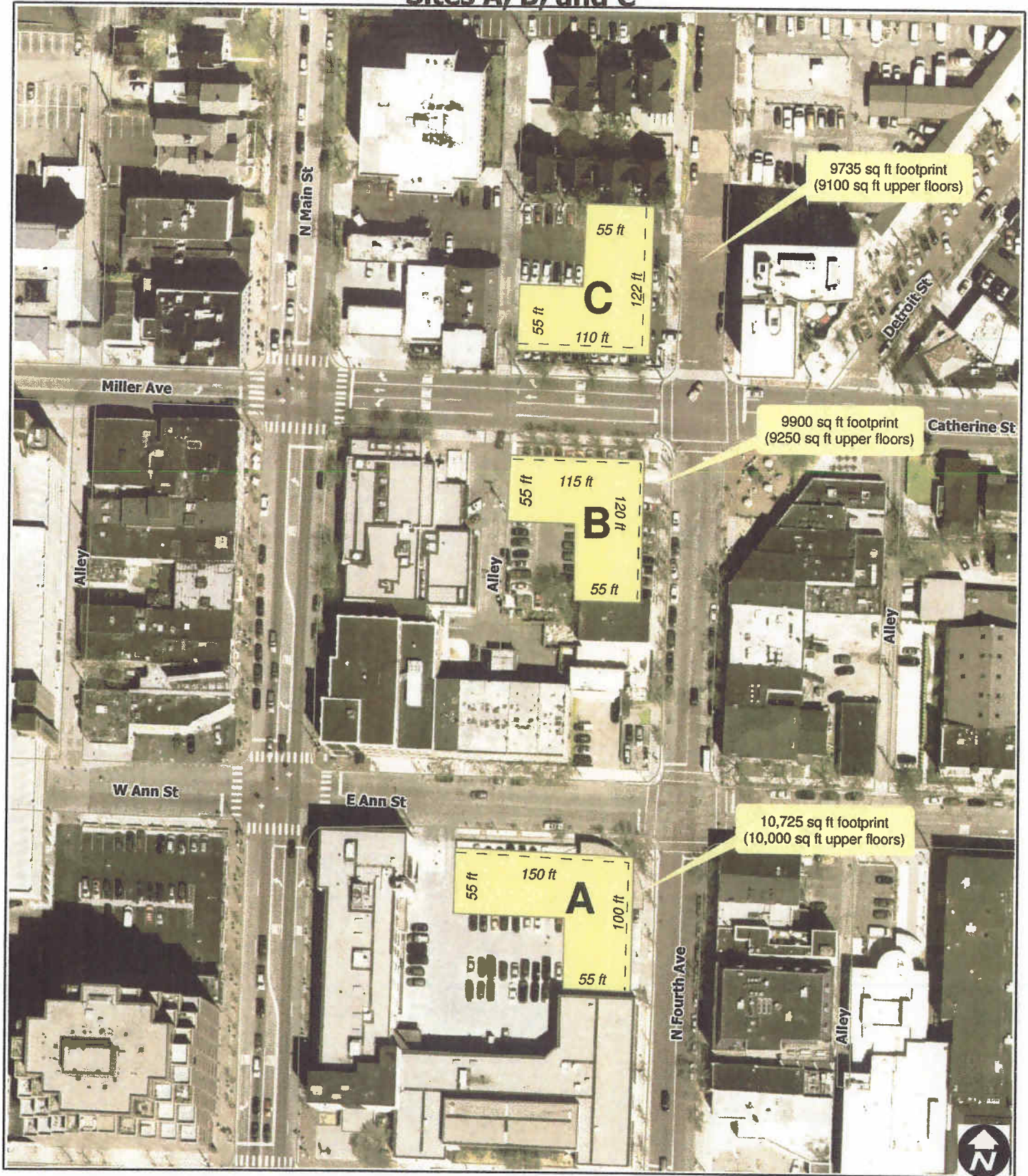


100 Units Replacement Housing: Sites A, B, and C



Map Legend
→ Railroads



Maps available online:
<http://gisweb.ewashtenaw.org/website/mapwashtenaw/>

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Replacing the Former Y Housing Units in the Downtown: Key Assumptions about a Residential or Mixed-Use Tower Project

