

Meeting of the
Governing Board of Directors and
Advisory Board of Directors of

The Los Angeles Development Fund and LADF Management, Inc.

October 8, 2020

MEETING of the

GOVERNING BOARD OF DIRECTORS and ADVISORY BOARD OF DIRECTORS of <a href="https://doi.org/10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.10.1007/jhp.1007/jhp.1007/jhp.1007/jh

Tab Table of Contents

- **1** Board Meeting Agenda
- 2 Materials regarding <u>Approval of Minutes for Board Meetings</u>, <u>Item A</u>:
 - August 25, 2020 Joint Board Meeting Minutes
- 3 Materials regarding <u>Approval of Minutes for Board Meetings, Item B</u>:
 - September 21, 2020 Joint Board Meeting Minutes
- **4** Materials regarding Discussion Item A:
 - LADF Pipeline Report
 - Impacts Summary Matrix for LADF Pipeline
 - LADF Track Record Report
 - LADF Allocation Use Summary
 - Impacts Summary Matrix for LADF Track Record
- **5** Materials regarding <u>Action Item B</u>:
 - SEED LA Project NMTC Presentation Materials
- 6 Materials regarding Action Item C:
 - The Brine Project NMTC Presentation Materials
- 7 Materials regarding Action Item D:
 - Hollywood Arts Center Project NMTC Presentation Materials
- 8 Materials regarding Action Item E:
 - Proposal for services by Karen Brooks
 - LADF Website and Social Media Resources Links
 - LADF Website and Social Media Statistics

Tab 1



AGENDA

MEETING of the

GOVERNING BOARD OF DIRECTORS and ADVISORY BOARD OF DIRECTORS of THE LOS ANGELES DEVELOPMENT FUND and LADF MANAGEMENT, INC.

MEETING BY TELECONFERENCE (AUTHORIZED EXCEPTION TO THE BROWN ACT):

If joining via computer, use this link: https://www.zoomgov.com/j/1617577112
If joining via telephone, dial this number: (669) 254-5252 US

Meeting ID: 161 757 7112

Thursday, October 8, 2020 | 2:30pm - 4:00pm

	AGENDA ITEM	PRESENTER	TAB
	Welcome and Call to Order	Carolyn Hull	
	Roll Call	Sandra Rahimi	
1	Approval of Minutes for Board Meeting(s) on: a. August 25, 2020 – Joint Board Meeting	Carolyn Hull	Tab 2
	b. September 21, 2020 – Joint Board Meeting		Tab 3
2	Discussion Items		
	a. LADF Pipeline Report	Sandra Rahimi	Tab 4
3	Action Items	Sandra Rahimi	
	a. Request for Authorization to Apply to the CDFI Fund for up to \$80 million in allocation in CY 2020 Round New Markets Tax Credit Application and Request for Approval of LAD pipeline (as presented in Tab 4) to be incorporated into LADF's CY 2020 Round New Mar Tax Credit Application.)F	
	b. Request for Authorization of LADF staff to issue a Letter of Interest to SEED LA for provious up to \$5,283,334 of New Markets Tax Credit Allocation. LADF will have option to rescind Letter of Interest if the proposed transaction has not closed by March 15, 2021.		Tab 5
	c. Request for Authorization of LADF staff to issue a Letter of Interest to The Brine Project providing up to \$5,283,333 of New Markets Tax Credit Allocation. LADF will have option t rescind the Letter of Interest if the proposed transaction has not closed by April 15, 2021	to	Tab 6
	d. Request for Authorization of LADF staff to issue a Letter of Interest to Hollywood Arts C for providing up to \$5,283,333 of New Markets Tax Credit Allocation. LADF will have optic rescind the Letter of Interest if the proposed transaction has not closed by June 1, 2021.		Tab 7
	e. Request for Authorization to execute Purchase Order contract with Karen Brooks for LAI website update and monthly website maintenance services for a period of one (1) year. Maximum disbursed under this contract will be \$58,500 .	DF	Tab 8
	Request for Future Agenda Items	Carolyn Hull	
	Next Meeting Date and Time of Governing Board	Carolyn Hull	
	 Thursday, November 12, 2020, 2:30pm – 4:00pm (via Zoom) 	,	
	Public Comment	Carolyn Hull	
	NOTE: When it is time for public comment:	•	
	 If you joined by phone only. Please press *9 on your phone keypad to raise your hand to acknowledged for Public Comment 	be	
	 If you joined by clicking on the meeting link and have joined us online, please click the participant icon at the bottom of your screen. This will launch a participant panel, where will see the "raise hand" icon on the far right side. Please click "raise hand" to be acknowledged for Public Comment. 	you	
	•		

Adjournment Carolyn Hull

The LADF's Board Meetings are open to the public. Accommodations such as sign language interpretation and translation services can be provided upon 72 hours notice. Contact LADF @ (213) 808-8959.

PUBLIC COMMENT AT LADF BOARD MEETINGS – An opportunity for the public to address the Board will be provided at the conclusion of the agenda. Members of the public who wish to speak on any item are requested to identify themselves and indicate on which agenda item they wish to speak. The Board will provide an opportunity for the public to speak for a maximum of three (3) minutes, unless granted additional time at the discretion of the Board. Testimony shall be limited in content to matters which are listed on this Agenda and within the subject matter jurisdiction of the LADF. The Board may not take any action on matters discussed during the public testimony period that are not listed on the agenda.

Tab 2

LOS ANGELES DEVELOPMENT FUND

MINUTES OF THE MEETING OF THE GOVERNING BOARD OF LADF AND LADF MANAGEMENT, INC. THURSDAY, AUGUST 25, 2020

MEETING BY TELECONFERENCE (AUTHORIZED EXCEPTION TO THE BROWN ACT)

LADF STAFF PRESENT:

Sandra Rahimi

WELCOME AND CALL TO ORDER – Los Angeles Development Fund (LADF) Director Kalfayan called the meeting to order at <u>2:05</u> pm.

ROLL CALL

The following Governing Board directors were present at the meeting:

- Director Kalfayan (Acting Chairperson)
- Director Chavez
- Director Esparza
- Director Hull
- Director Sewill

A QUORUM WAS PRESENT

The following Advisory Board directors were present at the meeting:

- Director Williams (Chairperson)
- Director Albert
- Director Espinoza
- Director Monge
- Director Volpert

A QUORUM WAS NOT PRESENT

1. DISCUSSION ITEMS

- > DISCUSSION ITEM (A) LADF PIPELINE UPDATE
 - Sandra Rahimi presented general introduction to projects new to the pipeline.
- > DISCUSSION ITEM (B) Pipeline Project Presentation for SEED LA
 - Anita Landecker presented a summary of the SEED LA Project. City Council staff and County Supervisorial staff spoke in support of the project.
- > DISCUSSION ITEM (C) Pipeline Project Presentation for HOLLYWOOD ARTS CENTER
 - Alison Paige and Keith McNutt presented a summary of the Hollywood Arts Center Project. City Council staff spoke in support of the project
- DISCUSSION ITEM (D) Pipeline Project Presentation for THE BRINE
 - Laura Laura Vandeweghe presented a summary of the Brine project.

2. ACTION ITEMS

> ACTION ITEM (A) - ELECTION OF NEW CHAIRMAN OF THE GOVERNING BOARD OF LADF AND LADF MANAGEMENT, INC.

- Carolyn Hull nominated by Director Esparza
- Moved by Director Kalfayan. Seconded by Director Sewill.
- Director Hull reclused herself
- Roll Call: AYES: 4; NOS: 0; ABSENT: 0; ABSTAIN: 0; APPROVED.
- > ACTION ITEM (B) ELECTION OF NEW PRESIDENT OF LADF AND LADF MANAGEMENT, INC., TO BE EFFECTIVE BEGINNING ON OCTOBER 1, 2020
 - Carolyn Hull nominated by Director Kalfayan
 - Director Hull reclused herself
 - Moved by Director Esparza. Seconded by Director Sewill.
 - Roll Call: AYES: 4; NOS: 0; ABSENT: 0; ABSTAIN: 0; APPROVED.
- > ACTION ITEM (C) AUTHORIZE NEWLY ELECTED PRESIDENT AS ADDITIONAL SIGNER ON THE BANK ACCOUNTS OF THE LADF, LADF MANAGEMENT, INC., AND THEIR AFFILIATES
 - Director Hull reclused herself.
 - Moved by Director Esparza. Seconded by Director Sewill.
 - Roll Call: AYES: 4; NOS: 0; ABSENT: 0; ABSTAIN: 0; APPROVED.
- ACTION ITEM (D) REQUEST FOR AUTHORIZATION TO EXTEND PURCHASE ORDER CONTRACT WITH CHRISTOPHER CHOREBANIAN FOR ASSET MANAGEMENT AND COMPLIANCE SERVICES THROUGH SEPTEMBER 30, 2021 ON AS-NEEDED BASIS AT AN HOURLY RATE OF \$120.
 - Moved by Director Hull. Seconded by Director Sewill.
 - Roll Call: AYES: 5; NOS: 0; ABSENT: 0; ABSTAIN: 0; APPROVED..
- ACTION ITEM (E) REQUEST FOR AUTHORIZATION TO EXTEND PURCHASE ORDER CONTRACT WITH JOSEPHINE DIAZ FOR ACCOUNTING SERVICES THROUGH SEPTEMBER 30, 2021 ON AS-NEEDED BASIS AT AN HOURLY RATE OF \$90.00
 - Moved by Director Hull. Seconded by Director Sewill.
 - Roll Call: AYES: 5; NOS: 0; ABSENT: 0; ABSTAIN: 0; APPROVED.
- > ACTION ITEM (F) AUTHORIZE LADF STAFF TO ASSIST THE CITY WITH DESIGN AND IMPLEMENTATION OF COVID 19 RELATED LOAN AND GRANT PROGRAMS AS NEEDED
 - Moved by Director Esparza. Seconded by Director Sewill.
 - Roll Call: AYES: 5; NOS: 0; ABSENT: 0; ABSTAIN: 0; APPROVED.

REQUEST FOR FUTURE AGENDA ITEMS

- Application for 2020 Round of NMTCs
- Contract for Social Media and Marketing Services
- Issuance of LOIs

NEXT MEETING DATE AND TIME

• TBD SPECIAL MEETING

PUBLIC COMMENT

None.

ADJOURNMENT

- Meeting was adjourned at <u>4:00 pm</u>.
- Moved by Director Esparza. Seconded by Director Kalfayan.
- Roll Call: AYES: 5; NOS: 0; ABSENT: 0; ABSTAIN: 0; APPROVED.

Tab 3

LOS ANGELES DEVELOPMENT FUND

MINUTES OF THE MEETING OF THE GOVERNING BOARD OF LADF AND LADF MANAGEMENT, INC. MONDAY, SEPTEMBER 21, 2020

MEETING BY TELECONFERENCE (AUTHORIZED EXCEPTION TO THE BROWN ACT)

LADF STAFF PRESENT:

Sandra Rahimi

WELCOME AND CALL TO ORDER - Los Angeles Development Fund (LADF) Director Hull called the meeting to order at 4:00pm.

ROLL CALL

The following Governing Board directors were present at the meeting:

- Director Hull (Chairperson)
- Director Chavez
- Director Esparza
- Director Kalfayan
- Director Sewill

A QUORUM WAS PRESENT

The following Advisory Board directors were present at the meeting:

- Director Williams (Chairperson)
- Director Albert
- Director Espinoza [joined meeting at 4:04]
- Director Luna
- Director Volpert [left meeting at 4:40]
- Director Thrash-Ntuk [joined meeting at 5:01]

A QUORUM WAS NOT PRESENT

1. DISCUSSION ITEMS

- DISCUSSION ITEM (A) PRESENTATION ON LADF SOCIAL MEDIA PIPELINE UPDATE
 - Karen Brooks presented general information regarding LADF social media and marketing programs she managed.
- > DISCUSSION ITEM (B) LADF Track Record Report Project
 - Sandra Rahimi presented a summary of LADF's past NMTC investment
- DISCUSSION ITEM (C) LADF Investment Strategy Discussion
 - Governing and Advisory Board members participated in a general discussion of investment strategy
 - One point of consensus was that LADF should target disadvantaged communities of color for its investments

2. ACTION ITEMS

- ACTION ITEM (A) REQUEST FOR AUTHORIZATION OF LADF STAFF TO ENGAGE NOVOGRADAC TO ASSIST WITH DRAFTING LADF'S 2020 NMTC APPLICATION. MAXIMUM ESTIMATED CONTRACT COST IS \$50,000.
 - AMDENDED TO READ REQUEST FOR AUTHORIZATION OF LADF STAFF TO ENGAGE NOVOGRADAC TO ASSIST WITH DRAFTING LADF'S 2020 NMTC APPLICATION. MAXIMUM ESTIMATED CONTRACT COST IS UP TO \$50,000

- Moved as Amended by Director Sewill. Seconded by Director Chavez.
- Roll Call: AYES: 4; NOS: 0; ABSENT: 0; ABSTAIN: 1; APPROVED.

REQUEST FOR FUTURE AGENDA ITEMS

- Approval of pipeline for 2020 Round of NMTCs
- Contract for Social Media and Marketing Services
- Issuance of LOIs
- Board minutes

NEXT MEETING DATE AND TIME

• October 8, 2020 at 2:30pm - 4:00pm

PUBLIC COMMENT

None.

ADJOURNMENT

- Meeting was adjourned at <u>5:36 pm</u>.
- Moved by Director Esparza. Seconded by Director Kalfayan.
- Roll Call: AYES: 5; NOS: 0; ABSENT: 0; ABSTAIN: 0; APPROVED.

Tab 4

LADF LOS ANGELES DEVELOPMENT FUND

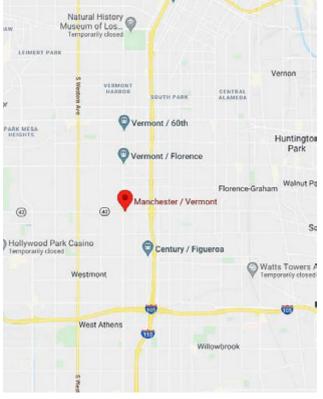
PIPELINE PROFILES

LADF Board Meeting October 8, 2020

SEED LA

Developer:	The SEED School of Los Angeles County				
Project Type:	Public Boarding School, Primarily New Construction				
Description:	The project will be the new construction of a 147,000 SF state-of-the-art campus serving 400 high school students , that has weighted lottery with preferences for students who are homeless or housing insecure, foster youth, or have an immediately family member who is incarcerated. SEED LA will include 170 dorm rooms , 20 classrooms , an art room , science labs library , a dining hall , a full gym and 20 apartment units for staff, and the Head of School. 50 % of the students will come from the Vermont Manchester neighborhood, where the school will be located, and 50% of students from throughout Los Angeles County. In this South LA neighborhood only 7% of the local high school students are performing at grade level in math, and between 25-30% are at grade level in language arts. SEED LA will provide resilient youth a safe nurturing environment to achieve academic success, attain economic independence and break the cycle of intergenerational poverty.				
Location:	8400 S. Vermont Ave., Los Angeles, CA (CD 8)				
Census Tract Eligibility (2015-16):	 47.2% Poverty Rate (greater than 20% and 30%) 43.3% of Metro/State Median Income (less than 80% and 60%) 				
Estimated TDC & NMTC Allocation:	Budget: \$ 93,200,000	Total QEI: LADF QEI:	\$ 70,000,000 \$ 10,000,000		
	Cap. Campaign/PRI/Grants	\$ 35,000,000	Lev. Loan Eligible		
Potential Sources of	CDFI Loan:	\$ 23,000,000	Lev. Loan Eligible		
Funds:	NMTC Equity (\$0.79 / NMTC)	\$ 21,600,000			
	Senior Direct Loan:	\$ 13,600,000			
Projected Closing:	January 2021				
Current Status:	 Design is complete and plans submitted for permit review Sponsor has secured \$50 million NMTC Allocation from ExED 				
Community Benefits/Impact:	 Job Creation: 92 Permanent – 150 Construction 95% of SEED 9th graders graduate from high school 90% of SEED graduates enroll in college 				





THE BRINE PROJECT

Developer:	Decro Corporation				
Project Type:	Mixed-Use, Primarily New Construction				
Construction of a new mixed-use project on the site of a former factory in the Lincoln Heights neighborhood of Los Angeles. The will include the following uses: (1) 23,000 SF grocery store in a foor & 5,000 SF community retail; (2) 4,000 SF pediatric mental heal operated by Violence Intervention Program (VIP) to serve 180 (100% Low-Income Persons from the foster care system) per year; 27,300 SF medical office space including a medical clinic to pediatric and primary care for children, adults and seniors. Add project adds 97 affordable housing units, of which 49 will be per supportive housing for seniors, veterans, single-parent familiar transitional-aged youth (NOT financed by NMTCs).					
Location:	3000 N. Main Street, Los Angele	es, CA 90031 (CD	15)		
Census Tract Eligibility (2015-16):	 36.6% Poverty Rate (greater than 20% and 30%) 42.4% of Metro/State Median Income (less than 80% and 60%) 				
Estimated TDC & NMTC Allocation:	Budget: \$ 34,500,000 Total QEI: \$ 25,000,0 LADF QEI: \$ 10,000,0				
	Leverage Loan:	\$ 15,500,000	Lev. Loan Eligible		
Potential Sources of	Sponsor Equity:	\$ 800,000	Lev. Loan Eligible		
Funds:	OZ Equity Partner:	\$ 11,000,000			
	NMTC Equity (\$0.74 / NMTC):	\$ 7,200,000			
Projected Closing:	April 2021				
Current Status: > Design is complete and plans submitted for permit review > Sponsor working to secure LIHTC funding for supportive housing to secure LIHTC funding for supporting funding funding funding for supporting funding f					
Community Benefits/Impact:	 Job Creation: 104 Permanent – 730 Construction Grocery store in a USDA-designated Food Desert Health center in a Medically Underserved Area 				



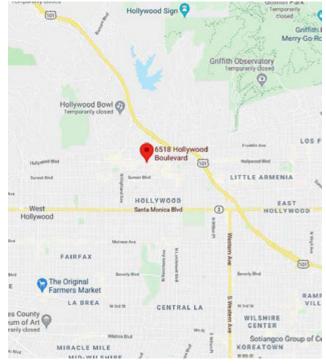


HOLLYWOOD ARTS CENTER

Developer:	Thomas Safran & Associates (TSA) and The Actors Fund					
Project Type:	Live Theater/Arts Facility, Substantial Rehabilitation					
Description:	 The project will rehabilitate an existing two-story, 18,350 SF building along Hollywood Boulevard. The project will include: 4,800 SF for The Actors Fund Training & Career Center 4,250 SF of co-working office space for small arts non-profits 8,500 SF of gallery, exhibit, performance, and rehearsal space for tenants and area arts organizations, including social justice exhibitions 2,900 SF / 64-seat black box theater for tenant presentations/shows, youth engagement activities, and community meetings 800 SF of market rate retail space, including a coffee shop 					
Location:	6518-6552 Hollywood Blvd.,	., Los Angeles, CA 90028 (CD 13)				
Census Tract Eligibility (2015-16):	1 > 73 9% of Metro/State Median Income (less than 80%)					
Estimated TDC & NMTC Allocation:	Budget: \$ 17,700,000	0 Total QEI: \$ 17,000,000 LADF QEI: \$ 10,000,000				
	Sponsor Fundraising:	\$11,650,000 Lev. Loan Eligible				
Potential Sources of Funds:	Market Rate Loan:	\$ 1,450,000 Lev. Loan Eligible				
	NMTC Equity (\$0.70 / NMTC	C): \$ 4,600,000				
Projected Closing:	June 2021					
Current Status:	 Design will complete in Q4 2020, permits expected in June 2021 LIHTC for supportive housing units is secured, construction start in Oct. 					
Community Benefits/Impact:	 ➤ Job Creation: 45 Permanent (42 ret. / 3 new), exc. non-profit tenants (est. 30-60 additional jobs) – 60 Construction ➤ Project will provide 13,200 individuals per year with career and social services – 75% Low-Income Persons / 40% Minority ➤ 25-75% below-market rents provided to non-profit tenants ➤ Arts programming: 75 events reaching 7,400 individuals per year 					

> Theater will provide arts programming for underserved youth





SLAUSON CONNECT

Developer:	SoLa Impact (Established by City of Los Angeles)			
Project Type:	Job Training / Community Facility, New Construction			
Description:	The Slauson Connect workforce development and community center project seeks to "spur the economic revitalization of communities that have been devastated by the ongoing impacts of coronavirus (COVID-19), as well as, the aftermath of disinvestment for nearly three-quarters of a century." The 3-story, 20,000 square foot facility, to-be-built from modular shipping containers, will close the digital divide in the South Los Angeles community by conducting programs that incubate digital and technical businesses and installing a robust technical training and resource center. The facility will also house office space, commercial space, and a community meeting room. The facility program will consist of • Work Resource Center • Technical Training Center • Conference Rooms • Multipurpose Classrooms • Career and Social Counseling Center • Office space • Commercial Space • Community Room • Rooftop Café • Culinary Education Kitchen • Facility Support Space • Rooftop Meeting space and Extensive Green Roof.			
Location:	5820 Normandie Boulevard, Los Angeles, CA 90047 (CD 9)			
Census Tract Eligibility (2015-16):	 32.40% Poverty Rate (greater than 20% and 30%) 43.95% of Metro/State Median Income (less than 80% and 60%) 1.58x National Avg. Unemployment (greater than 1.5x) 			
Estimated TDC & NMTC Allocation:	Budget: \$ 24,000,000 Total QEI: \$ 24,000,000 LADF QEI: \$ 10,000,000			
	Prop K: \$14,500,000 Lev. Loan Eligible			
Potential Sources of Funds:	CD 9 Discretionary Fund: \$ 2,000,000 Lev. Loan Eligible			
101143.	NMTC Equity (\$0.80 / NMTC): \$ 7,500,000			
Projected Closing:	June 2021			
Current Status:	> MTA will contribute the land to the project at no cost and will pay for all environmental remediation costs			
Community Benefits/Impact: > Job Creation: 50 Permanent – 300 Construction > Project will include a robust technical training and resource as well as a business incubator for digital and technical business.				





