

# Application for Neighborhood and Community Development Funds

Submit original and 24 complete copies of this application to the CD Office by 4:30 p.m. by the 15<sup>th</sup> of the month, to be reviewed by the CDBG Commission on the first Thursday of the following month.

Program Title: HOME Rental Acquisition Amount Requested: \$ 400,000  
Agency: Housing Initiatives, Inc.  
Address: 1110 Ruskin Street, Madison, WI 53704  
Contact Person: Dean Loumos Telephone: 808-277-8330  
Email: dloumos@housinginit.org Fax: 808-277-1728

1. **Program Abstract:** Provide an overview of the project. Identify the community need to be addressed. Summarize the program's major purpose in terms of need to be addressed, the goals, procedures to be utilized, and the expected outcomes. Limit response to 150 words.

There is a documented need for permanent housing for persons who are chronically homeless (HUD definition) and are also disabled through chronic mental illness. Housing Initiatives, Inc (HII) alone has over 200 persons on our waiting list for such housing.

The goal is to acquire/rehabilitate or construct new, eight units of such housing.

We will use property development activities to provide such housing: property acquisition/rehab funded by grant monies from a variety of sources (depending on the success of the grant applications) such as HUD Shelter Plus Care, Federal Home Loan Bank-Chicago, WHEDA Foundation Grant, CDBG HOME funds and Madison CDA project based vouchers.

*Currently we do not have an option on a specific property, but, upon notice of HOME funding availability, we will identify a property(s) such as duplexes and a/or fourplexes which we can purchase and rehabilitate or we will work with a developer who would be able to sell us newly constructed units as a part of Inclusionary Zoning.*

The outcome will be HII's owning eight additional units and providing these as additional units for persons who are homeless and disabled through mental illness.

2. **Target Population:** Identify the projected target population for this program in terms of age, residency, race, income eligibility criteria, and other unique characteristics or sub-groups.

Target population is single individuals who are either disabled by mental illness, low-income or homeless.

4 units will be rented to single individuals who are both mentally ill and chronically homeless (HUD definition).

8 # unduplicated individuals estimated to be served by this project.

8 # unduplicated households estimated to be served by this project.

3. Program Objectives: The 5-Year Plan lists 9 project objectives (A through N). Circle the one most applicable to your proposal and describe how this project addresses that objective.

- A. Housing – Existing Owner-Occupied
- B. Housing – For Buyers
- C. Housing – Rental Housing**
- E. Economic Dev. – Business Creating Jobs
- F. Economic Dev. – Micro-enterprise
- G. Neighborhood Civic Places
- K. Community-based Facilities
- L. Neighborhood Revitalization
- N. Access to Housing Resources

This proposed project will, if completed, add eight units to the existing (and woefully inadequate) supply of permanent rental housing available to single individuals who are disabled by mental illness and chronically homeless.

**NOTE:** The attached feasibility is based on current HII operations for other projects and includes all possible expenses to determine if the project is feasible under the most pessimistic conditions and as such includes additional replacement reserve costs to cover future contingencies, but also lowers the cash flow. In practice, we expect to be able to operate the project more efficiently and this will raise the cash flow and increase the DCR.

4. Fund Objectives: Check the fund program objective which this project meets. (Check all for which you seek funding.)

- |                       |                                                                                                      |          |                                                     |
|-----------------------|------------------------------------------------------------------------------------------------------|----------|-----------------------------------------------------|
| Acquisition/<br>Rehab | <input checked="" type="checkbox"/> New Construction, Acquisition,<br>Expansion of Existing Building | Futures  | <input type="checkbox"/> Prototype                  |
|                       | <input checked="" type="checkbox"/> Accessibility (if necessary)                                     |          | <input type="checkbox"/> Feasibility Study          |
|                       | <input type="checkbox"/> Maintenance/Rehab                                                           |          | <input type="checkbox"/> Revitalization Opportunity |
|                       | <input type="checkbox"/> Other                                                                       |          | <input type="checkbox"/> New Method or Approach     |
| Housing               | <input checked="" type="checkbox"/> Rental Housing                                                   | Homeless | <input checked="" type="checkbox"/> Housing         |
|                       | <input type="checkbox"/> Housing For Buyers                                                          |          | <input type="checkbox"/> Services                   |