Site Development & Construction

- **Zoning:** The Courthouse is currently zoned PL (Public Land). Both 4th/Catherine sites are zoned C2B/R. The PL zoning has no restrictions on height, use, size, set-backs and floor area and therefore 60 – 100 units of affordable housing could be built on the site without rezoning. However, the C2B/R zoning would only allow 8 units to be built on either site. Consequently, it is recommended that the sites be rezoned to D2 as recommended by the A2D2 Recommendations. The attached financial scenarios assume the sites are zoned appropriately.
- **Courthouse:** If the Courthouse site is used, space is still available to expand the Courthouse at a future date or at the same time as the affordable housing.
- **Stick built vs. Steel Frame:** Wood frame construction is less costly to build than steel-frame construction. The typical local cost per unit to construct a residence or mixed-use tower ranges from \$110-\$135/square foot. Because the bathroom and kitchenette take up a significant proportion of space, the square foot cost for this calculation is \$120 - \$145/square foot. However, wood frame construction is permitted only up to 4-stories, above which steel frame with poured or pre-cast concrete is required. Steel frame cost per unit ranges from \$135-\$200/square foot. Again, due to the large proportion of kitchen and bath space, \$145 - \$210/square foot were used.
- **Energy Efficiency & LEED:** The higher end cost estimate includes energy efficient and renewable elements that would qualify the tower to be *Leadership in Energy and Environmental Design* (LEED) certified.
- **Land Cost:** All construction financing and cost scenarios outlined are based on a land acquisition cost of \$0 for the affordable housing. Extra points will be scored on the tax credit application by donating the land. For the retail space, the land cost is assumed to be \$100/sq foot. The City and County surface lot sites range from 16,700 sq feet to 20,000 sq feet, which would be a land value of \$1,670,000 to \$2,000,000. The land value for retail is a proportion of the estimated market value of the site.
- **Parking:** Scenarios presented have minimal or no parking added, though the Courthouse lot scenario would seek to preserve the existing underground parking and potentially 5 – 15 surface spaces for users of the building. All three proposed locations are located within 1.5 blocks of the Ann-Ashley parking structure, and proximate to numerous on-street parking. Further, the cost to add public parking to a project at one of these sites would be costly, and might lead to a project design that is less pedestrian-friendly. If needed, an additional level/floor could be added to the Ann-Ashley parking structure at considerably less cost per parking space.
- **Retail:** The inclusion of first floor retail/commercial/etc. will require more than 4 stories at all sites, and thus steel frame construction. The inclusion of first floor commercial space at the two sites on Catherine/4th will increase the building's consistency with the surrounding area. It

would, however, be more costly to develop than an all-residential tower with only four stories. If A2D2 recommendations are adopted, they recommend but do not require 1st floor active uses.

- **Unit Size:** Units could range in size from 400-550 square feet studios, with layout and amenities of individual units to be determined based on target tenant needs, financing options and related regulations, and cost. Tax investors in today's market may require larger units than are necessitated by the tenant needs, due to considerations for the marketability of the units after the tax credit compliance period has ended. A layout that includes a common kitchen, shared baths and individual bedrooms would be less expensive to build. However, that housing model is no longer supported as a best practice by MSHDA and would not get support from Tax Credit investors either.

Operating Costs and Financial Considerations

- **Project Based Vouchers:** Operating costs are based on the acquisition of HUD project-based section eight or other housing vouchers for all units, which provide additional rental income – up to fair market rate – over and above a prescribed percentage of tenant incomes. The incomes of the target population are expected to average close to 15% AMI, which means affordable rents will need to be around \$215/month. However, \$215/month will not provide enough revenues to cover expenses. Therefore, the project will need to set the income target at 50% AMI in order to secure project-based Section 8 vouchers with rents at the 50% AMI level of \$690/month. The tenants will pay 30% of their incomes and the project-based Section 8 vouchers will cover the remaining rent.
- **Qualified Census Tract:** The parcels are all in Qualified Census Tracts and therefore qualify for 130% of basis for tax credit purposes. This is a good thing and brings more tax credits to the project, despite an historic low credit market of 76 cents on the dollar used for these scenarios.
- **Soft Costs:** The soft costs (such as legal fees, application fees, rent-up reserves) of this development project will be greater than a typical traditional, market-rate project of similar size and character. This increased cost is due to the necessity of securing multiple public and private financing sources, and the corresponding staff time and complexity of regulatory requirements in this type of financing. Additionally, the development, design, and disposition of a project of this nature will bring varied input from the community, and specific stakeholders. And, while a high level of community input is consistent with the values of the City, and ultimately the success of this project, it brings with it additional design costs.
- **Commercial Revenue:** Including commercial space may include financial benefits associated with: **New Market Tax Credits and Brownfield funds.** (needs exploration) A phase I is needed to determine if the sites are eligible for Brownfield funds. This is not recommended unless it is determined that commercial space and a steel-frame tower is preferable. A Brownfield TIF does not make financial sense on a project that is 100% affordable housing because the taxes are less than \$1000/year. New Market Tax Credits can only be used if the project includes at least 20% of the revenue from non-housing related activities. NMTC's offer below-market rate loans, if the project is infeasible using private-sector market rate financing.

