Fusion

Team Code: 2021-2474

1. Summary Pro Forma

	Pre-closing	Phase I		Phase II		Phase III					Sale
	2021-2022 2022	2023 2023	2024 2024	2025 2025	2026 2026	2027 2027	2028 2028	2029 2029	2030 2030	2031 2031	2032 2032
Net Operating Income											
Market-Rate Rental Housing	-	-	-	1,742,024	3,588,736	5,486,842	7,495,651	8,860,549	10,308,843	10,589,221	10,877,210
Affordable Rental Housing	-	-	-	468,373	936,784	1,273,547	1,603,816	2,135,928	2,033,687	2,026,211	2,024,824
Market-Rate For Sale Housing	-	-	-	-	-	-	-	-	-	-	
Affordable For-Sale Housing	-	-	-	-	-	-	-	-	-	-	
Office/Commercial	-	-	-	1,237,907	2,731,418	3,153,591	3,663,908	4,766,352	5,756,542	5,850,953	6,158,414
Retail	-	-	-	1,327,432	2,938,628	4,105,932	5,517,238	6,325,032	6,926,024	7,189,119	7,527,675
Affordable Retail	-	-	-	30,371	76,895	74,834	74,616	90,507	90,281	90,050	107,689
Community Centre	-	-	-	608,905	1,217,810	1,217,810	1,339,591	1,339,591	1,339,591	1,339,591	1,339,591
Structured Parking	-	-	-	225,227	468,924	674,738	897,243	1,111,696	1,342,663	1,393,607	1,445,629
Underground Parking	-	-	-	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Urban Farm	-	-	-	0	0	321,907	643,813	889,033	1,198,633	1,198,633	1,247,677
Development Fees	(163,464)	(1,321,330)	(1,452,087)	(2,378,286)	(2,479,959)	(1,878,813)	(1,878,813)	(821,857)	(821,857)	-	-
Total Net Operating Income	**(163,464)**	**(1,321,330)**	**(1,452,087)**	**3,261,954**	**9,479,237**	**14,430,387**	**19,357,063**	**24,696,830**	**28,174,407**	**29,677,387**	**30,728,711**
Gross Sale Proceeds	-	-	-	-	-	12,921,768	-	15,165,888	-	-	511,069,248
Less: Sales Cost	-	-	-	-	-	(258,435)	-	(303,318)	-	-	(10,221,385)
Total Income	**(163,464)**	**(1,321,330)**	**(1,452,087)**	**3,261,954**	**9,479,237**	**27,093,720**	**19,357,063**	**39,559,400**	**28,174,407**	**29,677,387**	**531,576,574**
Development Costs		**Phase I**		**Phase II**		**Phase III**					**Sale**
Hard Costs											
Market-Rate Rental Housing	30,194	20,547,806	20,613,027	20,610,346	20,614,369	11,831,543	11,831,543	-	-	-	-
Affordable Rental Housing	15,844	10,782,191	10,817,505	11,159,432	11,161,605	6,391,629	6,391,629	-	-	-	-
Market-Rate For Sale Housing	0	0	13,801	4,361,177	4,363,226	6,025,364	6,025,364	-	-	-	-
Affordable For-Sale Housing	0	0	4,194	1,325,220	1,325,740	1,530,443	1,530,443	-	-	-	-
Office/Commercial	23,889	16,256,688	16,275,784	6,034,370	6,038,190	11,234,501	11,234,501	-	-	-	-
Retail	18,252	12,421,080	12,454,630	10,602,187	10,603,808	4,764,286	4,764,286	-	-	-	-
