

## TULARE COUNTY HOMEKEY+ PROPOSAL

The proposed 21-unit project will be built on land acquired and donated by the Housing Authority of Tulare County (“HATC”) located at 627 S. Fulgham is located in the City of Visalia. The units will be designated for Veterans, with a set-aside for those At-Risk of Homelessness with a Veterans preference, reflecting the need to develop deeply affordable housing units for vulnerable adults in Tulare County. Veterans are those that currently live in Tulare County and served in the active military, naval, or air service of the United States or as a member of the National Guard who was called to and released from active duty or active services for a period of not fewer than 90 consecutive days or was discharged from service due to a service-related disability. This includes veterans with other-than-honorable discharges. The project will be developed through a collaboration with the US Department of Veterans Affairs and Tulare County Health and Human Services Agency (“HHSA”).

### Development Partners

HomeKey+ Applicant & Developer:	HATC
Property Management & Co-Developer:	Kaweah Management Company Inc. (HATC Non-profit Instrumentality)
Veterans Supportive Services Provider:	US Department of Veterans Affairs
HomeKey+ Lead Supportive Services Provider:	Tulare County Health & Human Services Agency (“HHSA”)
Specialized Mental Health Services Provider:	Kings View
Access & Linkage Supportive Services Provider:	HHSA Managed Care Plans (“MCPs”)
Construction Lender:	HATC
HATC HomeKey+ Consultant:	HEAL Collective
Architect:	B.A.R. Architects
Project Management:	Gerson Consulting

UNIT AMI	# UNITS		RENT (Monthly P.U.)
	1 BD & 1 BA	2 BD & 2 BA	
VASH(15%)	12		\$1,140 (SMA FMR)
VASH (15%)		4	\$1.490 (SMA FMR)
Tulare Homeless Alliance CES (15%)	3		\$1,140 (SMA FMR)
Tulare Homeless Alliance CES (15%)		1	\$1.490 (SMA FMR)
Property Managers Unit (60%)		1	\$928

### HCD HomeKey+ Threshold

<b>Address</b>	627 S Fulgham St, Visalia, CA, 93277
<b>HomeKey+ Solution</b>	Veterans & Adults At Risk of Homelessness (Veterans Preference)
<b>Site Control</b>	Fee Title
<b>Detailed Development Plan</b>	SB 35 and Density Bonus
<b>Phase I Environmental</b>	Pending
<b>Transit</b>	Bus Stop Noble & Demaree R15B (0.3 Mile)
<b>Grocery</b>	Save Mart, 3615 W Noble Ave, Visalia, CA 93277 (0.2Mile)
<b>Health Facility</b>	Valley Industrial/Family Health 225 S Chinowth St, Visalia, CA 93291 (0.5 Mile)
<b>Library</b>	Tulare County Library 200 W Oak Ave, Visalia, CA 93291 (2.6 Miles)
<b>Pharmacy</b>	Walgreens Pharmacy 5328 W Cypress Ave, Visalia, CA 93277(1.2 Miles)
<b>Public Park</b>	West Main Park 2825 W Main St, Visalia, CA 93291 (0.7 Mile)
<b>Community Center, College, Trade School, etc.</b>	College of the Sequoias 915 S Mooney Blvd, Visalia, CA 93277 (1.3 Miles) Fresno State Visalia Campus 1945 W Meadow Ave, Visalia, CA 93277 (1.4 Miles)

## **VETERANS OCCUPANCY STANDARDS**

Occupancy of all Veterans units shall be restricted to households including one or more Veterans with incomes at time of move-in not exceeding the limits approved by the California Department of Housing and Community Development ("Department"). The maximum income limit at move-in shall be 15 percent of Area Median Income.

If the Veteran who qualified a household for occupancy moves out, and household members remain, the unit shall still be considered an Assisted Unit, unless the qualifying Veteran's occupancy was for less than three months, or there is evidence that the Veteran's occupancy was intended to be for a short duration.

Assisted Units shall be further restricted to households that include Veterans who are Homeless, Homeless with a Disability, or Chronically Homeless, as approved by HCD. Sponsor shall maintain documentation of eligibility consistent with federal regulations implementing the Homeless Emergency Assistance and Rapid Transition to Housing (HEARTH) Act of 2009.