Population and Related Services & Site Characteristics

- These units will be targeted to very low-income single adults who have significant challenges related to achieving and maintaining stable housing. This population will include, but not be limited to those who: are homeless or chronically homeless; have a disability or health issue including HIV/AIDS; are veterans; have a mental illness or are chemically dependent; or are on probation or parole.
- Supportive housing research supports a *single/controlled entrance with front desk security* to work most effectively when housing and providing services to the “hardest to house” individuals described above. This approach increases the likelihood that tenants with a history of housing failure in more open settings can succeed in achieving housing stability. A single/controlled entrance minimizes the impact of risky behavior, illegal activities, and unwanted or predatory guests entering the building;
- In order to accommodate and support site-based delivery of services, the site will have a minimum of 5,000 square feet of common/community space, counseling offices, and meeting rooms. Supportive services are designed to maximize housing stability for individual tenants, foster community and social interaction among tenants, and minimize negative impact on the surrounding area. If a 8-9 story building is constructed, additional office space can be made available for County or City human service-related offices such as PORT, or rented at below-market rent rates to other non-profits.
- The concentrated number of units in one location will maximize the ability of mainstream service providers such as Community Support and Treatment Services and local healthcare systems to devote on-site personnel to the residents living in this development. This supplementary contribution will significantly offset the additional funding needed to provide supportive housing services within this residential tower.

Additional Assumptions and Considerations

- The workgroup has compiled and presented scenarios for either a 60 to 68-unit or 100-unit residence tower to replace the 100 units of affordable housing formerly provided at the Ann Arbor Y. In the event that cost, community input, and other design considerations favor a 60-unit development, or anything less than 100 units, the workgroup has researched potential alternatives for replacement of the additional units of supportive housing. Six of these units have already been secured near the downtown at Avalon’s Pear Street project. 20-40 more units may be secured through project-based vouchers, or alternative supportive housing service funding as a part of the Avalon-WAHC merger, and an additional 22 units are being proposed as a part of a larger affordable housing development on North Main Street. Further, recent funding initiatives such as the Joint Integrated Funding Model (JIF), and the work of the Supportive Housing Task Force have created increased likelihood that appropriately located supportive housing can be created utilizing existing stock such as those downtown units operated by the Ann Arbor Housing Commission, or nonprofit-owned and operated units.

These alternatives are not as advantageous as the proposed concentrated supportive housing tower model for housing our community's highest need population. However, when considered as supplements to this larger housing development, smaller clusters of supportive housing make sense for a portion of the former Y units.