NSLA JUSTICE CENTER

Developer:	Neighborhood Legal Services of Los Angeles County (NLSLA)					
Project Type:	Sponsor's HQ Office & Justice Center, New Construction					
Description:	This project is the new construction of a 25,000 SF Justice Center in the Pacoima area of the Northeast San Fernando Valley. The Sponsor, NLSLA, is a nonprofit organization with a 55-year track record of providing legal help to Los Angeles' low-income communities. The new Justice Center will allow NLSLA to significantly increase the number of people the organization serves across Los Angeles County, and to enhance its role as a community hub. NLSLA's current office in Pacoima – which will be acquired by L.A. Metro for the construction of a much-needed light rail extension – was first opened in 1965 by a group of attorneys looking to expand access to healthcare, housing, and justice in the San Fernando Valley. The Justice Center will accommodate approx. 100 NLSLA staff and the following services: NLSLA Health Consumer Center, housing and homelessness services, family law/domestic violence advocacy, and disaster legal assistance programs.					
Location:	13411 Van Nuys Blvd., Pacoima, CA 91331 (CD 7)					
Census Tract Eligibility (2015-16):	 23.7% Poverty Rate (greater than 20%) 49.2% of Metro/State Median Income (less than 80% and 60%) 1.63x National Avg. Unemployment (greater than 1.5x) 					
Estimated TDC & NMTC Allocation:	Budget: \$ 19,400,000 Total QEI: \$ 19,000,000 LADF QEI: \$ 10,000,000					
Potential Sources of	Public Sources / Capital \$13,200,000 Lev. Loan Eligible					
Funds:	NMTC Equity (\$0.835 / NMTC): \$ 6,200,000					
Projected Closing:	Summer 2022					
Current Status:	> Site acquisition is in negotiations & design development is ongoing					
Community Benefits/Impact:	 ➤ Job Creation: 97 Permanent (67 ret. / 30 new) – 40 Construction ➤ Project will allow for expansion and enhancement of Sponsor's programs: Housing & Homelessness Prevention, Access to Healthcare, Disaster Relief, Economic Security, Domestic Violence/Family Law ➤ NLSLA is a minority-controlled nonprofit organization 					





CHAVEZ & FICKETT

Developer:	Abode Communities					
Project Type:	Grocery Store, New Construction					
Description:	This project is the new construction of a 25,000 SF grocery store. The project is co-located with 60 units of separately financed affordable housing and a 3,500 SF community garden. The commercial and residential components of the project represent two separate projects and will have separate ground leases for each project. Abode Communities has been working with a consultant to identify a short list of potential grocers that may be interested in the project and has found two grocers that are interested in occupying the space. The project is located in the Boyle Heights neighborhood of Los Angeles on a 1.56-acre property. The property consists of two vacant sites separated by an alley. The Metro Gold Line Soto Station is located about one-quarter mile south of the project site.					
Location:	2518 East Cesar E Chavez Avenue, Los Angeles, CA 90033 (CD 14)					
Census Tract Eligibility (2015-16):	 37.3% Poverty Rate (greater than 20% and 30%) 44.3% of Metro/State Median Income (less than 80% and 60%) 1.57x National Avg. Unemployment (greater than 1.5x) Site is adjacent to a USDA-Designated Food Desert 					
Estimated TDC & NMTC Allocation:	Budget: \$ 17,200,000 Total QEI: \$ 17,000,000 LADF QEI: \$ 10,000,000					
Potential Sources of Funds:	Loan & Capital Campaign: \$11,800,000 Lev. Loan Eligible NMTC Equity (\$0.815 / NMTC): \$5,400,000					
Projected Closing:	Spring 2022					
Current Status:	➤ Sponsor owns site and has secured entitlements (as of June 2020)					
Community Benefits/Impact:	 ➤ Job Creation: 105 Permanent – 47 Construction ➤ 100% of the permanent jobs will be accessible to individuals with less than a four-year college degree ➤ 80% (84) of the permanent jobs will pay above a living wage, provide benefits and/or opportunities for skill development and professional advancement ➤ Increase Access to Healthy Foods for low-income persons 					





SHAKESPEARE CENTER OF LOS ANGELES

Developer:	The Shake	The Shakespeare Center of Los Angeles, Inc.				
Project Type:	Live Theater/Arts Facility, Substantial Rehabilitation					
Description:	Project is a 22,000 SF arts facility in the Westlake neighborhood of Los Angeles to support the world-class inspired productions of Shakespeare plays. The project will create a dedicated space for the sponsor's workforce development programming available to impoverished teens, young adults, and veterans enrolled in vocational rehabilitation programs. After the expansion of the facility, they will be able to have a 400-seat theater and run eight productions per week, which will bring an addition of 48,000 tickets annually with an average ticket price of \$60.					
Location:	1238 W 1s	t Street, Los Angeles, (CA 90026 (CD 1	1)		
Census Tract Eligibility (2015-16):	 33.2% Poverty Rate (greater than 20% and 30%) 47.8% of Metro/State Median Income (less than 80% and 60%) 					
Estimated TDC/ NMTC Allocation:	TDC: \$ 13,400,000 Total QEI: \$ 6,000,000 [Phase LADF QEI: \$ 6,000,000					
	Capital C	ampaign (Secured):	\$ 4,700,000	Lev. Loan Eligible		
Potential Sources of Funds:	Capital C	ampaign (Targeted):	\$ 7,000,000	Lev. Loan Eligible		
Torras.	NMTC Equ	uity (\$0.73 / NMTC):	\$ 1,700,000			
Projected Closing:	TBD					
Current Status:	 Financing will be phased in 2 phases: 1st phase will be the \$6mm NMTC closing and 2nd phase will be \$7.4mm funding from sponsor's capital campaign (of which \$7.0mm still needs to be fundraised) Permits expected in late 2019 Construction commencement expected in January 2020 					
Community Benefits/Impact: > Job Creation: 100 Permanent (21 ret. / 79 new) > Hire 65 to 78 youth and 30 to 40 veterans per year > Provide equally accessible cultural enrichment to students enrolled in the three Title One high schools near the facility > Provide work-readiness training to the students				r year ent to students ar the facility		

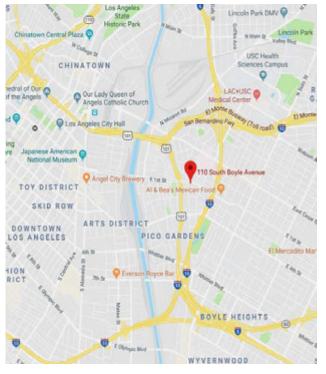




LA GUADALUPE

Developer:	Azure Development				
Project Type:	Mixed Use, New Construction				
Project is a 60,000 SF mixed use facility in the neighborhood of Los Angeles. The project will consibuilding comprised of 44 permanent supportive 7,500 square feet of ground floor retail, 83 subtestalls, and 5,700 square feet of communal space. finance only the retail space. The housing comstudios, 1, and 2-bedroom units to families earning to 50% AMI. The housing component is specifical individuals and families currently homeless or present the 5,700 square feet of dedicated communal square feet of dedicated c				Il construct a five-story prive affordable units, subterranean parking pace. The NMTCs will component will offer ning between 30% and ecifically available to previously homeless. Unal space includes a netwo (2) on-site Case a courtyard comprised	
Location:	110 South Boyle Avenue, Los Angeles, CA 90033 (CD 14)				
Census Tract Eligibility (2015-16):	 35.8% Poverty Rate (greater than 20% and 30%) 37.8% of Metro/State Median Income (less than 80% and 60%) 				
Estimated TDC/ NMTC Allocation:	TDC:	\$ 6,500,000	Total QEI: LADF QEI:	\$ 6,500,000 \$ 6,500,000	
	Section 108 Loan:		\$ 500,000	Lev. Loan Eligible	
Potential Sources of Funds:	Construction Loan:		\$ 3,900,000	Lev. Loan Eligible	
	NMTC Equity (\$0.85 / NMTC):		\$ 2,100,000		
Projected Closing:	TBD				
Current Status:	 Permits expected in May 2020 Construction commencement expected in June 2020 				
Community Benefits/Impact:	 Job Creation: 12 Permanent – 50 Construction Project is subject to local hiring requirements Sponsor will offer construction apprenticeship to local residents Social services, childcare, and job training provided to 75 homeless residents 				

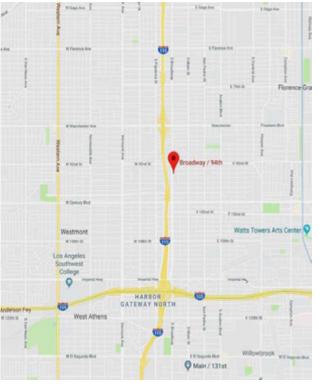




SOUTH LA HUB

Developer:	Community Health Councils				
Project Type:	Live Theater/Arts Facility, Substantial Rehabilitation				
Description:	Project is a 50,000 SF healthy foods facility in the Southeast LA neighborhood of Los Angeles. The project engages the neighborhood with an open, light-filled design defined by street-level retail and a hydroponic bar. The project addresses food access, quality, and equity through a multi-modal approach, based on: 1) 10,000 SF of growing and cultivating fresh produce on site through urban and hydroponic farming techniques; 2) 22,000 SF of equity-focused food vendors; 3) 5,000 SF neighborhood grocery store; and 4) 13,000 SF office space for organizations committed to nurturing community health and growth, through healthy eating and cooking classes, an incubator kitchen for growing local businesses, professional training, and screening services				
Location:	94th St./S. Broadway, Los Angeles, CA 90006 (CD 8)				
Census Tract Eligibility (2015-16):	 35.6% Poverty Rate (greater than 20% and 30%) 43.5% of Metro/State Median Income (less than 80% and 60%) 1.72x National Avg. Unemployment (greater than 1.5x) USDA-Designated Food Desert 				
Estimated TDC/ NMTC Allocation:	TDC: \$ 15,000,000 Total QEI: \$ 15,000,000 LADF QEI: \$ 10,000,000				
Potential Sources of	Construction Loan & Grants: \$ 10,000,000 Lev. Loan Eligible				
Funds:	NMTC Equity (\$0.85 / NMTC): \$ 5,000,000				
Projected Closing:	TBD				
Current Status:	 Development Disposition Agreement with City of LA expected to be finalized and executed in Q3 2019 Construction commencement expected in Q1 2020 				
Community Benefits/Impact:	 Job Creation: TBD Permanent – TBD Construction Multi-modal food hub that improves grocery and healthy food options in the neighborhood 				







Pipeline Projects (as of October 8, 2020) Community Impacts Matrix

Expected NMTC Transaction Closing Year:

Project Name:

- 1) JOB CREATION/RETENTION
- 2) QUALITY JOBS
- 3) ACCESSIBLE JOBS
- 4) COMMERCIAL GOODS OR SERVICES TO LOW-INCOME COMMUNITIES
- 5) HEALTHY FOOD FINANCING
- 6) COMMUNITY GOODS OR SERVICES TO LOW-INCOME COMMUNITIES
- 7) FINANCING MINORITY BUSINESSES
- 8) FLEXIBLE LEASE RATES
- 9) HOUSING UNITS
- 10) ENVIRONMENTALLY SUSTAINABLE OUTCOMES

2021	2021	2021	2021	2022	2022	TBD	TBD	TBD
SEED LA	Brine	НАССС	Slauson	NSLA	Chavez	Shakespeare	Guadalupe	S. LA Hub
х	x	х	х	х	x	x	x	х
х	x	x		x	x		x	
х	x		х	*	х	х	х	х
	x		х		х		х	х
	x				х			х
х	x	x		х		x		
х				х			x	
	*	х						
	*				*		*	
	х				х		х	

^{*} Project's contribution towards the pertinent community impact section is secondary to its primary community impacts and limited in scope (e.g. making "best efforts" to make jobs accessible to Low-Income Persons or residents of Low-Income Communities or mixed-use project including housing that is separately financed from the NMTC-portion of the transaction).

LADI-LOS ANGELES DEVELOPMENT FUND

TRACK RECORD PROJECT PROFILES

LADF Board Meeting September 21, 2020

2009 PROJECT PROFILES

YWCA GLA URBAN CAMPUS

SPONSOR:	YWCA of Greater Los Angele				
PROJECT TYPE:	Community Facility, Job Training New Construction				
CLOSING DATE:	December 18, 2009				
PROJECT STATUS:	 Construction completed in April 2012 NMTC Transaction unwound in December 2016 				
LOCATION:	1020 S. Olive Street, Los Angeles, CA (CD 14)				
CENSUS TRACT ELIGIBILITY:	31.7% Poverty Rate 79.3% AMI 0.9x Nat'l Unemployment Rate				
TOTAL PROJECT BUDGET:	\$ 77,618,740				
NMTC ALLOCATION INVESTED:	Total QEI: \$ 70,200,000	LADF QEI: \$ 20,000,000			
	Permanent Jobs – Retained:	N/A			
COMMUNITY BENEFITS:	Permanent Jobs – Created:	129 FTEs			
* as of 12/31/16	Construction Jobs – Created:	753 FTEs			
(final impact reporting year)	Square Footage Added:	153,598 SF			
	Low-Income Persons Impacted:	558 LIP & minority students served			



DESCRIPTION:

This project was the development of a seven-story building designed as a build-to-suit for the US Department of Labor Job Corps program. The Job Corps program is a free education and vocational training program targeting at-risk youth between the ages of 16 and 24.

The Job Corps program offers academic assistance (GED certification/high school diploma completion) as well as job training for young Angelenos who were out of school and unemployed.

The commercial space in the building of approximately 60,000 square feet includes the job training facility, with a commercial training kitchen in the basement and a medical and dental training clinic on the second floor. In addition to a dining hall, the ground floor includes a lobby, an all purpose room, offices and classrooms.

The residential space includes 200 dormitory style units that provide short-term housing for up to 400 Job Corps student participants. The building is Leadership in Energy and Environmental Design, or LEED, certified.

2010 PROJECT PROFILES

FOOD 4 LESS (4 STORES)

Alpha Beta Company, subsidiary of The Kroger Co.	
Grocery Stores Substantial Rehabilitation	
December 20, 2010	
 Construction completed in June 2012 NMTC Transaction unwound in December 2017 	
[1] 8530 Tobias Ave. (CD 6) [2] 4910 Huntington Dr. South (CD 14) [3] 1091 S. Hoover St. (CD 1) [4] 1700 W. 6th St. (CD 1) Los Angeles, CA	
25%-54% Poverty Rate 31%-5 5	7% AMI 0.9x -2.6x Nat'l Unemp. Rate
\$ 27,493,322	
Total QEI: \$ 27,493,322	LADF QEI: \$ 27,493,322
Permanent Jobs – Retained:	198 FTEs
Permanent Jobs – Created:	100 FTEs
Construction Jobs – Created:	151 FTEs
Square Footage Added:	169,302 SF
	Grocery Stores Substantial Report December 20, 2010 Construction completed in Junta NMTC Transaction unwound in [1] 8530 Tobias Ave. (CD 6) [2] [3] 1091 S. Hoover St. (CD 1) [4] Los Angeles, CA 25%-54% Poverty Rate 31%-5 \$ 27,493,322 Total QEI: \$ 27,493,322 Permanent Jobs — Retained: Permanent Jobs — Created: Construction Jobs — Created:



DESCRIPTION:

This project entailed the interior and exterior rehabilitation of four Food4Less stores located in distressed communities within the City of Los Angeles. The work will improve community access to fresh, healthy food in areas that are direly in need. The combination of the investments funded by Kroger and the additional NMTC investment made each store an even more desirable shopping option, further strengthening their relative neighborhoods.

The investment of New Market Tax Credits in the Food4Less transaction protects union supermarket jobs, creates quality retail shopping venues for local low-income residents, improves the physical appearance of the community, augments current efforts to improve targeted neighborhood commercial hubs, and boosts the City of Los Angeles' efforts to ensure access to quality, healthy food for under served communities. The rehabilitation of these four stores helped create and retain over 300 jobs, at least 2/3 of which represent union employees, in communities that are suffering from high unemployment or underemployment. All employees qualified for a full benefits package.

Food 4 Less emphasizes local hire for all positions, including higher management positions. Kroger committed to using the City of Los Angeles WorkSource Centers, full-service employment program operators administered by the Economic and Workforce Development Department, to list all job openings ensuring employment to local community members.

2011 PROJECT PROFILES

ONE SANTA FE

SPONSOR:	The McGregor Company	
PROJECT TYPE:	Mixed Use, Community Retail & Office New Construction	
CLOSING DATE:	December 20, 2011	
PROJECT STATUS:	 Construction completed in March 2015 NMTC Transaction unwound in January 2019 	
LOCATION:	100 S Santa Fe Avenue, Los Angeles, CA (CD 14)	
CENSUS TRACT ELIGIBILITY:	35.6% Poverty Rate 52.6% AMI 1.8x Nat'l Unempl	oyment Rate
TOTAL PROJECT BUDGET:	\$ 38,000,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 38,000,000 LADF QEI: \$ 10,0	000,000
	Permanent Jobs – Retained: N/A	
COMMUNITY BENEFITS:	Permanent Jobs – Created: 213 FTEs	
* as of 12/31/18 (final impact reporting year)	Construction Jobs – Created: 273 FTEs	
	Square Footage Added: 81,239 SF (46k Ret	ail / 35k Office)
·		<u>-</u>



This project entailed the new construction of the commercial component of One Santa Fe, a mixed-use, transit-oriented development in the Arts District, a low-income community within Downtown Los Angeles. The project comprises 81,239 square feet of commercial space supporting 438 rental residential units.

DESCRIPTION:

The commercial component created 213 permanent jobs (as of year-end 2018), 51% of which were held for hiring of low- to moderate-income individuals. It also generated 273 construction jobs.

The project promotes sustainable growth in Los Angeles. Additionally, the project brings a grocery store and convenience retail to a low-income community that is under served in these areas.

2012 PROJECT PROFILES

ANDERSON MUNGER FAMILY YMCA

SPONSOR:	Young Men's Christian Association of Metropolitan Los Angeles	
PROJECT TYPE:	Health & Fitness Center New Construction	
CLOSING DATE:	August 22, 2012	
PROJECT STATUS:	 Construction completed in April 2014 NMTC Transaction unwound in August 2019 	
LOCATION:	245 S. Oxford Avenue, Los Angeles, CA (CD 10)	
CENSUS TRACT ELIGIBILITY:	33.1% Poverty Rate 48.2% AMI 1.8x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 29,100,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 28,306,678	LADF QEI: \$ 12,506,678
	Permanent Jobs – Retained:	N/A
	Permanent Jobs – Created:	54 FTEs
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	77 FTEs
(final impact reporting year)	Square Footage Added:	29,000 SF
	Low-Income Persons Impacted:	900 LIPs received free and subsidized memberships to-date



DESCRIPTION:

This project entailed the new construction of a YMCA health and fitness center (approximately 29,000 square feet) in the Koreatown neighborhood of the Wilshire Center District, a low-income community within the City of Los Angeles characterized by 42% obesity rate among youth.

