



Application Cover Page

Organization Name

William C. Smith + Co., Inc.

Project Title

Canal Place Residential

I certify that I am authorized to obligate __ William C. Smith + Co., Inc. __ to apply for funding
(name of organization)

from the District of Columbia Department of Housing and Community Development. Furthermore,
I certify that all information contained herein is accurate to the best of my knowledge.

Authorized Organization Official

Brad Fennell

Print Name

5/29/2009

Date

Senior Vice President

Title



GENERAL INFORMATION

Stage of Processing (mark the appropriate box)

Preliminary Application for Funding

Final Application for Funding

Funding Applied For

Housing Production Trust Fund
Community Development Block Grant (CDBG)
HOME Investment Partnership Program (HOME)
Low-Income Housing Tax Credit (LIHTC)
Other: _____

\$	-
\$	-
\$	-
\$	3,000,000
\$	

Agency ID (Internal Use)

PROJECT NAME AND LOCATION

Project Name Canal Place Residential
Street Address 825 2nd Street, SE
If no street address indicate lot _____ **Parcel** S737, Lot 54 **Tax Map** _____
City and State Washington, DC **Zip Code** 20003
Ward 6 **Census Tract** 72

APPLICANT INFORMATION

Applicant Name William C. Smith & Co., Inc.
Mailing Address 1100 New Jersey Avenue, S.E., Suite 1000, Washington, DC 20003
Contact Konrad Schlater **Phone** 202 465-7078
Title Project Manager **Fax** 202 682-5840
E-mail kschlater@wcsmith.com

OWNERSHIP ENTITY INFORMATION

Owner/Borrower Name Canal Place Residential Limited Partnership
Taxpayer ID

Type of Ownership (mark one box only)

- Individual General Partnership Limited Liability Corporation
 Corporation Limited Partnership Other: _____

Principals (complete information for corporations and controlling general partners)

Name	Taxpayer ID	Ownership Interest	Nonprofit
Canal Place Residential GP	General Partner not yet req	0.01%	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
TBD Entity	Limited Partner not yet req	99.99%	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

PROJECT INFORMATION

Amenities (mark all that apply)

- Cable Access
- Transportation Services
- Carpet
- Dishwasher
- Disposal
- Microwave
- Laundry Facilities
- Washer/Dryer Hook-up
- Other: Individual HVAC
- Other: Controlled Access
- Other: Washer/Dryer in Units
- Other: _____

Type of Project (mark all that apply)

- Acquisition of Existing Building(s)
- Substantial Rehabilitation (over \$30,000 per unit)
- Moderate Rehabilitation (under \$30,000 per unit)
- New Construction
- Community/Commercial Facility
- Home Ownership Project

Existing Building Information (complete all that apply)

- Percentage currently occupied _____
- Project includes historic rehabilitation? Yes No
- Project involves the permanent relocation of tenants? Yes No
- Project involves the temporary relocation of tenants? Yes No
- Year the building was built n/a

Number of Residential Buildings

- Garden (walk-up) _____
- Townhouse _____
- Detached _____
- Semi-detached _____
- Elevator (< 5 floors) _____
- Mid-rise (5-10 floors) _____
- High-rise (> 10 floors) yes
- Total Buildings 1

Total Land Area (acres) 0.4 acres

Total Building Area (gross square footage)

Residential Units: Low-Income	135,000
Residential Units: Market	
Nonresidential Units	
Common Space:	
circulation (hallways, stairways etc.)	
recreation: (future playground)	
(outdoor)	2,400
other:	
Total Gross Square Footage	135,000

Type of Occupancy (show number of units)

- Families 160
- Elderly _____
- Commercial _____
- Special Needs _____
- Total Units 160

Special Needs Met (show number of units)

- Licensed assisted living facilities. n/a
- Homeless shelters or transitional housing for the homeless. n/a
- Housing targeting people with disabilities (barrier-free housing). n/a
- Other: _____ n/a
- Total Special Needs Units _____

Preservation of Affordable Units: with expiring federal subsidies Yes No

Occupancy Restrictions of Project (show number of units)

Units to be occupied by households with income 30% or less of the area median	_____
Units to be occupied by households with income at 31-40% of the area median	_____
Units to be occupied by households with income at 41-50% of the area median	_____
Units to be occupied by households with income at 51-60% of the area median	_____ 160
Units to be occupied by households with income at 61-80% of the area median	_____
Units to be occupied by households with income at 81-100% of the area median	_____
Units that will be unrestricted (>100% of area median)	_____
Total Units	_____ 160

Low-Income Use Restrictions

What is the total number of years for the units to be restricted?	_____ 40
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ANTICIPATED DEVELOPMENT SCHEDULE

<i>Activity</i>	<i>Date (MM/YYYY)</i>
Site Control	
Sponsor has site control? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Date site control expires	N/A
Date site will be acquired by the ownership entity	N/A
Zoning Status	
Current Zoning Classification <u>C - 3 - C</u>	
Describe Current Classification	
Residential	

Zoning change, variance or waiver required? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Date application for zoning change filed	/
Date of final hearing on zoning change	/
Date of final approval of zoning change	/
Date financing applications filed with other lenders (<i>public and private</i>)	07/01/09
Date of financing reservation from the Department (<i>45 days from application deadline</i>)	07/01/09
Date firm commitments received from other lenders (<i>public and private</i>)	10/01/09
Date final plans and specifications completed	06/01/10
Date 10% of project costs incurred (<i>no later than 5 months from carryover allocation</i>)	02/01/10
Date of construction loan closing	12/01/10
Date construction or rehabilitation begins (<i>total construction period will be</i> 12 months)	01/01/11
Date 50% of construction or rehabilitation completed	10/01/11
Date of substantial completion of construction or rehabilitation	07/01/12
Date first certificate of occupancy received	06/17/12
Date final certificate of occupancy received	08/10/12
Date sustaining occupancy achieved	12/01/13
Date of permanent loan closing	06/29/14



DEVELOPMENT TEAM INFORMATION

DEVELOPMENT TEAM MEMBERS

Developer William C. Smith + Co.
 Mailing Address 1100 New Jersey Avenue, S.E., Suite 1000, Washington, DC 20003
 Contact Konrad Schlater Phone 202 465-7078
 Title Project Manager Fax 202 682-5840
 D&B Duns Number [REDACTED] E-mail kschlater@wcsmith.com