Assumption: PL or D2 Interface and 4 story stick-built buildings

	County Courthouse	County lot 4th/Catherine	City lot 4th/Catherine	County lot 4th/Catherine 68 units	City lot 4th/Catherine 68 units
Useable Floor Area					
Floor 1 Office	5,000	9,900	9,735	5,940	5,825
Floor 1 Other	5,725			3,960	3,910
Floor 2	10,725	9,900	9,735	9,900	9,735
Floor 3	10,725	9,900	9,735	9,900	9,735
Floor 4	10,725	9,900	9,735	9,900	9,735
TOTAL	42,900	39,600	38,940	39,600	38,940
Use					
Floor 1	Office & Services/pkg ramp	Office & Services	Office & Services	Office & Services/ 8 units	Office & Services/ 8 units
Floor 2	Afford Hsg	Afford Hsg	Afford Hsg	Afford Hsg	Afford Hsg
Floor 3	Afford Hsg	Afford Hsg	Afford Hsg	Afford Hsg	Afford Hsg
Floor 4	Afford Hsg	Afford Hsg	Afford Hsg	Afford Hsg	Afford Hsg
Housing Character					
Number of Units	60	60	60	68	68
Size	465	430	425	430	425
Type	Studio	Studio	Studio	Studio	Studio
Total Rent (tenant + voucher)	\$600/mo	\$600/mo	\$600/mo	\$600/mo	\$600/mo
FINANCIAL - Development					
Developer Fee	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
LOW Hard & Soft costs \$120 sq ft	\$5,148,000	\$4,752,000	\$4,672,800	\$4,752,000	\$4,672,800
HIGH Hard & Soft costs \$145 sq ft	\$6,220,500	\$5,742,000	\$5,646,300	\$5,742,000	\$5,646,300
Addtl tax credit related costs	\$180,000	\$180,000	\$180,000	\$200,000	\$200,000
Total Develop Costs LOW	\$6,328,000	\$5,932,000	\$5,852,800	\$5,952,000	\$5,872,800
Total Develop Costs HIGH	\$7,400,500	\$6,922,000	\$6,826,300	\$6,942,000	\$6,846,300
Per Unit LOW	\$105,467	\$98,867	\$97,547	\$87,529	\$86,365
Per Unit HIGH	\$123,342	\$115,367	\$113,772	\$102,088	\$100,681
TDC Sq ft - LOW	\$148	\$150	\$150	\$150	\$151
TDC Sq ft - HIGH	\$173	\$175	\$175	\$175	\$176
FINANCIAL - Operating					
Services - Annual per unit LOW	\$3,777	balance after mainstream coverage		Total Annual LOW	\$226,620
Services - Annual per unit HIGH	\$5,853			Total Annual HIGH	\$351,180
Per Unit Operating Cost LOW	\$5,200			Total Annual LOW	\$312,000
Per Unit Operating Cost HIGH	\$6,000			Total Annual HIGH	\$360,000
Per Unit Revenue LOW	\$6,696	\$600/mo rent		Total Annual LOW	\$401,760
Per Unit Revenue HIGH	\$7,700	\$690/mo rent		Total Annual HIGH	\$462,024

* 7% vacancy

UTILITIES					
Peak Residential Load (gpm)	33	33	33	38	38
Peak Office Load (gpm)	1	2	2	1	1
Total Peak Load (cfs)	0.08	0.08	0.08	0.09	0.09
FDD Equivalents	9	9	9	10	10

UTILITIES COSTS					
Sanitary Sewer Costs *	\$100,000	\$100,000	\$0-\$100,000	\$100,000	\$0-\$100,000
Water Costs	\$125,000	\$260,000	\$340,000	\$260,000	\$340,000
Storm Water Costs **	\$50,000-\$170,000	\$43,000-\$163,000	\$41,000-\$161,000	\$43,000-\$163,000	\$41,000-\$161,000
FDD Mitigation Costs	\$90,000	\$90,000	\$90,000	\$100,000	\$100,000
TOTAL UTILITY COSTS	\$365,000-\$485,000	\$493,000-\$613,000	\$471,000-\$691,000	\$503,000-\$623,000	\$481,000-\$701,000

* Cost varies depending on sanitary sewer tap location

* Cost includes detention and allowance for water quality BMP's (green roofs could add \$250,000)

Assumption: Steel Frame with poured concrete or pre-cast concrete to build 100 units