Any occupancy restrictions based on conditions of separation from military service are subject to Department approval.

Assisted Units only restrict occupancy to Veterans who separated from military service under certain conditions (e.g. under other than dishonorable conditions), or who qualify for VA health care, when required by a public agency funding source.

In any case, a minimum of ten percent of Assisted Units shall be prioritized for occupancy by Veterans who are ineligible for VA health care and/or HUD-VASH.

In the event the Department determines, and the California Department of Veterans Affairs concurs that there are no longer sufficient Veterans eligible for one or more categories of households eligible for Supportive Housing based on evidence from the local Continuum of Care, the VA, the local Point-in-Time count of persons experiencing homelessness, and similar sources, the Department may adjust the occupancy requirements for the Assisted Units, but only to the minimum extent required for project feasibility, and not sooner than five years from the date of Program loan closing. The Department shall periodically evaluate the need for continuing any adjustments made to the original occupancy requirements, and may modify these adjustments over time or reinstate the original requirements.

### Tulare Homeless Alliance Every Open Door (At-Risk of Homelessness Set-Aside Units)

Every Door Open directs households who are at-risk of becoming homeless or are currently experiencing homelessness, to seek assistance through a Housing Navigator, partner agency, or through 2-1-1. Households are evaluated through the Vulnerability Index Service Prioritization Decision Assistance Tool (VI-SPDAT). Assistance is prioritized for households who have been literally homeless for long periods of time and have high service needs.

## **PROPERTY MANAGEMENT**

Kaweah Management Company ("Kaweah") will serve as the point of contact for communication between the tenant and the tenant's HHS case manager to organize activities for the tenants of our communities, conduct tenant orientations in coordination with case manager and supportive services staff and organize the monthly meetings between property management staff and supportive services team(s). Kaweah is responsible for ensuring on-site services are occurring according to the service plans and that adequate levels of services are being delivered to the tenants. HATC arranges general life skills training activities on-site, such as health education workshops, cooking meals, doing laundry and living in their community. Kaweah is responsible for assessment, intake, screening, facilitating interdisciplinary approaches, maintaining tenant records, arranging resources and monitoring tenant's performance and ability to remain housed. Kaweah will accept tenants regardless of sobriety, participation in services or treatment, history of incarceration, credit history, or history of eviction in accordance with practices permitted pursuant to Housing First practices, including local Coordinated Entry System prioritization protocols.

## **SUPPORTIVE SERVICES**

Tulare County Health and Human Services (HHSA) and Tulare County Managed Care Plans (MCP), Anthem Blue Cross and Healthnet are tasked with providing robust services and resources to our most vulnerable community members. The Tulare County Behavioral Health Plan (BHP,) governed by HHSA Behavioral Health Branch, contracts with Kingsview to provide Specialty Mental Health Services (SMHS) via its Field-Based Program. Kingsview also contracts with the MCPs to provide various services which currently includes enhanced care management (ECM), a benefit that assists individuals in accessing various programs throughout the community. Kingsview is also able to support individuals in accessing MCPs behavioral health services for mild to moderate issues. Additionally, the BHP, contracts with Community Services Employment Training (CSET), to maintain and sustain a supported employment and volunteer program that helps people with lived mental health experience engage in the competitive labor market

### Kings View Field-based Services (On-site)

The Field-based Services (FBS) program provides an array of comprehensive mental health services for all age groups with severe and persistent mental illness or serious emotional disturbance, who are traditionally un/underserved, are homeless or at risk of homelessness, those with co-occurring disorders, those at risk of criminal justice involvement, and those who are at risk of institutionalization. The program provides education, linkages, and services consistent with CSS requirements through collaboration with other mental health service providers; health organizations and agencies such as Child Welfare Services and Alcohol and Other Drug Services; community-based organizations; and faith-based organizations.

Specialized mental health services offered through this program are rooted in the principles of wellness and recovery and are delivered in a culturally and linguistically competent manner and are client-centered; wellness, recovery, and resiliency focused; promote and support community integration activities for strengthening consumer engagement and increasing support networks; and include peer-delivered services. Additionally, these services meet the needs of individuals who might benefit from alternate delivery methods.