The project will promote healthy lifestyles to low-income residents by providing low-cost youth and family recreational programs, as well as affordable after-school and summer camp programs for children.

The facility employ a total of 54 permanent jobs (as of 12/31/19). Construction of the facility generated 77 jobs.

DREAM CENTER

DESCRIPTION:

SPONSOR:	The Dream Center Foundation	
PROJECT TYPE:	Community Facility Substantial Rehabilitation	
CLOSING DATE:	August 27, 2012	
PROJECT STATUS:	 Construction completed in September 2014 NMTC Transaction unwound in August 2019 	
LOCATION:	2301 Bellevue Avenue, Los Angeles, CA (CD 13)	
CENSUS TRACT ELIGIBILITY:	38.2% Poverty Rate 46.9% AMI 3.7x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 49,700,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 49,700,000	LADF QEI: \$ 10,000,000
	Permanent Jobs – Retained:	101 FTEs
	Permanent Jobs – Created:	N/A
COMMUNITY BENEFITS: * as of 12/31/18	Construction Jobs – Created:	116 FTEs
	Square Footage Added:	422,000 SF
	Low-Income Persons Impacted:	18,000 LIPs served monthly through Sponsor programs



This project entailed the rehabilitation of an existing facility that is owned and operated by Dream Center in the Echo Park Neighborhood, a low-income community within the City of Los Angeles.

The sponsor offers over 40 services to low-income individuals through its onsite and offsite outreaches, which help address issues relating to homelessness, addiction, human trafficking, hunger and poverty.

Founded in 1994, the Dream Center is a volunteer driven organization that finds and fills the needs of 20,000 individuals and families each month, 70% of which are racial/ethnic minorities and 90% of which are Low Income Persons.

BOBRICK WASHROOM EQUIPMENT

SPONSOR:	The Bobrick Corporation	
PROJECT TYPE:	Manufacturing & HQ Office New Construction	
CLOSING DATE:	December 28, 2012	
PROJECT STATUS:	 Construction completed in June 2015 NMTC Transaction unwound in June 2020 	
LOCATION:	6905 Tujunga Avenue, North Hollywood, CA (CD 2)	
CENSUS TRACT ELIGIBILITY:	31.1% Poverty Rate 58.4% AMI 1.6x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 24,500,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 20,000,000	LADF QEI: \$10,000,000
	Permanent Jobs – Retained:	190 FTEs
COMMUNITY BENEFITS: * as of 12/31/19 (final impact reporting year)	Permanent Jobs – Created:	35 FTEs
	Construction Jobs – Created:	173 FTEs
	Square Footage Added:	112,300 SF (62k Ind. / 50k Office)
	Low-Income Persons Impacted:	70 FTEs – 31% Low-Mod hiring

DESCRIPTION:



This project entailed the new construction of manufacturing and corporate office space in a low-income community within North Hollywood.

The sponsor manufactures and distributes restroom accessories and plastic laminate toilet partitions for commercial building owners and provides highly competitive compensation to its employees at above living wages for LA County.

The project retained all manufacturing and distribution jobs at the sponsor's existing facility and created additional permanent jobs.

DISCOVERY CUBE LOS ANGELES

SPONSOR:	Discovery Science Center of Los Angeles	
PROJECT TYPE:	Children's Science Center New Construction & Exhibit Fabrication	
CLOSING DATE:	December 31, 2012	
PROJECT STATUS:	 Construction completed in November 2014 NMTC Transaction unwound in January 2020 	
LOCATION:	11800 Foothill Blvd., Los Angeles, CA (CD 7)	
CENSUS TRACT ELIGIBILITY:	19.3% Poverty Rate 67.6% AMI 0.9x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 34,636,898	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 15,000,000	LADF QEI: \$ 10,000,000
	Permanent Jobs – Retained:	N/A
COMMUNITY BENEFITS: * as of 12/31/19 (final impact reporting year)	Permanent Jobs – Created:	51 FTEs
	Construction Jobs – Created:	219 FTEs
	Square Footage Added:	57,000
	Low-Income Persons Impacted:	10,207 free entries to LIPs (2019)

DESCRIPTION:



This project entailed exhibit design and fabrication for a children's science center, as well as building modifications to the existing shell and core located in the Hansen Dam Recreation Area.

The sponsor's affiliate operates a children's science center in Santa Ana, CA, which was used as a model in designing the exhibits and programming for the new facility.

The sponsor provides math and science exhibits onsite and in-school education and teacher workshops offsite.

2013 PROJECT PROFILES

LA KRETZ INNOVATION CAMPUS

SPONSOR:	La Kretz Innovation Campus	
PROJECT TYPE:	Cleantech Incubator Facility Substantial Rehabilitation	
CLOSING DATE:	September 11, 2013	
PROJECT STATUS:	> Construction completed in December 2015	
LOCATION:	531 S. Hewitt Street, Los Angeles, CA (CD 14)	
CENSUS TRACT ELIGIBILITY:	40.1% Poverty Rate 129.9% AMI 2.0x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 46,000,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 43,000,000	LADF QEI: \$ 10,000,000
	Permanent Jobs – Retained:	N/A
COMMUNITY BENEFITS:	Permanent Jobs – Created:	2,205 FTEs (795 Direct / 1,410 Indirect)
* as of 12/31/18	Construction Jobs – Created:	242 FTEs
	Square Footage Added:	59,985 SF



This project entailed the substantial rehabilitation of a 59,985 square foot industrial building in the Arts District of Downtown Los Angeles.

La Kretz Innovation Campus (LKIC) is a cleantech-industry hub, creating a place where entrepreneurs, engineers, scientists and policy makers interact to promote and support the development of clean technologies and Los Angeles' green economy.

DESCRIPTION:

The primary tenant is the Los Angeles Cleantech Incubator (LACI) - a private nonprofit conceived by the City to work in partnership with the City's educational and research organizations, whose mission is to accelerate the commercialization of clean technologies and related products developed by independent entrepreneurs.

LKIC also provides onsite workforce training specifically focused on jobs in the cleantech and renewable energy industries.

2014 PROJECT PROFILES

LA PREP

SPONSOR:	LA Prep Properties LLC		
PROJECT TYPE:	Multi-Tenant Kitchen Facility Substantial Rehabilitation		
CLOSING DATE:	March 18, 2014	March 18, 2014	
PROJECT STATUS:	> Construction completed in April 2015		
LOCATION:	230 W. Avenue 26, Los Angeles, CA (CD 1)		
CENSUS TRACT ELIGIBILITY:	43.7% Poverty Rate 37.7% AMI 1.6x Nat'l Unemployment Rate		
TOTAL PROJECT BUDGET:	\$ 17,900,000		
NMTC ALLOCATION INVESTED:	Total QEI: \$ 16,000,000	LADF QEI: \$ 10,000,000	
	Permanent Jobs – Retained:	N/A	
	Permanent Jobs – Created:	205 FTEs	
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	236 FTEs	
	Square Footage Added:	56,496 SF	
	Low-Income Persons Impacted:	195 FTEs – 95% Low-Mod hiring	



This project entailed the substantial rehabilitation of a 56,496 square foot industrial building in the Lincoln Heights neighborhood of Los Angeles. LA Prep provides commercial kitchen space licensed for wholesale use for approximately 50 small- to medium-sized food producer tenants.

DESCRIPTION:

The project's anchor tenant, Everytable, is a nonprofit whose mission includes providing healthy foods to underserved neighborhoods. Approximately one third of Everytable's locations are in food deserts, where they sell healthy meals at discounted prices.

The project is a one-of-a-kind facility that incubates small businesses and provides healthy food access for 1,000 low-income seniors (estimated for its first year of operations).

2017 PROJECT PROFILES

ORTHOPAEDIC INSTITUTE FOR CHILDREN

SPONSOR:	Orthopaedic Institute for Children	
PROJECT TYPE:	Healthcare Facility Substantial Rehabilitation	
CLOSING DATE:	April 10, 2017	
PROJECT STATUS:	> Construction completed in December 2019	
LOCATION:	403 W. Adams Blvd., Los Angeles, CA (CD 9)	
CENSUS TRACT ELIGIBILITY:	33.5% Poverty Rate 36% AMI 0.7x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 33,952,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 24,500,000	LADF QEI: \$ 10,000,000
	Permanent Jobs – Retained:	169 FTEs
0044441111777.0551155115	Permanent Jobs – Created:	63 FTEs
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	53 FTEs
	Square Footage Added:	122,618 SF
	Low-Income Persons Impacted:	4,630 LIPs served per month
	This project entails the rehabilitati	ion of two of the three existing buildings



DESCRIPTION:

This project entails the rehabilitation of two of the three existing buildings in the campus that is owned and operated by Orthopaedic Institute for Children (OIC) in South Los Angeles, a low-income community within the City of Los Angeles.

The project adds a new Ambulatory Surgery Center (13,200 SF) that will serve over 600 children per year. The ASC contains two operating rooms, six pre- and post-surgical suites, and two "overnight" rooms that accommodate 23-hour stays - allowing disadvantaged children to experience the same coordinated and continuous expert care, with the same physicians and clinical team throughout an entire episode of care, that a privately-insured child receives.

The project will also rehabilitate the existing Lowman Building (108,950 SF), expanding the capacity of its urgent care center from 23,000 to at least 37,000 patient visits per year and also enhancing its research program.

92% of OIC's patients are children of Low-Income Persons, as determined by the payee mix of Medicare, Medi-Cal, and uninsured patients. Founded in 1911, OIC's mission is to provide outstanding care for patients with musculoskeletal disorders, provide care for children regardless of ability to pay, and advance care worldwide for all musculoskeletal patients through medical education and scientific research.

ANITA MAY ROSENSTEIN CAMPUS

SPONSOR:	Los Angeles LGBT Center	
PROJECT TYPE:	Community Facility New Construction	
CLOSING DATE:	June 23, 2017	
PROJECT STATUS:	> Construction completed in April 2019	
LOCATION:	6725 Santa Monica Blvd., Los Angeles, CA (CD 4)	
CENSUS TRACT ELIGIBILITY:	9.7% Poverty Rate 74.0% AMI 1.4x Nat'l Unemployment Rate Federally-designated Promise Zone	
TOTAL PROJECT BUDGET:	\$ 81,600,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$43,000,000	LADF QEI: \$ 10,000,000
	Permanent Jobs – Retained:	197 FTEs
	Permanent Jobs – Created:	39 FTEs
COMMUNITY BENEFITS:	Construction Jobs – Created:	360 FTEs
* as of 12/31/19	Square Footage Added:	211,000 SF
	Low-Income Persons Impacted:	148 FTEs - 63% LIP hiring42,529 Seniors served annually6,200 Youth/Families served annually
	Los Angeles LGBT Center's new Anita May Rosenstein Campus in Hollywo	



DESCRIPTION:

Los Angeles LGBT Center's new Anita May Rosenstein Campus in Hollywood project will include 100 units of housing for seniors and 100 shelter beds for homeless youth (housing component financed separately).

An additional 35 units of housing, along with on-site supportive services, will be made available to younger tenants, while a commercial kitchen will supply meals to tenants and those staying in the shelter space. The housing and services are aimed at members of LA's LGBT community but will be available to all.

The new campus houses the LGBT Center's administrative offices, which allowed the Center's current headquarters on Schrader Boulevard to become a dedicated health services facility.

HOLA ARTS & RECREATION CENTER [Round 1 Funding]

SPONSOR:	Heart of Los Angeles		
PROJECT TYPE:	Community Facility New Construction		
CLOSING DATE:	September 14, 2017		
PROJECT STATUS:	> Under Construction	> Under Construction	
LOCATION:	615 S. Lafayette Park Place, Los Ai	ngeles, CA (CD 10)	
CENSUS TRACT ELIGIBILITY:	19.4% Poverty Rate 66.9% AMI Federally-designated Promise Zon	1.5x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 15,122,000		
NMTC ALLOCATION INVESTED:	Total QEI: \$ 14,550,000	LADF QEI: \$ 2,750,000	
	Permanent Jobs – Retained:	54 FTEs	
001414111111111111111111111111111111111	Permanent Jobs – Created:	N/A – Under construction	
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	47 FTEs	
	Square Footage Added:	25,000 SF	
	Low-Income Persons Impacted:	1,700 LIPs served per year – <i>Projected</i>	



Heart of Los Angeles (HOLA) is building a new state-of-the-art Arts and Recreation Center in the Westlake neighborhood. HOLA provides underserved youth in Los Angeles with free, exceptional programs in academics, arts and athletics within a nurturing environment, empowering them to develop their potential, pursue their education and strengthen their communities.

DESCRIPTION:

The new Center will consist of modular structures, the majority of modulars built from single use shipping containers which have been converted to custom-designed activity rooms, community rooms, music rooms and creative lab spaces. Innovatively using containers drastically reduces the overall construction period while these recycled structures meet some of the highest "green standards," greatly enhancing the building's energy efficiency and reducing HOLA's operating costs.

As a result of innovative public/private partnership, HOLA will be able to ensure that families are able to access critical programs and services, STEAM classes and a variety of recreational opportunities. With more than 300 families on the waitlist quarterly, HOLA will be able to increase their capacity to serve the Rampart community by 74%.

JOSHUA HOUSE HEALTH CENTER

SPONSOR:	Skid Row Housing Trust / Los Angeles Christian Health Centers	
PROJECT TYPE:	Federally Qualified Health Center New Construction	
CLOSING DATE:	December 20, 2017	
PROJECT STATUS:	> Under Construction	
LOCATION:	317 E. 7th Street, Los Angeles, CA (CD 14)	
CENSUS TRACT ELIGIBILITY:	78.3% Poverty Rate 5.4x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 27,400,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 25,932,000	LADF QEI: \$ 3,932,000
	Permanent Jobs – Retained:	N/A
	Permanent Jobs – Created:	36 FTEs – Projected
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	80 FTEs – Projected
	Square Footage Added:	26,000 SF
	Low-Income Persons Impacted:	Medical services for LIPs & homeless, add'l 3,773 LIPs per year – <i>Projected</i>
	The Jackus House Endorally Qualified Health Contar is a new facility	



The Joshua House Federally Qualified Health Center is a new facility that will be operated by the Los Angeles Christian Health Centers (LACHC) and housed in the first three stories of a seven-story mixed-use project focused on providing affordable housing to low-income and underrepresented community members. LACHC provides medical services for homeless and low-income persons in Los Angeles' Skid Row and currently operates two full-time clinics, 11 part-time satellite sites, and a street medical outreach team.

DESCRIPTION:

The new Joshua House facility will allow LACHC to increase the number of patients it serves from 3,227 to an estimated 7,000 individuals per year, and increase the annual visits from 19,240 to 48,726. The new facility will continue to target homeless individuals living in the Skid Row area of downtown Los Angeles, which is an area that suffers from significant gaps in access to health services for the chronically homeless population in the neighborhood. With 42.4% of the residents in this service area below the poverty level, the new health center will expand LACHC's ability to care for the most vulnerable.

The new Joshua House FQHC will have 24 medical examination and consultation rooms, 8 dental chairs, 9 mental health examination rooms, 13 social work offices, a health education and fitness area, a foot care program, and a meditation room.

2018 PROJECT PROFILES

THAI TOWN MARKETPLACE

SPONSOR:	Thai CDC		
PROJECT TYPE:	Multi-Tenant Food Court Tenant Improvements		
CLOSING DATE:	January 3, 2018		
PROJECT STATUS:	> Under Construction	> Under Construction	
LOCATION:	5448 Hollywood Blvd., Los Angeles, CA (CD 13)		
CENSUS TRACT ELIGIBILITY:	19.9% Poverty Rate 41.5% AMI 1.1x Nat'l Unemployment Rate		
TOTAL PROJECT BUDGET:	\$ 4,268,000		
NMTC ALLOCATION INVESTED:	Total QEI: \$ 4,068,000	LADF QEI: \$4,068,000	
	Permanent Jobs – Retained:	N/A	
	Permanent Jobs – Created:	40 FTEs – Projected	
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	20 FTEs – Projected	
	Square Footage Added:	5,150 SF	
	Low-Income Persons Impacted:	All tenants will be new small business startups owned by LIPs	



DESCRIPTION:

TTMP offers a new approach to urban revitalization and an innovative "green" community market. Representing a model for community economic development, TTMP will create 40 entrepreneurship, management, and service jobs for economically disadvantaged residents of East Hollywood and Los Angeles, while incubating 12 food and 6 retail small business vendors. The Sponsor, Thai CDC, has been doing outreach on an ongoing basis in the surrounding low-income, minority communities to identify those interested in operating a small business at the TTMP location. Thai CDC requires that any individual selected to operate at TTMP complete the entrepreneurship training through its affiliated API Small Business Program. Once TTMP is operational, these vendors will receive ongoing technical assistance from Thai CDC and access to shared office equipment.

The Thai Town Marketplace (TTMP) project is a renovation plan that will include 5,150 square feet of interior and exterior improvements, which will

consist of building out 12 food stalls and a seating area within the interior space, as well as 6 retail kiosks and an exterior seating area.

Thai CDC also operates the weekly farmers' market in the neighborhood, which will provide opportunities for purchase agreements between marketplace vendors and farmers for healthy, low carbon-footprint food and support the local agrarian economy. Thai CDC will also educate vendors on accepting WIC, food stamps, and other benefit programs. The goal of the TTMP project is to create the first "Health and Wealth Zone" that deliberately links health outcomes with economic outcomes by helping low-income residents start their first business, creating jobs, teaching financial and health literacy, and making social services more accessible.

BUDOKAN OF LOS ANGELES RECREATIONAL CENTER

SPONSOR:	Little Tokyo Service Center Community Development Corporation	
PROJECT TYPE:	Community Facility New Construction	
CLOSING DATE:	March 12, 2018	
PROJECT STATUS:	> Construction Substantially Completed, Grand Opening in Late 2020	
LOCATION:	229-249 S. Los Angeles Street, Los Angeles, CA (CD 14)	
CENSUS TRACT ELIGIBILITY:	31.0% Poverty Rate 208.1% AMI 1.4x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 32,066,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$31,200,000	LADF QEI: \$ 10,000,000
	Permanent Jobs – Retained:	N/A
	Permanent Jobs – Created:	25 FTEs
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	232 FTEs
	Square Footage Added:	51,617 SF
	Low-Income Persons Impacted:	30,000-40,000 served / yr, 90% LIPs served by Sponsor – <i>Projected</i>
The Dudelow of Lee Annales Degraphenal Contextill be a		



The Budokan of Los Angeles Recreational Center will be operated by Little Tokyo Service Center Community Development Corp (LTSC), a nonprofit, mission-driven organization with a 37-year track record of providing affordable housing and exemplary social services for low-income households in the Little Tokyo neighborhood and throughout Los Angeles County. LTSC is focused on community development, children and family services, and social services.

DESCRIPTION:

The idea of a multipurpose sports and activities complex in Little Tokyo first emerged from a community planning meeting in 1994. LTSC has spearheaded this community-driven effort for over two decades to identify a suitable site, raise funds, and design a facility that meets local needs and priorities.

The Budokan will provide a vibrant and safe space for community residents to participate in sports programs, after-school programs, senior programs, health and wellness activities, arts and culture programs and a wide array of special events. Programming at the facility is expected to occur 15 hours per day, seven days a week, and will support an estimated 30,000 to 40,000 visits annually.

JORDAN DOWNS PLAZA

Primestor Development, Inc.	
Grocery Store Anchored Retail Center New Construction	
June 15, 2018	
> Construction completed in January 2020	
9950 S. Laurel Street, Los Angeles, CA (CD 15)	
28.9% Poverty Rate 42.6% AMI 0.6x Nat'l Unemployment Rate	
\$ 44,183,000	
Total QEI: \$41,500,000	LADF QEI: \$10,000,000
Permanent Jobs – Retained:	N/A
Permanent Jobs – Created:	422 FTEs – Projected
Construction Jobs – Created:	578 FTEs
Square Footage Added:	115,686 SF
Other Impacts:	Grocery Store in <u>USDA Food Desert</u>
	Grocery Store Anchored Retail Co. June 15, 2018 Construction completed in Jan. 9950 S. Laurel Street, Los Angeles. 28.9% Poverty Rate 42.6% AMI. \$ 44,183,000 Total QEI: \$ 41,500,000 Permanent Jobs – Retained: Permanent Jobs – Created: Construction Jobs – Created: Square Footage Added:



DESCRIPTION:

The Jordan Downs Plaza is a public/private partnership and part of the Jordan Downs revitalization project in the South Los Angeles neighborhood of Watts. The revitalization project is a mixed-use, mixed-income redevelopment of a 1950s-era community that will maximize solar opportunities, energy efficiency, environmental sustainability, and include substantial community spaces.