	County Courthouse	County lot 4th/Catherine	City lot 4th/Catherine
Useable Floor Area			
Floor 1	5,000	9,900	9,735
Floor 1 Parking	5,725		
Floor 2	10,725	9,900	9,735
Floor 3	10,725	9,900	9,735
Floor 4	10,725	9,900	9,735
Floor 5	10,000	9,250	9,100
Floor 6	10,000	9,250	9,100
Floor 7	10,000	9,250	9,100
Floor 8	0	9,250	9,100
TOTAL	72,900	76,600	75,340
Use			
Floor 1	Retail/pkg ramp	Retail	Retail
Floor 2	Office/Services	Office/Services	Office/Services
Floor 3	Afford Hsg	Afford Hsg	Afford Hsg
Floor 4	Afford Hsg	Afford Hsg	Afford Hsg
Floor 5	Afford Hsg	Afford Hsg	Afford Hsg
Floor 6	Afford Hsg	Afford Hsg	Afford Hsg
Floor 7	Afford Hsg	Afford Hsg	Afford Hsg
Floor 8	Afford Hsg	Afford Hsg	Afford Hsg
Housing Character			
Number of Units	100	100	100
Size	550	500	490
Type	Studio	Studio	Studio
Total Rent (tenant + voucher)	\$690/mo	\$690/mo	\$690/mo
FINANCIAL - Development Housing			
Developer Fee	\$1,000,000	\$1,000,000	\$1,000,000
LOW \$145 sq ft	\$10,570,500	\$9,671,500	\$9,512,725
HIGH \$210 sq ft	\$15,309,000	\$14,007,000	\$13,777,050
Addtl tax credit related costs	\$300,000	\$300,000	\$300,000
Total Develop Costs Housing LOW	\$11,870,500	\$10,971,500	\$10,812,725
Total Develop Costs Housing HIGH	\$16,609,000	\$15,007,000	\$14,777,050
Per Unit LOW	\$118,705	\$109,715	\$108,127
Per Unit HIGH	\$166,090	\$150,070	\$147,771
TDC - sq ft - LOW	\$163	\$164	\$165
TDC - sq ft - HIGH	\$228	\$225	\$225
FINANCIAL - Development Retail			
Developer Fee	\$150,000	\$250,000	\$250,000
Land Cost (as proportion of building)	\$137,174	\$225,076	\$215,788
LOW \$145 sq ft	\$725,000	\$1,435,500	\$1,411,575
HIGH \$210 sq ft	\$1,050,000	\$2,079,000	\$2,044,350
Total Develop Costs Retail LOW	\$1,012,174	\$1,910,576	\$1,877,363
Total Develop Costs Retail HIGH	\$1,337,174	\$2,554,076	\$2,510,138
FINANCIAL - Operating Retail			
Debt Service NMT (2% 7 yrs, 20 yr amort) - LOW	\$61,343	\$115,790	\$113,776
Debt Service NMT (2% 7yrs, 20 yr amort) - HIGH	\$81,040	\$154,790	\$152,127
Retail Revenue - LOW (NNN) \$20/sq ft	\$100,000	\$198,000	\$194,700
Retail Revenue - HIGH (NNN) \$22/sq ft	\$110,000	\$217,800	\$214,170
FINANCIAL - Operating Housing and Services			
Support Services - Annual per unit LOW	\$2,678	Total Annual LOW	\$267,800
Support Services - Annual per unit HIGH	\$4,848	Total Annual HIGH	\$484,800
Per Unit Operating Cost LOW	\$5,200	Total Annual LOW	\$520,000
Per Unit Operating Cost HIGH	\$6,000	Total Annual HIGH	\$600,000
Per Unit Revenue FMR rents (\$690/mo)	\$7,700	Total Annual	\$770,040

STEEL-FRAME cont'd

UTILITIES			
Peak Residential Load (gpm)	56	56	56
Peak Retail Load (gpm)	0	3	3
Peak Office Load (gpm)	3	2	2
Total Peak Load (cfs)	0.13	0.13	0.13
FDD Equivalents	15	15	15

UTILITIES COSTS			
Sanitary Sewer Costs *	\$100,000	\$100,000	\$0-\$100,000
Water Costs	\$125,000	\$260,000	\$340,000
Storm Water Costs **	\$50,000-\$170,000	\$43,000-\$163,000	\$41,000-\$161,000
FDD Mitigation Costs	\$150,000	\$150,000	\$150,000
TOTAL UTILITY COSTS	\$425,000-\$545,000	\$553,000-\$673,000	\$531,000-\$751,000

* Cost varies depending on sanitary sewer tap location

* Cost includes detention and allowance for water quality BMP's (green roofs could add \$250,000)