Residents will be connected to all services and resources in the community by their FBS treatment team, including the Supported Employment and Volunteer Program within CSET, which provides employment preparation and volunteer opportunities for consumers. The focus is on developing essential skill sets and supports to promote success in employment and volunteerism. . CSET follows the principles of the Supported Employment Program outlined by the Substance Abuse and Mental Health Administration (SAMHSA) evidence-based kit, with emphasis on rapid placement based on consumer preference.

### **HATC & HHSA Tulare County Supportive Housing Experience**

East Tulare Avenue Cottages (ETAC) opened in February 2011 and is a permanent supported residential option for 22 adults. Residents have access to a drop-in center where they can utilize such things as computers and exercise equipment. All services offered to the residents are voluntary, and staff ensure that the on-site training maximizes the clients' progress toward attaining wellness goals.

The Tulare Permanent Supportive Housing opened in January 2020 and has ten (10) shared housing units (20 beds). Residents have an on-site wellness center that is staffed with a Peer Support Specialist available during business hours.

Porterville Permanent Supportive Housing the Porterville Permanent Supportive Housing opened in November 2019 and has eight (8) shared housing units (16 beds). Residents have an on-site wellness center that is staffed with a Peer Support Specialist available during business hours.

Tulare County received approximately \$925,000 for an integrated housing project, known as the non-competitive allocation. In partnership with Self-Help Enterprises, this non-competitive allocation was put toward the housing development called Sierra Village II in Dinuba. Second, an application for the No Place Like Home Competitive Round Two funding was submitted in partnership with UP Holdings, Inc., for a new construction project located in Porterville to be called Finca Serena. For No Place Like Home Competitive Round Three funding, Self-Help Enterprises in partnership with HHSa was approved for two projects, one in Visalia and one in Tulare. To adhere to the requirements of the No Place Like Home program, Tulare County MHSa has agreed to provide supportive services at these projects.

**TULARE COUNTY HHSa HHAP PREDEVELOPMENT GRANT**

HHSa will provide HATC a predevelopment grant totaling no more than \$550,000 no later than May 30, 2025 to ensure HHSa aligns with State encumbrance and expenditure requirements.

**RENTAL ASSISTANCE**

	<b>FUNDING SOURCE</b>	<b>TERM</b>
VASH	VA Tulare County	10 Years
Tulare Homeless Alliance CES	PBV - HATC	10 Years

**HCD COMMUNITY IMPACT**

- HATC waives any potential accommodation by HCD to increase income limits at year 15 from the recordation of the Affordability Covenant for 100% of the units.
- No less than a minimum of 15 percent of units with features accessible to persons with mobility disabilities,
- A minimum of 10 percent of units with features accessible to persons with hearing or vision disabilities.

## DEVELOPMENT SOURCES & USES

PREDEVELOPMENT USES	UNITS	BUDGET	PER UNIT
HATC Land Donation Structuring, Title & Closing	21	\$ 300,000	\$ 14,286
Community Engagement	21	\$ 25,000	\$ 1,190
Development Partnership Formation, Legal and Filing Costs	21	\$ 5,000	\$ 238
Market Study (HCD Approved)	21	\$ 20,000	\$ 952
HATC HomeKey+ Consultant (HEAL)	21	\$ 60,000	\$ 2,857
HATC Land Appraisal	21	\$ 10,000	\$ 476
Phase 1 Environmental Report (Update)	21	\$ 6,200	\$ 295
Soils Report (Update)	21	\$ 15,000	\$ 714
HATC Land Donation Structuring, Title & Closing	21	\$ 5,000	\$ 238
<u>Architecture (B.A.R. Architects)</u>			
Concept Design	21	\$ 10,000	\$ 476
Entitlements	21	\$ 45,000	\$ 2,143
Entitlements Maintenance	21	\$ 20,000	\$ 952
Schematic Design	21	\$ 15,000	\$ 714
Design Development	21	\$ 120,000	\$ 5,714
<u>Engineering, Landscape, Civil, Structural, etc. (B.A.R. Consultants)</u>			
Concept Design	21	\$ 4,000	\$ 190
Entitlements	21	\$ 25,000	\$ 1,190
Schematic Design	21	\$ 20,000	\$ 952
Design Development	21	\$ 110,000	\$ 5,238
<u>Owner Representation/Project Management (Gerson Consultants)</u>			
Entitlement Coordination	21	\$ 25,000	\$ 1,190
Design & Development Oversight	21	\$ 25,000	\$ 1,190
Stakeholder Communication	21	\$ 25,000	\$ 1,190
<b>PREDEVELOPMENT SUBTOTAL</b>	<b>21</b>	<b>\$ 890,200</b>	<b>\$ 42,390</b>