5. Budget: Summarize your project budget by estimated costs, revenue, and fund source.

EXPENDITURES	TOTAL PROJECT COSTS	AMOUNT OF CD REVENUES	AMOUNT OF NON-CD REVENUES	SOURCE OF NON-CD FUNDED PORTION
<b>A. Personnel Costs</b>				
1. Salaries/Wages (attach detail)	\$42,500		\$42,500	WHEDA
2. Fringe Benefits				
3. Payroll Taxes				
<b>B. Non-Personnel Costs</b>				
1. Office Supplies/Postage				
2. Telephone				
3. Rent/Utilities				
4. Professional Fees & Contract Services				
5. Work Supplies and Tools				
8. Other: All Other Soft Costs	\$76,446		\$76,446	WHEDA
<b>C. Capital Budget Expenditures (Detail in attachment C)</b>				
1. Capital Cost of Assistance to Individuals (Loans)				
2. Other Capital Costs: Acquisition/Rehab of Building(s)	\$645,000	\$400,000	\$245,000	WHEDA/ CDBG/SHP
<b>D. TOTAL (A+B+C)</b>				
	\$763,946	\$400,000	\$363,946	

8. Action Plan/Timetable

Estimated Month of Completion  
(If applicable)

Describe the major actors and activities, sequence, and service location, days and hours which will be used to achieve the outcomes listed in # 1.

Use the following format:  
(Who) will do (what) to (whom and how many) (when) (where) (how often). A flowchart may be helpful.

- |                                                                   |                         |
|-------------------------------------------------------------------|-------------------------|
| 1. HII Development Director to locate property                    | January 2008-March 2008 |
| 2. HII will acquire property or land (E.D./D.D.)                  | March 2008              |
| 3. HII will rehabilitate building.<br>(all staff and contractors) | March-June 2008 (rehab) |

7. What was the response of the alderperson of the district to the project?

Not yet as we have not finalized the specific property locations.  
When the property locations are completed we will notify the alderperson for the district for comments.

8. Does agency seek funds for property acquisition and/or rehab? [If applicable, describe the amount of funds committed or proposed to be used to meet the 25% match requirements (HOME or ESG) with its qualifications.]

No Complete Attachment A  
 Yes Complete Attachment B and C and one of the following:  D Facilities  
 E Housing for Buyers  
 F Rental Housing and Proforma

9. Do you qualify as a Community Housing Development Organization (CHDO)? (See attachment G for qualifications.)  
 No  Yes - Complete Attachment G

10. Do you seek Scattered Site Acquisition Funds for acquisition of service-enriched housing?

No  Yes - Complete Attachment B, C, F, and H

11. Do you seek ESG funds for services to homeless persons?

No  Yes - Complete Attachment I

12. This proposal is hereby submitted with the approval of the Board of Directors/Department Head and with the knowledge of the agency executive director, and includes the following:

Future Fund (Attachment A)  Housing for Resale (Attachment E)  
 Property Description (Attachment B)  Rental Housing and Proforma (Attachment F)  
 Capital Budget (Attachment C)  CHDO (Attachment G)  
 Community Service Facility (Attachment D)  Scattered Site Funds Addendum (Attachment H)  
 ESG Funding Addendum (Attachment I)

13. Affirmative Action: If funded, applicant hereby agrees to comply with City of Madison Ordinance 3.02.(9) and file either an exemption or an affirmative action plan with the Department of Civil Rights. A Model Affirmative Action Plan and instructions are available at: <http://www.cityofmadison.com/dcr/aaForms.cfm>.

14. Non-Discrimination Based on Disability: Applicant shall comply with Section 39.05, Madison General Ordinances, Nondiscrimination Based on Disability in City-Assisted Programs and Activities. Under section 39.05(7) of the Madison General Ordinances, no City financial assistance shall be granted unless an Assurance of Compliance with Sec. 39.05 is provided by the applicant or recipient, prior to the granting of the City financial assistance. Applicant hereby makes the following assurances: Applicant assures and certifies that it will comply with section 39.05 of the Madison General Ordinances, entitled "Nondiscrimination Based on Disability in City Facilities and City-Assisted Programs and Activities," and agrees to ensure that any subcontractor who performs any part of this agreement complies with sec. 39.05, where applicable, including all actions prohibited under section 39.05(4), MGO." <http://www.cityofmadison.com/dcr/aaForms.cfm>

Signature: Robert L. Beckman Jan 17, 2008 Date:  
President-Board of Directors/Department Head

Signature: [Signature] Date: 1.15.08  
Executive Director

For additional information or assistance in completing this application, please contact the CD Office at 267-0740.