Financing downtown affordable units - Potential Scenarios

Assumption: Land is donated and project-based vouchers are secured

LOW END

Funding Source	County Courthouse 60 units stick built	County lot 4th/Catherine 60 units stick built	City lot 4th/Catherine 60 units stick built	County Courthouse 100 units steel frame	County lot 4th/Catherine 100 units steel frame	City lot 4th/Catherine 100 units steel frame
9% Tax Credits (.76)	\$5,493,478	\$5,141,354	\$5,070,930	\$10,377,409	\$9,578,018	\$9,436,835
MSHDA PSH	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000
FHLB (750K max)	\$0	\$0	\$0	\$300,000	\$300,000	\$300,000
DDA	\$300,000	\$300,000	\$300,000	\$400,000	\$400,000	\$400,000
Green grants	\$50,000	\$50,000	\$50,000	\$100,000	\$100,000	\$100,000
City FDD credits	\$90,000	\$90,000	\$90,000	\$150,000	\$150,000	\$150,000
City Cash	\$194,522	\$150,646	\$141,870	\$343,091	\$243,482	\$225,890
City Fee Reduction						
TOTAL	\$6,328,000	\$5,932,000	\$5,852,800	\$11,870,500	\$10,971,500	\$10,812,725
	\$6,328,000	\$5,932,000	\$5,852,800	\$11,870,500	\$10,971,500	\$10,812,725

HIGH END

Funding Source	County Courthouse 60 small units stick built	County lot 4th/Catherine 60 small units stick built	City lot 4th/Catherine 60 small units stick built	County Courthouse 100 units steel frame	County lot 4th/Catherine 100 units steel frame	City lot 4th/Catherine 100 units steel frame
9% Tax Credits (.76)	\$6,447,145	\$6,021,662	\$5,936,566	\$14,590,883	\$13,166,384	\$12,961,913
MSHDA PSH	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000	\$200,000
FHLB	\$0	\$0	\$0	\$500,000	\$500,000	\$500,000
DDA	\$300,000	\$300,000	\$300,000	\$400,000	\$300,000	\$300,000
Green grants	\$50,000	\$50,000	\$50,000	\$100,000	\$100,000	\$100,000
VA fund				\$300,000	\$300,000	\$300,000
City FDD credits	\$90,000	\$90,000	\$90,000	\$150,000	\$150,000	\$150,000
City Cash	\$313,355	\$260,338	\$249,734	\$368,117	\$290,616	\$265,137
City Fee Reduction						
TOTAL	\$7,400,500	\$6,922,000	\$6,826,300	\$16,609,000	\$15,007,000	\$14,777,050
	\$7,400,500	\$6,922,000	\$6,826,300	\$16,609,000	\$15,007,000	\$14,777,050

Support Services	60 units - LOW	60 units - HIGH	100 units LOW	100 units HIGH
DDA	\$100,000	\$100,000	\$100,000	\$100,000
City and JIF	\$126,620	\$251,180	\$167,800	\$384,800
TOTAL	\$226,620	\$351,180	\$267,800	\$484,800
	\$226,620	\$351,180	\$267,800	\$484,800

LOW = mainstream paying for partial cost

Proposed: \$1M from sale of y site to create support service reserve

100 Unit Building with Front Desk, Housing Chronically Homeless Individuals

Personnel

Salaries	FTE	Cost	
Case Manager/Skills Worker	4	\$ 152,000	\$38,000 Annual - Broker Mainstream Srvcs, Provide Crisis Intervention & Supportive Counseling, Life Skills (Potential 50% Mainstream Supplement)
Van Driver(s)	1.5	\$ 45,000	\$15/hour @ 60 hrs per week coverage -to supplement AATA coverage, & accommodate vulnerable tenants
Desk Staff*	4.2	\$ 141,960	\$15/hour @ 182 Week coverage - Front desk model to maximize security, safety, & structure of environment
Recovery Groups	0.4		AA, NA, and related peer-led social support groups
Daily Groups	0.4	\$ 16,000	\$20/hour - daily social support groups (Interns and in-kind)
Psychiatric Eval & Med Mgmt	0.2	\$ 38,000	\$100/hour for tenants who don't qualify for CMH (Potential 100% Mainstream or in-kind Supplement)
Project Coordinator	0.75	\$ 42,000	\$56,000 Annual - Coord. And Supervise Service delivery, Trouble Shoot, and liaison w/ Property Mgr.
Nurse Practitioner	0.3	\$ 18,000	\$50,000 annual - 8-hour weekly on-site health clinic (Potential 100% Mainstream or in-kind Supplement)
Total Salary		\$ 452,960	
Employee Benefits			
Social Security	up to	\$ 30,600	
Insurance - Life & Health	up to	\$ 56,000	
Retirement	up to	\$ 12,000	
Workers' Comp	uo to	\$ 8,000	
Total Benefits		\$ 106,600	
Total Personnel		\$ 559,560	