CONSTRUCTON USES	UNITS	BUDGET	PER UNIT
Unit Construction	21	\$ 4,200,000	\$ 200,000
Site Preparation	21	\$ 100,000	\$ 4,762
Utility Planning	21	\$ 40,000	\$ 1,905
Impact Fees	21	\$ 63,000	\$ 3,000
HCD HomeKey+ Fees & Legal	21	\$ 50,000	\$ 2,381
Fire Connection & Hydrant	21	\$ 42,000	\$ 2,000
ADA Accessibility Enhancement	21	\$ 16,800	\$ 800
On & Off-site Improvements	21	\$ 378,000	\$ 18,000
Contingency (5%)	21	\$ 225,590	\$ 10,742
<u>General Contractor</u>			
Overhead (2%)	21	\$ 97,796	\$ 4,657
Profit (6%)	21	\$ 293,388	\$ 13,971
General Conditions (6%)	21	\$ 293,388	\$ 13,971

<u>Architecture (B.A.R. Architects)</u>			
Construction Documents	21	\$ 120,000	\$ 5,714
Bid/Permit	21	\$ 25,000	\$ 1,190
Construction Administration	21	\$ 140,000	\$ 6,667
<u>Engineering, Landscape, Civil, Structural, etc. (B.A.R. Consultants)</u>			
Construction Documents	21	\$ 100,000	\$ 4,762
Bid/Permit	21	\$ 22,000	\$ 1,048
Construction Administration	21	\$ 116,000	\$ 5,524
<u>Owner Representation/Project Management (Gerson Consultants)</u>			
Construction Oversight	21	\$ 56,250	\$ 2,679
Financial & Risk Management	21	\$ 56,250	\$ 2,679
Quality Control & Reporting	21	\$ 56,250	\$ 2,679
Stakeholder Communication	21	\$ 56,250	\$ 2,679
<u>Fees</u>			
Closing	21	\$ 105,000	\$ 5,000
Legal	21	\$ 126,000	\$ 6,000
Developer Fees	21	\$ 840,000	\$ 40,000
<b>CONSTRUCTION SUBTOTAL</b>	<b>21</b>	<b>\$ 7,618,962</b>	<b>\$ 362,808</b>

**TOTAL PREDEVELOPMENT & CONSTRUCTION USES      21      \$      8,509,162      \$      405,198**

CONSTRUCTION SOURCES	UNITS	BUDGET	PER UNIT
HCD HomeKey+ Grant Disbursement (80%)	21	\$ 4,039,997	\$ 192,381
HATC Construction Loan	21	\$ 2,500,000	\$ 119,048
<b>TOTAL CONSTRUCTION SOURCES</b>	<b>21</b>	<b>\$ 6,539,997</b>	<b>\$ 311,428</b>

PERMANENT SOURCES	UNITS	BUDGET	PER UNIT
HCD HomeKey+ Baseline	21	\$ 4,200,000	\$ 200,000
HCD HomeKey+ Match	21	\$ 849,996	\$ 40,476
Tulare County HHSA HHAP (HCD HomeKey+ Local Match)	21	\$ 550,000	\$ 26,190
HATC Land Donation (HCD HomeKey+ Local Match)	21	\$ 300,000	\$ 14,286
HCD HomeKey+ Funding Limit Exemption Request	21	\$ 2,609,166	\$ 124,246
<b>TOTAL PERMANENT SOURCES</b>	<b>21</b>	<b>\$ 8,509,162</b>	<b>\$ 405,198</b>

## **Homekey+ Program Request for Exemption to Per Project Funding Limit**

Pursuant to the Homekey+ Notice of Funding Availability (NOFA) Section 207, Eligible Applicants may request an exemption from funding limits at the time of application. Please complete the information below and submit this form, along with any supplemental information, at the time of application.