Guarantor N/A
 Mailing Address _____
 Contact _____ Phone _____
 Title _____ Fax _____
 D&B Duns Number _____ E-mail _____

General Contractor WCS Construction
 Mailing Address 3303 Stanton Road, S.E., Washington, DC 20020
 Contact Jim Anglemyer Phone 202 889-3615
 Title President Fax 202 889-8875
 D&B Duns Number n/a E-mail janglemyer@wcsmith.com

Management Agent William C. Smith + Co.
 Mailing Address 1100 New Jersey Avenue, S.E., Suite 1000, Washington, DC 20003
 Contact John Ritz Phone 202 371-1220
 Title President Fax 202 682-5840
 D&B Duns Number [REDACTED] E-mail johnr@wcsmith.com

Consultant none
 Mailing Address _____
 Contact _____ Phone () -
 Title _____ Fax () -
 D&B Duns Number _____ E-mail _____

Architect Eric Colbert & Associates, P.C.
 Mailing Address 717 5th Street, N.W.
 Contact Eric Colbert Phone (202) 289-6800
 Title Architect Fax (202) 689-6810 -
 D&B Duns Number n/a E-mail ecolbert@eca-pc.com

Nonprofit Participant _____
 Mailing Address _____
 Contact _____ Phone _____
 Title _____ Fax _____
 D&B Duns Number _____ E-mail _____

MBE/WBE Participant _____
 Mailing Address _____
 Contact _____ Phone () -
 Title _____ Fax () -
 D&B Duns Number _____ E-mail _____

DEVELOPMENT TEAM MEMBERS

Equity Provider

Mailing Address	_____		
Contact	Phone	_____	
Title	Fax	_____	
D&B Duns Number	E-mail	_____	

Closing Attorney

Bryan Cave, LLP (Tax Credits Financing)

Mailing Address	1155 F Street, NW, Washington, DC 20004		
Contact	Carolyn Rowland	Phone	(202) 508-6337
Title		Fax	(202) 220-7637
D&B Duns Number		E-mail	carolyn.rowland@bryancave.com

Closing Attorney

Jordan Keys, LLP (Real Estate/Lender Financing)

Mailing Address	1400 16th Street, NW, Suite 700, Washington, DC 20036		
Contact	George R. Keys, Jr., Esq.	Phone	202 483-8300
Title	Partner	Fax	202 328-6153
D&B Duns Number	none	E-mail	gkeys@jordankeys.com

Private Lenders

Mailing Address	_____		
Contact	Phone	202	442-7530
Title	Fax	202	442-7542
D&B Duns Number	E-mail	_____	

Private Lenders

Mailing Address	_____		
Contact	Phone	215-5580	
Title	Fax	215-5579	
D&B Duns Number	E-mail	_____	

Private Lenders

n/a

Mailing Address	_____		
Contact	Phone	()	-
Title	Fax	()	-
D&B Duns Number	E-mail	_____	

DEVELOPMENT TEAM HISTORY

Are there direct or indirect identity of interests, financial or otherwise, among any members of the development team? If yes, explain. Yes No
WCS Construction, our General Contractor, is a subsidiary of William C. Smith + Co.

Has any development team member* participated in the development or operation of a project that has defaulted on a Department or other government or private sector loan in the previous ten (10) years? If yes, explain. Yes No

Has any development team member* consistently failed to provide documentation required by the Department in connection with other loan applications or the management and operation of other, existing developments? If yes, explain. Yes No

Does any development team member* have a limited denial of participation from HUD or is any development team member* debarred, suspended or voluntarily excluded from participation in any federal or state program, or have been involuntarily removed within the previous ten (10) years as a general partner or managing member from any affordable housing project whether or not financed or subsidized by the programs of this Department? If yes, explain. Yes No

Does any development team member* acting in the roles of sponsor, developer, guarantor or owner have any chronic past due accounts, substantial liens, judgments, foreclosures or bankruptcies within the past ten (10) A131 years? If yes, explain. Yes No

Has any development team member* received a reservation, allocation or commitment of funding or a carryover allocation of tax credits from the Department within the last four years that it was unable to use, or place their project in service within the time allowed by the tax credit program? If yes, explain. Yes No

Does any development team member* have unpaid fees due to the Department on other projects, or for general partners or management agents, have tax credit compliance problems resulting in the issuance of an IRS Form 8823 and that are still outstanding in the following year? If yes, explain. Yes No

* i.e., Applicant, Developer, Guarantor Owner, Architect, General Contractor, Management Agent, Consultant.

LOCAL AND SMALL DISADVANTAGED BUSINESS ENTERPRISE (LSDBE) PARTICIPATION (voluntary)

Are any of the development team members LSDBEs? If yes, provide the following data on the business (mark all that apply): Yes No

- | | |
|--|---|
| <input type="checkbox"/> American Indian or Alaskan Native | <input type="checkbox"/> Black |
| <input type="checkbox"/> Asian or Pacific Islander | <input type="checkbox"/> Female |
| <input type="checkbox"/> Hispanic | <input checked="" type="checkbox"/> Other: <u>LBE</u> |

Is the entity an Office of Human Rights certified LSDBE? Yes No

NONPROFIT PARTICIPATION (voluntary)

Are any development team members* a nonprofit entity? Yes No

Is a nonprofit entity involved in the project in a role other than as a development team member*? If yes, describe the entity's role. Yes No

Building Bridges Across the River, a nonprofit WCS formed, is building a 120,000 sq. ft. community center (THE ARC) that will house local and national service providers for children, families, and the elderly, located 1/2 mile from Shipley Park. WCS will ensure residents will have full access to organizations such as: Levine School of Music, Washington Ballet, Covenant House, Children's Health Project, Boy and Girls Clubs of Greater Washington, just to name a few.

Is the nonprofit entity headquartered in the same community as the project? Yes No

Does the nonprofit entity provide services to the same community as the project? If yes, describe the services Yes No

Building Bridges Across the River runs THE ARC, which houses local and national services providers for children, families, and the elderly, located 1 mile from Park Vista. THE ARC organizations provide after school activities, job training, classes in the performing and visual arts, and health care to residents of the community.