Program Expenses

Contracted Payee Services	\$ 7,500	\$25/tenant/month for 25 tenants
Communications	\$ 14,000	Telephone lease & monthly charges, cell phones for staff use
Utilities - Common Service/Community Areas*	\$ 26,000	
Office Supplies	\$ 3,500	
Van Leasing, Ins., Fuel	\$ 16,000	
Equipment	\$ 3,000	
Total Program Expenses	\$ 70,000	

Direct Assistance to Tenants

Meals & Food Assistance	\$ 18,000	If On-site Pantry/Groceries
Recreational & Community Activities	\$ 5,200	
Total Direct Asst.	\$ 23,200	

* The unit cost does not reflect these items, as they are considered *Operating*, rather than supportive services

TOTAL COST	\$ 652,760	\$ 6,528 per unit
TOTAL SERVICES ONLY	\$ 484,800	\$ 4,848 per unit
W/ MAINSTREAM SUPPLEMENT	\$ 267,800	\$ 2,678 per unit

60 Unit Building with Front Desk, Housing Chronically Homeless Individuals

Personnel

Salaries	FTE	Cost	
Case Manager/Skills Worker	2.5	\$ 95,000	\$38,000 Annual - Broker Mainstream Svcs, Provide Crisis Intervention & Supportive Counseling, Life Skills (Potential 50% Mainstream Supplement)
Van Driver(s)	1	\$ 31,200	\$15/hour @ 40 hrs per week coverage -to supplement AATA coverage, & accommodate vulnerable tenants
Desk Staff*	4.2	\$ 141,960	\$15/hour @ 182 Week coverage - Front desk model to maximize security, safety, & structure of environment
Recovery Groups	0.25		AA, NA, and related peer-led social support groups
Daily Groups	0.25	\$ 10,400	\$20/hour - daily social support groups (In-kind and Intern)
Psychiatric Eval & Med Mgmt	0.1	\$ 19,000	\$100/hour for tenants who don't qualify for CMH (Potential 100% Mainstream Supplement)
Project Coordinator	0.5	\$ 28,000	\$56,000 Annual - Coord. And Supervise Service delivery, Trouble Shoot, and liaison w/ Property Mgr.
Nurse Practitioner	0.3	\$ 18,000	\$50,000 annual - 8-hour weekly on-site health clinic (Potential 100% Mainstream or in-kind Supplement)
Total Salary		\$ 343,560	
Employee Benefits			
Social Security	up to	\$ 26,282	
Insurance - Life & Health	up to	\$ 48,098	
Retirement	up to	\$ 10,307	
Workers' Comp	up to	\$ 6,871	
Total Benefits		\$ 91,559	
Total Personnel		\$ 435,119	

Program Expenses

Contracted Payee Services	\$ 4,500	\$25/tenant/month for 15 tenants
Communications	\$ 14,000	Telephone lease & monthly charges, cell phones for staff use
Utilities - Common Services/Community Areas*	\$ 22,000	
Office Supplies	\$ 3,500	
Van Leasing, Ins., Fuel	\$ 16,000	
Equipment	\$ 3,000	
Total Program Expenses	\$ 63,000	

* The unit cost does not reflect these items, as they are considered *Operating*, rather than supportive services

Direct Assistance to Tenants

Meals & Food Assistance	\$ 13,000	On-site Pantry/Groceries
Recreational & Community Activities	\$ 4,000	
Total Direct Asst.	\$ 17,000	

TOTAL COST	\$ 515,119	\$ 8,585 per unit
TOTAL SERVICES ONLY	\$ 351,159	\$ 5,853 per unit
W/ MAINSTREAM SUPPLEMENT	\$ 226,659	\$ 3,777 per unit