25,332	26,092
Turnover	225	31,827	32,782	33,765	34,778	35,822	36,896	38,003	39,143	40,317	41,527	42,773	44,056	45,378	46,739	48,141	49,585	51,073	52,605
Grounds & Landscaping	250	14,853	15,298	15,757	16,230	16,717	17,218	17,735	18,267	18,815	19,379	19,961	20,559	21,176	21,812	22,466	23,140	23,834	24,549
Payroll	25,220	107,024	110,234	113,541	116,948	120,456	124,070	127,792	131,626	135,574	139,642	143,831	148,146	152,590	157,168	161,883	166,739	171,741	176,894
Marketing & Leasing	4,000	16,974	17,484	18,008	18,548	19,105	19,678	20,268	20,876	21,503	22,148	22,812	23,497	24,201	24,927	25,675	26,446	27,239	28,056
Administrative	5,000	31,827	32,782	33,765	34,778	35,822	36,896	38,003	39,143	40,317	41,527	42,773	44,056	45,378	46,739	48,141	49,585	51,073	52,605
Security	10,000	42,436	43,709	45,020	46,371	47,762	49,195	50,671	52,191	53,757	55,369	57,030	58,741	60,504	62,319	64,188	66,114	68,097	70,140
Contract Services	450	25,462	26,225	27,012	27,823	28,657	29,517	30,402	31,315	32,254	33,222	34,218	35,245	36,302	37,391	38,513	39,668	40,858	42,084
Utilities	25,480	111,182	114,518	117,953	121,492	125,137	128,891	132,758	136,740	140,842	145,068	149,420	153,902	158,519	163,275	168,173	173,218	178,415	183,767
Management Fee	11,922	78,881	81,229	83,647	86,138	88,703	91,344	94,064	96,866	99,751	102,722	105,782	108,933	112,178	115,520	118,962	122,507	126,158	129,917
Property Insurance	16,501	67,982	70,022	72,123	74,286	76,515	78,810	81,175	83,610	86,118	88,702	91,363	94,104	96,927	99,835	102,830	105,914	109,092	112,365
2 Bike Passes for New Residents	515	2,122	2,185	2,251	2,319	2,388	2,460	2,534	2,610	2,688	2,768	2,852	2,937	3,025	3,116	3,209	3,306	3,405	3,507
2 Transit Passes for New Residents	2,328	9,591	9,878	10,175	10,480	10,794	11,118	11,452	11,795	12,149	12,513	12,889	13,276	13,674	14,084	14,507	14,942	15,390	15,852
Non-Cash	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expense	108,885	583,530	601,018	619,029	637,581	656,689	676,370	696,641	717,520	739,025	761,174	783,988	807,485	831,687	856,614	882,289	908,734	935,971	964,025
Net Operating Income	288,507	2,045,837	2,106,622	2,169,219	2,233,682	2,300,067	2,368,430	2,438,832	2,511,333	2,585,995	2,662,884	2,742,066	2,823,608	2,907,583	2,994,063	3,083,122	3,174,837	3,269,288	3,366,557
Additional Revenue																			
Capitalized Interest Fund	1,581,150	395,288	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Reserve Fund Earnings	-	1,870	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740
Total Additional Revenue	1,581,150	397,157	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740
Additional Expenses																			
501c3 Fees	36,720	37,454	38,203	38,968	39,747	40,542	41,353	42,180	43,023	43,884	44,761	45,657	46,570	47,501	48,451	49,420	50,409	51,417	52,445
Audit/Trustee/Banking etc	21,115	21,748	22,401	23,073	23,765	24,478	25,212	25,969	26,748	27,550	28,377	29,228	30,105	31,008	31,938	32,896	33,883	34,900	35,947
Total Additional Expenses	57,835	59,203	60,604	62,040	63,512	65,020	66,565	68,149	69,771	71,434	73,138	74,885	76,675	78,509	80,390	82,317	84,292	86,317	88,392