COMPLETE IF PROJECT INVOLVES PURCHASE, REHAB, OR CONSTRUCTION OF ANY REAL PROPERTY:  
 INFORMATION CONCERNING PROPOSALS INVOLVING REAL PROPERTY

ADDRESS	ACTIVITY (Circle Each Applicable Phase)	NUMBER OF UNITS		Number of Units Currently Occupied	Number of Tenants To Be Displaced?	APPRAISED VALUE:		PURCHASE PRICE (If Applicable)	ACCESSIBLE TO INDIVIDUALS WITH PHYSICAL HANDICAPS?		PRIOR USE OF CD FUNDS IN BUILDING?
		Prior to Purchase	After Project			Current	After Rehab/Construction		Currently?	Post-project?	
TBD	Purchase Rehab Construct										
	Purchase Rehab Construct										
	Purchase Rehab Construct										

CAPITAL BUDGET

Amount and Source of Funding: ***	TOTAL		TOTAL PROJECT/CAPITAL BUDGET (include all fund sources)		Source/Terms**	Amount	Source/Terms**
	Amount	Source/Terms**	Amount	Source/Terms**			
<b>Acquisition Costs:</b>							
Acquisition	\$520,000	HUD SHP (Grant)	\$400,000	CDBG HOME Funds (forgivable loan)		\$2,486	WHEDA (loan)
Title Insurance and Recording	\$1,000					\$1,000	WHEDA (loan)
Appraisal	\$3,000					\$3,000	WHEDA (loan)
*Predv/pmnt/feasibility/market study	\$2,000					\$2,000	WHEDA (loan)
Survey							
*Marketing/Affirmative Marketing							
Relocation							
Other: _____							
<b>Construction:</b>							
Construction Costs	\$115,000					\$115,000	WHEDA (loan)
Soils/site preparation							
Construction management							
Landscaping, play lots, sign	\$10,000					\$10,000	WHEDA (loan)
Const interest							
Permits, print plans/specs	\$1,250					\$1,250	WHEDA (loan)
Other: _____							
<b>Fees:</b>							
Architect							
Engineering							
*Accounting	\$1,500					\$1,500	WHEDA (loan)
*Legal	\$15,000					\$15,000	WHEDA (loan)
*Development Fee	\$42,500					\$42,500	WHEDA (loan)
*Origination Fee	\$3,696					\$3,696	WHEDA (loan)
Other: Environmental _____	\$1,000					\$1,000	WHEDA (loan)
<b>Project Contingency:</b>							
<b>Furnishings:</b>							
<b>Reserves Funded from Capital:</b>							

Operating Reserve									
Replacement Reserve	\$8,000								\$8,000
Maintenance Reserve									
Vacancy Reserve									
Lease Up Reserve									
Other: Taxes during Construction	\$10,000								\$10,000
Other: Relocation	\$30,000								\$30,000
TOTAL COSTS:	\$763,946				\$117,514				\$246,432
									\$400,000

\* If CDBG funds are used for items with an " ", the total cost of these items may not exceed 15% of the CDBG amount.  
 \*\* Note: Each amount for each source must be listed separately, i.e. Acquisition: \$30,000 HOME, \$125,000 CRF.  
 \*\*\* Identify if grant or loan and terms.

**HOUSING FOR BUYERS**

A. Recap briefly the key or unique features of this project:

1. Activities to bring it to housing and code standards:

2. Ways to assure the long-term affordability of the unit? (i.e. Repayment or land use/lease restriction or other special funding features to make it affordable):

B. Provide the following information for owner-occupied properties (list each house or unit):

Table B: OWNER									
Unit #	# of Bedroom	Purchase Price	Amt of CD \$	Use of CD Funds*	Projected Monthly PITI	Household Income Category**	Affordability Period # of Years	Sale Price	Appraised Value

\* Refer to 24 CFR 92.208 or 570.202 for such costs as construction, acquisition, architectural engineering services, affirmative marketing, relocation.

\*\* Less than or equal to 30% of median income, less than or equal to 50% of median, less than or equal to 80% of median, or less than or equal to 80% of median.

