

Cubikko - Wynwood Miami



Team Code: 2019-534

1. Summary Pro Forma

	Pre-closing 2020-2021	Phase I 2022	2023	Phase II 2024	2025	Phase III 2026	2027	2028	2029	2030	Sale 2031
<b>Net Operating Income</b>											
Market-Rate Multifamily	-	-	-	1,248,916	2,578,720	2,681,679	2,787,726	2,877,502	9,330,070	16,300,962	16,930,874
Affordable Lease-Purchase Housing <sup>1</sup>	-	-	-	4,284,171	8,707,970	8,849,465	8,992,836	9,138,090	9,285,237	9,434,285	9,585,238
Co-working/Office/Commercial	-	-	-	3,510,195	7,010,568	7,005,583	7,743,531	7,733,161	15,727,904	23,713,787	23,693,866
Retail	-	-	-	2,422,326	4,838,444	5,582,937	6,837,471	6,830,146	8,809,333	10,634,326	10,624,468
Auditorium & Museum Facility	-	-	-	-	-	1,495,673	2,991,345	2,991,345	3,140,912	3,140,912	3,140,912
Structural Parking	-	-	-	109,953	223,331	476,970	743,306	759,783	1,567,247	2,417,082	2,477,341
College	-	-	-	-	-	2,237,625	4,475,250	4,475,250	4,922,775	4,922,775	4,922,775
Development Fees	(245,003)	(1,980,439)	(2,053,535)	(2,571,301)	(2,815,611)	(2,170,735)	(2,170,735)	(1,579,873)	(1,579,873)	(1,579,873)	-
<b>Total Net Operating Income</b>	<b>(245,003)</b>	<b>(1,980,439)</b>	<b>(2,053,535)</b>	<b>9,004,261</b>	<b>20,543,424</b>	<b>26,159,198</b>	<b>32,400,730</b>	<b>33,225,404</b>	<b>51,203,606</b>	<b>68,984,256</b>	<b>71,375,475</b>
Gross Sale Proceeds (exit & sale of pads) <sup>2</sup>	-	-	-	64,804,595	-	-	-	-	-	-	1,063,663,190
Less: Sales Cost	-	-	-	-	-	-	-	-	-	-	(21,273,264)
<b>Total Income</b>	<b>(245,003)</b>	<b>(1,980,439)</b>	<b>(2,053,535)</b>	<b>73,808,856</b>	<b>20,543,424</b>	<b>26,159,198</b>	<b>32,400,730</b>	<b>33,225,404</b>	<b>51,203,606</b>	<b>68,984,256</b>	<b>1,113,765,401</b>

		Phase I	2023	Phase II	2025	Phase III	2027	2028	2029	2030	Sale
<b>Development Costs</b>											
Hard Costs											
Market-Rate Multifamily	20,544	26,058,309	26,068,581	7,392,955	7,403,226	20,715,698	20,715,698	20,715,698	-	-	-
Affordable Lease-Purchase Housing	14,072	17,849,360	17,856,396	5,064,009	5,071,045	14,189,791	14,189,791	14,189,791	-	-	-
Office/Commercial	19,003	24,104,119	24,113,621	6,838,535	6,848,037	19,162,167	19,162,167	19,162,167	-	-	-
Retail	7,863	9,974,157	9,978,089	2,829,750	2,833,681	7,929,203	7,929,203	7,929,203	-	-	-
Gallery & Museum Facility	3,477	4,410,143	4,411,882	1,251,194	1,252,932	3,505,953	3,505,953	3,505,953	-	-	-
Structural Parking	11,922	15,122,403	15,128,364	4,290,349	4,296,310	12,021,929	12,021,929	12,021,929	-	-	-
College	3,119	3,956,381	3,957,941	1,122,458	1,124,017	3,145,223	3,145,223	3,145,223	-	-	-
Land Acquisition	22,613,327	-	81,611,947	-	54,132,991	-	-	-	-	-	-
Station & Other Infrastructure Costs	-	50,067,719	12,047,655	-	4,031,715	-	-	-	-	-	-
Soft Costs and Reserves	9,565,441	4,781,208	8,561,837	3,885,650	15,070,696	4,729,742	4,729,742	4,729,742	-	-	-
<b>Total Unlevered Development Costs</b>	<b>32,258,768</b>	<b>156,323,800</b>	<b>203,736,313</b>	<b>32,674,898</b>	<b>102,064,651</b>	<b>85,399,706</b>	<b>85,399,706</b>	<b>85,399,706</b>	-	-	-
Tax Credits & TIF Subsidies	-	(26,352,623)	(19,785,127)	(1,980,439)	(5,430,889)	(697,957)	(590,862)	(78,780,442)	(1,579,873)	(1,579,873)	-
<b>TDC Net of Subsidies</b>	<b>32,258,768</b>	<b>129,971,177</b>	<b>183,951,185</b>	<b>30,694,459</b>	<b>96,633,762</b>	<b>84,701,748</b>	<b>84,808,844</b>	<b>6,619,264</b>	<b>(1,579,873)</b>	<b>(1,579,873)</b>	-
Financing Costs	-	8,522,351	8,522,351	3,375,665	3,375,665	10,845,651	10,845,651	10,845,651	-	-	-
<b>Levered Cashflow Net of Subsidies</b>	<b>32,258,768</b>	<b>138,493,528</b>	<b>192,473,537</b>	<b>34,070,124</b>	<b>100,009,427</b>	<b>95,547,400</b>	<b>95,654,495</b>	<b>17,464,915</b>	<b>(1,579,873)</b>	<b>(1,579,873)</b>	-