Total Cash Available for Debt Service	1,811,822	2,383,792	2,049,758	2,110,919	2,173,910	2,238,787	2,305,605	2,374,423	2,445,301	2,518,301	2,593,485	2,670,920	2,750,673	2,832,814	2,917,413	3,004,545	3,094,285	3,186,711	3,281,905
Debt Service																			
Senior Debt Service	1,449,400	1,584,400	1,644,000	1,706,000	1,770,200	1,836,400	1,904,400	1,979,000	1,979,800	1,979,600	1,978,400	1,981,200	1,982,800	1,983,200	1,982,400	1,980,400	1,982,200	1,982,600	1,986,600
Total Debt Service	1,449,400	1,584,400	1,644,000	1,706,000	1,770,200	1,836,400	1,904,400	1,979,000	1,979,800	1,979,600	1,978,400	1,981,200	1,982,800	1,983,200	1,982,400	1,980,400	1,982,200	1,982,600	1,986,600
Cashflow after Debt Service	362,422	799,392	405,758	404,919	403,710	402,387	401,205	395,423	465,501	538,701	615,085	689,720	767,873	849,614	935,013	1,024,145	1,112,085	1,204,111	1,295,305
Debt Service Coverage Ratio	1.25	1.50	1.25	1.24	1.23	1.22	1.21	1.20	1.24	1.27	1.31	1.35	1.39	1.43	1.47	1.52	1.56	1.61	1.65
Subordinate Debt Service																			
Subordinate Debt Service	131,750	131,750	131,750	131,750	131,750	131,750	171,750	169,750	167,750	170,750	173,500	171,000	168,500	171,000	168,250	175,500	172,250	174,000	170,500
Cash Flow after Subordinate Debt Service	230,672	667,642	274,008	273,169	271,960	270,637	229,455	225,673	297,751	367,951	441,585	518,720	599,373	678,614	766,763	848,645	939,835	1,030,111	1,124,805
Debt Service Coverage Ratio	1.15	1.39	1.15	1.15	1.14	1.14	1.11	1.11	1.14	1.17	1.21	1.24	1.28	1.32	1.36	1.39	1.44	1.48	1.52
Subordinated Expenses																			
Issuer Expense	19,435	19,435	19,368	19,268	19,133	18,960	18,748	18,473	18,150	17,815	17,465	17,100	16,720	16,325	15,913	15,485	15,038	14,573	14,088
Repair and Replacement Fund	26,400	27,192	28,008	28,848	29,713	30,605	31,523	32,469	33,443	34,446	35,479	36,544	37,640	38,769	39,932				

Pro Forma Cash Flows

	Project Year	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39
	Fiscal period ending Dec 31	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060
	Months in Fiscal Year	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12
Revenue																				
Ballet Housing																				
Master Lease with Ballet		650,386	669,897	689,994	710,694	732,015	753,976	776,595	799,893	823,889	848,606	874,064	900,286	927,295	955,114	983,767	1,013,280	1,043,678	1,074,989	1,107,238
Ballet Housing Subtotal		650,386	669,897	689,994	710,694	732,015	753,976	776,595	799,893	823,889	848,606	874,064	900,286	927,295	955,114	983,767	1,013,280	1,043,678	1,074,989	1,107,238
Workforce Housing																				
Gross Potential Rent		3,595,780	3,703,653	3,814,763	3,929,205	4,047,082	4,168,494	4,293,549	4,422,355	4,555,026	4,691,677	4,832,427	4,977,400	5,126,722	5,280,524	5,438,939	5,602,108	5,770,171	5,943,276	6,121,574
Vacancy		107,873	111,110	114,443	117,876	121,412	125,055	128,806	132,671	136,651	140,750	144,973	149,322	153,802	158,416	163,168	168,063	173,105	178,298	183,647