C. Describe proposed improvements to increase the level of accessibility:



RESIDENTIAL RENTAL PROPERTY

A. Provide the following information for rental properties:

Table A: RENTAL							
Unit #	# of Bedrooms	Amount of CD \$	Use of CD Funds*	Monthly Unit Rent	Site 2		Site 3
					Includes Utilities?	Household Income Category	
8	1	\$400,000	Acq/Rehab	\$675	Yes		<30% CMI

B. Indicate how the project will demonstrate that the housing units will meet housing and code standards.

Units will be inspected by City prior to occupancy for code compliance.

C. Describe briefly your tenant selection criteria and process.

Hll selects tenants from a waiting list of tenants referred from Dane County CSP organizations trying to place clients who are mentally ill and chronically homeless.

D. Does the project include plans to provide support services to assisted residents or to link assisted residents to appropriate services? If yes, describe.

While the specific project does not include funding for services, all Hll tenants are required to have case workers from community service organizations and Hll maintains staff to assist tenants in staying in touch with their case workers.

TOTAL PROJECT PROFORMA (total units in the project)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Revenue	See	attached	Spread	sheet	in	Part 3	p. 2								
Gross Income	See														
Less Vacancy															
<b>Net Income</b>															
Expenses															
Audit															
Taxes															
Insurance															
Maintenance															
Utilities															
Property Management															
Operating Reserve Pmt															
Replacement Reserve Pmt															
Support Services															
Affirmative Marketing															
Other															
<b>Total Expenses</b>															
<b>NET OPERATING INCOME</b>															
Debt Service															
First Mortgage															
Other															
Other															
<b>Total Debt Service</b>															
<b>Total Annual Cash Expenses</b>															
Debt Service Reserve															
Cash Flow															
Assumptions:															
Vacancy Rate															
Annual Increase															
Carrying Charges															
Expenses															

**COMMUNITY HOUSING DEVELOPMENT ORGANIZATION (CHDO) ONLY**

A. Please describe how the organization meets the following key criteria:

- a. Possesses not-for-profit, tax exempt 501(c) status;
- b. Has a board with fewer than 1/3 of its members as public officials;
- c. Includes provision of affordable housing within its statement of purpose;
- d. Includes lower income or lower income representatives for a minimum of 1/3 of its board and includes a means for lower-income participation;
- e. Demonstrates its capacity and experience in service the community.

- a. HII is a 501(c) 3 corporation.
- b. HII has no public officials on its board
- c. HII statement of purpose includes affordable housing (HUD Shelter Plus Care requires tenants to be below 50% CMI)
- d. HII board is comprised of ten members and four of them are low-income per HII by-laws.
- e. HII is restricted to serving tenant with chronic mental illness and has served this function from 1993. In that time HII has grown from providing 9 persons with housing to 91 in 2008. All of which are low-income and diagnosed with chronic mental illness.

## APPLICATION FOR SCATTERED SITE ACQUISITION FUNDS

Address: \_\_\_\_\_ Amount Requested: \$ \_\_\_\_\_

1. Which State of Wisconsin statute are you organized under?
  - \_\_\_\_\_ Chapter 181
  - \_\_\_\_\_ Chapter 185
  
2. Proposed Acquisition Site:
  - A. Address: \_\_\_\_\_
  - B. Current appraised value: \_\_\_\_\_
  - C. Accepted purchase price (if offer has been made): \_\_\_\_\_
  - D. Number of bedrooms, living units, or shared living units: \_\_\_\_\_
  - E. Number of square feet on the property: \_\_\_\_\_
  
3. Program Abstract: Provide an overview of the service program. Identify the community need to be addressed. Summarize the program's major purpose in terms of problems to be addressed, the goals and procedures to be utilized, and the expected outcomes. Limit response to 150 words.

4. Describe how your target population meets the CDA definition of special needs.

## EMERGENCY SHELTER GRANT FUNDING

- A. Describe how you coordinate tasks and responsibilities or target groups with other agencies. (i.e., agencies from whom you commonly receive referrals or to whom you make referrals, and the sequence of contact.) Describe, if appropriate, how a partnership will be formed among local organizations and individual involved with the implementation of the program.

N/A

- B. If funds are requested for supportive services or prevention activities, describe how the service qualifies as a new service or how it will be a quantifiable increase in services.