	2020-2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
<b>Annual Cash Flow</b>											
Net Operating Income	(245,003)	(1,980,439)	(2,053,535)	9,004,261	20,543,424	26,159,198	32,400,730	33,225,404	51,203,606	68,984,256	71,375,475
Dispositions	-	-	-	64,804,595	-	-	-	-	-	-	1,063,663,190
Total Costs of Sale	-	-	-	-	-	-	-	-	-	-	(21,273,264)
Total Development Costs (net of public incentives)	(32,258,768)	(129,971,177)	(183,951,185)	(30,694,459)	(96,633,762)	(84,701,748)	(84,808,844)	(6,619,264)	1,579,873	1,579,873	-
<b>Unlevered Net Cash Flow</b>	<b>(\$32,503,771)</b>	<b>(\$131,951,616)</b>	<b>(\$186,004,721)</b>	<b>\$43,114,397</b>	<b>(\$76,090,338)</b>	<b>(\$58,542,551)</b>	<b>(\$52,408,114)</b>	<b>\$26,606,140</b>	<b>\$52,783,479</b>	<b>\$70,564,129</b>	<b>\$1,113,765,401</b>
Capitalized Financing Costs	-	(8,522,351)	(8,522,351)	(3,375,665)	(3,375,665)	(10,845,651)	(10,845,651)	(10,845,651)	-	-	-
Loan Funding and Refinancing	-	84,726,564	100,852,534	63,018,872	33,190,975	83,369,509	97,825,230	19,044,789	127,692,945	-	-
Perm Loan Debt Service, Repayment, & Origination Fees	-	-	-	(18,023,752)	(15,941,945)	(21,517,123)	(20,864,952)	(20,864,952)	(49,256,506)	(45,977,182)	(615,732,042)
<b>Levered Net Cash Flow</b>	<b>(\$32,503,771)</b>	<b>(\$55,747,403)</b>	<b>(\$93,674,538)</b>	<b>\$84,733,852</b>	<b>(\$62,216,974)</b>	<b>(\$7,535,816)</b>	<b>\$13,706,513</b>	<b>\$13,940,326</b>	<b>\$131,219,918</b>	<b>\$24,586,948</b>	<b>\$498,033,359</b>

<b>Net Present Value</b>	13%	76,726,326	
<b>Blended Perm Loan to Value Ratio (LVR)</b>		60.0%	
<b>Unlevered Project IRR Before Taxes</b>	13.4%		
<b>Levered Project IRR Before Taxes</b>	19.5%	C-o-C 9.8%	
<b>Equity IRR after Public Incentives<sup>3</sup></b>	26.7%	Equity Multiple 2.7	
		Current Site Value <sup>2</sup> (start of Year 0)	\$188,179,657
		Projected Site Value (end of Year 10)	\$1,063,663,190

1) The revenue from the sale of pads for the condos & hotel are net of sale costs and are projected to fund the art and cultural destinations of the project such as the public art gallery, improved land and open spaces. 2) The proposal for affordable housing development considers a public-private investment partnership with a lease-purchase housing scheme for residents that grants a long-term right of purchase in which a share of the annual rent is allocated for the purchase. The conservative base case assumes that no sales will be done until the 10<sup>th</sup> year of lease.

3) Our proposal assumes that the project will participate in a number of public state and federal programs such as the Affordable Housing Innovation Fund, Affordable Housing Loan, Tax Increment Financing (TIF), Opportunity Zone and Property Tax Abatement Programs in order to afford a share of the land and construction costs required to incorporate a significant amount of affordable and below-market-rate housing in the project.