As part of the Jordan Downs revitalization project, the shopping center will bring 115,000 square feet of retail space to the Watts area. The 9.5 acre open air plaza will feature a full-service supermarket, fitness center and a variety of local and national retailers.

The project will implement local hiring, training and job readiness programs to benefit the immediate community. The Plaza will also provide much needed neighborhood specific retail and commercial services. The grocery store anchor will provide fresh foods in what is currently a USDA designated Food Desert (the USDA defines a food desert as a "low-access community" in which at least 33 percent of the census tract's population resides more than one mile from a supermarket or large grocery store).

CATHEDRAL HIGH SCHOOL PERFORMING ARTS CENTER

SPONSOR:	Cathedral High School of Los Angeles, Inc.	
PROJECT TYPE:	Community Facility New Construction	
CLOSING DATE:	September 27, 2018	
PROJECT STATUS:	> Construction completed in	
LOCATION:	1253 N. Bishops Road, Los Angeles, CA (CD 1)	
CENSUS TRACT ELIGIBILITY:	50.8% Poverty Rate 27.6% AMI 1.4x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 19,034,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 18,000,000	LADF QEI: \$10,000,000
	Permanent Jobs – Retained:	59 FTEs
	Permanent Jobs – Created:	3 FTEs
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	275 FTEs
	Square Footage Added:	48,000 SF
	Persons Served:	700 students & 160 non-students served annually – <i>Projected</i>
	Cathodral High School of Los Angolos (CHSLA) will use the NMTC financing to fun	



DESCRIPTION:

Cathedral High School of Los Angeles (CHSLA) will use the NMTC financing to fund the completion of a new Performing Arts Center and Theater, as the main component of their Arts Matter Campaign. The campaign hopes to inspire participation and provide greater access to the Arts for their students and the community. Although CHSLA is an all-boys school, the Performing Arts Center will also provide opportunities for young women in the adjoining girl's schools and serve students of both genders attending other elementary and high schools in the community.

Cathedral High School is located in one of the most economically and socially challenged neighborhoods in Los Angeles, educating underserved and disadvantaged high school age boys since 1925. CHSLA commonly graduates 100% of its seniors, of which 80% of are accepted to a four-year university. In comparison, high schools in the Los Angeles Unified School District on average graduate 80% of students, with only 26% receiving acceptance to four-year universities.

The Performing Arts Center will allow CHSLA to expand its educational curriculum with an emphasis on the fine arts, performing arts, and media production, designed to prepare students for opportunities in journalism, public relations, advertising, marketing, and multimedia content production.

In addition to the educational outcomes supported by the project, the Performing Arts Center will provide community residents with professional and career development opportunities and serve as a community resource center for other non-profit and impact agencies, regardless of religious affiliation.

2020 PROJECT PROFILES

CHILDREN'S INSTITUTE - WATTS CAMPUS

SPONSOR:	Children's Institute Inc.	
PROJECT TYPE:	Community Facility New Construction	
CLOSING DATE:	January 16, 2020	
PROJECT STATUS:	> Under Construction	
LOCATION:	1522 E. 102nd Street, Los Angeles, CA (CD 15)	
CENSUS TRACT ELIGIBILITY:	37.3% Poverty Rate 47.9% AMI 2.3x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 24,655,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 23,000,000 LADF QEI: \$ 11,000,000	
	Permanent Jobs – Retained: N/A	
	Permanent Jobs – Created: 15 FTEs – Projected	
COMMUNITY BENEFITS:	Construction Jobs – Created: 44 FTEs – Projected	
	Square Footage Added: 20,000 SF	
	Low-Income Persons Impacted: 2,000 LIPs served / year – Projected	



DESCRIPTION:

The Children's Institute, Inc. (CII) will utilize NMTC financing to fund the new construction of the Children's Institute, Watts Campus. The new facility will provide holistic, integrated services for at-risk children, youth and families. It is expected to serve approximately 2,000 low-income individuals annually, with programs and services focused on mental health, early care and education, youth development, and family support services.

The project also includes renovation of two existing buildings on the property, providing community meeting space and leasable space for nonprofits and community serving businesses. A portion of the space will be leased to a tenant that provides affordable, fresh, healthy foods in an area considered to be a USDA Food Desert.

CII is a 501(c)(3) nonprofit corporation founded in 1906. It is one of the country's largest children's services organizations, serving more than 28,000 children and families a year in some of Los Angeles's most challenged communities. The CII model blends evidence-based clinical services to address trauma; youth development programs to enable children and youth to develop skills and self-esteem; early childhood programs which provide critical early intervention; and family support services to build on family strengths and promote stability.

VALLARTA SUPERMARKET VAN NUYS

SPONSOR:	Gonzalez Food Enterprises, Inc.	
PROJECT TYPE:	Grocery Store Substantial Rehabilitation	
CLOSING DATE:	January 23, 2020	
PROJECT STATUS:	> Under Construction	
LOCATION:	16040 Sherman Way, Van Nuys, CA (CD 6)	
CENSUS TRACT ELIGIBILITY:	30.2% Poverty Rate 44.7% AMI 0.7x Nat'l Unemployment Rate	
TOTAL PROJECT BUDGET:	\$ 33,785,000	
NMTC ALLOCATION INVESTED:	Total QEI: \$ 21,000,000	LADF QEI: \$15,000,000
	Permanent Jobs – Retained:	N/A
	Permanent Jobs – Created:	235 FTEs – Projected
COMMUNITY BENEFITS:	Construction Jobs – Created:	30 FTEs – Projected
	Square Footage Added:	41,000 SF
	Other Impacts:	Grocery Store in <u>USDA Food Desert</u>
	Consular Food Enterprises Inc. (CEEN will use NATC financing to substant

DESCRIPTION:



Gonzalez Food Enterprises, Inc. (GFE) will use NMTC financing to substantially rehabilitate an existing 41,000 square foot building for use as a new Vallarta Van Nuys Supermarket.

The Project includes the substantial rehab of a vacant Toys R Us property to create a full service, minority-owned grocery store in a USDA designated food desert. By increasing access to nutritious and culturally appropriate foods for residents, the Vallarta Van Nuys Supermarket will be addressing the incidence and prevalence of diet related disease.

Vallarta estimates that 80% of the permanent full time employees will be filled by bilingual, low-income residents of the surrounding community. These employment opportunities will benefit the local low-income, minority neighborhoods further bolstering the regional economy.

NMTC will compensate for the high cost of land purchase and the rising Los Angeles minimum wage and allow Vallarta to maintain grocery prices low and affordable to the surrounding low-income community. The business will be operated by GFE, a subsidiary of Vallarta Supermarkets Group which is an owner and operator of 32 supermarkets throughout Southern and Central California employing an estimated 8,000 team members.

ANGELES HOUSE

DESCRIPTION:

SPONSOR:	Union Rescue Mission		
PROJECT TYPE:	Community Facility New Construction		
CLOSING DATE:	March 19, 2020	March 19, 2020	
PROJECT STATUS:	> Under Construction	> Under Construction	
LOCATION:	13200 S. Avalon Blvd., Los Angeles, CA (LA County-Unincorporated)		
CENSUS TRACT ELIGIBILITY:	12.4% Poverty Rate 76.5% AMI 0.9x Nat'l Unemployment Rate HRSA Medically Underserved Area County for which FEMA issued a "major disaster declaration"		
TOTAL PROJECT BUDGET:	\$ 37,832,000		
NMTC ALLOCATION INVESTED:	Total QEI: \$ 27,000,000	LADF QEI: \$ 15,000,000	
	Permanent Jobs – Retained:	N/A	
	Permanent Jobs – Created:	34 FTEs – Projected	
COMMUNITY BENEFITS:	Construction Jobs – Created:	30 FTEs – Projected	
	Square Footage Added:	74,900 SF	
	Low-Income Persons Impacted:	86 transitional housing units with capacity for 370 LIPs	
	Union Rescue Mission (URM) will use NMTC financing towards the new co		



Union Rescue Mission (URM) will use NMTC financing towards the new construction of a 74,900 square foot building, of which 55,900 SF will be for transitional housing units and approximately 19,000 SF will be used for support services and administration.

The Project will allow URM to provide a safe and secure place for unsheltered children and their parents. The Project will add 86 transitional housing units with a capacity of up to 370 Low Income Persons, and will provide support services to residents onsite. When completed, Angeles House, in conjunction with the Sponsor's other projects addressing homelessness, the Sponsor expects to reduce by 35% to 40% the number of unsheltered children, which was estimated to be 900 in 2019. The Angeles House will exclusively serve families, and will house approximately 275 previously unsheltered children (depending on the number of one- and two-parent families).

Project will also provide services to Low Income Persons at no charge, including: <u>case management and education classes</u>, <u>daycare for up to 60 children under age 5 annually</u>, <u>750 dental procedures and cleanings annually</u>, <u>2,000 mental health exams and follow up treatments annually</u>, <u>legal assistance to 40 to 60 families annually</u>, and <u>1,000 meals served daily in a congregate dining area</u>.

HOLA ARTS & RECREATION CENTER [Round 2 Funding]

SPONSOR:	Heart of Los Angeles									
PROJECT TYPE:	Community Facility New Construction									
CLOSING DATE:	May 19, 2020	May 19, 2020								
PROJECT STATUS:	> Under Construction									
LOCATION:	615 S. Lafayette Park Place, Los Ar	ngeles, CA (C	D 10)							
CENSUS TRACT ELIGIBILITY: * Updated Census Data	, ,	20.3% Poverty Rate 56.6% AMI 1.1x Nat'l Unemployment Rate Federally-designated Promise Zone								
TOTAL PROJECT BUDGET:	\$ 20,714,000 – Updated Budget (\$	15.1mm in 201	7)							
NMTC ALLOCATION INVESTED:	Total QEI: \$ 14,550,000 [Round 1] \$ 5,400,000 [Round 2]	LADF QEI:	\$ 2,750,000 [Round 1] \$ 5,400,000 [Round 2]							
	Permanent Jobs – Retained:	54 FTEs								
	Permanent Jobs – Created:	N/A – Unde	r construction							
COMMUNITY BENEFITS: * as of 12/31/19	Construction Jobs – Created:	47 FTEs								
G3 01 12/01/17	Square Footage Added:	25,000 SF								
	Low-Income Persons Impacted:	1,700 LIPs served per year – Proje								



DESCRIPTION:

See earlier slide entitled "HOLA ARTS & RECREATION CENTER [Round 1 Funding]"

DEBBIE ALLEN DANCE ACADEMY

SPONSOR:	Debbie Allen Dance Academy							
PROJECT TYPE:	Community Facility New Construction							
CLOSING DATE:	June 5, 2020	June 5, 2020						
PROJECT STATUS:	> Under Construction							
LOCATION:	2221-2231 W. Washington Blvd., La	os Angeles, CA (CD 10)						
CENSUS TRACT ELIGIBILITY:	34.3% Poverty Rate 46.8% AMI	2.5x Nat'l Unemployment Rate						
TOTAL PROJECT BUDGET:	\$ 18,885,000							
NMTC ALLOCATION INVESTED:	Total QEI: \$17,000,000	LADF QEI: \$ 12,000,000						
	Permanent Jobs – Retained:	13 FTEs						
	Permanent Jobs – Created:	8 FTEs – Projected						
COMMUNITY BENEFITS:	Construction Jobs – Created:	75 FTEs – Projected						
COMMONITY BENEFITO.	Square Footage Added:	24,000 SF						
	Low-Income Persons Impacted:	1,767 students served annually (80% Minority / 75% LIPs) – Projected						



DESCRIPTION:

Debbie Allen Dance Academy (DADA) will use NMTC financing towards the new construction of a 24,000 square foot building that will allow DADA to bring its dance and theater arts curriculum to low-income children, seniors, and other vulnerable populations in one of Los Angeles's most challenged communities.

The new center will have more studios than DADA's current location and will be able to accommodate twice the number of students, from 800 to 1,767 primarily low-income students, for core dance programs for students ages 3 to 21 and open dance/fitness classes for all ages. The project will also add a 200-seat performance center which will reduce costs from rehearsal and performance space rentals.

With the new center, DADA will also reach more students through its Lecture Demonstrations (estimated at 1,000 more students annually), which are informal presentations on the art and history of dance that DADA gives to schools all over Los Angeles with specialized lessons plans for grades K-12.

CDFI FUND COMMUNITY OUTCOMES CRITERIA

1. JOB CREATION / RETENTION	Quantify, as best as possible, the number of direct jobs (either in the aggregate or on average for each project financed) that will be created or retained through planned QLICIs. Be sure to include both temporary jobs (e.g., construction) and permanent jobs.
2. QUALITY JOBS	Quantify the extent to which jobs created or retained by planned QLICIs represent quality jobs. Quality jobs are jobs that provide living wages (e.g., the minimum hourly wage necessary for an individual to meet basic needs, including housing, nutrition, daily living expenses and other incidentals such as clothing, for an extended period of time) and/or employment benefits (e.g., health insurance, retirement benefits, employee stock ownership, etc.). Also, discuss the extent to which jobs created through QLICIs will provide opportunities for training and advancement (particularly for low-skilled workers).
3. ACCESSIBLE JOBS	Quantify the extent to which the jobs created or retained by planned QLICIs will be targeted and/or available to Low-Income Persons, residents of LICs, people with lower levels of education, and people who face other barriers to employment (e.g., longer term unemployed, ex-convicts, etc.).
4. COMMERCIAL GOODS OR SERVICES TO LOW-INCOME COMMUNITIES	Quantify (e.g., number of residents of Low-Income Communities or Low-Income Persons expected to be served, square footage built, etc.) the extent to which planned QLICIs will increase the provision of commercial goods or services to residents of Low-Income Communities or Low-Income Persons, the types of commercial goods and services (e.g., access to retail, restaurants, or pharmacies, etc.) expected to be provided, and how they will benefit residents of Low-Income Communities or Low-Income Persons.
5. HEALTHY FOOD FINANCING	Quantify (e.g. number of people served, square footage built, etc.) the extent to which planned QLICIs will finance projects, particularly retail outlets such as grocery stores, supermarkets and farmer's markets that increase access to fresh and healthy food for Low-Income Persons or Low-Income Communities.
6. COMMUNITY GOODS OR SERVICES TO LOW-INCOME COMMUNITIES	Quantify (e.g. number of people served, square footage built, etc.) the extent to which planned QLICIs will increase access to high quality community goods or services for residents of Low-income Communities or Low-Income Persons (e.g., healthcare, social services, educational, cultural, etc.).
7. FINANCING MINORITY BUSINESSES	Quantify the extent to which planned QLICIs will finance Minority-owned or Minority-controlled businesses, including developers, project-sponsors or contractors/subcontractors that are Minority-Owned or Minority-Controlled.
8. FLEXIBLE LEASE RATES	Quantify (e.g. percentage below market, etc.) the efforts made to ensure that tenant-businesses, specifically locally-owned businesses, Minority-owned or Minority-controlled, and non-profit organizations, will receive rent reductions or be able to purchase their properties.
9. HOUSING UNITS	Quantify (e.g. number of units, percent of affordable units) the extent to which planned QLICIs will provide housing opportunities for Low-Income Persons or residents of Low-Income Communities; the extent to which housing will be offered in areas of high housing need, including communities with high concentrations of vacancies or foreclosures; and/or the extent to which the housing development adheres to principles of "smart growth", including transit-oriented development.
10. ENVIRONMENTALLY SUSTAINABLE OUTCOMES	Quantify (e.g. amount of reduced energy or water use by QALICB, amount of reduced energy costs by end users, etc.) the extent to which planned QLICIs will finance projects which remediate environmental contamination (including addressing environmental health in Low-Income Communities); meet Leadership in Energy & Environmental Design (LEED) certification or similar green building standards; and/or directly support the production or distribution of renewable energy resources.

LADF Use of NMTC Allocation 2015/16 and 2017 and 2018 Allocation totaling \$135MM As of Aug. 30, 2020

<u>Project</u>	Allo	cation Amt	Award Year	Closing Date	
Anita May Rosenstein Campus (LA LGBT Center)	\$	10,000,000	2015/16	Jun. 23, 2017	
Orthopaedic Institute for Children	\$	10,000,000	2015/16	Apr. 10, 2017	
HOLA Arts, Enrichment and Recreation Center	\$	2,750,000	2015/16	Sep. 14, 2017	
Budokan of L.A. Recreational Center	\$	10,000,000	2015/16	Mar. 12, 2018	
Thai Town Marketplace	\$	4,068,000	2015/16	Jan. 3, 2018	
Joshua House Federally Qualified Health Center	\$	3,932,000	2015/16	Dec. 20, 2017	
Catherdral High Performing Arts Center	\$	9,250,000	2015/16	Sep. 27, 2018	
Total - 2015/16 Allocation Invested:	\$	50,000,000			
Jordan Downs Retail Center	\$	10,000,000	2017	Jun. 15, 2018	
Cathedral High Performing Arts Center	\$	750,000	2017	Sep. 27, 2018	
Vallarta Supermarket - Van Nuys	\$	15,000,000	2017	Jan. 23, 2020	(Note: QEI closed on 12/27/2019)
Angeles House (Union Rescue Mission)	\$	15,000,000	2017	Mar. 19, 2020	
Debbie Allen Dance Academy	\$	9,250,000	2017	Jun. 5, 2020	
Total - 2017 Allocation Invested:	\$	50,000,000			
Children's Institute	\$	11,000,000	2018	Jan. 16, 2020	
Debbie Allen Dance Academy		2750000	2018	Jun. 5, 2020	
HOLA II	\$	5,400,000	2018	May. 19, 2020	
Total - 2018 Allocation Invested:	\$	19,150,000			

\$15,850,000 2018 Allocation Remaining



Track Record Projects Community Impacts Matrix

NMTC Transaction Closing Year: LADF Sub-CDEs:

- 1) JOB CREATION/RETENTION
- 2) QUALITY JOBS
- 3) ACCESSIBLE JOBS
- 4) COMMERCIAL GOODS OR SERVICES TO LOW-INCOME COMMUNITIES
- 5) HEALTHY FOOD FINANCING
- 6) COMMUNITY GOODS OR SERVICES TO LOW-INCOME COMMUNITIES
- 7) FINANCING MINORITY BUSINESSES
- 8) FLEXIBLE LEASE RATES
- 9) HOUSING UNITS
- 10) ENVIRONMENTALLY SUSTAINABLE OUTCOMES

2009	2010	2011		20	12		2013	2014		20	17			20	18				2020		
1	2,3	4	5	6	7	8	9	10	11	12	13	16	14	15	17	18	19	20	21	22	23
	х	х			х		х	х	*	*				х	х		Х				
	х				х	х		х	X	х	х	х	х	х	х	*	х	х	х	х	Х
	х	х			х	х	х	х	X	х	*	х	*	х	х	*	х	*	*	*	*
	X	X							*			*		х	Х						
	X	X		Х				х						х	Х		Х				
Х			X	Х		х			X	Х	Х	Х	X	*		х		х	X	Х	Х
Х							X						X	х		х	Х			Х	
							х	*			Х		х	Х		х					Х
х				х					х										х		
Х			x		х	х	х	*	Х		х	х	х		*			х		*	х

^{*} Project's contribution towards the pertinent community impact section is secondary to its primary community impacts and limited in scope (e.g. retail unit added in the AMR Campus for a coffee shop provides commercial goods and services - LADF XI, LLC or #11 above)

1. YWCA GLA Urban Campus	8. Discovery Cube Los Angeles	14. Budokan of LA Recreational Center	20. Children's Institute - Watts
2-3. Food4Less (4 Stores)	9. La Kretz Innovation Campus	15. Thai Town Marketplace	21. Angeles House
4. One Santa Fe	10. LA Prep	16. Joshua House Health Center	22. Debbie Allen Dance Academy
5. Anderson Munger Family YMCA	11. Orthopaedic Institute for Children	17. Jordan Downs Plaza	23. HOLA Arts & Recreation Center [Rd 2]
6. Dream Center	12. Anita May Rosenstein Campus	18. Cathedral HS Performing Arts Center	
7. Bobrick Washroom Equipment	13. HOLA Arts & Recreation Center [Rd 1]	19. Vallarta Supermarket Van Nuys	