### **NOFA Section 207 reads (excerpt):**

- i. In addition to the funding limits described throughout this NOFA, Homekey+ will implement additional funding limits as follows:  
....*
- b. Per Project Funding Limit:*
  - 1. Single Family Scattered-Site Projects shall be limited to \$10 million total per Project, as detailed in Section 303.*
  - 2. For other Projects, exclusive of gap financing projects described in Section 502, no more than \$35 million in total HCD sources may be used per Project.*

*The Project funding limits applies to Homekey+ capital and operating funds, and to all HCD sources of permanent loans for onsite development costs and operating costs. Grants from other HCD programs are excluded from this per Project funding limit.*

*At the sole discretion of the Director of HCD or the Director's designee, with CalVet consultation as applicable, per Project funding limit requests in excess of \$10 million for Single Family Scattered Site Projects and \$35 million for all other Projects, may be approved as an exemption to the Project funding limits, if the Project uniquely advances state policy priorities, is high scoring, is located in high or highest resource areas as identified in the [2023 Opportunity Maps – Adopted January 2023](#), and/or is located in a high-cost region. Applicants asserting the Project is in a high-cost area shall provide data from HUD, the United States Census Bureau, or another authoritative source to validate the assertion. All exemption requests shall not exceed ten percent (10%) above the per Project funding limit.*

*To request an exemption to the limits in 1 and 2, Applicants must submit justification at the time of application. The justification will be reviewed with the application package in accordance with Section 400. A form to request an exemption will be available on the Homekey+ website when the Homekey+ application is released.*

## 1. Project Information:

<b>Eligible Applicant:</b>	Housing Authority of Tulare County
<b>All Co-Applicants:</b>	
<b>Project Name:</b>	HATC Veterans
<b>Project Address:</b>	627 S. Fulgham St., Visalia, CA, 93277
<b>Is this a Single Family Scattered-Site project? Yes/No</b>	No
<b>Target Population (list all):</b>	VASH & Veterans At Risk of Homelessness
<b>Number of Doors at Acquisition:</b>	21
<b>Number of final Assisted Units in the proposed Project:</b>	21

<b>Homekey+ Baseline Capital amount requested</b>	\$ 4,200,000
<b>Additional Homekey+ Capital amount requested</b>	\$ 3,459,162
<b>Homekey+ Operating amount requested</b>	\$ N/A
<b>List of other HCD source(s) and amounts</b>	N/A
<b>Total HCD sources, including Homekey+ in project</b>	\$ 7,659,162

## 2. Exemption justification:

Please submit a narrative detailing how the Project meets the requirements outlined in NOFA Section 207 (i)(b) and explain why the additional funds are needed.

Justification for HomeKey+ Additional Funding:

- The Housing Authority of Tulare County ("HATC") acquired the site initially as a part of their 2018-2019 Annual and Moving to Work ("MTW") Plans with HUD to support the development of affordable housing serving those in need of housing coupled with mental and/or behavioral health supportive services.
- The current iteration of HomeKey+ aligns with the Tulare County Health & Human Services Agency ("HHS") plan to leverage Proposition 1 and targets the most vulnerable; Veterans suffering from the lack of access to housing and wraparound supportive services to address mental and/or behavioral challenges.
- The Tulare County Veterans Affairs VASH Homeless Coordination team is committed to providing the critical resources to ensure success: project-based VASH and an integrated supportive services strategy to leverage the VA medical and case management services with the HHS specialized mental health and Managed Care Plan(s) access and linkage services.