Does the nonprofit entity have a board of directors that includes community residents or members of organizations headquartered in the same community as the project? If yes, show the percentage of the board that is community-based and describe the services provided. Yes No

Please see the answer to the question above to see the services provided by THE ARC.
2 members or 17 percent of the 12 member board or are community based.

Is the nonprofit entity affiliated with or controlled by a for-profit organization? If yes, describe the affiliation. Yes No

WCS's 30 years of providing housing for the residents of Southeast inspired us to form BBAR to meet the needs of the community. BBAR is an independent entity.

Is the nonprofit entity tax-exempt under Section 501(c)(3) or 501(c)(4) of the Internal Revenue Code? Yes No

Does the nonprofit entity's exempt purpose include the fostering of low income housing? Yes No

COMMUNITY-BASED INVOLVEMENT (voluntary)

Does the project involve the DC Housing Authority or DC Housing Finance Agency? If yes, describe the DCHA/DCHFA's role. Yes No

Canal Place Residential is providing 30 replacement public housing units for the Arthur Capper Carrollsburg HOPE VI. Returning residents are participants in DCHA's Community and Supportive Services Plan. DCHA and William C Smith are in partnership to demolish the adjacent DPW facility and construct new H & I Streets SE as part of project.

* i.e., Applicant, Developer, Guarantor Owner, Architect, General Contractor, Management Agent, Consultant.


COMMUNITY REVITALIZATION

Is the project in a neighborhood classified as one of the following:


- Strategic Neighborhood Investment Area (Target Area) NO
- Neighborhood Revitalization Strategy Area (NRSA) NO
- Federal or District Enterprise Community or Enterprise Zone YES

Is the project located in a qualified census tract as defined in Section 42(d)(5)(C) of the Internal Revenue Code? If yes, describe. Yes No

72.00

	A	B	C	D	E	F	G	H	I	J	
PROJECT INCOME											
1											
2	RESIDENTIAL RENTAL INCOME										
3	RESIDENTIAL RENTAL INCOME										
4	RESIDENTIAL RENTAL INCOME										
5	Low-Income Units										
6	<i>Unit Description</i>		<i>Median Income</i>	<i>Number of Units</i>	<i>Unit Size (Net Leasable Sq. Ft.)</i>	<i>Tenant Paid Utilities*</i>	<i>Contract Rent</i>	<i>Rent Subsidy</i>	<i>Income per Unit</i>	<i>Monthly Income</i>	<i>Annual Income</i>
7	<i>Bedrooms</i>	<i>Baths</i>	<i>Income</i>	<i>Units</i>	<i>(Net Leasable Sq. Ft.)</i>		<i>Rent</i>	<i>Subsidy</i>	<i>Unit</i>	<i>Income</i>	<i>Income</i>
8	0	1	60%	50	515				936	\$ 46,800	\$ 561,600
9	1	1	60%	80	700				991	79,280	951,360
10	2	2	60%	30	920				1,177	35,310	423,720
11											
12											
13											
14											
15											
16											
17			%								
18	Total			160	109,350					\$ 161,390	\$ 1,936,680
19	Vacancy Allowance (Total Annual Income x Vacancy Rate)										
20	Effective Gross Income/Low Income Units (Total Annual Income - Vacancy Allowance)										
21											
22	Market Rate Units										
23	<i>Unit Description</i>						<i>Number of Units</i>	<i>Unit Size (Net Leasable Sq. Ft.)</i>	<i>Contract Rent</i>	<i>Monthly Income</i>	<i>Annual Income</i>
24	<i>Bedrooms</i>	<i>Baths</i>					<i>Units</i>	<i>(Net Leasable Sq. Ft.)</i>	<i>Rent</i>	<i>Income</i>	<i>Income</i>
25	0	1						515		\$	\$
26	1	1						700			
27	2	2						920			
28											
29											
30											
31											
32											
33											
34										\$	\$
35	Total Market Rate										
36	Vacancy Allowance (Total Annual Income x Vacancy Rate)										
37	Effective Gross Income/Market Rate Units (Total Annual Income - Vacancy Allowance)										
										\$	\$
										\$	\$
										\$	\$

	A	B	C	D	E	F	G	H	I	J	K
38	NONRESIDENTIAL INCOME										
39	<i>Description of Type and Size</i>										
40							<i>Square footage</i>	<i>Monthly Income</i>			<i>Annual Income</i>
41								2,400			\$ 28,800
42								8,500			102,000
43								16,697			200,363
44											
45											331,163
46								\$ 27,597			(16,558)
47							5.00%				314,605
48	Effective Gross Income/Nonresidential Space (Total Annual Income - Vacancy Allowance)										
49	Effective Gross Income (sum Low Income, Market Rate, Nonresidential totals)										
50											
51	NON-INCOME PRODUCING UNITS (including management units, tenant services units, recreation, etc.)										
52											
53	<i>Description of Type and Size</i>										
54							<i>Number of Units</i>	<i>Square Footage</i>			
55											
56											
57											
58											
59	Total Non-income										
60											
61	* Tenant Paid Utilities (mark all utilities to be paid by tenants)										
62											<input checked="" type="checkbox"/> Cooking (describe):
63											<input checked="" type="checkbox"/> Heat (describe):
64											<input type="checkbox"/> Other (describe):