Tab 5



THE SEED SCHOOL OF LOS ANGELES COUNTY COMMUNITY BENEFITS

COMMUNITY GOODS & SERVICES

Education and housing for **400 Students**, 100% Low Income, 100% Minority Supplemental programming includes meals and health care services Community Access to Gym and Dining Hall Facilities

SCHOOL OUTCOMES										
	EXISTING SEED SCHOOLS/ LA PROJECTION	COMPARISON								
GRADUATION RATE	95%	83%(1)								
COLLEGE GOING RATE	90%	51%(1)								
COLLEGE COMPLETION	64%	38%(2)								
		11%(3)								

- (1) Vermont Manchester Area Schools
- (2) National All Schools
- (3) National Low Income/First Generation Students

INCOME POTENTIAL ENHANCEMENT										
COLLEGE GRADUATES HIGH SCHOOL GRADUATES										
Annual Earnings(4)	\$61,000	\$37,000								
Lifetime Earnings(5)	+\$1 million									

- (4) US Bureau of Labor Statistics 2018
- (5) Georgetown University Center on Education and Workforce study, 2015

QUALITY LIVING WAGE JOBS INCLUDING BENEFITS									
	TEMPORARY (Construction)(6)	PERMANENT	THIRD PARTY VENDORS						
TOTAL	150	92	10						
TARGETED JOB SEEKERS (Low-Income Persons, Residents in Low-Income Communities, Lower Levels of Education Barriers to Employment)	40%	50-60%	100%						
ACCESSIBLE JOBS	20%	10%(7)	100%						

- (6) Project Labor Agreement with union and local hiring requirements and payment of prevailing wages
- (7) Includes Resident Advisors and Student Counselors who are likely to be recent college graduates aspiring to be teachers, school counselors or administrators

MINORITY CONTROLLED BUSINESS

57% Board Membership

SEED LA Financial Summary as of 9/24/2020 200924 NMTC SEED LACDA EDA in Upper

Project: **SEED LA**

Total Seats: 400
QALICB/Borrowe SEED LA
Initial Tenant: SEED LA

EXED CDE: EXED Facilities XXI LLC
CDE #2 Bank CDE (proposed)
CDE #3 LADF (proposed)
CDE #4 Civic Builders (proposed)

Investor: TBD

Lev Lenders: TBD Multi Level Sources & Uses

Investment Fund Sources	rate a	ımount	Investment Fund Uses		
Leverage Loan (CDFI group)	5.75%	23,050,000	ExED SubCDE QEI		50,000,000
Leverage Loan LACDA EDA	3.25%	5,000,000	CDE #2 (Bank)		5,000,000
Sponsor Loan	0.5%	20,993,625	CDE #3 (LADF)		8,000,000
NMTC Equity NMTC Pricing \$	0.7900	21,567,000	CDE #4 (Civic Builders)		7,000,000
Managing Member Contribution (0.01	l%)	7,000	Lev Loan fees	1.25%	350,625
			Closing Fee to Chase CDE @ IF leve	1.00%	50,000
			Closing Fee to Civic Builders @ IF le	3.00%	210,000
			fund level reserve		7,000

		iuliu level reserve			7,000		
Total Sources	\$ 70,617,625	Total Uses			\$ 70,617,625		
CDE Sources	Amount	CDE Uses	ExED CDE	CDE #2 (Bank)	CDE #3 (LADF)	CDE #4 (Civic Builders)	Combined
IF contribution to ExED Facilities XX (QEI)	50,000,000	CDE Syndication Fee (% of QEI)	2%		0%	2%	
ExED Managing Member Contribution (0.01%	5,000	CDE Syndication Fee (\$)	1,000,000				1,000,000
IF Contribution to USBCDC (QEI)	5,000,000	LLR At CDE Level	1,500,000			140,000	1,640,000
Managing Member Contribution (0.01%)	500	QLICI Loan A	16,254,083	1,710,956	2,737,530	2,347,432	23,050,000
IF Contribution to CDE #3 TBD (QEI)	8,000,000	QLICI Loan B	3,525,831	371,140	593,824	509,204	5,000,000
Managing Member Contribution (0.01%)	800	QLICI Loan C	14,803,996	1,558,315	2,493,305	2,138,009	20,993,625
IF Contribution to CDE #4 (QEI)	7,000,000	QLICI Loan D	12,916,090	1,359,588	2,175,341	1,865,355	18,316,375
Managing Member Contribution (0.01%)	700	Operating Reserve - MM contribution	5,000	500	800	700	7,000
Total Sources	\$ 70,007,000	Total Uses	\$ 50,005,000	\$ 5,000,500	\$ 8,000,800	\$ 7,000,700 \$	70.007.000

	ExED CDE	CDE #2 (Bank)	CDE #3 (LADF) C	DE #3 (LADF) CDE #4 (Civic Builders)		Land Costs	0	Direct Loan	Detail
QLICI A	16,254,083	1,710,956	2,737,530	2,347,432	23,050,000	construction	64,131,853	Orig Principal	13,600,000
QLICI B	3,525,831	371,140	593,824	509,204	5,000,000	HC contingency 5.8%	3,692,904	disbursed as construction	proceeds; interest
QLICI C	14,803,996	1,558,315	2,493,305	2,138,009	20,993,625	Parking Structure Contribution	4,800,000	only during construction	
QLICI D	12,916,090	1,359,588	2,175,341	1,865,355	18,316,375	Off-Site Allowance	4,113,530	Loan fee	136,000
TOTAL	47,500,000	5,000,000	8,000,000	6,860,000	67,360,000	FFE school		post construction paym	nents:
Senior Direct Loa	ın				13,600,000	Direct Loan Closing Fee	136,000	amort term (yrs)	25
Sponsor Addition	al Equity					soft costs (w/o NMTC costs)	5,605,455	assumed rate	4.25%
						soft cost contingency	258,283	annual payment	(884,117)
Sponsor Equity	6 of Project Costs	10.0%			9,006,375	Management/Development Fees	2,280,000	monthly payment	(73,676)
						Capitalized interest	3,325,850		
						NMTC legal & Accounting	800,000		
						QALICB level fees/reserves for CDEs	822,500		

Total Sources				\$ 89,966,375	Total Uses		\$ 89,966,375		
ESTIMATED ANNUAL	COST					ExE	CDE	CDE #2	(Bank)
Interest/Principal Required	Annual Pmt	Rate	Amortization	Term - Yrs	Repayment	Asset mgmt fee	50,000	closing fee at fund level	50,000
A Note	1,325,375	5.75%	no	7	Yes	CDE Expenses	12,750	Annual Asst Mgmt (in rate	12,500
B Note	162,500	3.25%				servicing	100,000	These fees a	re assumed.
C Note	104,968	0.50%	no	30+		Total fees/yr	162,750		
D Note	175,250	costs	No	30+	Put - \$1,000		CDE #3 (LADF	=)	
Total Interest-Only Payment	1,768,094		interest-only blend	ed rate		amount	notes		
Direct Loan Debt service	884,117	N/A	,	Sponsor Capital		15,000	audits billed annu	ually	
			Total anticp	ated philanthropy	30,000,000	60,000	0.75%	Asset mgmt/yr	
	Total	Per seat	reserved for e	equity contribution	9,006,375	525,000	Reserve funded at cl	osing includes audits	
ground rent FY 2020-21	12	12	Sponsor L	oan into Structure	20,993,625		CDE #4 ((Civic Builders)	
QLICI Debt Service	1,768,094	4,420	Projecte	ed Rent		amount	notes		
Direct Loan Debt service	884,117	2,210	School	630,000		210,000	3.0%	Fund level fee @ clo	sing
Other QALICB costs (E&O, accounting)	11,000	28	Boarding	2,250,000		140,000	2.0%	CDE level fee @ clo	sing
			Total	2,880,000		210,000	3.0%	Asset mgmt for 7 year	ars
	\$2,663,222	\$6,670	Rent >loan payment	216,778		12,500	flat rate	annual audit	
						297,500	Reserve funded	at closing + 1st yr au	dit cost only

CDE #4 assumed to bill borrrower annually for audit

		Facility size	147,033	sq ft
	Acquisition			
1000	Deposits			0
1001	Capitalized Parking payment			0
1002	Escrow Closing Costs			
1003	Other Acquisition Costs			0
	Acquisition Total	0	0	0
	Hard Costs			
2000	New Construction			50,026,949
2001	GC Design Build - Add Service			381,876
2100	Sitework			
2101	Site Maintenance/Logistics			2,094,066
2200	Offsite			4,113,530
2300	parking garage			4,800,000
	Site Utilities			0
	Environmental Remediation			0
				0
	Furniture, Fixture and Equipment			
2600	Payment and Performance Bond			398,196 1,372,726
	Insurance			
	General Conditions			4,580,059
2700	Other Hard Costs - GC Overhead & Profit			2,062,730
2700	Other Hard Costs - Design Contingency		0	3,215,251
	Hard Cost Total	0	0	73,045,383
	C. (1 C			
2010	Soft Costs			04.750
	DD: ALTA			31,750
	Legal			200,000
3200	Architecture & Engineering			3,540,260
3560	Environmental: Environmental Phase I Assessment			4,500
3570	Environmental: Traffic Study			23,645
3580	Environmental: Soils/Geotechnical Report			15,000
3600	Green Commissioning Agent			93,400
3900	Local Fees: Plan Check (e.g. LADBS)			265,000
3910	Local Fees: Permits			210,000
3920	Local Fees: Offsite Permits (e.g. "B" Permit)			50,000
4010	Special Inspections (Deputy, Geotech Observation, Testing	Labs, etc.)		499,000
	Other: Insurance	. ,		200,000
5050	Other: Soft Costs			264,600
	Soft Costs Total	0	0	5,397,155
		-		.,,
	Management			
6000	Development Fee			2,000,000
	Program Management Fee			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
	Construction Management Fee			280,000
	Management Total	0	0	2,280,000
				,,
	Loan Costs			
7000	Capitalized Interest			3,325,850
	Reimbursement to CDEs			100,300
	NMTC Closing costs			800,000
	Origination Fee			136,000
	Inspector			108,000
	CDE 3 QALICB level fees & reserves			525,000
	CDE 4 Fees & Reserves			297,500
, 551	Loan Costs Total	0	0	5,292,650
	Louir Costs Total			3,232,030
	Contingencies			
8000	Hard Cost Contingency			3,690,629
	Soft Cost Contingency			258,283
3010	Contingency Total	0	0	3,948,912
	Contingency rotal			3,340,312
	Grand Total	0	0	89,964,100
	Granu rotar	U	U	\$2 275 less than

\$2,275 less than sources to round Direct Loan

Funding Secured						
<u>SOURCE</u>	AMOUNT	COMMENTS				
LA Metro	\$1,000,000	Received-for architecture				
LA County	\$1,000,000	Received-for architecture				
LA County Supervisor Ridley-Thomas Discretionary Grant	\$3,000,000	Pledged				
Ballmer Group	\$2,500,000	Pledged				
Joseph Drown Foundation	\$1,000,000	Pledged				
The Ahmanson Foundation	\$750,000	Pledged				
W. M. Keck Foundation	\$500,000	Pledged				
Ralph M. Parsons Foundation	\$800,000	\$300K Rec'd; \$500K Pledged*				
Weingart Foundation	\$200,000	Received				
California Community Foundation (anonymous donor)	\$5,000,000	Pledged				
The Riordan Foundation	\$250,000	Pledged				
Anonymous 1	\$250,000	Pledged				
Anonymous 2	\$500,000	Pledged				
California Community Foundation	\$100,000	Received				
Walton/ExED recoverable grant	\$450,000	Received				
ECMC Foundation	\$25,000	Received				
CSP Family Foundation	\$25,000	Received				
Frank Baxter	\$5,000	Pledged				
William Bannerman Foundation	\$10,000	Received				
ExED through NMTC Refinancing	\$500,000	Received				
So. Cal Partnership for Jobs	\$200,000	Received				
Vince Bartolotta	\$5,000	Received				
Subtotal	\$18,070,000					

Under Consideration/Applications Submitted					
Source	Amount	Comments			
Anonymous 3	\$10,000,000	Gift agreement is being finalized			
Weingart	\$500,000	September or Dec. Board Meeting.			
Foundation #2	\$1,000,000	December Board Meeting.			
Anthony & Jeanne Pritzker Family Foundation	\$500,000	Pledged \$500K contingent on fundraising			
The Carol and James Collins Foundation	\$100,000	Pledged \$100K contingent on fundraising			
Subtotal	\$12,100,000				

Funding in Pursuit				
Source	Comments			
LA Dodgers Ownership		Strong interest for naming		
LA84 Foundation		Support of Gym/ Proposal Submitted		
Johnny Carson Foundation	\$250,000	Application submitted 2/25.		
Wonderful Co.		Proposal Submitted		
Margie & Robert E. Petersen Foundation	\$1,000,000	LOI Submitted		
Eisner Foundation		LOI Submitted		
Carrie Estelle Doheny Foundation		Application underway.		
Calley Foundation		Discussions started		
Hilton Foundation		Meetings ongoing		
The Stanley and Joyce Black Family Foundation	\$250,000	00 Proposal prepared; Hold until after COVID		
Capital Group		Conversations ongoing		

Secured /Under Consideration \$30,170,000
Secured /Under Consideration + Pursuit \$31,670,000
Target \$30,000,000

Expressions of Inte	rest as of	9/14/2020
CDFIs		CUMULATIVE
LIIF	10,000,000	10,000,000
NFF	5,000,000	15,000,000
CIP	8,500,000	23,500,000
LISC	5,000,000	28,500,000
Genesis	3,000,000	31,500,000

Loan to Refinance in Yr 7 AL

 Leverage Loan 1
 23,050,000
 CDFI 1

 Leverage Loan 2
 5,000,000
 LACDA EDA

direct loan balance 11,855,988

 Total toRefinance
 39,905,988

 costs of sale
 2,394,359
 6%

	42,300,347		Worst Case
	42,301,000	42,301,000	42,301,000
rate	4.0%	4.5%	5.75%
term	35	35	35
payments month	(187,298)	(200,192)	(234,136)
payment/yr	(2,247,578)	(2,402,308)	(2,809,636)
# of students	400	400	400
Static County for Boarding	2 250 000	2 250 000	2 250 000

 Static County for Boarding
 2,250,000
 2,250,000
 2,250,000

 Balance School Contribution
 (2,422)
 152,308
 559,636

7-year School Contribution 630,000 Per Student 1,575

Recent Charter School Debt in public Markets

							yield	yield to	
Issu	e r ar	nount	r	ating	closing date	term (years)	to call	maturity	
KIPP SoC	al 47	7,700,000		BBB	6/20/2019	35	3.12%	4.13%	
TEAC	H 22	2,300,000		NR	12/31/2019	39	3.57%	4.55%	
Academy of Excellen	e 9	9,360,000		Ba2	2/12/2020	35	3.14%	3.94%	
Fento	on 2 ⁻	1,300,000		BB+	2/26/2020	38	2.92%	4.27%	



SEED LA PERMITTING, CONTRACTING, FINANCING AND CONSTRUCTION SCHEDULE

<u>ACTIVITY</u>	DATE COMPLETED
Construction	
Abode Architecture turns in 100% construction drawings to LA	October 1, 2020
County Bid from Bernards Construction received (SEED LA has been	October 1, 2020
working with Bernards as design/build contractor for 12 mo.)	October 16, 2020
Working With Bernards as design band contractor for 12 mo.)	October 10, 2020
SEED LA receives building permit from LA County	November 1, 2020
σμ	
100% construction drawings delivered to Bernards	November 15, 2020
Construction Contract Execution	December 15, 2020
Construction Starts	January 11, 2021
Financina	
Financing	
Chase investment/loan decision	September 25, 2020
enase investmenty roun decision	30ptember 23, 2020
SEED LA team chooses investor/lender partner	October 6, 2020
·	
Civic Builders allocation decision	October 7, 2020
LA Dev. Fund allocation decision	October 8, 2020
Closing process with attorneys begins	October 19, 2020
LA County Board of Sup. votes on \$5 MM loan to SEED; staff	November 10, 2020
supports	November 10, 2020
Finalize capital stack including CDEI loveraged debt that has been	
Finalize capital stack including CDFI leveraged debt that has been committed; amounts adjusted based on philanthropy raised	November 15, 2020
committee, amounts adjusted based on prinantinopy raised	14040111501 15, 2020
Gift agreements and grants signed for philanthropic contributions	November 15, 2020
All commitments of philanthropic funding secured (a few decide	
in early Dec., but the project can close without their funds)	November 15, 2020
All philanthropic funds are deposited into SEED LA account (est.	
\$28 million)	Decemebr 15, 2020
	December 15, 2020 -
Closing of all of the Financing	January 6,2021
Construction starts	January 11, 2021



The SEED School of Los Angeles County

A college-prep boarding school for career readiness in transportation infrastructure, STEM and the humanities





SEED LA is part of an established, proven model

- Nationally recognized model with "game changing" student outcomes
- SEED Foundation has 3 schools:Washington DC, Baltimore and Miami
- Continuum of care from 9th grade through college and beyond, including College Transition Services
- Teaching youth life skills and academics and social-emotional intelligence
- Provide nourishing, safe environment to mentor and support students
- Gift of time with 5 days a week, 24 hours a day of support at boarding school





The Gift of Time

The SEED School of Los Angeles County

Will be a school home for:

- 400 9th-12th graders
- Partnership with LA Metro and LA County
- Ground lease for 65 years for \$1/mo. from LA County
- Part of comprehensive community development project
- Project Labor Agreement, all union construction jobs, local hiring requirement.
- At full enrollment, 92 full time jobs on site; 10 FTE's with contractors; 150 const. jobs



170 dorm rooms with communal spaces

Full gymnasium with rooftop field

20 staff apartments

20 classrooms

Science labs

Art Studio

Dance studio

Dining Hall

Maker-space for hands-on creative building

Library





Why SEED LA?

SEED LA Seeks to Serve Youth who would benefit most from a 24-hour learning environment.

- Priority for students who:
 - Are homeless or housing insecure
 - Interaction with the Dept. of Children and Family Services
 - Contact with the Probation Dept.
 - Immediate family member is incarcerated

Goal is 50% of the students come from the Vermont Manchester neighborhood.

Working together to plant SEED LA









- LA County provided Vermont and Manchester site
- Unprecedented public private partnership with The SEED Foundation, ExED, LA Metro and LA County
- \$50 MILLION commitment of New Markets Tax Credits, with bank investment for low-interest loan
- LA County Supervisor Mark Ridley Thomas and LA Metro CEO, Phillip Washington, are champions
- The SEED School of LA County is a non-profit organization affiliated with The SEED Foundation
- SEED LA has a local Board of Directors that oversees construction and school operations



LA Metro

\$5M a year for 15 years



LA County

\$5M a year for 15 years



\$2M County grants for predevelopment

LA County Office of Education

Charter petition approved July 7

Significant community commitment and collaboration have set The SEED School of LA County up for SUCCESS!

The Financial Puzzle Pieces to Build SEED LA



The SEED School of Los Angeles County

Total Cost of Development

\$90MM

New Market Tax Credit Financing

\$70MM

ExED: \$50MM

LADF: \$10MM

CDE: \$10MM

(Civic Builders, Reinvestment Fund, Chase) Possible investor partners:

Chase

US Bank

Wells Fargo

Low Income Investment Fund Philanthropy and other Secured Funding

\$23 MM

\$5-\$7 MM likely

A college-prep boarding school for career readiness in transportation, infrastructure, STEM, and the humanities.



*The budgeted total cost of development for The SEED School of LA County is approximately \$90MM, which includes union labor, off-sites, parking garage, soft costs and contingency funding.