**OPERATING BUDGET & 15 YR CASHFLOW PROJECTION**

INCOME		PER MONTH	INFLATION	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
Rent:	\$	25,478	2%	\$ 305,736	\$ 311,851	\$ 318,088	\$ 324,449	\$ 330,938	\$ 337,557	\$ 344,308	\$ 351,195	\$ 358,218	\$ 365,383	\$ 372,690	\$ 380,144	\$ 387,747	\$ 395,502	\$ 403,412
Less Vacancy & UAW (15%):	-\$	3,822	1%	-\$ 45,860	-\$ 46,778	-\$ 47,245	-\$ 47,718	-\$ 48,195	-\$ 48,677	-\$ 49,164	-\$ 49,655	-\$ 50,152	-\$ 50,653	-\$ 51,160	-\$ 51,672	-\$ 52,188	-\$ 52,710	-\$ 53,237
<b>GROSS INCOME:</b>	<b>\$</b>	<b>21,656</b>		<b>\$ 259,876</b>	<b>\$ 265,073</b>	<b>\$ 270,842</b>	<b>\$ 276,732</b>	<b>\$ 282,743</b>	<b>\$ 288,880</b>	<b>\$ 295,145</b>	<b>\$ 301,539</b>	<b>\$ 308,067</b>	<b>\$ 314,729</b>	<b>\$ 321,530</b>	<b>\$ 328,473</b>	<b>\$ 335,559</b>	<b>\$ 342,792</b>	<b>\$ 350,175</b>
OPERATIONAL EXPENSE		PER MONTH	INFLATION	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
On-Site Manager (.50 FTE)	-\$	4,331	2%	-\$ 51,975	-\$ 53,015	-\$ 54,075	-\$ 55,156	-\$ 56,260	-\$ 57,385	-\$ 58,532	-\$ 59,703	-\$ 60,897	-\$ 62,115	-\$ 63,357	-\$ 64,625	-\$ 65,917	-\$ 67,235	-\$ 68,580
Resident Services Coordinator/Management (0.25 FTE)	-\$	1,516	2%	-\$ 18,191	-\$ 18,555	-\$ 18,926	-\$ 19,305	-\$ 19,691	-\$ 20,085	-\$ 20,486	-\$ 20,896	-\$ 21,314	-\$ 21,740	-\$ 22,175	-\$ 22,619	-\$ 23,071	-\$ 23,532	-\$ 24,003
Health Insurance/Other Employee Benefits	-\$	541	2%	-\$ 6,497	-\$ 6,627	-\$ 6,759	-\$ 6,895	-\$ 7,032	-\$ 7,173	-\$ 7,317	-\$ 7,463	-\$ 7,612	-\$ 7,764	-\$ 7,920	-\$ 8,078	-\$ 8,240	-\$ 8,404	-\$ 8,573
Payroll Taxes	-\$	433	2%	-\$ 5,198	-\$ 5,301	-\$ 5,407	-\$ 5,516	-\$ 5,626	-\$ 5,738	-\$ 5,853	-\$ 5,970	-\$ 6,090	-\$ 6,212	-\$ 6,336	-\$ 6,462	-\$ 6,592	-\$ 6,724	-\$ 6,858
Worker's Compensation	-\$	800	2%	-\$ 9,600	-\$ 9,792	-\$ 9,988	-\$ 10,188	-\$ 10,391	-\$ 10,599	-\$ 10,811	-\$ 11,027	-\$ 11,248	-\$ 11,473	-\$ 11,702	-\$ 11,936	-\$ 12,175	-\$ 12,419	-\$ 12,667
Maintenance Service Contract	-\$	2,000	2%	-\$ 24,000	-\$ 24,480	-\$ 24,970	-\$ 25,469	-\$ 25,978	-\$ 26,498	-\$ 27,028	-\$ 27,568	-\$ 28,120	-\$ 28,682	-\$ 29,256	-\$ 29,841	-\$ 30,438	-\$ 31,047	-\$ 31,667
Trash/Utilities	-\$	650	2%	-\$ 7,796	-\$ 7,952	-\$ 8,111	-\$ 8,273	-\$ 8,439	-\$ 8,608	-\$ 8,780	-\$ 8,955	-\$ 9,135	-\$ 9,317	-\$ 9,504	-\$ 9,694	-\$ 9,888	-\$ 10,085	-\$ 10,287
Advertising and Marketing	-\$	250	2%	-\$ 3,000	-\$ 3,060	-\$ 3,121	-\$ 3,184	-\$ 3,247	-\$ 3,312	-\$ 3,378	-\$ 3,446	-\$ 3,515	-\$ 3,585	-\$ 3,657	-\$ 3,730	-\$ 3,805	-\$ 3,881	-\$ 3,958
Office Supplies	-\$	250	2%	-\$ 3,000	-\$ 3,060	-\$ 3,121	-\$ 3,184	-\$ 3,247	-\$ 3,312	-\$ 3,378	-\$ 3,446	-\$ 3,515	-\$ 3,585	-\$ 3,657	-\$ 3,730	-\$ 3,805	-\$ 3,881	-\$ 3,958
Security Contracts	-\$	1,500	2%	-\$ 18,000	-\$ 18,360	-\$ 18,727	-\$ 19,102	-\$ 19,484	-\$ 19,873	-\$ 20,271	-\$ 20,676	-\$ 21,090	-\$ 21,512	-\$ 21,942	-\$ 22,381	-\$ 22,828	-\$ 23,285	-\$ 23,751
WIFI	-\$	600	2%	-\$ 7,200	-\$ 7,344	-\$ 7,491	-\$ 7,641	-\$ 7,794	-\$ 7,949	-\$ 8,108	-\$ 8,271	-\$ 8,436	-\$ 8,605	-\$ 8,777	-\$ 8,952	-\$ 9,131	-\$ 9,314	-\$ 9,500