## Rent & Expenses

Project Name	2008 HOME 8 Unit
Address	tbd
Total Units	8
Set-aside Units	8

### INCOME

# of Units	#set-aside	# Br	Rent	Utility	Gross Rent	Rent Limits	Mon. Rent	Yr. Rent
8	8	1 (2)	\$675		\$675		\$5,400	\$64,800
					\$0		\$0	\$0
					\$0		\$0	\$0
					\$0		\$0	\$0
					\$0		\$0	\$0

Total Units	8
Total Rent	\$64,800
Rent Vacancy Rate	7%
Vacancy	\$4,536
Net Rent	\$60,264

Appraised Value	tbd
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Other Income	\$0
Other Vacancy Rate	0%
Other Vacancy	\$0
Net Other Income	\$0

<b>TOTAL INCOME</b>	<b>\$60,264</b>
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### OPERATING EXPENSES

	Yearly Amount	Monthly Amount	PUY	PUPM	subtotals	
Management Fee 4.90%	\$2,953	\$246	\$369	\$31		
Admin - Salaries	\$6,000	\$500	\$750	\$63		
Admin - Supplies	\$200	\$17	\$25	\$2		
Accounting	\$900	\$75	\$113	\$9		
Financial Statements	\$1,200	\$100	\$150	\$13	\$117	Admin
Util - Electric	\$4,200	\$350	\$525	\$44		
Util - Gas	\$6,000	\$500	\$750	\$63		
Util - Water/Sewer	\$2,800	\$233	\$350	\$29	\$135	Util
Maint Salaries	\$6,500	\$542	\$813	\$68		
Maint- Supplies	\$2,000	\$167	\$250	\$21		
Oper -Lawns	\$750	\$63	\$94	\$8		
Oper - Trash	\$0	\$0	\$0	\$0		
Oper - Cleaning	\$1,000	\$83	\$125	\$10	\$107	op/maint
Insurance	\$5,000	\$417	\$625	\$52		
Taxes (PILOT)	\$0	\$0	\$0	\$0	\$52	tax/insur
Replacement Reserve	\$1,920	\$160	\$240	\$20		
Other	\$0	\$0	\$0	\$0		
<b>TOTAL OP EXPENSES</b>	<b>\$41,423</b>	<b>\$3,452</b>	<b>\$5,178</b>	<b>\$431</b>		
<b>NET OPERATING INCOME</b>	<b>\$18,841</b>	<b>\$1,570</b>	<b>\$2,355</b>	<b>\$196</b>		

## DEBT SERVICE

Loan Amount #1	\$246,432	Source of Loan	DCR	1.42
Interest Rate	3.50%		LTV	#VALUE!
Amortization (months)	360			
Term (Months)	360			
Monthly Debt Service	\$1,106.59			
Yearly Debt Service	\$13,279.08	\$30,804		loan #1 per unit

Loan Amount #2	\$0	Source of Loan	DCR	#DIV/0!	1.42
Interest Rate	0.00%		LTV	#VALUE!	#VALUE!
Amortization (months)	0				
Term (months)	0				
Monthly Debt Service					
Yearly Debt Service	\$0.00	\$0			loan #2 per unit

Loan Amount #3	\$0	Source of Loan	DCR	#DIV/0!	1.42
Interest Rate	0.00%		LTV	#VALUE!	#VALUE!
Amortization (months)	0				
Term (Months)	0				
Monthly Debt Service					
Yearly Debt Service	\$0.00	\$0			loan #3 per unit

<b>Total Debt Service</b>	<b>\$13,279</b>				
<b>Total Loans</b>	<b>\$246,432</b>	<b>\$30,804</b>			<b>all loans per unit</b>

<b>YEARLY CASH FLOW</b>	<b>\$5,562</b>
<b>TOTAL DCR</b>	<b>1.42</b>
<b>TOTAL LTV</b>	<b>#VALUE!</b>