Thank You for Your Commitments































William Bannerman Foundation Ambassador Frank Baxter





The Pathway Forward to Groundbreaking



Permitting Nov. 1, 2020

Finance Close Dec. 31, 2020

Construction Jan. 11, 2021

School
Opening
Fall 2022





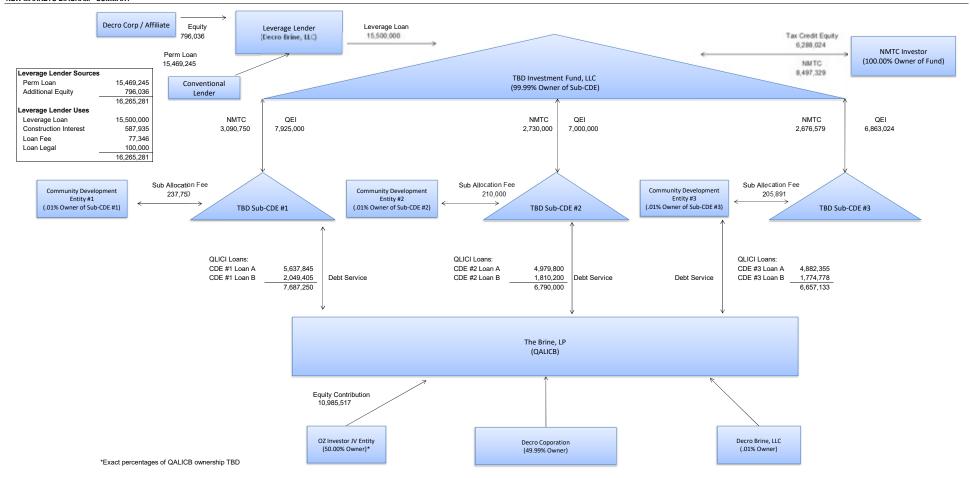
Tab 6



The following table summarizes the potential benefits and community development impacts The Brine will bring to the Lincoln Heights community upon completion.

As a mission driven 501c3 nonprofit public benefit corporation, Decro Corporation is proud to partner with other nonprofit service providers in the Lincoln Heights community to improve access to medical services and fresh foods, while sustainably building affordable housing in this mixed-use development.

	TOTAL	Bldg 1 - Grocer/Retail	Bldg 3 - Medical Clinic	Bldg 4 - Pediatric Clinic	Property Management
1 Direct Job Creation					
Construction	730	400	300	30	
Permanent	104	30	56	15	3
2 Quality Jobs	102	30	56	15	1
		1 - Store Manager @ \$70,000	6 - Resident Physicans @ \$100,000	1 - Psychologist @ \$80,000	
		19 - Cashiers @ \$40,000	8 - Attending Physicians @ \$100,000	6 - Therapists @ \$75,000	1 manager @ \$60,000
		10 - Clerks (Produce,Bakery) @ \$31,200	8 - Nurses @ \$100,000	6 - Rehap Specialists @ \$50,000	2 FTEs for security
		all jobs with benefits	2 - Directors, Billing @ \$65,000	1 - Bilingual Case Manager @ \$45,000	all jobs with benefits
			4 - Receptionists @ \$40,000	1 - Receptionist @ \$40,000	
			all jobs with benefits	all jobs with benefits	
3 Accessible Jobs	25	20	4	1	
		20 - Clerks and Cashiers	4 - Receptionists @ \$40,000	1 - Receptionist @ \$40,000	
4 Commercial Goods or Services	36,253	The site is located in a severely distressed Census track an predon	I ninately Latino area. Located in a medically underserved, food dese	rt, the development will serve the 36,253 people living within 1 m	ile of the site with
to Low Income Communities			Persons. The average household income is \$56,412 with only 13%	of the population earning more than \$100,000. In addition, the re	tail will serve all of the
		175 extremely low income individuals living in the residential port	tion of the project.		
F. Handahar Frank Florancian	W	Duilding 4 is an initial to be a few and the inner the few			
5 Healthy Food Financing	Yes	Building 1 is prioritizing leasing for a grocer tenant to increase the	e neighborhoods access to fresh foods in this designated food deser	rt.	
6 Commercial Goods or Services	Yes	An estimated 1,000 customers per day will gain access to fresh	VIP Mental Health Clinic intends to partner with a Federally	VIP anticipates that 100% of the 180 children served a year by its	
to Low Income Communities		food in in the approximately 23,000sf new grocery store on the	Qualified Health Clinic like Clinica Romero to increase access to	4,000sf pediatric mental health clinic, specializing in fetal alcohol	
		ground floor, providing increased access to fresh, healthy foods for low-income persons. The remaining 5,000sf will aim to offer	medical services for approximately 18,000 low income patients per year.	spectrum disorder, will be low income from the foster care system with 50% still in foster care and 50% adopted from foster	
		community serving retail, including an on-site pharmacy or credit	l' '	care. The clinic will treat 60 children per week age 5 and younger	
		union.		for an estimated 4 months of intensive sessions.	
7 Financing Minority Businesses	Possibly	The minority owned grocer Superior Grocers is currently			
		underwriting the site as a prospective tenant with purchase			
		option in year 10. The purchase optionof the commercial air			
		rights parcel is very appealing to the company.			
8 Flexible Lease Rates	Yes	Reduced lease rate of \$2.50 per sf aims to attract a grocer long	Decro is offering a lease with purchase option to VIP and other no	l properties to ensure the long term	
		term to the site. In addition, prospective grocers have been	financial sustainability of their service presence in the community		
		offered a lease with purchase option to assure their long term			
		commitment to the site.			
9 Housing Units	97	new 100% affordable (49 PSH) apartments will be constructed in t	the air space parcel above the retail area of Building 1 in a separate	ly financed LIHTC project.	
.0 Environmentally Sustainable	Yes	Building 1 is expected to secure a Gold LEED rating by the US	Building 2 is expected to secure a Silver LEED rating by the US	Building 4 sustainably preserves 3 historic structures, which will	
Outcomes		Green Building Council.	Green Building Council.	be connected with an addition, rehabilitated to Secretary of the	
				Interior Standards, and improved to meet the updated 2019	
				California Building Standards and their stringent energy compliance requirements.	
				compliance requirements.	



THE BRINE QALICB ENTITY, LLC PROJECTED SOURCE AND USE OF FUNDS

Sources:	
Sub-CDE #1 Loan A	5,637,845
Sub-CDE #1 Loan B	2,049,405
Sub-CDE #2 Loan A	4,979,800
Sub-CDE #2 Loan B	1,810,200
Sub-CDE #3 Loan A	4,882,355
Sub-CDE #3 Loan B	1,774,778
Equity	10,985,517
Total:	32,119,900
Uses:	
Acquisition Loan Paydown	3,611,558
Commercial/Residential Lease Buyouts	140,000
Total Acquisition	3,751,558
Site work	1,944,357
Grocery - Building 1	5,094,797
Medical Office - Building 3	2,185,204
Parking Structure - Building 3	8,060,562
Pediatric therapy clinic historic renovation - Building 4	385,615
Public art requirement	102,241
Grocery TI allowance	460,000
Other Retail Space TI Allowance	108,360
Medical office TI allowance	2,730,000 75,000
Pediatric therapy clinic TI allowance Contingency	2,114,614
Total Hard Costs	23,260,750
Building fees and permits	350,000
A&E	950,000
Consultants Builder's Risk	200,000 96,545
RE taxes	76,636
Accounting	65,000
Legal	50,000
Project contingency	530,295
Marketing and advertising	50,000
RE agent fees	16,000
Operating Reserve	283,972
Title and Recording	20,000
Predev Interest	359,547
Construction period interest	317,016
Total Soft Costs	3,365,011
Investor Counsel	125,000
CDE 1 Counsel	80,000
CDE 2 Counsel	80,000
CDE 3 Counsel	80,000
QALICB Counsel NMTC Accountant	125,000
NMTC Accountant CDE AM Fee Reserve	30,000 762,581
CDE 1 Expense Reserve	120,000
CDE 1 Expense Reserve CDE 2 Expense Reserve	120,000
CDE 3 Expense Reserve	120,000
Closing Cost Contingency	100,000
Total NMTC Closing Costs	1,742,581
Total:	32,119,900
	-

NOTE 1: Construction Costs DO NOT assume prevailing wage.

NOTE 2: Acquisition Loan Paydown is a paydown of a portion of a larger loan facility that is associated with a subset of the assets related to the NMTC transaction.

NMTC INVESTOR TBD TAX CREDIT FLOW - CDE #1

	New Markets	Tax Credit Calcu	lation							
	CDE #1	CDE #2	CDE #3		Total Credits					
Allocation Credit Rate	7,925,00 39		6,863,024 39%		21,788,024					
Tax Credit	3,090,75		2,676,579		8,497,329					
Tax Equity Contribution Rate	\$ 0.7	4 \$ 0.74	\$ 0.74							
Tax Credit Equity	\$ 2,287,15	5 \$ 2,020,200	\$ 1,980,669		6,288,024					
		-	2021	2022	2023	2024	2025	2026	2027	TOTAL
AGGREGATE QUALIFIED EQUIT	Y INVESTMEN	т _	7,925,000	-	-	-	-	-		7,925,00
APPLICABLE PERCENTAGE:	YEAR 1	5.00%	396,250	_	_	_	_	_	_	396,250
	YEAR 2	5.00%	-	396,250	_	_	_	_	_	396,25
	YEAR 3	5.00%	_	, -	396,250	-	-	-	-	396,25
	YEAR 4	6.00%	-	-	-	475,500	-	-	-	475,500
	YEAR 5	6.00%	-	-	-	-	475,500	-	-	475,50
	YEAR 6	6.00%	-	-	-	-	-	475,500	-	475,50
	YEAR 7	6.00% _	-	-	-	-	-	-	475,500	475,50
NEW MARKETS TAX CREDIT			396,250	396,250	396,250	475,500	475,500	475,500	475,500	3,090,750

NMTC INVESTOR TBD TAX CREDIT FLOW - CDE #2

	Ne	w Markets T	ax Credit Calcu	ulation			i				
	C	DE #1	CDE #2	CDE #3		Total Credits					
Allocation Credit Rate		7,925,000 39%	7,000,000 39%	6,863,024 39%		21,788,024	•				
Tax Credit		3,090,750	2,730,000	2,676,579		8,497,329					
Tax Equity Contribution Rate	\$	0.74	\$ 0.74	\$ 0.74							
Tax Credit Equity	\$	2,287,155	\$ 2,020,200	\$ 1,980,669		6,288,024					
			,	2021	2022	2023	2024	2025	2026	2027	TOTAL
AGGREGATE QUALIFIED EQUI	TY IN\	/ESTMENT		7,000,000	-	-	-	-	-	<u>-</u>	7,000,00
APPLICABLE PERCENTAGE:	YEA	R 1	5.00%	350,000	_	_	_	_	_	_	350,00
	YEA		5.00%	-	350,000	_	_	_	_	_	350,00
	YEA		5.00%	_	-	350,000	-	-	-	_	350,00
	YEA		6.00%	-	-	, -	420,000	-	-	-	420,00
	YEA	NR 5	6.00%	-	-	-	-	420,000	-	-	420,00
	YEA	R 6	6.00%	-	-	-	-	_	420,000	-	420,00
	YEA	R 7	6.00%	-	-	-	-	-	-	420,000	420,00
NEW MARKETS TAX CREDIT				350,000	350,000	350,000	420,000	420,000	420,000	420,000	2,730,00

NMTC INVESTOR TBD TAX CREDIT FLOW - CDE #3

	Ne	w Markets T	ax Credit Calc	ulatio	n			•				
	С	DE #1	CDE #2	CD	E #3		Total Credits					
Allocation		7,925,000	7,000,000		863,024		21,788,024	•				
Credit Rate		39%	39%		39%			•				
Tax Credit		3,090,750	2,730,000	2,0	676,579		8,497,329					
Tax Equity Contribution Rate	\$	0.74	\$ 0.74	\$	0.74							
Tax Credit Equity	\$	2,287,155	\$ 2,020,200	\$ 1,9	980,669		6,288,024					
				2	2021	2022	2023	2024	2025	2026	2027	TOTAL
AGGREGATE QUALIFIED EQUI	TY IN'	VESTMENT		6,8	863,024	-	-	-	-	-		6,863,02
APPLICABLE PERCENTAGE:	\/ <u>_</u>	ND 4	5.000/		040 454							040.45
		AR 1	5.00%		343,151	-	-	-	-	-	-	343,15
		AR 2	5.00%		-	343,151	-	-	-	-	-	343,15
		AR 3	5.00%		-	-	343,151	-	-	-	-	343,15
		AR 4	6.00%		-	-	-	411,781	-	-	-	411,78
		AR 5	6.00%		-	-	-	-	411,781	-	=	411,78
		AR 6	6.00%		-	-	-	-	-	411,781	- 	411,78
	YEA	AR 7	6.00%		-	-		-	-	-	411,781	411,78
NEW MARKETS TAX CREDIT				;	343,151	343,151	343,151	411,781	411,781	411,781	411,781	2,676,57

PROJECTED OPERATING INFORMATION

		Year 1 2022	Year 2 2023	Year 3 2024	Year 4 2025	Year 5 2026	Year 6 2027	Year 7 2028	Year 8 2029
Commercial Revenue	SF								
Grocery Smaller Floor Plate - Building 1	23,000	690,000	703,800	717,876	732,234	746,878	761,816	777,052	792,593
Additional Retail Space - Building 1	5,418	260,064	265,265	270,571	275,982	281,502	287,132	292,874	298,732
Medical Office - Building 3	27,300	1,310,400	1,336,608	1,363,340	1,390,607	1,418,419	1,446,787	1,475,723	1,505,238
Pediatric Clinic - Building 4	4,000	192,000	195,840	199,757	203,752	207,827	211,984	216,223	220,548
Total Commercial Revenue		2,452,464	2,501,513	2,551,544	2,602,574	2,654,626	2,707,718	2,761,873	2,817,110
Vacancy		(245,246)	(250,151)	(255,154)	(260,257)	(265,463)	(270,772)	(276,187)	(281,711)
Parking Revenue		14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400
Effective Gross Income	<u> </u>	2,221,618	2,265,762	2,310,789	2,356,717	2,403,563	2,451,347	2,500,086	2,549,799
Expenses									
Repairs & Maintenance		131,228	135,165	139,220	143,396	147,698	152,129	156,693	161,394
Prop Management		131,228	135,165	139,220	143,396	147,698	152,129	156,693	161,394
NNN expenses for 10% vacancy		46,521	47,917	49,355	50,835	52,360	53,931	55,549	57,216
Broker Fee		135,628	135,628	135,628	135,628	135,628	99,829	99,829	99,829
Cap Reserve		50,000	51,500	53,045	54,636	56,275	57,964	59,703	61,494
Total Expenses		494,605	505,375	516,467	527,892	539,660	515,983	528,467	541,326
Net Operating Income		1,727,012	1,760,387	1,794,322	1,828,825	1,863,903	1,935,364	1,971,618	2,008,473
Debt Service		1,381,610	1,381,610	1,381,610	1,381,610	1,381,610	1,381,610	1,381,610	1,381,610
Net Cash Flow after Debt Service		345,402	378,777	412,712	447,215	482,293	553,754	590,008	626,863
DSCR		1.25	1.27	1.30	1.32	1.35	1.40	1.43	1.45

The Brine Project Schedule

as of 9/30/2020

Financing Timeline

Commercial

Opportunity Zone Investor Funding Allocation commitments US Bank Leverage Loan commitment Tax equity commitment Tenant binding leases signed NMTC closing

Residential

HACLA Project Based Voucher award TCAC/CDLAC Bond allocation application TCAC/CDLAC Bond allocation award LIHTC closing

Parcel Map and Permit Schedule

Demolition permit issuance
Grading permit issuance
Building permit RTI, except parcel map recordation
HUD NEPA review
Parcel map clearance (requires demolition of 3030 N Main)
Parcel map recorded
Building permit issuance (requires parcel map recordation)

Construction Schedule

Utility Disconnections 3 weeks 6-8 weeks Abatement Demolition 6-8 weeks **Historic House Relocation** 3 weeks Grading & Underground 2 months Foundations and Ground Floor 8-10 wks Slab on Grade 5-6 weeks **Podium Decks** 2 months Framing 4-5 months MEP Roughs and Prelim 3 months Production Insulation & Drywall 2 months **Finishes** 5 months Permanent Utilities 2 months

Certificate of Occupancy



THE BRINE – LADF Update

October 8, 2020





The Brine - Project Overview



The Brine is a new mixed-use project on the site of a former pickle factory in the Lincoln Heights neighborhood of Los Angeles. The project will include the following uses:

- 28,418 SF community serving retail, providing increased access to fresh, healthy foods for low-income persons in a USDA-designated Food Desert area.
- 27,300 SF medical office space and clinics above a two-story parking structure.
- 4,254 SF pediatric mental health clinic, operated by VIP, to provide quality therapy services for children who are born with Fetal Alcohol Spectrum Disorder from the foster care system.
- 97 separately-financed affordable housing units, 49 of which will be permanent supportive housing units serving seniors, veterans, single-parent families and transitional-aged youth.
- 133 parking stalls with 14 surface spaces and 119 stalls in a new structured parking garage.

The project involves both new construction and renovation of existing buildings. A new 5-story mixed-use building will contain the grocery store and retail on the ground floor, with four floors of affordable housing above. The parking garage will be new construction with medical offices above. The pediatric mental health clinic will operate out of three existing historic buildings that will be relocated within the site and renovated as part of the project.

Fully entitled and clearing final permit items, the project is positioned to start construction as early as December 2020 and ready to start the closing process for NMTC allocations NOW.

The Brine - Path to Closing





The Brine Project Schedule

as of 9/30/2020

Financing Timeline

Commercial

Opportunity Zone Investor Funding

Allocation commitments

US Bank Leverage Loan commitment

Tax equity commitment

Tenant binding leases signed

NMTC closing

Residential

HACLA Project Based Voucher award

TCAC/CDLAC Bond allocation application

TCAC/CDLAC Bond allocation award

LIHTC closing

Parcel Map and Permit Schedule

Demolition permit issuance

Grading permit issuance

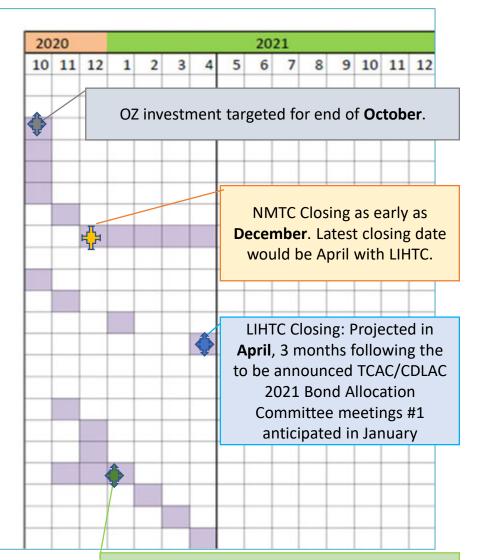
Building permit RTI, except parcel map recordation

HUD NEPA review

Parcel map clearance (requires demolition of 3030 N Main)

Parcel map recorded

Building permit issuance (requires parcel map recordation)



Demolition in **January 2021** of 3030 N Main a clearance item to record the parcel map. HUD NEPA approval required prior to demolition.

LEASING UPDATE



MEDICAL: Decro has signed LOIs with VIP for all medical space. Clinica Romero, Decro, and VIP discussing a sublease to provide family and homeless health services for low-income patients.

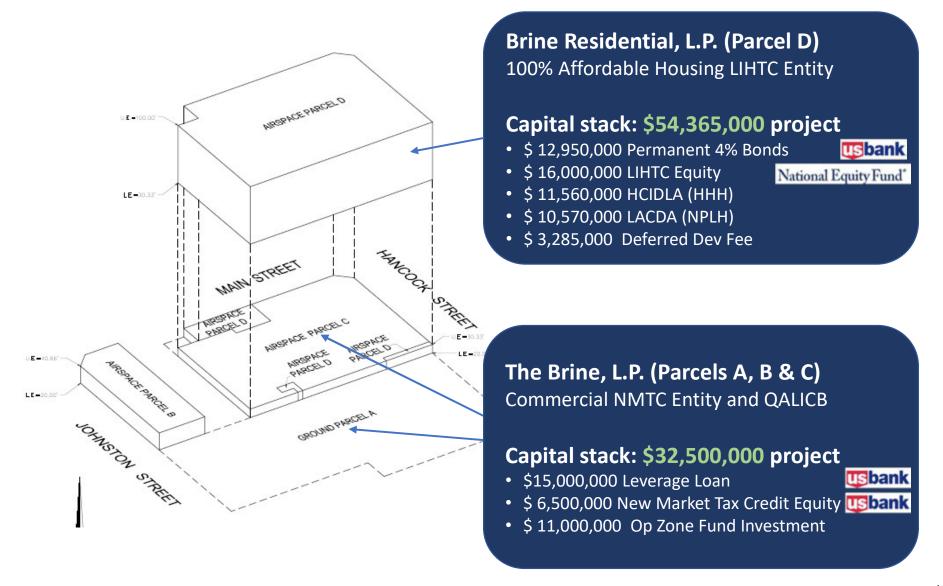
RETAIL: Decro in lease with purchase negotiations with Superior Grocers and Sprouts. Binding LOIs on track for November 30.



