

300 East Main Street Budget Comparison Analysis 11/1/2022

| | Cu | rrent Budget | Re | evised Budget | VARIANCE | Comments |
|-----------------------------------|-------|--------------|----|---------------|--------------|--|
| | | (A) | | (B) | (B - A) | |
| | | 2/17/2022 | | 10/27/2022 | | |
| Financing Assumptions | | | | | | |
| Tax Credit Rate | | 4.00% | | 4.00% | | |
| Tax Credit Pricing | | \$0.95 | | \$0.95 | | \$0.95 pricing per Truist term sheet |
| Permanent Interest Rate | 4.55% | | | 6.00% | 1.45% | |
| Amortization Period | | 40 | | 40 | | |
| Sources | | | | | | |
| Federal LIHTC Equity | \$ | 11,967,178 | \$ | 12,615,407 | \$ 648,229 | Tax credit equity increase due to higher construction costs |
| 1st Mortgage | | 15,220,000 | | 14,198,000 | (1,022,000) | Rising interest rates decreased 1st mortgage loan proceeds |
| Durham County Loan | | 9,765,000 | | 11,265,000 | 1,500,000 | Additional funds to fill financing gap |
| Deferred Developer Fee | | - | | 543,258 | 543,258 | LSR to defer 40% of developer fee |
| Total Sources | \$ | 36,952,178 | \$ | 38,621,665 | \$ 1,669,487 | |
| Uses | | | | | | |
| Hard Costs | | | | | | |
| Residential | \$ | 20,426,091 | \$ | 22,463,775 | \$ 2,037,684 | Cost per GC based on subcontractor pricing received 10.14.22 |
| Childcare Center | · | 1,978,933 | • | 1,978,933 | - | |
| Sitework | | 1,514,836 | | 1,651,840 | 137,004 | |
| General Conditions | | 1,429,396 | | 1,624,473 | 195,077 | |
| GC Profit and Overhead | | 1,824,064 | | 2,295,922 | 471,858 | |
| Total Construction Contract | \$ | 27,173,320 | \$ | 30,014,943 | \$ 2,841,623 | |
| Construction Cost Escalation | | 1,630,399 | | - | (1,630,399) | |
| Hard Cost Contingency | | 1,358,666 | | 1,500,747 | 142,081 | Based on required 5% contingency |
| Total Hard Costs | \$ | 30,162,385 | \$ | 31,515,691 | \$ 1,353,306 | |
| Soft Costs | | | | | | |
| Design/Financing/Other Soft Costs | \$ | 4,155,400 | \$ | 4,471,393 | \$ 315,993 | |
| Development Fee | • | 1,485,000 | • | 1,485,000 | - | |
| Reserves | | 759,393 | | 807,726 | 48,333 | |
| Land Cost | | 390,000 | | 341,855 | (48,145) | |
| Total Development Costs | \$ | 36,952,178 | \$ | 38,621,665 | \$ 1,669,487 | |
| Surplus(GAP) | | _ | - | 0 | (0) | |

| Repayment Source for addition to County Loan (at Permanent Loan Conversion) | | | | Comments |
|---|--|----|-----------|----------|
| 5% rent increase on 60% and 80% AMI units | | \$ | 800,000 | |
| Savings on Construction Interest compared to budget | | | 600,000 | |
| Rate lock on CRBT permanent loan at 5.75% at Initial Closing | | | 400,000 | |
| Reduction of Operating Reserve to 4 months of operations and debt service | | | 250,000 | |
| Total Repayment Sources | | \$ | 2,050,000 | |
| Increase in Durham County Loan | | \$ | 1,500,000 | |
| | | | | |