Utility Consumption Reimbursements		100,564	103,581	106,689	109,889	113,186	116,582	120,079	123,681	127,392	131,214	135,150	139,204	143,381	147,682	152,112	156,676	161,376	166,217	171,204
Other Income		133,941	137,959	142,098	146,361	150,752	155,275	159,933	164,731	169,673	174,763	180,006	185,406	190,968	196,697	202,598	208,676	214,936	221,384	228,026
Workforce Housing Subtotal		3,722,412	3,834,084	3,949,107	4,067,580	4,189,607	4,315,295	4,444,754	4,578,097	4,715,440	4,856,903	5,002,610	5,152,688	5,307,269	5,466,487	5,630,482	5,799,396	5,973,378	6,152,579	6,337,157
Non-Residential Revenues																				
Retail Income		86,851	88,588	90,359	92,167	94,010	95,890	97,808	99,764	101,759	103,795	105,870	107,988	110,148	112,351	114,598	116,890	119,227	121,612	124,044
Retail Vacancy		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Retail Subtotal		86,851	88,588	90,359	92,167	94,010	95,890	97,808	99,764	101,759	103,795	105,870	107,988	110,148	112,351	114,598	116,890	119,227	121,612	124,044
Net Rental Revenue		4,459,648	4,592,569	4,729,460	4,870,441	5,015,632	5,165,161	5,319,157	5,477,754	5,641,089	5,809,304	5,982,545	6,160,962	6,344,711	6,533,951	6,728,846	6,929,566	7,136,284	7,349,180	7,568,439
Operating Expenses																				
Ballet Expense Allowance		46,959	48,368	49,819	51,313	52,853	54,438	56,071	57,754	59,486	61,271	63,109	65,002	66,952	68,961	71,030	73,160	75,355	77,616	79,944
Workforce Housing Expenses																				
Repairs & Maintenance		26,875	27,681	28,512	29,367	30,248	31,155	32,090	33,053	34,044	35,066	36,118	37,201	38,317	39,467	40,651	41,870	43,126	44,420	45,753
Turnover		54,183	55,809	57,483	59,208	60,984	62,813	64,698	66,639	68,638	70,697	72,818	75,002	77,252	79,570	81,957	84,416	86,948	89,557	92,244
Grounds & Landscaping		25,286	26,044	26,825	27,630	28,459	29,313	30,192	31,098	32,031	32,992	33,982	35,001	36,051	37,133	38,247	39,394	40,576	41,793	43,047
Payroll		182,201	187,667	193,297	199,095	205,068	211,220	217,557	224,084	230,806	237,730	244,862	252,208	259,774	267,568	275,595	283,862	292,378	301,150	310,184
Marketing & Leasing		28,898	29,765	30,658	31,577	32,525	33,500	34,505	35,541	36,607	37,705	38,836	40,001	41,201	42,437	43,710	45,022	46,372	47,764	49,197
Administrative		54,183	55,809	57,483	59,208	60,984	62,813	64,698	66,639	68,638	70,697	72,818	75,002	77,252	79,570	81,957	84,416	86,948	89,557	92,244
Security		72,244	74,412	76,644	78,943	81,312	83,751	86,264	88,852	91,517	94,263	97,090	100,003	103,003	106,093	109,276	112,554	115,931	119,409	122,991
Contract Services		43,347	44,647	45,986	47,366	48,787	50,251	51,758	53,311	54,910	56,558	58,254	60,002	61,802	63,656	65,566	67,533	69,559	71,645	73,795
Utilities		189,280	194,959	200,808	206,832	213,037	219,428	226,011	232,791	239,775	246,968	254,377	262,008	269,869	277,965	286,304	294,893	303,740	312,852	322,237
Management Fee		133,789	137,777	141,884	146,113	150,469	154,955	159,575	164,333	169,233	174,279	179,476	184,829	190,341	196,019	201,865	207,887	214,089	220,475	227,053