	A	B	C	D	E	F	G	H	I
1	PROJECT EXPENSES								
2									
3	ADMINISTRATIVE EXPENSES								
4									
5	Advertising and Marketing								\$ 32,000
6	Other Administrative Expense (<i>describe</i>)					Retail Operating Expenses			65,999
7	Office Salaries								164,500
8	Office Supplies								
9	Office or Model Apartment Rent								
10	Management Fee (<i>Effective Gross Income x Annual Rate of</i>					<u>6.00%</u>)			117,846
11	Manager or Superintendent Rent Free Unit								
12	Legal Expenses (<i>project only</i>)								8,000
13	Auditing Expenses (<i>project only</i>)								15,000
14	Bookkeeping Fees and Accounting Services								0
15	Telephone and Answering Services								13,800
16	Bad Debts								0
17	Miscellaneous Administrative Expenses (<i>describe</i>)					Tax cr. Comp			28,000
18	Annual Tax Credit Monitoring Fee (\$35.00 per tax credit unit)					\$35.00			5,600
19	Total Administrative Expenses								\$ 450,745
20									
21	UTILITY EXPENSES (<i>paid by owner</i>)								
22									
23	Fuel Oil								\$ -
24	Electricity								45,000
25	Gas								5,000
26	Water								94,000
27	Sewer								in water
28	Total Utility Expenses								\$ 144,000
29									
30	OPERATING AND MAINTENANCE EXPENSES								
31									
32	Janitor and Cleaning Payroll								\$ -
33	Janitor and Cleaning Supplies								10,000
34	Janitor and Cleaning Contract								60,000
35	Exterminating Payroll or Contract								0
36	Exterminating Supplies								0
37	Garbage and Trash Removal								20,000
38	Security Payroll or Contract								100,000
39	Grounds Payroll								0
40	Grounds Supplies								3,000
41	Grounds Contract								25,000
42	Repairs Payroll								60,000
43	Repairs Material								52,000
44	Repairs Contract								0
45	Elevator Maintenance or Contract								0
46	Heating and Air Conditioning Maintenance or Contract								in repairs
47	Swimming Pool Maintenance or Contract								0
48	Snow Removal								10,000
49	Decorating Payroll or Contract								0
50	Decorating Supplies								0
51	Other Operating and Maintenance Expenses (<i>describe</i>)								0
52	Miscellaneous Operating and Maintenance Expenses					uniforms			0
53	Total Operating and Maintenance Expenses								\$ 340,000

	A	B	C	D	E	F	G	H	I
54	TAXES AND INSURANCE								
55									
56	Real Estate Taxes								\$ 121,600
57	Franchise Tax								0
58	Payroll Taxes (FICA)								35,000
59	Miscellaneous Taxes, Licenses and Permits								2,500
60	Property and Liability Insurance (<i>hazard</i>)								36,000
61	Fidelity Bond Insurance								0
62	Workmen's Compensation								25,000
63	Health Insurance and Other Employee Benefits								25,000
64	Other Insurance (<i>describe</i>)								0
65	Total Taxes and Insurance								\$ 245,100
66									
67	Reserve for Replacement							250	\$ 40,000
68	Total Operating Expenses								\$ 1,219,845
69	Net Operating Income (<i>Effective Gross Income - Total Operating Expenses</i>)								\$ 934,606
70									
71									
72									
73									
74					Proforma	Form 202	Difference		
75	Marketing & Advertising				32,000	32,000	0		
76	Administrative				36,800	36,800	0		
77	Annual DHCD LIHTC Monitoring Fee + WCS Certification				33,600	33,600	0		
78	Repairs & Maintenance + Contracts				240,000	240,000	0		
79	Management Fee (6% of Net Revenue)				117,846	117,846	(0)		
80	Payroll, benefits, payroll taxes, etc.				352,000	352,000	0		
81	Utilities				144,000	144,000	0		
82	RE Taxes				121,600	121,600	0		
83	Insurance				36,000	36,000	0		
84	Replacement Reserve				40,000	40,000	0		
85	TOTAL				1,153,846	1,153,846	(0)		
86	Retail Operating Expenses				65,999	65,999	0		
87	TOTAL with Retail				1,219,845	1,219,845	(0)		



USES OF FUNDS

TOTAL DEVELOPMENT COSTS

Construction or Rehabilitation Costs

Type of Uses	Percentage	Total Budgeted Cost	Acquisition Basis*	Construction Basis*	Not in Basis*
01 Net Construction Costs		24,322,900		23,796,242	\$ 526,658
02 General Requirements					
03 Builder's Profit	4.30%	1,045,885		951,850	94,035
04 Builder's General Overhead					
05 Bond Premium & Insurance					
06 Other: Development Contingency					
07 Total Construction Contract		\$ 25,368,785	\$	\$ 24,748,092	620,693
08 Construction Contingency	7.19%	1,824,217			1,824,217
09 Total Construction Costs		\$ 27,193,002	\$	\$ 24,748,092	\$ 2,444,910

Fees Related to Construction or Rehabilitation

Type of Uses	Percentage	Total Budgeted Cost	Acquisition Basis*	Construction Basis*	Not in Basis*
10 Architect/Engineering/Permits	5.91%	\$ 1,500,000	\$	\$ 1,500,000	\$
11 Architect's Supervision Fee				\$ -	
12 Construction Administration Fees - Inspector	0.08%	20,000		\$ 20,000	
13 Real Estate Attorney		25,000		\$ 25,000	
14 Marketing				\$ -	
15 Surveys		25,000		\$ 25,000	
16 Soil Borings/Engineering				\$ -	
17 Appraisal				\$ -	
18 Market Study				\$ -	
19 Environmental Report				\$ -	
20 Tap Fees					
21 Other: Retail Tenant Improvements & Leasing Commissions		375,000			375,000
22 Total Fees		\$ 1,945,000	\$	\$ 1,570,000	\$ 375,000

Financing Fees and Charges

Type of Uses	Total Budgeted Cost	Acquisition Basis*	Construction Basis*	Not in Basis*
23 Construction Interest	\$ 1,062,258	\$	\$ 1,062,258	\$
24 Real Estate Taxes	288,530		\$ 288,530	
25 Insurance	75,000		\$ 75,000	
26 Mortgage Insurance Premium			\$ -	
27 Title and Recording + Mortgage Recordation Tax	51,110			51,110
28 Financing (soft cost) Contingency	219,083			219,083
29 Other Lenders' Origination Fees	297,840			297,840
30 Other Lenders' Legal Fees	50,000			50,000
31 Other: Economic Interest Deed			\$ -	
32 Total Financing Fees and Charges	\$ 2,043,821	\$	\$ 1,425,788	\$ 618,033