Staff & Resident Training	-\$	525	2%	-\$ 6,300	-\$ 6,426	-\$ 6,555	-\$ 6,686	-\$ 6,819	-\$ 6,956	-\$ 7,095	-\$ 7,237	-\$ 7,381	-\$ 7,529	-\$ 7,680	-\$ 7,833	-\$ 7,990	-\$ 8,150	-\$ 8,313
Heating/Cooling Repairs and Maintenance (Reserve)	-\$	200	2%	-\$ 2,400	-\$ 2,448	-\$ 2,497	-\$ 2,547	-\$ 2,598	-\$ 2,650	-\$ 2,703	-\$ 2,757	-\$ 2,812	-\$ 2,868	-\$ 2,926	-\$ 2,984	-\$ 3,044	-\$ 3,105	-\$ 3,167
Miscellaneous Operating and Maintenance (Reserve)	-\$	200	2%	-\$ 2,400	-\$ 2,448	-\$ 2,497	-\$ 2,547	-\$ 2,598	-\$ 2,650	-\$ 2,703	-\$ 2,757	-\$ 2,812	-\$ 2,868	-\$ 2,926	-\$ 2,984	-\$ 3,044	-\$ 3,105	-\$ 3,167
Management Fee	-\$	1,299	2%	-\$ 15,593	-\$ 15,904	-\$ 16,222	-\$ 16,547	-\$ 16,878	-\$ 17,215	-\$ 17,560	-\$ 17,911	-\$ 18,269	-\$ 18,635	-\$ 19,007	-\$ 19,387	-\$ 19,775	-\$ 20,171	-\$ 20,574
Legal Expense/Evictions	-\$	500	2%	-\$ 6,000	-\$ 6,120	-\$ 6,242	-\$ 6,367	-\$ 6,495	-\$ 6,624	-\$ 6,757	-\$ 6,892	-\$ 7,030	-\$ 7,171	-\$ 7,314	-\$ 7,460	-\$ 7,609	-\$ 7,762	-\$ 7,917
Audit Expense	-\$	750	2%	-\$ 9,000	-\$ 9,180	-\$ 9,364	-\$ 9,551	-\$ 9,742	-\$ 9,937	-\$ 10,135	-\$ 10,338	-\$ 10,545	-\$ 10,756	-\$ 10,971	-\$ 11,190	-\$ 11,414	-\$ 11,642	-\$ 11,875
Bookkeeping Fees/Accounting Services	-\$	150	2%	-\$ 1,800	-\$ 1,836	-\$ 1,873	-\$ 1,910	-\$ 1,948	-\$ 1,987	-\$ 2,027	-\$ 2,068	-\$ 2,109	-\$ 2,151	-\$ 2,194	-\$ 2,238	-\$ 2,283	-\$ 2,328	-\$ 2,375
Miscellaneous Administrative Expenses	-\$	100	2%	-\$ 1,200	-\$ 1,224	-\$ 1,248	-\$ 1,273	-\$ 1,299	-\$ 1,325	-\$ 1,351	-\$ 1,378	-\$ 1,406	-\$ 1,434	-\$ 1,463	-\$ 1,492	-\$ 1,522	-\$ 1,552	-\$ 1,583
Asset Management/Similar Fees	-\$	325	2%	-\$ 3,898	-\$ 3,976	-\$ 4,056	-\$ 4,137	-\$ 4,219	-\$ 4,304	-\$ 4,390	-\$ 4,478	-\$ 4,567	-\$ 4,659	-\$ 4,752	-\$ 4,847	-\$ 4,944	-\$ 5,043	-\$ 5,144
Property & Liability Insurance (1.5%)	-\$	758	2%	-\$ 9,096	-\$ 9,278	-\$ 9,463	-\$ 9,652	-\$ 9,845	-\$ 10,042	-\$ 10,243	-\$ 10,448	-\$ 10,657	-\$ 10,870	-\$ 11,088	-\$ 11,309	-\$ 11,535	-\$ 11,766	-\$ 12,002
Property Tax (2%)	-\$	650	2%	-\$ 7,796	-\$ 7,952	-\$ 8,111	-\$ 8,273	-\$ 8,439	-\$ 8,608	-\$ 8,780	-\$ 8,955	-\$ 9,135	-\$ 9,317	-\$ 9,504	-\$ 9,694	-\$ 9,888	-\$ 10,085	-\$ 10,287
<b>TOTAL:</b>	<b>-\$</b>	<b>18,328</b>		<b>-\$ 219,940</b>	<b>-\$ 224,338</b>	<b>-\$ 228,825</b>	<b>-\$ 233,402</b>	<b>-\$ 238,070</b>	<b>-\$ 242,831</b>	<b>-\$ 247,688</b>	<b>-\$ 252,642</b>	<b>-\$ 257,694</b>	<b>-\$ 262,848</b>	<b>-\$ 268,105</b>	<b>-\$ 273,467</b>	<b>-\$ 278,937</b>	<b>-\$ 284,515</b>	<b>-\$ 290,206</b>
<b>NET INCOME:</b>	<b>\$</b>	<b>3,327.99</b>		<b>39,936</b>	<b>40,735</b>	<b>42,017</b>	<b>43,330</b>	<b>44,674</b>	<b>46,049</b>	<b>47,457</b>	<b>48,898</b>	<b>50,372</b>	<b>51,881</b>	<b>53,425</b>	<b>55,005</b>	<b>56,622</b>	<b>58,277</b>	<b>59,969</b>
DEVELOPMENT EXPENSE		PER MONTH	FLOAT	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
Operating Contingency/NET CASH FLOW	\$	3,328		\$ 39,936	\$ 40,735	\$ 42,017	\$ 43,330	\$ 44,674	\$ 46,049	\$ 47,457	\$ 48,898	\$ 50,372	\$ 51,881	\$ 53,425	\$ 55,005	\$ 56,622	\$ 58,277	\$ 59,969