Property Insurance		115,736	119,208	122,784	126,467	130,261	134,169	138,194	142,340	146,610	151,009	155,539	160,205	165,011	169,962	175,060	180,312	185,722	191,293	197,032
2 Bike Passes for New Residents		3,612	3,721	3,832	3,947	4,066	4,188	4,313	4,443	4,576	4,713	4,855	5,000	5,150	5,305	5,464	5,628	5,797	5,970	6,150
2 Transit Passes for New Residents		16,327	16,817	17,322	17,841	18,376	18,928	19,496	20,080	20,683	21,303	21,942	22,601	23,279	23,977	24,696	25,437	26,200	26,986	27,796
Non-Cash		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expense		992,920	1,022,682	1,053,336	1,084,909	1,117,428	1,150,923	1,185,422	1,220,955	1,257,554	1,295,250	1,334,077	1,374,067	1,415,257	1,457,681	1,501,378	1,546,385	1,592,742	1,640,488	1,689,666
Net Operating Income		3,466,728	3,569,887	3,676,125	3,785,532	3,898,204	4,014,238	4,133,735	4,256,798	4,383,535	4,514,053	4,648,468	4,786,895	4,929,455	5,076,270	5,227,468	5,383,181	5,543,542	5,708,692	5,878,773
Additional Revenue																				
Capitalized Interest Fund		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Reserve Fund Earnings		3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	1,972,040	-	-
Total Additional Revenue		3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	3,740	1,972,040	-	-
Additional Expenses																				
501c3 Fees		53,494	54,564	55,655	56,768	57,904	59,062	60,243	61,448	62,677	63,930	65,209	66,513	67,843	69,200	70,584	71,996	73,436	74,905	76,403
Audit/Trustee/Banking etc		37,025	38,136	39,280	40,459	41,672	42,922	44,210	45,536	46,903	48,310	49,759	51,252	52,789	54,373	56,004	57,684	59,415	61,197	63,033
Total Additional Expenses		90,519	92,700	94,935	97,227	99,576	101,984	104,453	106,984	109,579	112,240	114,968	117,765	120,633	123,573	126,588	129,680	132,851	136,102	139,436
Total Cash Available for Debt Service		3,379,948	3,480,927	3,584,929	3,692,045	3,802,368	3,915,993	4,033,022	4,153,554	4,277,695	4,405,553	4,537,240	4,672,870	4,812,562	4,956,437	5,104,620	5,257,240	5,414,731	5,572,590	5,739,337
Debt Service																				
Senior Debt Service		1,984,000	1,985,000	1,989,400	1,987,000	1,988,000	1,992,200	1,989,400	1,989,800	1,993,200	1,994,400	1,993,400	1,995,200	1,999,600	1,996,400	2,000,800	2,002,400	3,931,200	-	-
Total Debt Service		1,984,000	1,985,000	1,989,400	1,987,000	1,988,000	1,992,200	1,989,400	1,989,800	1,993,200	1,994,400	1,993,400	1,995,200	1,999,600	1,996,400	2,000,800	2,002,400	3,931,200	-	-
Cashflow after Debt Service		1,395,948	1,495,927	1,595,529	1,705,045	1,814,368	1,923,793	2,043,622	2,163,754	2,284,495	2,411,153	2,543,840	2,677,670	2,812,962	2,960,037	3,103,820	3,254,840	3,451,531	5,572,590	5,739,337
Debt Service Coverage Ratio		1.70	1.75	1.80	1.86	1.91	1.97	2.03	2.09	2.15	2.21	2.28	2.34	2.41	2.48	2.55	2.63	1.88	-	-
Subordinate Debt Service																				
Subordinate Debt Service		172,000	173,250	169,250	170,250	171,000	171,500	171,750	171,750	171,500	171,000	175,250	174,000	172,500	175,750	173,500	171,000	173,250	-	-