Affordable Retail	1,488	1,012,832	1,012,832	-	-	-	-	-	-	-	-
Community Centre	21,193	14,422,056	14,422,056	-	-	-	-	-	-	-	-
Structured Parking	8,628	5,871,335	5,888,350	5,376,701	5,378,102	4,120,832	4,120,832	-	-	-	-
Urban Farm	0	0	15,092	4,769,119	4,770,479	3,999,002	3,999,002	-	-	-	-
Land Acquisition	1,501,818	-	1	-	520,951	-	-	-	-	-	-
Total Infrastructure Costs	-	4,668,684	4,680,304	-	4,590,304	-	-	-	-	-	-
Soft Costs and Reserves	7,347,197	3,431,385	9,550,923	2,902,911	7,347,878	2,061,317	2,061,317	-	-	-	-
Total Unlevered Development Costs	**8,968,504**	**89,414,059**	**95,748,498**	**67,141,462**	**76,714,652**	**51,958,918**	**51,958,918**	**-**	**-**	**-**	**-**
Tax Credits & TIF Subsidies	-	(7,110,543)	(23,077,415)	(7,682,261)	(18,814,372)	(4,470,339)	(12,706,006)	(821,857)	(821,857)	-	-
TDC Net of Subsidies	**8,968,504**	**82,303,516**	**72,671,083**	**59,459,202**	**57,900,280**	**47,488,579**	**39,252,912**	**(821,857)**	**(821,857)**	**-**	**-**
Financing Costs	-	4,819,195	4,819,195	3,792,135	3,792,135	2,881,001	2,881,001	-	-	-	-
Levered Cashflow Net of Subsidies	**8,968,504**	**87,122,711**	**77,490,278**	**63,251,337**	**61,692,415**	**50,369,580**	**42,133,913**	**(821,857)**	**(821,857)**	**-**	**-**
Annual Cash Flow											
Net Operating Income	(163,464)	(1,321,330)	(1,452,087)	3,261,954	9,479,237	14,430,387	19,357,063	24,696,830	28,174,407	29,677,387	30,728,711
Total Asset Value	-	-	-	-	-	12,921,768	-	15,165,888	-	-	511,069,248
Total Costs of Sale	-	-	-	-	-	(258,435)	-	(303,318)	-	-	(10,221,385)
Total Development Costs (net of public incentives)	(8,968,504)	(82,303,516)	(72,671,083)	(59,459,202)	(57,900,280)	(47,488,579)	(39,252,912)	821,857	821,857	-	-
Unlevered Net Cash Flow	**($9,131,967)**	**($83,624,846)**	**($74,123,171)**	**($56,197,247)**	**($48,421,043)**	**($20,394,859)**	**($19,895,849)**	**$40,381,258**	**$28,996,264**	**$29,677,387**	**$531,576,574**
Capitalized Financing Costs	-	(4,819,195)	(4,819,195)	(3,792,135)	(3,792,135)	(2,881,001)	(2,881,001)	-	-	-	-
Loan Funding and Refinancing	-	45,337,547	67,808,486	36,846,696	54,497,512	41,135,904	44,012,726	9,735,834	-	-	-
Perm Loan Debt Service, Repayment, & Origination Fees	-	-	-	(7,629,688)	(6,753,788)	(13,420,371)	(12,662,622)	(17,696,719)	(17,124,575)	(17,124,575)	(283,554,229)
Levered Net Cash Flow	**(9,131,967)**	**(43,106,494)**	**(11,133,880)**	**(30,772,374)**	**(4,469,454)**	**4,439,673**	**8,573,254**	**32,420,373**	**11,871,689**	**12,552,812**	**248,022,345**