## DEVELOPMENT TIMELINE

TASKS	COMPLETION TARGET
HCD HomeKey+ Pre-Application Consultation	March 2025
HCD HomeKey+ Pre-Application Survey Submission	April 2025
Visalia Site Plan Application Submittal	April 2025
Tulare County MHSA and/or BSHA MOU	May 2025
Kings View Specialized Mental Services MOU	May 2025
MCPs Access & Linkage Services MOU	May 2025
VA Need and Support Letter	May 2025
HCD HomeKey+ Conditional Award	September 2025
HCD Standard Agreement Execution	October 2025
Break Ground	January 2026
Complete Construction	December 2027
Complete Occupancy	March 2028

## NEW CONSTRUCTION COST CONTAINMENT

New construction must agree to and provide evidence that the Project can be completed based on the applicable TDC per unit cap. The TDC per unit cap is inclusive of the HomeKey+ Award and all other capital sources and expenditures, with the exceptions of land costs, COSRs, and other required reserves. TDC per unit caps will be the lesser of: \$450,000 per unit, OR the 2024 TCAC Basis Limits for the applicable county where the Project is located and unit size.

## NEW CONSTRUCTION PERFORMANCE TIMELINE

HOMEKEY+ Awards will be in the form of a grant and will provide up to 80% of the funds upfront, all new construction projects must commence construction within 6 months, starting 60 days after the HomeKey+ Award, and have a temporary certificate of occupancy (TCO) no later than 24 months, starting 60 days from the date of Award. The remaining 20% of funds will be disbursed upon submission of the TCO.