2. Multiyear Development Program

	Total Buildout	Year-by-Year Cumulative Absorption									
		2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
<b>Project Buildout by Development Units</b>											
Market-Rate Rental Housing	(units)	0	0	101	101	0	0	0	393	393	0
Affordable Lease-Purchase Housing	(units)	0	0	372	372	0	0	0	0	0	0
Structural Parking	(spaces)	0	0	557	557	202	202	0	876	876	0
College	N/A	-	-	-	-	-	-	-	-	-	-
<b>Project Buildout by Area<sup>3</sup></b>											
Market-Rate Rental Housing	(s.f.)	0	0	59,660	59,660	0	0	0	245,530	245,530	0
Affordable Rental Housing	(s.f.)	0	0	221,344	221,344	0	0	0	0	0	0
Office/Commercial	(s.f.)	0	0	98,424	98,424	0	0	0	176,848	176,848	0
Retail	(s.f.)	0	0	56,329	56,329	16,254	16,254	0	40,493	40,493	0
Auditorium & Museum Facility	(s.f.)	0	0	0	0	53,189	53,189	0	0	0	0
Structural Parking	(s.f.)	0	0	167,011	167,011	60,602	60,602	0	262,652	262,652	0
College	(s.f.)	0	0	0	0	82,875	82,875	0	0	0	0
<b>Total</b>	<b>(s.f.)</b>	<b>0</b>	<b>0</b>	<b>602,768</b>	<b>602,768</b>	<b>212,920</b>	<b>212,920</b>	<b>0</b>	<b>725,523</b>	<b>725,523</b>	<b>0</b>

3. All buildout figures presented are for net rentable square feet. See the Parcel Breakdown or Assumptions tab for the buildout by gross square footage.

3. Unit Development and Infrastructure Costs

Development Costs	Unit Hard Cost	Unit TDC <sup>4</sup>	TDC <sup>4</sup>
Market-Rate Multifamily	\$130,658 pu / \$199.5 pgsf	\$182,317 pu / \$278.4 pgsf	\$180,102,115
Affordable Rental Housing	\$118,868 pu / \$166.5 pgsf	\$159,548 pu / \$223.4 pgsf	\$118,689,025
Office/Commercial <sup>5</sup>	\$180.7 pgsf	\$262.5 pgsf	\$173,389,717
Retail, Auditorium & Museum Facility <sup>6</sup>	\$177.7 pgsf	\$325.4 pgsf	\$222,133,032
Structural Parking	\$22,927 per space / \$76.4 pgsf	\$30,087 per space / \$100.3 pgsf	\$98,337,311
College <sup>7</sup>	\$102.9 pgsf	\$344.6 pgsf	\$65,686,312

4. TDC includes pro-rated acquisition and infrastructure costs, hard costs, soft costs, financing costs, reserves, and developer fee

5. Includes Tenant Improvements 6. Blended cost 7. Considers core & shell hard costs only as by agreement with the college in exchange for below-market rent

Infrastructure Costs	Public	Private
Roads	\$5,328,180	\$0
Utilities	\$0	\$5,673,670
Other Hardscaping (not incl. surf. pkg.)	\$1,500,000	\$1,350,000
Landscaping	\$2,000,000	\$10,000,000
Decking and Additional Support	\$0	\$6,795,240
Station Infrastructure (shared costs)	\$17,500,000	\$17,500,000
<b>Acquisition Taxes and Fees</b>		\$158,358,265
<b>Total Infrastructure and Acquisition Costs</b>	<b>\$26,328,180</b>	<b>\$199,677,175</b>
<b>Total Development Costs</b>		<b>\$858,337,514</b>

4. Equity and Financing Sources

	Amount	
<b>Equity Sources (total)</b>	<b>Construction Phase</b>	<b>Permanent Phase</b>
Fund Equity	\$265,908,401	\$111,838,010
<b>Financing Sources (total)</b>	<b>Construction Phase</b>	<b>Permanent Phase</b>
Construction Loan	\$455,651,026	\$0
Permanent Bank Loan	\$0	\$576,157,043
College Revenue Bond Loan	\$0	\$33,564,375
<b>Public Subsidies (total)</b>	<b>Construction Phase</b>	<b>Permanent Phase</b>
TIF Loan	\$110,215,430	\$110,215,430
Low-Income Housing Credit Equity	\$18,969,638	\$18,969,638
New Markets Tax Credit Equity	\$368,336	\$368,336
Historic Tax Credit Equity	\$7,224,682	\$7,224,682
<b>Total Sources</b>	<b>\$858,337,514</b>	<b>\$858,337,514</b>