Cash Flow after Subordinate Debt Service		1,223,948	1,322,677	1,426,279	1,534,795	1,643,368	1,752,293	1,871,872	1,992,004	2,112,995	2,240,153	2,368,590	2,503,670	2,640,462	2,784,287	2,930,320	3,083,840	3,278,281	5,572,590	5,739,337
Debt Service Coverage Ratio		1.57	1.61	1.66	1.71	1.76	1.81	1.87	1.92	1.98	2.03	2.09	2.15	2.22	2.28	2.35	2.42	1.80	-	-
Subordinated Expenses																				
Issuer Expense		13,583	13,058	12,510	11,940	11,348	10,730	10,085	9,415	8,718	7,990	7,233	6,443	5,620	4,763	3,870	2,940	1,973	-	-
Repair and Replacement Fund		46,293	47,681	49,112	50,585	52,103	53,666	55,276	56,934	58,642	60,401	62,213	64,080	66,002	67,982	70,022	72,122	74,286	76,515	78,810
Operations Contingency Fund		7,756	7,986	8,222	8,466	8,717	8,976	9,242	9,516	9,798	10,089	10,389	10,697	11,014	11,341	11,678	12,025	12,382	12,749	13,128
Deferred Management Fee		44,596	45,926	47,295	48,704	50,156	51,652	53,192	54,778	56,411	58,093	59,825	61,610	63,447	65,340	67,288	69,296	71,363	73,492	75,684
Total Subordinated Expenses		112,227	114,650	117,139	119,696	122,324	125,023	127,794	130,643	133,569	136,574	139,660	142,829	146,084	149,425	152,858	156,383	160,003	162,756	167,622
Annual Project Cash Flow		1,111,721	1,208,027	1,309,140	1,415,099	1,521,041														

Pro Forma Cash Flows

Project Year	40	41	42	43	44	45	46	47	48	49
Fiscal period ending Dec 31	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070
Months in Fiscal Year	12	12	12	12	12	12	12	12	12	12
Revenue										
Ballet Housing										
Master Lease with Ballet	1,140,456	1,174,669	1,209,909	1,246,207	1,283,593	-	-	-	-	-
Ballet Housing Subtotal	1,140,456	1,174,669	1,209,909	1,246,207	1,283,593	-	-	-	-	-
Workforce Housing										
Gross Potential Rent	6,305,221	6,494,378	6,689,209	6,889,886	7,096,582	7,309,480	7,528,764	7,754,627	7,987,266	8,226,884
Vacancy	189,157	194,831	200,676	206,697	212,897	219,284	225,863	232,639	239,618	246,807
Utility Consumption Reimbursements	176,340	181,630	187,079	192,692	198,472	204,426	210,559	216,876	223,382	230,084
Other Income	234,867	241,913	249,170	256,645	264,345	272,275	280,443	288,856	297,522	306,448
Workforce Housing Subtotal	6,527,271	6,723,090	6,924,782	7,132,526	7,346,502	7,566,897	7,793,904	8,027,721	8,268,552	8,516,609
Non-Residential Revenues										
Retail Income	126,525	129,056	131,637	134,269	136,955	139,694	142,488	145,337	148,244	151,209
Retail Vacancy	-	-	-	-	-	-	-	-	-	-
Retail Subtotal	126,525	129,056	131,637	134,269	136,955	139,694	142,488	145,337	148,244	151,209
Net Rental Revenue	7,794,252	8,026,814	8,266,328	8,513,002	8,767,049	7,706,590	7,936,391	8,173,058	8,416,796	8,667,818
Operating Expenses										
Ballet Expense Allowance	82,343	84,813	87,357	89,978	92,677	95,458	98,321	101,271	104,309	107,439
Workforce Housing Expenses										
Repairs & Maintenance	47,125	48,539	49,995	51,495	53,040	54,631	56,270	57,958	59,697	61,488
Turnover	95,011	97,861	100,797	103,821	106,936	110,144	113,448	116,851	120,357	123,968