Parcel Map separates financing and ownership



Financing structure separates the ownership for Residential and Commercial



Sources and Uses

VIOLENCE INTERVENTION PROGRAM

SOURCES:

NMTC Tax Equity \$6.5 million



Leverage Loan: \$15 million



Allocations 3 CDEs: \$25 million

Equity at QALICB: \$11 million

NMTC structure

S				

Sub-CDE #1 Loan A	5,637,845
Sub-CDE #1 Loan B	2,049,405
Sub-CDE #2 Loan A	4,979,800
Sub-CDE #2 Loan B	1,810,200
Sub-CDE #3 Loan A	4,882,355
Sub-CDE #3 Loan B	1,774,778
Equity	10,985,517

Total:

32,119,900

USES:

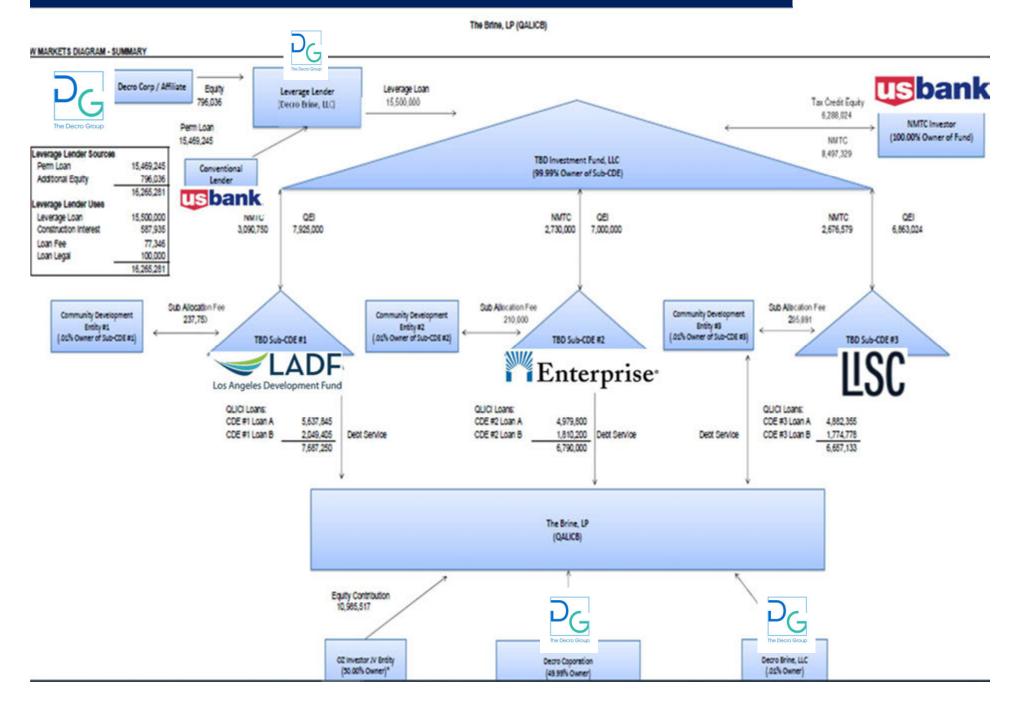
0020.	
Acquisition Loan Paydown	3,611,558
Commercial/Residential Lease Buyouts	140,000
Total Acquisition	3,751,558
Site work	1,944,357
Grocery - Building 1	5,094,797
Medical Office - Building 3	2,185,204
Parking Structure - Building 3	8,060,562
Pediatric therapy clinic historic renovation - Building 4	385,615
Public art requirement	102,241
Grocery TI allowance	460,000
Other Retail Space TI Allowance	108,360
Medical office TI allowance	2,730,000
Pediatric therapy clinic TI allowance	75,000
Contingency	2,114,614
Total Hard Costs	23,260,750
Building fees and permits	350,000
A&E	950,000
Consultants	200,000
Builder's Risk	98,545
RE taxes	76,636
Accounting	65,000
Legal	50,000
Project contingency	530,295
Marketing and advertising	50,000
RE agent fees	16,000
Operating Reserve	283,972
Title and Recording	20.000
Predev Interest	359,547
Construction period interest	317,016
Total Soft Costs	3,365,011
Investor Counsel	125,000
CDE 1 Counsel	80,000
CDE 2 Counsel	80,000
CDE 3 Counsel	80,000
QALICB Counsel	125,000
NMTC Accountant	30,000
CDE AM Fee Reserve	762,581
CDE 1 Expense Reserve	120,000
CDE 2 Expense Reserve	120,000
CDE 3 Expense Reserve	120,000
Closing Cost Contingency	100,000
Total NMTC Closing Costs	1,742,581
Total:	32,119,900

NMTC Structure by Cohn Reznick





VIOLENCE INTERVENTION PROCE A M



Community Impacts – The Brine meets every objective





	TOTAL	Bidg 1 - Grocer/Retail	Bldg 3 - Medical Clinic	Bldg 4 - Pediatric Clinic	Property Management			
Direct Job Creation								
Construction	730	400	300	30				
Permanent	104	30	56	15	3			
Quality Jobs	102	30	54	13	1			
35.74.55872.5		1 - Store Manager @ \$70,000	6 - Resident Physicans @ \$100,000	1 - Psychologist @ \$80,000	100			
		19 - Cashiers @ \$40,000	8 - Attending Physicians @ \$100,000	6 - Therapists @ \$75,000	1 manager @ \$60,00			
		10 - Clerks (Produce, Bakery) @ \$31,200	8 - Nurses @ \$100,000	6 - Rehap Specialists @ \$50,000	2 FTEs for security			
		all jobs with benefits	2 - Directors, Billing @ \$65,000	1 - Bilingual Case Manager @ \$45,000	all jobs with benefit			
		- 12	4 - Receptionists @ \$40,000	1 - Receptionist @ \$40,000	200			
			all jobs with benefits	all jobs with benefits				
Accessible Jobs	25	20	4	1				
		20 - Clerks and Cashiers	4 - Receptionists @ \$40,000	1 - Receptionist @ \$40,000				
Commercial Goods or Services	36,253	The site is located in a severely distressed Census track an predon	minately Latino area. Located in a medically underserved, food des	sert, the development will serve the 36,253 people living within 1 m	ile of the site with			
to Low Income Communities			Persons. The everage household income is \$36,412 with only 13%	of the population earning more than \$100,000. In addition, the re-				
Healthy Food Financing	Yes	Building 1 is prioritizing leasing for a grocer tenant to increase the neighborhoods access to fresh foods in this designated food desert.						
Commercial Goods or Services to Low Income Communities	Yes	An estimated 1,000 customers per day will gain access to fresh food in in the approximately 23,000sf new grocery store on the ground floor, providing increased access to fresh, healthy foods for low-income persons. The remaining 5,000sf will aim to offer community serving retail, including an on-site pharmacy or credit union.	VIP Mental Health Clinic intends to partner with a Federally Qualified Health Clinic like Clinica Romero to increase access to medical services for approximately 18,000 low income patients per year.	VIP anticipates that 100% of the 180 children served a year by its 4,000st pediatric mental health clinic, specializing in fetal alcohol spectrum disorder, will be low income from the foster care system with 50% still in foster care and 50% adopted from foster care. The clinic will treat 60 children per week age 3 and younger for an estimated 4 months of intensive sessions.				
Financing Minority Businesses	Possibly	The minority owned grocer Superior Grocers is currently underwriting the site as a prospective tenant with purchase option in year 10. The purchase option of the commercial air rights percel is very appealing to the company.						
Flexible Lease Rates	Yes	Reduced lease rate of \$2.50 per staims to attract a grocer long term to the site. In addition, prospective grocers have been offered a lease with purchase option to assure their long term commitment to the site.	Decro is offering a lease with purchase option to VIP and other of financial sustainability of their service presence in the communit	. 1				
Housing Units	97	new 100% affordable (49 PSH) apartments will be constructed in t	the air space parcel above the retail area of Building 1 in a separat	ely finenced LIHTC project.				
Environmentally Sustainable Outcomes	Yes	Building 1 is expected to secure a Gold LEED rating by the US Green Building Council.	Building 2 is expected to secure a Silver LEED rating by the US Green Building Council.	Building 4 sustainably preserves 3 historic structures, which will be connected with an addition, rehabilitated to Secretary of the interior Standards, and improved to meet the updated 2019				

Community Impacts - JOBS



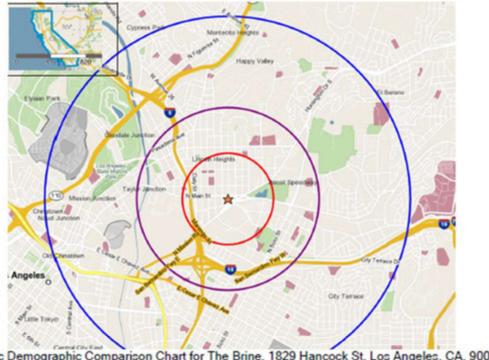
The Brine will create approximately 730 construction jobs and 104 permanent jobs with 102 quality jobs and 25 accessible jobs.

100% of the construction jobs will be prevailing wage.

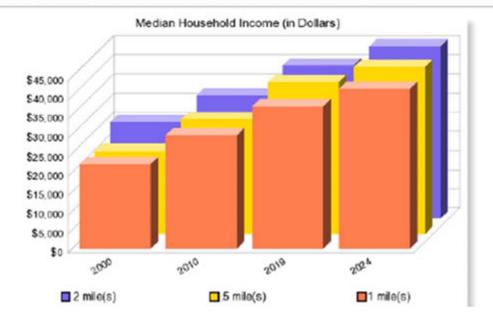
	TOTAL	Bldg 1 - Grocer/Retail	Bldg 3 - Medical Clinic	Bldg 4 - Pediatric Clinic	Property Management
Direct Job Creation					
Construction	730	400	300	30	
Permanent	104	30	56	15	3
Quality Jobs	102	30	56	15	1
		1 - Store Manager @ \$70,000	6 - Resident Physicans @ \$100,000	1 - Psychologist @ \$80,000	
		19 - Cashiers @ \$40,000	8 - Attending Physicians @ \$175,000	6 - Therapists @ \$75,000	1 manager @ \$60,000
		10 - Clerks (Produce, Bakery) @ \$31,200	8 - Nurses @ \$100,000	6 - Rehap Specialists @ \$50,000	2 FTEs for security
		all jobs with benefits	2 - Directors, Billing @ \$65,000	1 - Bilingual Case Manager @ \$45,000	all jobs with benefits
			4 - Receptionists @ \$40,000	1 - Receptionist @ \$40,000	
			all jobs with benefits	all jobs with benefits	
Accessible Jobs	25	20	4	1	
		20 - Clerks and Cashiers	4 - Receptionists @ \$40,000	1 - Receptionist @ \$40,000	

Community Impacts





Basic Demographic Comparison Chart for The Brine, 1829 Hancock St. Los Angeles, CA, 90031:



Located in a medically underserved, food desert, the development will serve the 36,253 people living within I mile of the site

75.6% within I mile identify as Hispanic and 20% Asian.

Median household income within I mi radius is: \$37,364

Tenants will also serve all of the 175 low-income households living on-site including 20 transitional aged youth, 10 survivors of domestic violence, and over 30 individuals age 55+ in the multigenerational building.

Community Impacts



Healthy Food Building 1 is prioritizing leasing for a grocer tenant to increase the neighborhoods access to fresh Financing foods in this designated food desert.

Financing Minority The minority owned grocer Superior Grocers is currently underwriting the site as a prospective Businesses tenant with purchase option in year 10. The commercial air rights parcel purchase is a unique.

	Bldg 1 - Grocer/Retail	Bldg 3 - Medical Clinic	Bldg 4 - Pediatric Clinic
	An estimated 1,000	VIP Mental Health Clinic intends	VIP anticipates that 180 children
Commercial Goods	customers per day will gain	to partner with a nonprofit	will be served a year by its 4,000sf
or Services to Low	access to fresh food in in the	Federally Qualified Health Clinic to	pediatric mental health clinic,
Income	approximately 23,000sf new	increase access to medical	specializing in fetal alcohol
Communities	grocery store on the ground	services for approximately 18,000	spectrum disorder, and 100% will
	floor, providing increased	low income patients per year. The	be low income from the foster care
	access to fresh, healthy	demographics of the clinic will	system with 50% still in foster care
	foods for low-income	reflect the community and be	and 50% adopted from foster care.
	persons. The remaining	100% low income with all	The clinic will treat 60 children per
	5,000sf will aim to offer	patients MediCal qualified. Decro	week age 5 and younger for an
	community serving retail,	and VIP are currently in	estimated 4 months of intensive
	including an on-site	discussions with Clinic Romero to	mental health therapy to prepare
	pharmacy or credit union.	join as a service provider partner	them for success in the school
		at The Brine.	system.

Community Impacts









Flexible Lease Rates Reduced retail lease rate of \$2.50 per sf aims to attract a grocer. In addition, prospective tenants have been offered a lease with purchase option to assure their long-term commitment to the community.

> Decro is offering a lease with purchase option to VIP and other nonprofit medical service providers to ensure the long-term financial sustainability of their service presence in the community.

Housing Units 97 units of 100% affordable housing including 49 units of permanent supportive housing.

Environmentally Sustainable Outcomes

Building 1 is on track for a LEED **GOLD** rating by the USGBC

Building 3 is on track for LEED Silver rating by the USGBC and includes a 16,000sf solar photovoltaic rooftop array and 11 EV parking stalls.

Building 4 sustainably preserves to Secretary of the Interior standards for historic preservation 3 historic structures, connects them with an addition and repurposes them as a pediatric mental health clinic.

Tab 7

Hollywood Arts Collective & Career Center: Community Benefits Summary

1. Creates & Retains Jobs:

- Construction Jobs: 500 (60 FTEs); 100% prevailing wage; 100% quality jobs
- Permanent Jobs: 45 (44 FTEs); at least 80% receiving living wage and benefits; 80% quality jobs
- Additionally, 1,300 arts professionals a year will use The Actors Fund's Training & Career Center to find well-paying part-time work that supplements their arts income.

2. Supports a Leading Industry in LA & Low-Income People in that Industry:

- 19.7% of the jobs in LA County are in the creative economy, which includes the arts and entertainment. The tenuous nature of the entertainment industry means that many of those pursuing their gifts in this area are low-income.
- The Actors Fund, one of the project's sponsors, will have its new headquarters and all of its programs on site. The Actors Fund supports all of those in the entertainment industry from actors to dancers to stagehands to ticket takers with career, financial, health, housing, social, and emergency services intended to stabilize their lives.
- With this project, The Actors Fund will serve 5,500 people in Los Angeles (~10% more than today).
- Over 75% of those receiving The Actors Fund's services are low-income (at or below 50% AMI).

3. Serves a Substantial Number of People: 13,200 adults and youth served per year

- 5,500 using The Actors Fund's career and social services
- 300 low-income youth participating in free afterschool arts programs on-site
- 7.400 visitors participating in arts exhibitions and workshops at the project
- **4. Addresses Issues of Racial & Social Equity:** The arts and entertainment are about storytelling and representation. The stories we are told and the people we see matter. This project supports people of color as they pursue the arts, gives a voice to emerging artists, and exposes kids of color to the arts.
- 34% of The Actors Fund's career training program clients are people of color
- 43% of The Actors Fund's financial wellness program clients are people of color
- The Actors Fund has personal & professional support groups for people of color in entertainment
- 40% of The Actors Fund's staff are people of color; organization has pay equity by race and gender
- 300 youth/year will receive free afterschool arts programming on-site; expected to be predominantly low-income and Latino given area demographics and partner organizations
- The project's arts tenants: (1) offer arts administration and curating apprenticeships annually to young adults in the community, and (2) host emerging designers and local artists, many of whom address issues of social justice in their work.

5. Offers Below Market Rents in a Gentrifying Area/Saves Space for the Arts in Hollywood:

- Rents will range from 50-75% below market; allows two legacy non-profits that have been on-site for 30 years to remain in place and in operation
- The Actors Fund will not pay rent and will, instead, reinvest the \$275,000+/year currently spent on rent (at another location) in its programs that benefit low-income entertainment professionals in LA
- Black box theatre will be offered to artists and arts organizations at low to no cost

SOURCES & USES IN THE NMTC STRUCTURE - Hollywood Arts Collective & Career Center

SOURCES & COLO IIV IIIE		JOINGGIGHE	mony wood rate concentre a co		<u> </u>	
The Actors Fund or TSA (Leverage Lend	er) - So	urces	The Actors Fund or TSA (Leverage Len	der) - U	SAS	1
Cash (Fundraising from The Actors	1	urces	The Actors Fund of 10A (Leverage Len	1	363	1
Fund)	\$	10,650,000	Leverage Loan to Investment Fund	\$	12,359,000	
Hard Loan	\$	709,000	Zeverage zeam to investment and	+*-	.2,000,000	1
TOTAL	\$	11,359,000	TOTAL	Ś	12,359,000	
TOTAL	1 7	11,333,000	IOIAL	17	12,333,000	
FUND - Sources	T	T	FUND - Uses	Т		1
Leverage Loan	\$	12,359,000	QEI to CDE(s)	\$	17,000,000	-
NMTC Equity (assumes \$0.70/credit)	\$	4,641,000	QLI to CDL(s)	Ψ	17,000,000	
Trivito Equity (assumes \$0.70/creatt)	Ψ	4,041,000				
TOTAL	\$	17,000,000	TOTAL	Ś	17,000,000	- c
10172	1 7	17,000,000	IOIAL	17	17,000,000	*
CDE - Sources	Т		CDE - Uses	Т]
QEI from Fund	\$	17,000,000	QLICI Loan A	\$	12,359,000	
QET HOTH T WING	Ψ	17,000,000	QLICI Loan B	\$	4,131,000	
			Fee to CDEs (3% of QEI)	\$	510,000	1
			1 00 10 00 25 (0 % 01 Q21)	+ +	010,000	1
TOTAL	\$	17,000,000	TOTAL	\$	17,000,000	1
	1 *		1.0.11.2	1 7	27,000,000	
QALICB/PROJECT - Sources	T	T	QALICB/PROJECT - Uses	T		
QLICI Loan A	\$	12,359,000	Acquisition Cost	\$		1
QLICI Loan B	\$	4,131,000	Construction	\$	6,709,215	1
Hard Loan (Direct to QALICB)	\$	741,000	TI/Buildout	\$	3,350,125	-
Haid Loan (Direct to QALICB)	1.0	741,000		\$		-
Sponsor Equity - The sponsor is			Hard Cost Contingency) D	1,153,486	
acquiring land valued at \$6.785MM for						
\$1 from City, and then contributing it to						
the QALICB. We will seek to have that						
used as equity at the QALICB level.						
asca as equity at the QALIOB level.			Rent Concessions	\$	384,000	
			Architecture & Engineering	\$	845,000	1
			Government Fees	\$	500,000	†
			Financing Costs	\$	265,361	1
			Soft Costs	\$	565,000	1
			Soft Cost Contingency	\$	200,952	1
			Relocation Expenses	\$	500,000	1
			TAF Theater Endowment	\$	-	1
	1		Developer Fee	\$	1,187.476	A substantial portion deferred
			Interest Reserve during Construction	\$		Assumes 18 months at 1% of QLICI A
	1		CDE AM Fee	\$		Estimate at 50 BPS/year * 7 years
	1		CDE Tax/Audit Expense	\$		Estimate at \$10K/year * 8 years * 2 CDEs
			NMTC Consultant	\$	200,000	1
	İ		NMTC Closing Cost - Legal	\$	400,000	1
	1		NMTC Closing Cost - Accountant	\$	30,000	1
TOTAL	\$	17,231,000	TOTAL	\$	17,231,000] s -
		, ,			,	<u> </u>
NET BENEFIT TO THE PROJECT* (APPRO	ΣΙΜΔΤ	F)				
NMTC Equity	\$	4,641,000	_			
(CDE Fees & Expenses)	\$	(1,265,000)				
(Consultant & Closing Cost)	\$	(630,000)				
1	† *	(000,000)				
TOTAL	\$	2.746.000				
IOIAL	ب ا	2,740,000				