## Development Costs

ACQUISITION COSTS	% of Total		Per Unit	
Building	\$520,000	68%	\$65,000	
Land	\$0	0%	\$0	\$520,000
<b>HARD COSTS</b>				
New Structures	\$0	0%	\$0	
Rehab	\$115,000	15%	\$14,375	
Site Work	\$10,000	1%	\$1,250	
Landscaping		0%	\$0	
Utilities	\$0	0%	\$0	
Contingency		0%	\$0	
Other	\$0	0%	\$0	
General Requirements	\$0	0%	\$0	
Builder Profit	\$0	0%	\$0	
Builder Overhead	\$0	0%	\$0	\$125,000
<b>SOFT COSTS</b>				
Design Architect	\$0	0%	\$0	
Inspecting Architect	\$0	0%	\$0	
Construction Management	\$0	0%	\$0	
Engineering	\$0	0%	\$0	
Taxes during Construction	\$10,000	1%	\$1,250	
Construction Interest	\$0	0%	\$0	
Construction Insurance	\$0	0%	\$0	
Permits & Fees	\$1,000	0%	\$125	
Survey	\$2,000	0%	\$250	
Environmental	\$1,000	0%	\$125	
Market Study	\$0	0%	\$0	
Appraisal	\$3,000	0%	\$375	
Relocation	\$30,000	4%	\$3,750	
Rent-up Reserve	\$0	0%	\$0	
Personal Property	\$0	0%	\$0	
Other	\$0	0%	\$0	
Origination Fees - Const.	\$0	0%	\$0	
Origination Fees - Perm	\$3,696	0%	\$462	
Legal	\$15,000	2%	\$1,875	
Accounting	\$1,500	0%	\$188	
Loan Application Fee	\$250	0%	\$31	
Title & Recording	\$1,000	0%	\$125	
Closing	\$0	0%	\$0	
Replacement Reserve Deposit	\$8,000	1%	\$1,000	
Other	\$0	0%	\$0	
Consultants	\$0	0%	\$0	
Developer Fee	\$42,500	6%	\$5,313	\$118,946
<b>Total Development Cost</b>	<b>\$763,946</b>	<b>100%</b>	<b>\$95,493</b>	<b>\$763,946</b>



<b>SOURCES &amp; USES</b>
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**SOURCES**

Loan	\$246,432	
Loan	\$0	Total Loans
Loan	\$0	\$246,432
HUD SHP	\$117,514	
HOME	\$400,000	
Other	\$0	Total Grants
Other	\$0	\$517,514
<b>Total Sources</b>	<b>\$763,946</b>	

**Total Cost**            **\$763,946**

**difference**            **\$0**

## Cash Flows

	inflation %	Construction Year	Year 1	Year 2	Year 3	Year 4	Year 5
Total Rent	1%		\$64,800	\$65,448	\$66,102	\$66,764	\$67,431
Rent Vacancy Rate			7%	7%	7%	7%	7%
Vacancy			\$4,536	\$4,581	\$4,627	\$4,673	\$4,720
Net Rent			\$60,264	\$60,867	\$61,475	\$62,090	\$62,711
Other Income	2%		\$0	\$0	\$0	\$0	\$0
Other Vacancy Rate			0%	0%	0%	0%	0%
Other Vacancy			\$0	\$0	\$0	\$0	\$0
Net Other Income			\$0	\$0	\$0	\$0	\$0
<b>TOTAL INCOME</b>			\$60,264	\$60,867	\$61,475	\$62,090	\$62,711
Management Fee			\$2,953	\$2,982	\$3,012	\$3,042	\$3,073
Admin - Salaries	2%		\$6,000	\$6,120	\$6,242	\$6,367	\$6,495
Admin - Supplies			\$200	\$204	\$208	\$212	\$216
Accounting			\$900	\$918	\$936	\$955	\$974
Financial Statements			\$1,200	\$1,224	\$1,248	\$1,273	\$1,299
Util - Electric	3%		\$4,200	\$4,326	\$4,456	\$4,589	\$4,727
Util - Gas			\$6,000	\$6,180	\$6,365	\$6,556	\$6,753
Util - Water/Sewer			\$2,800	\$2,884	\$2,971	\$3,060	\$3,151
Maint Salaries	2%		\$6,500	\$6,630	\$6,763	\$6,898	\$7,036
Maint- Supplies			\$2,000	\$2,040	\$2,081	\$2,122	\$2,165
Oper -Lawns			\$750	\$765	\$780	\$796	\$812
Oper - Trash			\$0	\$0	\$0	\$0	\$0
Oper - Cleaning			\$1,000	\$1,020	\$1,040	\$1,061	\$1,082
Insurance	3%		\$5,000	\$5,150	\$5,305	\$5,464	\$5,628
Taxes	3%		\$0	\$0	\$0	\$0	\$0
Replacement Reserve	1%		\$1,920	\$1,939	\$1,959	\$1,978	\$1,998
Other							
<b>TOTAL OP EXPENSES</b>			\$41,423	\$42,383	\$43,367	\$44,375	\$45,409
<b>NET OPERATING INCOME</b>			\$18,841	\$18,484	\$18,109	\$17,715	\$17,302
Debt Service			\$13,279	\$13,279	\$13,279	\$13,279	\$13,279
Debt Service			\$0	\$0	\$0	\$0	\$0
Debt Service			\$0	\$0	\$0	\$0	\$0
<b>TOTAL DEBT SERVICE</b>			13,279	13,279	13,279	13,279	13,279
<b>CASH FLOW</b>			\$5,562	\$5,205	\$4,830	\$4,436	\$4,023
<b>DCR</b>			1.42	1.39	1.36	1.33	1.30

Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
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\$68,105	\$68,787	\$69,474	\$70,169	\$70,871	\$71,580	\$72,295	\$73,018	\$73,748	\$74,486
7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
\$4,767	\$4,815	\$4,863	\$4,912	\$4,961	\$5,011	\$5,061	\$5,111	\$5,162	\$5,214
\$63,338	\$63,971	\$64,611	\$65,257	\$65,910	\$66,569	\$67,235	\$67,907	\$68,586	\$69,272

\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

\$63,338	\$63,971	\$64,611	\$65,257	\$65,910	\$66,569	\$67,235	\$67,907	\$68,586	\$69,272
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\$3,104	\$3,135	\$3,166	\$3,198	\$3,230	\$3,262	\$3,294	\$3,327	\$3,361	\$3,394
\$6,624	\$6,757	\$6,892	\$7,030	\$7,171	\$7,314	\$7,460	\$7,609	\$7,762	\$7,917
\$221	\$225	\$230	\$234	\$239	\$244	\$249	\$254	\$259	\$264
\$994	\$1,014	\$1,034	\$1,054	\$1,076	\$1,097	\$1,119	\$1,141	\$1,164	\$1,188
\$1,325	\$1,351	\$1,378	\$1,406	\$1,434	\$1,463	\$1,492	\$1,522	\$1,552	\$1,583
\$4,869	\$5,015	\$5,165	\$5,320	\$5,480	\$5,644	\$5,814	\$5,988	\$6,168	\$6,353
\$6,956	\$7,164	\$7,379	\$7,601	\$7,829	\$8,063	\$8,305	\$8,555	\$8,811	\$9,076
\$3,246	\$3,343	\$3,444	\$3,547	\$3,653	\$3,763	\$3,876	\$3,992	\$4,112	\$4,235
\$7,177	\$7,320	\$7,466	\$7,616	\$7,768	\$7,923	\$8,082	\$8,244	\$8,408	\$8,577
\$2,208	\$2,252	\$2,297	\$2,343	\$2,390	\$2,438	\$2,487	\$2,536	\$2,587	\$2,639
\$828	\$845	\$862	\$879	\$896	\$914	\$933	\$951	\$970	\$990
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$1,104	\$1,126	\$1,149	\$1,172	\$1,195	\$1,219	\$1,243	\$1,268	\$1,294	\$1,319
\$5,796	\$5,970	\$6,149	\$6,334	\$6,524	\$6,720	\$6,921	\$7,129	\$7,343	\$7,563
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$2,018	\$2,038	\$2,058	\$2,079	\$2,100	\$2,121	\$2,142	\$2,164	\$2,185	\$2,207

\$46,469	\$47,556	\$48,670	\$49,813	\$50,984	\$52,186	\$53,417	\$54,681	\$55,976	\$57,304
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\$16,869	\$16,415	\$15,941	\$15,444	\$14,926	\$14,383	\$13,817	\$13,226	\$12,610	\$11,968
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\$13,279	\$13,279	\$13,279	\$13,279	\$13,279	\$13,279	\$13,279	\$13,279	\$13,279	\$13,279
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

13,279	13,279	13,279	13,279	13,279	13,279	13,279	13,279	13,279	13,279
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\$3,590	\$3,136	\$2,662	\$2,165	\$1,646	\$1,104	\$538	(\$53)	(\$669)	(\$1,311)
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1.27	1.24	1.20	1.16	1.12	1.08	1.04	1.00	0.95	0.90
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