* Complete for Tax Credit Requests Only

Acquisition Costs

<i>Type of Uses</i>		<i>Total Budgeted Cost</i>	<i>Acquisition Basis*</i>	<i>Construction Basis*</i>	<i>Not in Basis*</i>
33	Building Acquisition		\$ -		\$
34	Land Acquisition	10,132,562			10,132,562
35	Carrying Charges: Title & Recording Costs	30,000			30,000
36	Other: TDR	199,908			199,908
37	Other: Acquisition Recordation Tax	205,691		102,846	102,846
38	Total Acquisition Costs	\$ 10,568,161	\$	\$ 102,846	\$ 10,465,316
39	Total Development Costs (TDC)	\$ 41,749,984	\$	\$ 27,846,725	\$ 13,903,259

OTHER USES OF FUNDS

Developer's Fee

<i>Type of Uses</i>		<i>Total Budgeted Cost</i>	<i>Acquisition Basis*</i>	<i>Construction Basis*</i>	<i>Not in Basis*</i>
40	Fee on Non-Acquisition Costs (calculate below)	\$ 2,500,000		2,500,000	\$
41	Fee on Acquisition Costs (calculate below)		-		
42	Total Developer's Fee (\$2.5 million maximum)	\$ 2,500,000	\$	\$ 2,500,000	\$

Syndication Related Costs

<i>Type of Uses</i>		<i>Total Budgeted Cost</i>	<i>Acquisition Basis*</i>	<i>Construction Basis*</i>	<i>Not in Basis*</i>
43	Syndication Fee		\$	\$ -	\$
44	Legal (syndication only)	45,000			45,000
	Loan Fees			\$ -	
46	Loan Interest			\$ -	
47	Organizational Costs			\$ -	
48	Tax Credit Application Fee	300,000			300,000
49	Accounting and Auditing Fee	30,000		\$ 30,000	
50	Partnership Management Fee			\$ -	
51	Other: GP tax cr. Legal fee, Letter of Cr., printing cost, rating agency			\$ -	
52	Total Syndication Related Costs	\$ 375,000	\$	\$ 30,000	\$ 345,000

Guarantees and Reserves (funded amounts only)

<i>Type of Uses</i>		<i>Total Budgeted Cost</i>	<i>Acquisition Basis*</i>	<i>Construction Basis*</i>	<i>Not in Basis*</i>
53	Construction Guarantee				
54	Operating Reserve	556,923			556,923
55	Rent-up Reserve				
56	Other: Prepaid Tax & Insurance	65,000			65,000
57	Total Guarantees and Reserves	\$ 621,923	\$	\$ 30,376,725	\$ 621,923
58	Total Uses of Funds	\$ 45,246,907	\$	\$ 30,376,725	\$ 14,870,182

* Complete for Tax Credit Requests Only

MAXIMUM DEVELOPER'S FEE

	<i>Fee on Costs Over \$10 Million</i>	<i>Fee on Costs \$10 Million or Less</i>
Non-acquisition Costs		
59 Total Development Costs (from line 39 above)	\$ 41,749,984	
60 Less Acquisition Costs (from line 38 above)	(10,568,161)	
61 Less Construction Contingency (from line 08 above)	(1,824,217)	
62 Less Financing (Soft Cost) Contingency (from line 28 above)	(219,083)	
63 Non-acquisition Costs	29,138,523	
64 Lesser of \$10,000,000 or Non-acquisition Costs (enter on both lines)	10,000,000	10,000,000
65 Non-acquisition Fee Basis	19,138,523	10,000,000
66 Fee Percentage	10%	15%
67 Fee on Non-acquisition Costs	\$ 1,000,000	\$ 1,500,000

Total = \$ 2,500,000

Fee on Acquisition Costs

68 Acquisition Costs (from line 38 above)	\$ 10,568,161	
69 Lesser of \$10,000,000 or Acquisition Costs (enter on both lines)	10,000,000	10,000,000
70 Acquisition Fee Basis	568,161	10,000,000
71 Fee Percentage	5%	10%
72 Fee on Acquisition Costs	\$ 28,408	\$ 1,000,000

Total = \$

73 **Total Developer's Fee** (Fee on Non-acquisition Costs + Fee on Acquisition Cost) (\$2.5 million maximum) \$ 2,500,000

SOURCES OF FUNDS



	A	B	C	D	E	F	G	H	I	J	K	L
1	TOTAL DEVELOPMENT COSTS											
2	DEBT											
3	Primary Debt Service Financing											
4	Type of Funds	Requested Source of Funds	Debt Coverage	Annual Payment	Interest Rate	Amortization Term	Loan Term	Loan Amount				
5	First Mortgage	TBD	1.15	\$ 812,718	7.250%	30	30	9,928,000				
6	HPTF	DCDHCD										
7	CDBG	DCDHCD			%							
8	HOME	DCDHCD			%							
9	Other											
10	Credit Enhancement											
11	Total Debt Service Financing			\$ 812,718				9,928,000				
12	Subordinate Debt Service Financing											
13	Type of Funds	Requested Source of Funds		If Grant, enter Y here	Annual Payment	Interest Rate	Loan or Grant Amount					
14	HPTF	DCDHCD			\$ -	0.000%	-					
15	HOME	DCDHCD				%						
16	Other:											
17	Other:											
18	Other:											
19	Total Subordinate Debt Service Financing				\$ -							
20	Total Debt (Debt Service + Cash Flow Financing)				\$ 812,718			9,928,000				
21	Total Debt and Grants				\$ 812,718			9,928,000				

	A	B	C	D	E	F	G	H	I	J	K	L
30	EQUITY											
31		<i>Type of Equity</i>										
32		<i>Source of Equity</i>										
33		Historic Tax Credit Proceeds (from next section)										
34		Low Income Housing Tax Credit Proceeds (from next section)										
35		Developer's Equity (not from syndication proceeds)										
36		Interim Income (occupied rehabilitation projects)										
37		Other:										
38		Total Equity										
39		Total Sources of Funds (Total Equity, Debt, and Grants)										
40												
41		Maximum DHCD Loan Amount (cash flow financing)										
42		Total Uses of Funds (from previous section)										
43		Primary (Non-DHCD) Debt Service Financing (from above)										
44		Subordinate Financing (Non-DHCD) and grants (from above)										
45		Historic Tax Credit Syndication Proceeds (from next section)										
46		Low Income Tax Credit Syndication Proceeds (from next section)										
47		Maximum DHCD Funds Amount										
48												
49												
50												