Grounds & Landscaping	44,338	45,669	47,039	48,450	49,903	51,400	52,942	54,531	56,167	57,852
Payroll	319,490	329,074	338,947	349,115	359,588	370,376	381,487	392,932	404,720	416,862
Marketing & Leasing	50,672	52,193	53,758	55,371	57,032	58,743	60,506	62,321	64,190	66,116
Administrative	95,011	97,861	100,797	103,821	106,936	110,144	113,448	116,851	120,357	123,968
Security	126,681	130,482	134,396	138,428	142,581	146,858	151,264	155,802	160,476	165,290
Contract Services	76,009	78,289	80,638	83,057	85,548	88,115	90,758	93,481	96,285	99,174
Utilities	331,904	341,862	352,117	362,681	373,561	384,768	396,311	408,201	420,447	433,060
Management Fee	233,828	240,804	247,990	255,390	263,011	231,198	238,092	245,192	252,504	260,035
Property Insurance	202,943	209,031	215,302	221,761	228,414	235,267	242,325	249,594	257,082	264,795
2 Bike Passes for New Residents	6,334	6,524	6,720	6,921	7,129	7,343	7,563	7,790	8,024	8,265
2 Transit Passes for New Residents	28,630	29,489	30,373	31,285	32,223	33,190	34,186	35,211	36,268	37,356
Non-Cash	-	-	-	-	-	-	-	-	-	-
Total Operating Expense	1,740,319	1,792,491	1,846,227	1,901,574	1,958,581	1,977,634	2,036,921	2,097,986	2,160,882	2,225,664
Net Operating Income	6,053,933	6,234,324	6,420,102	6,611,428	6,808,468	5,728,956	5,899,470	6,075,072	6,255,914	6,442,154
Additional Revenue										
Capitalized Interest Fund	-	-	-	-	-	-	-	-	-	-
Debt Service Reserve Fund Earnings	-	-	-	-	-	-	-	-	-	-
Total Additional Revenue	-	-	-	-	-	-	-	-	-	-
Additional Expenses										
501c3 Fees	77,931	79,489	81,079	82,701	84,355	86,042	87,763	89,518	91,308	93,135
Audit/Trustee/Banking etc	64,924	66,872	68,878	70,944	73,073	75,265	77,523	79,848	82,244	84,711
Total Additional Expenses	142,855	146,361	149,957	153,645	157,427	161,307	165,285	169,366	173,552	177,846
Total Cash Available for Debt Service	5,911,078	6,087,963	6,270,145	6,457,783	6,651,041	5,567,650	5,734,185	5,905,706	6,082,362	6,264,308
Debt Service										
Senior Debt Service	-	-	-	-	-	-	-	-	-	-
Total Debt Service	-	-	-	-	-	-	-	-	-	-
Cashflow after Debt Service	5,911,078	6,087,963	6,270,145	6,457,783	6,651,041	5,567,650	5,734,185	5,905,706	6,082,362	6,264,308
Debt Service Coverage Ratio	-	-	-	-	-	-	-	-	-	-
Subordinate Debt Service										
Subordinate Debt Service	-	-	-	-	-	-	-	-	-	-
Cash Flow after Subordinate Debt Service	5,911,078	6,087,963	6,270,145	6,457,783	6,651,041	5,567,650	5,734,185	5,905,706	6,082,362	6,264,308
Debt Service Coverage Ratio	-	-	-	-	-	-	-	-	-	-
Subordinated Expenses										
Issuer Expense	-	-	-	-	-	-	-	-	-	-
Repair and Replacement Fund	81,174	83,610	86,118	88,701	91,362	94,103	96,926	99,834	102,829	105,914
Operations Contingency Fund	13,518	13,919	14,333	14,759	15,197	15,733	16,286	16,866	17,470	-
Deferred Management Fee	77,943	80,268	82,663	85,130	87,670	90,286	92,969	95,711	98,514	101,378
Total Subordinated Expenses	172,635	177,797	183,114	188,590	194,230	199,999	205,881	211,811	217,893	223,922
Annual Project Cash Flow	5,738,444	5,910,166	6,087,031	6,269,193	6,456,811	5,390,747	5,542,078	5,707,854	5,878,595	6,071,716