Hollywood Arts Collective & Career Center - Project Level S&U

SOURCES		Notes
Actors Fund - Fundraising	\$ 10,650,000	Capital campaign underway; separate from this figure, TAF is
		raising \$1MM for the TAF Theater Endowment
Hard Loan	\$ 1,450,000	Supported by cash flow from LACE and WUHO leases
NMTC Equity (net)	\$ 2,746,000	Assumes \$0.70/credit
Deferred Developer Fee	\$ 814,615	
TOTAL	\$ 15,660,615	
USES		Notes
Acquisition Cost	\$ -	Value of land is \$6.785MM. The land will be provided to the project
		for \$1 by the City.
Construction	\$ 6,709,215	
TI/Buildout	\$ 3,350,125	Includes TI/Buildout for The Actors Fund's Career Center
		(\$1.195MM), Theater (\$2MM), Tenants (\$442K)
Hard Cost Contingency	\$ 1,153,486	~11% of hard cost
Rent Concessions	\$ 384,000	
Architecture & Engineering	\$ 845,000	
Government Fees	\$ 500,000	Entitlements, permits, impact fees, utility fees
Financing Costs	\$ 265,361	Hard loan origination fee, legal/Title/reports associated with hard
		loan, capitalized interest for hard debt during construction
		(\$1.45MM debt * 18 mo * 5%)
Soft Costs	\$ 565,000	Includes taxes, insurance, consultants (non-NMTC), market study,
		appraisals, etc.
Soft Cost Contingency	\$ 200,952	
Relocation Expenses	\$ 500,000	
(Existing Tenants)		
TAF Theater Endowment		TAF will be raising a \$1MM endowment to fund theater operations.
		That will be paid outside of QALICB.
Developer Fee	\$ 1,187,476	There is a split between TSA & TAF. Some may be deferred as
		needed for budget.
TOTAL	\$ 15,660,615	

Hollywood Arts Collective & Career Center: Construction & Financing Schedule

Construction Task	Completion Date			
Site Control				
- RFP Awarded	Completed in 2016			
- DDA Executed	Q4 2020, Term Sheet Being Finalized Now			
Zoning	Complete; By Right Construction			
Plans & Specs				
- Schematic Drawings Done	Complete			
- Design Drawings Done	December 2020			
- Construction Drawings Ready to Submit to	January 2021; DDs & CDs Overlap in Timeline			
LADBS				
- Construction Drawings Done	June 2021 (Complete when LADBS Issues Permits)			
Permits				
- File Permit Application to get in Queue	January 2021			
- LADBS Review Starts	February 2021; Two Comments Turns Anticipated			
- Permits Issued	June 2021			
* NOTE: This is a rehab project that does not				
involve adding square footage or changing footprint				
General Contractor Selected	Complete; Local LA Firm			
Construction Starts	June 2021			

Financing Task	Completion Date		
NMTC Allocation	_		
- LADF Decision Regarding Allocation	October 8, 2020		
- Secure Remaining Allocation;	December 2020; LADF Commitment Likely to		
Main Targets: TELACU, Enterprise,	Encourage Other CDEs		
Clearinghouse CDFI			
NMTC Investment			
- Investor Interest Established	Complete; USBCDC, Wells, Chase & Capital One		
	Expressed Interest in Project & Timing		
- Investor Term Sheets	December 2020		
- Investor Selection	January 2021		
Leverage: Fundraising (~\$10.7 million)			
- The Actors Fund Starts Fundraising	Started 2019, ~30% Secured to Date		
- Fundraising Complete*	May 2021; The Actors Fund has Conducted		
	\$10-30MM Capital Campaigns; Sizable Donations		
* Sponsor can obtain a campaign bridge loan if	Anticipated Once NMTCs Secured		
needed. Lenders have expressed interest in that loan.			
Leverage: Hard Loan (~\$1.5 million)			
- Third Party Tenants & Lease Terms Set	Complete; Lease Revenue is Basis for Hard Loan		
- Conversations Started with Lenders	Complete; Conventional & CDFI Lenders Interested		
- Full Underwriting Starts	November/December 2020		
- Term Sheets	January 2021		
- Lender Selection	January/February 2021		
NMTC Counsel Selected	Complete		
Preliminary Structure Set	Complete		
Begin Closing	February 2021		
Complete Closing	June 2021		

Welcome to Hollywood Arts Collective & Career Center



An Overview

An Affordable Arts Hub in Hollywood that:

- (1) Supports those in the local creative economy with employment, financial, health & housing services
 - (2) Hosts free arts exhibitions and emerging artists
- (3) Serves local low-income youth with arts programs

Why "The Arts" Matter in This Moment

A Critical Economic Driver in LA City & County	 The creative economy accounts for 19.7% of the jobs in LA County (pre-Covid-19) In 2017, Los Angeles County's creative industries generated 864,958 jobs (414,945 direct, 450,013 indirect), \$77.9 billion in labor income, and \$207.8 billion in annual output SOURCE: https://www.otis.edu/creative-economy/2019
Covid-19	 In Q2 2020, 98% of location shoots in LA were canceled and 100,000 entertainment workers lost work (<u>LA Times</u>) Since March 13, 2020, The Actors Fund has provided \$15.8MM of emergency grants to those in the entertainment industry
Representation	 The arts and entertainment are about storytelling and representation; who and what we see informs who and what we understand This project supports the storytellers economically, creates space for emerging and diverse artists to perform and grow, and serves local youth (primarily of color) who currently lack arts programming in their schools

The Sponsors

CLICK HERE



The Actors Fund, for everyone in entertainment.



THOMAS SAFRAN & ASSOCIATES

- NOT JUST FOR ACTORS –
 Serves anyone working in tv, film, radio, music, dance, opera, & theatre
- Non-profit
- Founded 1882
- Supports those in the entertainment industry with career, financial, health, housing & social services

- Award winning LA-based affordable housing developer and operator
- 40+ years of experience
- 65 projects and 6,000 units in LA County
- Creates housing that is beautiful and respectful of the people living there

10 Years of Collaboration with The City

- 2010: LA City Department of Cultural Affairs engages The Actors Fund to build affordable housing for artists and perform a needs assessment for LA's arts community*
- 2011: Survey completed with 1,800 individual artists and 131 organizations
 - Finding #1: Artists need substantially more affordable housing
 - Finding #2: Arts organizations identified affordable rehearsal and presentation space as their most important need
- 2016: The Actors Fund and Thomas Safran & Associates win RFP for site, with stated goal of creating a vibrant, affordable arts hub in Hollywood

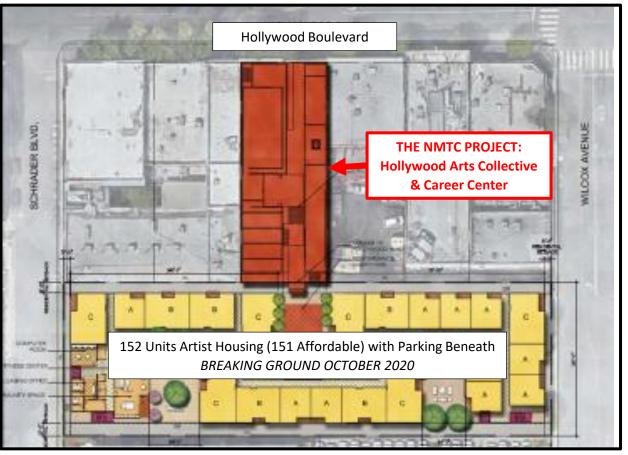
^{*} Needs assessment supported by NEA Mayors' Institute on City Design, ArtPlace and Grammy Foundation.

The Mixed-Use Plan Selected by The City: Affordable Housing & Space for Arts Non-Profits

NOW

ONCE COMPLETE

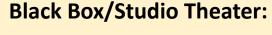




Our NMTC Project

The Actors Fund Training & Career Center:

- 4,800 SF
- New headquarters for The Actors Fund
- 5 meeting rooms (20-77 people each)
- Provides career service/job placement, financial wellness, health insurance, and affordable housing programs to those in the entertainment industry
- Serves 3,000 people/year on-site,
 plus 2,500 in the adjacent housing project,
 a 10% increase for the organization



- 2,900 SF, 64 seats
- Provides free or below-market rehearsal and presentation space for artists in Hollywood
- Provides 300 youth/year in entertainment with
 The Actors Fund's support services
- Serves ~300 low-income youth/year with free arts programming

Exhibition & Collaboration Space:

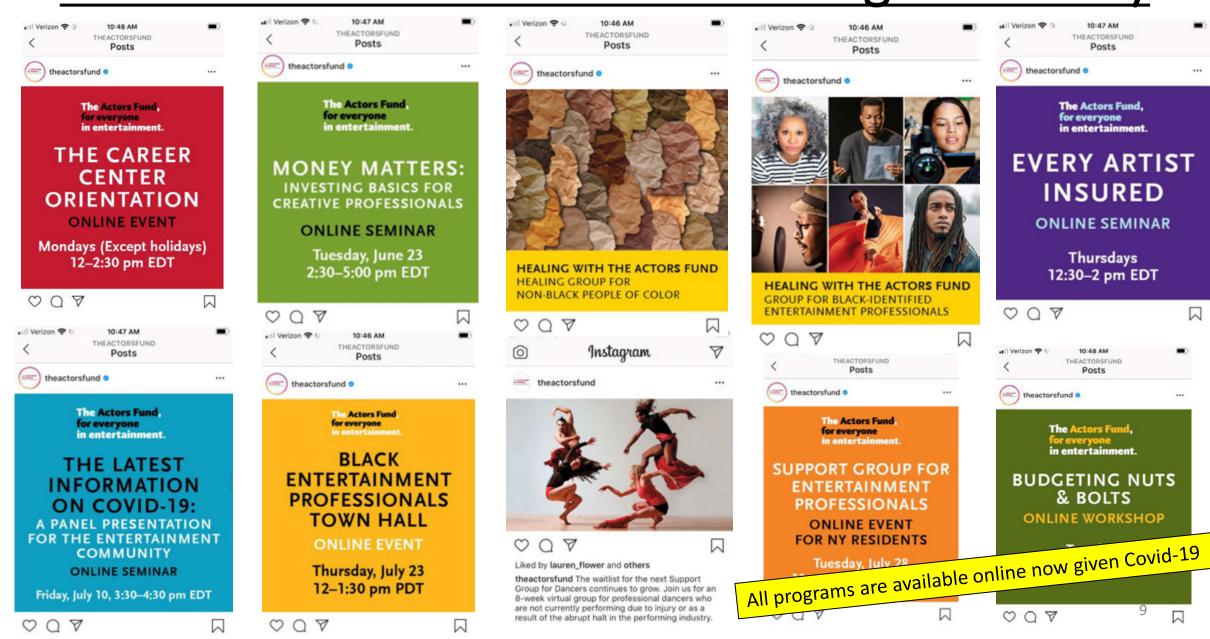
- 7,500 SF
- Split between two long-term tenants, LACE and WUHO, that provide free space for exhibitions, events and workshops
- Presents ~75 arts events/year
- Hosts ~7,400 attendees/year
- Generates at least \$130,000 in revenue for area businesses



Key Benefits

- Vibrant Arts Hub in the Heart of LA: Keeps the arts, an important economic driver for the City, in Hollywood
- People Served: 13,200 people/year with social services (5,500 people/year), after school arts programs (~300 low-income youth/year), and arts exhibitions (7,400 visitors/year)
- Permanent Jobs Created or Retained: 45; at least 80% quality jobs
- Rent: 50-75% below market for tenants; below-market rehearsal space
- Amount The Actors Fund will Save on Rent & Reinvest in Its Programming:
 ~\$275,000 annually
- Number of Exhibits Hosted Annually: At least 75, many will focus on social justice, emerging artists and different voices

Just Some of The Actors Fund's Programs Today



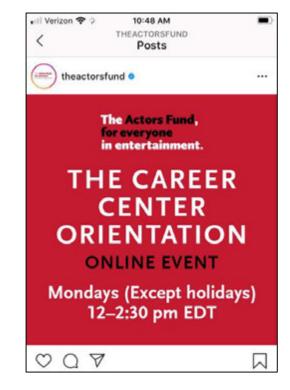
Who The Actors Fund Serves

Career Service Participants

- 75% at 50% AMI or below
- 34% People of Color
- 62% Female

Financial Wellness Participants

- 82% at 50% AMI or below
- 43% People of Color
- 77% Female





The Actors Fund Clients: In Their Own Words









Other Arts Organizations On-Site

Arts Tenants that will Remain On-Site and Provide Exhibition Space & Programming

Possible Partners for Daily, Free Arts Programs Serving Low-Income Youth











The Actors Fund, for everyone in entertainment.

Stakeholders Supporting the Project

- Mayor's Office
- HCID
- Councilmember Mitch O'Farrell
- LA Department of Cultural Affairs
- Hollywood Heritage, Inc.
- SAG AFTRA
- Writers Guild of America, West

- Actors' Equity Association
- International Alliance of Theatrical Stage Employees (IATSE)
- Musicians Local 47
- Nederlander Organization
- Pantages Theater
- Grammy Foundation

Key NMTC Information

- NMTC Allocation Sought: \$17 million, likely two CDEs
- What NMTCs Will Pay For: The rehabilitation of the building and tenant improvements
- Sources of Leverage: Fundraised capital and a small conventional loan supported by rents from LACE and WUHO
- But For: This project will not proceed without NMTCs.

When awarded the RFP, the Sponsor Team and City discussed CDBG funds and other possible funding sources. Given the current state of the City's budget, CDBG is not an option. As a result, the capital campaign for the project has increased. At the same time, donors have said they will not be the only source in the project.

NMTCs will: (1) fill the remaining gap so that the project can move forward, (2) allow donors to make their contributions, and (3) enable the Sponsor Team to provide the arts tenants with rents at least 50% below market.

Why Allocation from LADF Could Make the Difference

- LADF Understands the Importance of the Entertainment Industry in LA: Some CDEs see the arts and entertainment as non-essential and won't seriously consider arts projects. As a local CDE, LADF knows that the arts and entertainment industry are crucial to LA's economic and community health.
- Other CDEs have Expressed Interest if LADF Selects the Project: This is likely a two CDE transaction. At least two other CDEs have stated that LADF's selection of this project would strongly influence their decision to provide allocation, since LADF knows which projects are City priorities.
- Securing Allocation Now Would Immediately Help Project Fundraising:
 Several of The Actors Fund's likely donors to the project have said that they
 will only donate if another source, such as NMTCs, is secured. With an LADF
 commitment, these donors will make their donations to the project quickly.

Thank You for Your Consideration

The Actors Fund, for everyone in entertainment.



Tab 8



WEBSITE PROPOSAL WITH ADA COMPLIANCE AND ONGOING MANAGEMENT October 1, 2020

Client Project:
Los Angeles Development Fund (LADF)

initial
website update/refresh, complete security update,
remediate LADF website to be ADA compliant

ongoing monthly plan website management

INITIAL LADF WEBSITE UPDATE

Work	Comments	
The website update includes but is not limited to a content audit including protocols and updating of all components and enhancements (including mobile), template enhancement, updating of links, content research and revisions, page revisions/additions, substantial creation of revised and new graphics, addition of new articles, reports, etc., updating all statistical data.	Front end and full site backup. Update platforms, software and components. Update to php software is CRITICAL as current version will stop receiving support as of November or December.	
The website needs a complete security and software update as it has vulnerabilities.	There are security updates and patches that need to be enabled or downloaded ASAP.	
Auditing and remediation of entire website to ADA compliance.	https://www.section508.gov/blog/do-section-508-accessibility-standards-apply-to-mywebsite	

MONTHLY WORK

WEBSITE MANAGEMENT

Work	Comments
Monthly maintenance and management includes but is not limited to Content Maintenance, Component Enhancement, Graphic Production, SEO Development, Platform Maintenance. Write and code pages, format new project images, create hidden menu items, create new widgets, tweak and/or reform layouts, update meeting info, update metrics, add new projects, add new content.	
Review security protocols. Regular security and software updates. Backups.	We monitor the site so that it is protected, maintained, backed up and secure.
Regular auditing and remediation of the website for ADA compliance.	Compliance is a perpetual task as changes to the website require compliance.

BUDGET

INITIAL WEBSITE UPDATE INCLUDING ADA COMPLIANCE REMEDIATION - complete website update/refresh, complete security update, audit and remediate website to be ADA compliant \$13,500

MONTHLY WORK -

website management including <u>ongoing ADA compliance</u>
up to 25 hours per month @\$150 per hour = \$ 3,750

Invoices are due and payable within 30 days of presentation.



WEBSITE

http://ladfnewmarkets.org/

SOCIAL MEDIA

https://twitter.com/LADFNewMarkets

https://www.facebook.com/LosAngelesDevelopmentFund/

https://www.linkedin.com/company/losangelesdevelopmentfund/

DIGITAL NEWSLETTER

http://ladfnewmarkets.org/index.php/media-metrics/newsletter

https://mailchi.mp/7d477fe35ee4/welcome-to-the-city-of-los-angeles-development-fund? e=[UNIQID]

 $\frac{https://mailchi.mp/96a7375e16ab/welcome-to-the-city-of-los-angeles-development-fund?}{e=[UNIQID]}$

 $\frac{https://mailchi.mp/dfd104f9ae31/welcome-to-the-city-of-los-angeles-development-fund?}{e=[UNIQID]}$

https://mailchi.mp/ef7500300281/ladf-january-newsletter-were-looking-for-investment-opportunities-in-distressed-communities?e=[UNIQID]

 $\frac{https://mailchi.mp/5d180346eb22/welcome-to-the-city-of-los-angeles-development-fund?}{e=[UNIQID]}$

LADF website ladfnewmarkets.org stats March 2019 - March 2020 from Hosting company InMotion

Month	Unique visitors	Number of visits	Pages	Hits
Mar 2019	2,539	3,467	10,571	32,063
Apr 2019	2,186	3,344	10,747	30,271
May 2019	1,843	2,888	9,589	30,903
Jun 2019	1,351	2,156	7,534	24,346
Jul 2019	1,216	2,097	8,326	25,824
Aug 2019	1,983	3,260	13,412	28,073
Sep 2019	1,720	2,637	7,336	21,268
Oct 2019	1,845	2,902	10,543	29,966
Nov 2019	1,408	2,159	7,338	22,182
Dec 2019	1,623	2,663	8,546	21,922
Jan 2020	1,867	2,820	12,671	31,059
Feb 2020	1,363	2,132	9,396	27,883
Mar 2020	2,065	5,229	15,756	43,059
TOTALS	23,009	37,754	131,765	368,819

Unique visitors - A unique visit is a first time visitor. This visit is tracked only if the visitor allows cookies to be enabled. This number is generally lower because of that.

Number of visits - This is an individual visit who arrives and proceeds to browse.

Pages - This is how many pages are viewed by visitors.

Hits - How many files are seen per page by a visitor

MAR 2020 SUMMARY 28 10.9K FEB 2020 SUMMARY Tweet impressions 32 10.4K Profile visits Mentions JAN 2020 SUMMARY Tweets Tweet impressions 32 12.3K DEC 2019 SUMMARY Tweets Tweet impressions 31 12.1K NOV 2019 SUMMARY 32 11.1K OCT 2019 SUMMARY Tweets 32 11.6K SEP 2019 SUMMARY Tweets Tweet impressions 31 12.1K AUG 2019 SUMMARY 33 11.5K JUL 2019 SUMMARY Tweets Tweet impressions 33 12.8K JUN 2019 SUMMARY Tweets Tweet impressions 37 13.3K MAY 2019 SUMMARY Tweets Tweet impressions 35 13.8K APR 2019 SUMMARY Tweets Tweet impressions 15.5K 30 MAR 2019 SUMMARY

Tweet impressions

17.7K

Tweets

13

Twitter stats https://twitter.com/LADFNewMarkets March 2019 - March 2020 165,000+ tweet impressions

LADF Monthly email Newsletter stats

The newsletters are available on the LADF website at http://ladfnewmarkets.org/index.php/media-metrics/newsletter

- Approximately 600 names on mailing list
- 5 newsletters sent October 2019 through February 2020
- Total of approx 3000 emails sent (5 x 600)
- Total 1240 emails opened
- 41.3% open rate