45,246,907
(9,928,000)
-
-
(21,598,000)
13,720,907

												Amount
												21,598,000
												3,388,345
												-
												10,132,562
												35,318,907
												45,246,907



LOW-INCOME HOUSING TAX CREDIT

Complete This Section Only If You Are Applying For Tax Credits

of Low Income Housing Tax Credit Requested (mark all that apply)

- New Construction
- Acquisition (must include substantial rehabilitation as defined in Tax Credit Regulations)
- Substantial Rehabilitation (as defined in Tax Credit Regulations--Department's standard is different)

EXISTING BUILDING INFORMATION

Location and Placed-in-Service Information

Building Address	Control Document	Date Control Document Expires	Number of Units	Purchase Price	Date Last Placed in Service (PIS)	Sponsor's Purchase Date	Years Between PIS & Purchase Date
Square 737	Land Title	N / A	160	10,132,562	n/a	n/a	n/a
		/ /		0	n/a	n/a	n/a
		/ /		0	n/a	n/a	n/a
		/ /		0	n/a	n/a	n/a
		/ /		0	n/a	n/a	n/a
		/ /		0	n/a	n/a	n/a
		/ /		0	n/a	n/a	n/a
		/ /			/ /	/ /	
		/ /			/ /	/ /	
		/ /			/ /	/ /	
		/ /			/ /	/ /	
		/ /			/ /	/ /	
Total				\$ 10,132,562			

Substantial Rehabilitation Determination (for Tax Credit eligibility--Department's standard is different)

Total rehabilitation related costs equal: \$ _____

Total rehabilitation related costs must exceed the greater of the following tests (mark one box only)

- | | | | |
|---|----------------------------|------------|---------------------|
| <input type="checkbox"/> Costs are at least \$3000 per unit: | Total Units <u>160</u> | x \$3000 = | \$ <u>480,000</u> |
| <input checked="" type="checkbox"/> Costs are at least 10% of the project's adjusted basis: | Basis <u>\$ 30,376,725</u> | x 10% = | \$ <u>3,037,673</u> |

ELECTIONS

Minimum Set-aside Election (mark one box only)

- 20% of the units will be occupied by households with income below 50% of the area median
- 40% of the units will be occupied by households with income below 60% of the area median

Rent Floor Election

The rent floor for the project will be established as of (mark one box only)

- Date of allocation
- Date the project is placed in service

SYNDICATION INFORMATION

Name of Syndicator TBD
 Phone _____

Type of Offering (mark one box only)

- Public
 Private

Type of Investors (mark one box only)

- Individuals
 Fund
 Corporation

Schedule for Funds to be Paid

Percent Paid	Amount Paid	Date Paid
% tbd		/ /
% tbd		/ /
% tbd		/ /
% tbd		/ /
% tbd		/ /
% tbd		/ /

CALCULATION OF TAX CREDIT AMOUNT

Maximum Low-Income Housing Tax Credit Based on Eligible Costs

Description	Acquisition Basis	Construction Basis
Total Uses of Funds (from Uses of Funds worksheet)	\$	\$ 30,376,725
Federal Grants Financing Qualifying Costs (list below)		
Other Non-qualifying Financing	()	()
Value of Commercial Space	()	()
Non-qualifying Units of Higher Quality	()	()
Federal Historic Tax Credit	()	()
Adjusted Project Costs		\$ 30,376,725
Adjustment for Qualified Census Tract (130% maximum)		130%
Eligible Basis	\$	\$ 39,489,743
Eligible Fraction (calculate below)	100%	100%
Qualified Basis	\$	\$ 39,489,743
Applicable Percentage (construction basis qualified for 4% or 9%?)	0%	9%
Low Income Housing Tax Credit Eligible	\$	\$ 3,554,077

Estimated Low-Income Housing Tax Credit Syndication Proceeds

Description	Amount
Combined Low Income Housing Tax Credit Eligible (result from previous table)	\$ 3,554,077
Tax Credit Period (10 years)	x 10
Total Tax Credit Received Over Period	\$ 35,540,768
Raise Ratio from Syndicator's Proposal	0.72
Gross Proceeds from Low Income Housing Tax Credit	\$ 25,589,353
Gross Proceeds from Historic Tax Credit (calculate below)	n/a
Total Equity from Syndication Proceeds	\$ 25,589,353

Maximum Low-Income Housing Tax Credit Based on Proceeds Needed

Description	Amount
Proceeds Needed (enter lesser of Total Equity from Syndication Proceeds or Financing Gap)	21,598,000
Gross Proceeds from Historic Tax Credit (calculate below)	0
Low Income Housing Tax Credit Syndication Proceeds (to Sources of Funds worksheet)	\$ 21,598,000
Raise Ratio from Syndicator's Proposal	0.72
Total Tax Credit Received Over Period	\$ 29,999,998
Tax Credit Period (10 years)	÷ 10
Maximum Low-Income Housing Tax Credit	\$ 3,000,000

Sources of Federal Financing

Show all direct and indirect federal funds financing qualified costs below

Community Development Block Grant	<u>0</u>
LIHEAP Investment Program	<u>0</u>
Other	<u>0</u>
Total Federal Funds	<u>\$ 0</u>


Applicable Fraction

The applicable fraction is the lesser of the following formulas (*mark one box only*)

<input checked="" type="checkbox"/> Percent of Units		<input type="checkbox"/> Percent of Square Footage	
Low Income Units	<u>160</u>	Low Income Sq. Ft.	<u>109,350</u>
Total Units	<u>160</u>	Total Sq. Ft.	<u>109,350</u>
Unit Percentage	<u>100.00%</u>	Sq. Ft. Percentage	<u>100.00%</u>

Gross Proceeds from Historic Tax Credits

Historic Tax Credit	<u>\$ -</u>
Raise Ratio from Syndicator's Proposal	<u>0</u>
Gross Proceeds from Historic Tax Credit (<i>to Sources of Funds worksheet</i>)	<u>\$ 0</u>