Net Present Value	12%	**26,309,504**			
Blended Perm Loan to Value Ratio (LVR)		**60.6%**			
Unlevered Project IRR Before Taxes		**10.3%**		**Current Site Value (start of Year 0)**	$25,293,766
Levered Project IRR Before Taxes		**17.8%**			
Equity IRR after Public Incentives		**22.9%**	**Equity Multiple 2.7**	**Projected Site Value (end of Year 10)**	$511,069,248

2. Multiyear Development Program

		Year-by-Year Cumulative Absorption									
	Total Buildout	**2023**	**2024**	**2025**	**2026**	**2027**	**2028**	**2029**	**2030**	**2031**	**2032**
Project Buildout by Development Units											
Market-Rate Rental Housing	(units)	0	128	128	128	128	71	71	0	0	0
Affordable Rental Housing	(units)	0	54	54	59	59	34	34	0	0	0
Market-Rate For Sale Housing	(units)	0	0	0	21	21	29	29	0	0	0
Affordable For-Sale Housing	(units)	0	0	0	8	8	9	9	0	0	0
Structured Parking	(spaces)	0	353	353	298	298	220	220	0	0	0
Underground Parking	(spaces)	0	0	0	0	0	0	0	0	0	0
Project Buildout by Area											
Market-Rate Rental Housing	(s.f.)	0	114,000	114,000	114,360	114,360	65,640	65,640	0	0	0
Affordable Rental Housing	(s.f.)	0	59,820	59,820	61,920	61,920	35,460	35,460	0	0	0
Market-Rate For Sale Housing	(s.f.)	0	0	0	21,720	21,720	30,000	30,000	0	0	0
Affordable For-Sale Housing	(s.f.)	0	0	0	6,600	6,600	7,620	7,620	0	0	0
Office/Commercial	(s.f.)	0	65,778	65,778	23,477	23,477	41,989	41,989	0	0	0
Retail	(s.f.)	0	70,938	70,938	58,208	58,208	25,137	25,137	0	0	0
Affordable Retail	(s.f.)	0	6,555	6,555	0	0	0	0	0	0	0
Community Centre	(s.f.)	0	60,891	60,891	0	0	0	0	0	0	0
Structured Parking	(s.f.)	0	94,881	94,881	83,420	83,420	61,585	61,585	0	0	0
Underground Parking	(s.f.)	0	0	0	0	0	0	0	0	0	0
Urban Farm	(s.f.)	0	0	0	23,431	23,431	18,879	18,879	0	0	0
Total	**(s.f.)**	**0**	**472,863**	**472,863**	**393,135**	**393,135**	**286,310**	**286,310**	**0**	**0**	**0**

3. Unit Development and Infrastructure Costs

Development Costs	**Unit Hard Cost**	**Unit TDC**	**TDC**
Market-Rate Rental	$162,448 pu / $180.4 pgsf	$200,104 pu / $222.2 pgsf	$130,667,617
Affordable Rental Housing	$193,253 pu / $180.4 pgsf	$225,683 pu / $210.7 pgsf	$66,237,886
Market-Rate For-sale Housing	$207,889 pu / $201.0 pgsf	$245,194 pu / $237.0 pgsf	$24,519,391
Affordable For-sale Housing	$173,213 pu / $201.0 pgsf	$203,489 pu / $236.1 pgsf	$6,715,138
Office/Commercial	$255.6 pgsf	$293.7 pgsf	$77,101,462
Retail	$180.3 pgsf	$217.1 pgsf	$66,990,613
Afforable Retail	$154.6 pgsf	$179.8 pgsf	$2,357,330
Community Centre	$237.0 pgsf	$267.6 pgsf	$32,583,437
Urban Farm	$207.4 pgsf	$244.3 pgsf	$20,670,992
Structured Parking	$17,671 per space / $64.1 pgsf	$24,945 per space / $90.5 pgsf	$43,429,229

Infrastructure Costs	**Public**	**Private**
Roads	$1,675,562	$0
Utilities	$0	$2,175,000
Other Hardscaping (not incl. surf. pkg.)	$363,413	$898,787
Landscaping	$1,361,570	$4,769,160
Stormwater Management	$0	$7,069,370
Acquisition Taxes and Fees		**$2,022,770**
Total Infrastructure and Acquisition Costs	**$3,400,544**	**$16,935,087**
Total Development Costs		**$478,086,140**

4. Equity and Financing Sources

	Amount			
Equity Sources (total)	**Construction Phase**	**Percentage**	**Permanent Phase**	**Percentage**
Opportunity Zone Fund Equity	$31,343,077	6.6%	$31,343,077	6.6%
Equity	$97,617,690	20.4%	$71,303,871	14.9%
Financing Sources (total)	**Construction Phase**		**Permanent Phase**	
Construction Loan	$273,060,887	57.1%	$0	0.0%
Permanent Bank Loan	$0	0.0%	$290,865,097	60.8%
Industrial Revenue Bonds (IRB)	$0	0.0%	$12,152,702	2.5%
Public Subsidies (total)	**Construction Phase**		**Permanent Phase**	
TIF Loan	$58,619,793	12.3%	$58,619,793	12.3%
Low-Income Housing Credit Equity	$11,667,325	2.4%	$11,667,325	2.4%
New Markets Tax Credit Equity	$2,134,275	0.4%	$2,134,275	0.4%
Regional Grants	$2,800,000	0.6%	$0	0.0%
EPA stormwater Grants	$843,094	0.2%	$0	0.0%
Total Sources	**$478,086,140**	**100%**	**$478,086,140**	**100%**