	A	B	C	D	E	F	G	H	I	
1	PROJECT SUMMARY INFORMATION									
2										
3	GENERAL INFORMATION									
4										
5	Project Information									
6	Project Name	Canal Place Residential								
7	Address	825 2nd Street, SE								
8	City	Washington, DC 20003	County							
9	Sponsor	William C. Smith & Co., Inc.								
10										
11	Funding Applied For				Occupancy Restrictions					
12	Housing Production Trust Fund		\$	-	Units 30% or less of AMI					
13	Community Development Block Grant (CDBG)		\$	-	Units at 31-40% of AMI					
14	HOME Investment Partnership Program (HOME)		\$	-	Units at 41-50% of AMI					
15	Low-Income Housing Tax Credit (LIHTC)		\$	3,000,000	Units at 51-60% of AMI					
16	Other:		\$		Units at 61-85% of AMI					
17					Units at 81-100% of AMI					
18					Units at market rates					
19					Total Units					
20					160					
21	PROJECT INCOME (Effective Gross Income)									
22										
23	<i>Source of Income</i>	<i>Total Units</i>	<i>Vacancy Rate</i>	<i>Annual EGI</i>	<i>Years Until Sustaining Occupancy</i>	<i>Annual Trending</i>	<i>Trended EGI</i>			
24	Low-Income Units	160	5.00%	\$ 1,839,846		3.00%	\$ 1,895,041			
25	Market Rate Units			\$		%	\$			
26	Nonresidential		5.00%	\$ 314,605		3.00%	\$ 324,043			
27	Total	160		\$ 2,154,451			\$ 2,219,085			
28	Trended Effective Gross Income									
29										
30	PROJECT EXPENSES									
31										
32	<i>Expense Categories</i>			<i>Annual Expense</i>	<i>Years Until Sustaining Occupancy</i>	<i>Annual Trending</i>	<i>Trended Expense</i>			
33	Administrative			\$ 332,899		3.00%	\$ 342,886			
34	Management Fee (Effective Gross Income x percentage)			117,846			\$ 133,145			
35	Utilities			144,000		3.00%	\$ 148,320			
36	Operating and Maintenance			340,000		3.00%	\$ 350,200			
37	Taxes and Insurance			245,100		3.00%	\$ 252,453			
38	Reserve for Replacement			\$ 40,000		3.00%	\$ 40,000			
39	Total Project Expenses			\$ 1,219,845			\$ 1,267,004			
40	Trended Net Operating Income (Effective Gross Income - Project Expenses)							\$ 952,080		
41	Annual Debt Service Financing Payments							\$ (812,718)		
42	Annual Cash Flow Financing Payments							\$		
43	Remaining Cash Flow (Net Operating Income - Financing Payments)							\$ 139,362		
44										

	A	B	C	D	E	F	G	H	I	
45	SOURCES OF FUNDS									
46										
47	Primary Debt Service Financing									
48	<i>Source of Funds</i>	<i>Lender</i>	<i>Debt Coverage</i>	<i>Interest Rate</i>	<i>Amortization Term</i>	<i>Loan Term</i>	<i>Annual Payment</i>	<i>Amount</i>		
49	Private Loan	TBD	1.15	7.25%	30	30	812,718	9,928,000		
50	Tax Exempt Bonds	DCHFA								
51	HPTF	DCDHCD								
52	CDBG	DCDHCD		%						
53	HOME			%						
54	Other			%						
55	Total Debt Service Financing							\$ 812,718	\$ 9,928,000	
56										
57	Subordinate Debt Service Financing									
58	<i>Requested Source of Funds</i>	<i>Lender</i>		<i>Interest Rate</i>	<i>Loan Term</i>	<i>Annual Payment</i>	<i>Amount</i>			
59	HPTF	DCDHCD				\$	\$			
60	CDBG	DCDHCD								
61	HOME	DCDHCD		%						
62	OTHER									
63	Total Cash Flow Financing							\$	\$	
64										
65	Equity									
66	<i>Type of Equity</i>				<i>Source of Equity</i>			<i>Amount</i>		
67	Developer's Equity (not from syndication proceeds)				Deferred Developer's Fee			\$ 3,588,345		
68	Interim Income (occupied rehabilitation projects)							\$		
69	Developer's Equity (not from syndication proceeds)				Equity Value of Land Contribution			10,132,562		
70	Low Income Housing Tax Credit Proceeds							21,598,000		
71	Total Equity							35,318,907		
72	Total Sources of Funds (must equal Total Uses of Funds)							45,246,907		
73										
74	USES OF FUNDS									
75										
76	<i>Type of Uses</i>							<i>Amount</i>		
77	Construction or Rehabilitation Costs							\$ 27,193,002		
78	Fees Related to Construction or Rehabilitation							1,945,000		
79	Financing Fees and Charges							2,043,821		
80	Acquisition Costs							10,568,161		
81	Total Development Costs							41,749,984		
82	Syndication Related Costs							375,000		
83	Guarantees and Reserves							621,923		
84	Developer's Fee							2,500,000		
85	Total Uses of Funds							\$ 45,246,907		
86										
87	PROJECT DESCRIPTION									
88	Canal Place Residential is a 160 unit high-rise project located at 2nd and I Streets SE in the emerging Capitol Riverfront									
89	district, 6 blocks from the Capitol. It is an 11 story, 110' building which will include approximately 6,000 square feet of									
90	retail space on the ground floor. The project includes 2 levels of parking and 68 parking spaces overall.									
91										
92										



20-YEAR OPERATING PRO FORMA:

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Income										
Low Income Units	\$ 1,936,680	\$ 1,994,780	\$ 2,054,624	\$ 2,116,263	\$ 2,179,750	\$ 2,245,143	\$ 2,312,497	\$ 2,381,872	\$ 2,453,328	\$ 2,526,928
Market Rate Units										
Nonresidential	331,163	\$ 341,098	\$ 351,331	\$ 361,871	\$ 372,727	\$ 383,909	\$ 395,426	\$ 407,289	\$ 419,508	\$ 432,093
Gross Project Income	2,267,843	2,335,878	2,405,955	2,478,133	2,552,477	2,629,052	2,707,923	2,789,161	2,872,836	2,959,021
Vacancy Allowance	(113,392)	(116,794)	(120,298)	(123,907)	(127,624)	(131,453)	(135,396)	(139,458)	(143,642)	(147,951)
Effective Gross Income	\$ 2,154,451	\$ 2,219,085	\$ 2,285,657	\$ 2,354,227	\$ 2,424,854	\$ 2,497,599	\$ 2,572,527	\$ 2,649,703	\$ 2,729,194	\$ 2,811,070

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Expenses										
Administrative	\$ 332,899	\$ 342,886	\$ 353,173	\$ 363,768	\$ 374,681	\$ 385,921	\$ 397,499	\$ 409,424	\$ 421,706	\$ 434,358
Management Fee	117,345	120,866	124,492	128,226	132,073	136,035	140,116	144,320	148,649	153,109
Utilities	144,000	148,320	152,770	157,353	162,073	166,935	171,944	177,102	182,415	187,887
Maintenance	340,000	350,200	360,706	371,527	382,673	394,153	405,978	418,157	430,702	443,623
Taxes and Insurance	245,100	252,453	260,027	267,827	275,862	284,138	292,662	301,442	310,485	319,800
Replacement Reserve	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Total Expenses	\$ 1,219,344	\$ 1,254,725	\$ 1,291,166	\$ 1,328,701	\$ 1,367,362	\$ 1,407,183	\$ 1,448,199	\$ 1,490,445	\$ 1,533,958	\$ 1,578,777
Net Operating Income	\$ 935,107	\$ 964,360	\$ 994,491	\$ 1,025,526	\$ 1,057,491	\$ 1,090,416	\$ 1,124,329	\$ 1,159,258	\$ 1,195,236	\$ 1,232,293

Primary Debt Service Financing

Tax-exempt Bonds	812,718	812,718	812,718	812,718	812,718	812,718	812,718	812,718	812,718	812,718
Private Loan										
HPTF										
CDBG										
HOME										
Other										
Total Debt Service	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718
Cash Flow	\$ 122,389	\$ 151,642	\$ 181,773	\$ 212,808	\$ 244,773	\$ 277,698	\$ 311,611	\$ 346,540	\$ 382,518	\$ 419,575
Debt Coverage Ratio	1.15	1.19	1.22	1.26	1.30	1.34	1.38	1.43	1.47	1.52

Subordinate Debt Service Financing (displays grants and loans)

HPTF										
CDBG										
HOME										
Other	122,389	151,642	181,773	212,808	244,773	277,698	311,611	346,540	382,518	419,575
Total Cash Flow Debt	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Remaining Cash Flow	\$ 122,389	\$ 151,642	\$ 181,773	\$ 212,808	\$ 244,773	\$ 277,698	\$ 311,611	\$ 346,540	\$ 382,518	\$ 419,575
Debt Coverage Ratio	1.15	1.19	1.22	1.26	1.30	1.34	1.38	1.43	1.47	1.52



	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Income										
Low Income Units	\$ 2,602,736	\$ 2,680,818	\$ 2,761,243	\$ 2,844,080	\$ 2,929,402	\$ 3,017,284	\$ 3,107,803	\$ 3,201,037	\$ 3,297,068	\$ 3,395,980
Market Rate Units										
Nonresidential	\$ 445,056	\$ 458,407	\$ 472,159	\$ 486,324	\$ 500,914	\$ 515,941	\$ 531,420	\$ 547,362	\$ 563,783	\$ 580,697
Gross Project Income	3,047,792	3,139,225	3,233,402	3,330,404	3,430,316	3,533,226	3,639,223	3,748,399	3,860,851	3,976,677
Vacancy Allowance	(152,390)	(156,961)	(161,670)	(166,520)	(171,516)	(176,661)	(181,961)	(187,420)	(193,043)	(198,834)
Effective Gross Income	\$ 2,895,402	\$ 2,982,264	\$ 3,071,732	\$ 3,163,884	\$ 3,258,800	\$ 3,356,564	\$ 3,457,261	\$ 3,560,979	\$ 3,667,809	\$ 3,777,843

Expenses

Administrative	\$ 447,388	\$ 460,810	\$ 474,634	\$ 488,873	\$ 503,540	\$ 518,646	\$ 534,205	\$ 550,231	\$ 566,738	\$ 583,740
Management Fee	157,702	162,433	167,306	172,325	177,495	182,820	188,305	193,954	199,772	205,765
Utilities	193,524	199,330	205,310	211,469	217,813	224,347	231,078	238,010	245,150	252,505
Maintenance	456,932	470,640	484,759	499,301	514,281	529,709	545,600	561,968	578,827	596,192
Taxes and Insurance	329,394	339,276	349,454	359,938	370,736	381,858	393,314	405,113	417,266	429,784
Replacement Reserve	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Total Expenses	\$ 1,624,940	\$ 1,672,488	\$ 1,721,463	\$ 1,771,907	\$ 1,823,864	\$ 1,877,380	\$ 1,932,501	\$ 1,989,276	\$ 2,047,755	\$ 2,107,987
Net Operating Income	\$ 1,270,462	\$ 1,309,776	\$ 1,350,269	\$ 1,391,977	\$ 1,434,937	\$ 1,479,185	\$ 1,524,760	\$ 1,571,703	\$ 1,620,054	\$ 1,669,856

Primary Debt Service Finar

Tax-exempt Bonds										
Private Loan	812,718	812,718	812,718	812,718	812,718	812,718	812,718	812,718	812,718	812,718
HPTF										
CDBG										
HOME										
Other										
Total Debt Service	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718	\$ 812,718
Cash Flow	\$ 457,744	\$ 497,058	\$ 537,551	\$ 579,259	\$ 622,219	\$ 666,467	\$ 712,042	\$ 758,985	\$ 807,336	\$ 857,138
Debt Coverage Ratio	1.56	1.61	1.66	1.71	1.77	1.82	1.88	1.93	1.99	2.05

Subordinate Debt Service F

HPTF										
CDBG										
HOME										
Other	457,744	479,274								
Total Cash Flow Debt	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Remaining Cash Flow	\$ 457,744	\$ 497,058	\$ 537,551	\$ 579,259	\$ 622,219	\$ 666,467	\$ 712,042	\$ 758,985	\$ 807,336	\$ 857,138
Debt Coverage Ratio	1.56	1.61	1.66	1.71	1.77	1.82	1.88	1.93	1.99	2.05