



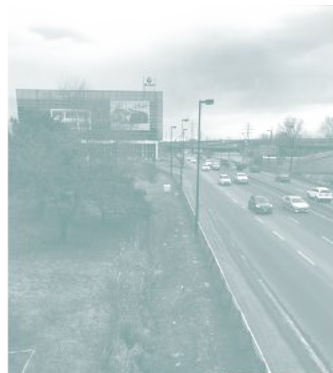
ABSORPTION
ADAPT. ENGAGE. REGENERATE.

GEORGIA INSTITUTE OF TECHNOLOGY
TEAM 183690

As designers and developers, it is crucial we realize the time to innovate for the future is now – and we cannot wait.



taking cues from surrounding architecture



where water gathers



& dignified neighborhoods



touching history

and innovation



mapping the context of



a site

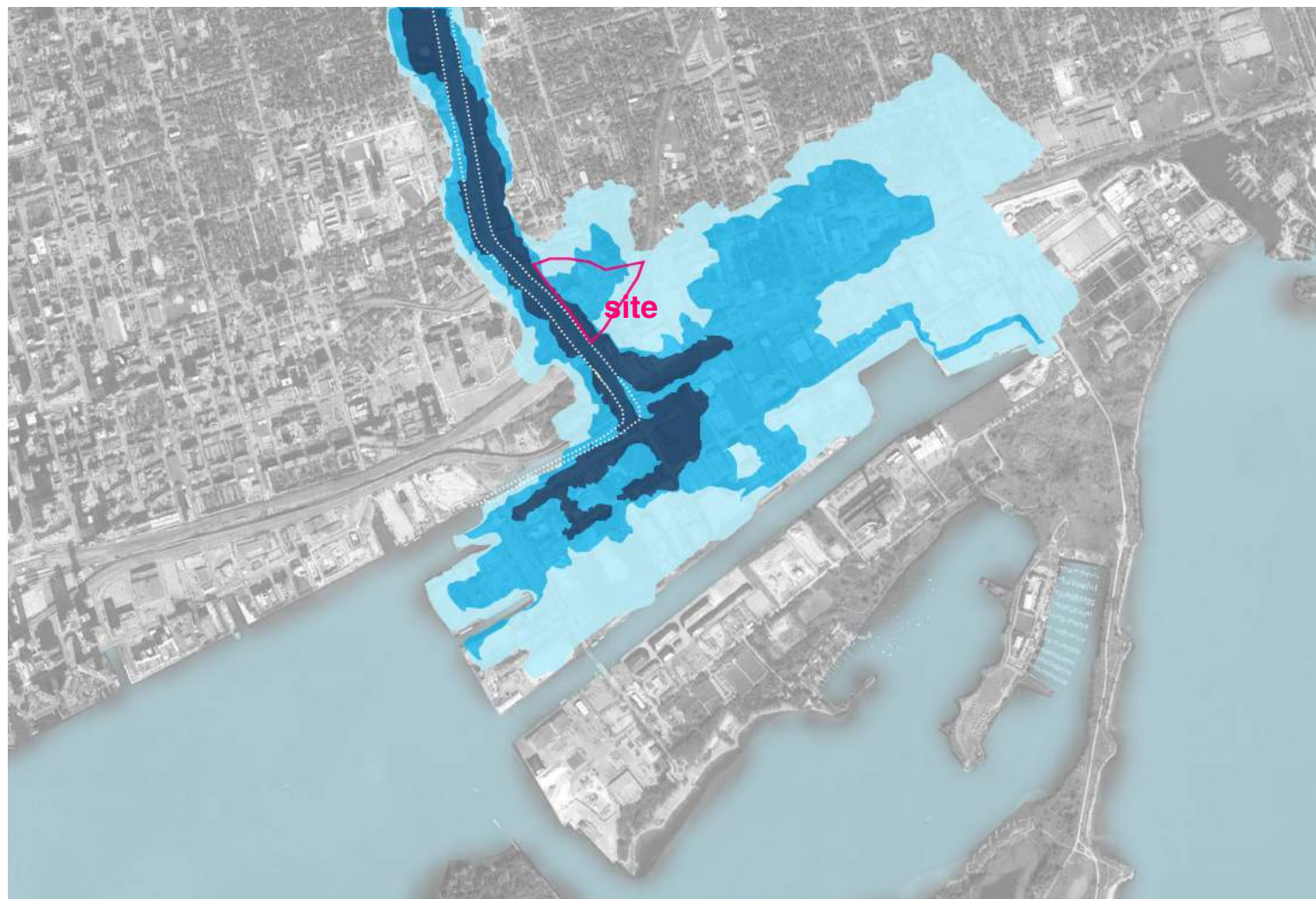


situated between highways



& rails

LIVING ALONG FLOOD LINES



- MOST VULNERABLE - FLOODING OCCURS DURING A 5 YEAR RAIN EVENT
- MODERATELY VULNERABLE - FLOODING OCCURS DURING A 50 YEAR STORM EVENT
- MILDLY VULNERABLE - FLOODING DURING A 100 YEAR STORM EVENT

TORONTO'S GROWING COMMUNITY



- METRO LINES + STREET CAR LINES —
- ACTIVE STREET CONNECTIONS —
- RAIL CORRIDOR —

Will East Harbour be the city's hot new business hub? Development calls for 10M square feet of office space, and 2M square feet of retail
 --Andrea Janus · CBC News · Posted: Feb 25, 2017 5:00 AM ET

'Water is the new fire,' says the Insurance Bureau of Canada

The concrete landscape of our country's developing cities is accelerating the loss of absorbent ground, with ever-increasing amounts of water having no place to go.



ARTICLE PUBLISHED ON MARCH 5, 2018 BY DAVID RIDER (THE TORONTO STAR)

<https://www.thestar.com/news/canada/2018/03/05/water-is-the-new-fire-says-the-insurance-bureau-of-canada-as-researchers-point-to-development-as-major-cause-of-basement-flooding.html>

INTEGRATING TORONTO'S RESILIENCE STORY:

([HTTPS://WWW.100RESILIENTCITIES.ORG/CITIES/TORONTO/](https://www.100resilientcities.org/cities/toronto/))



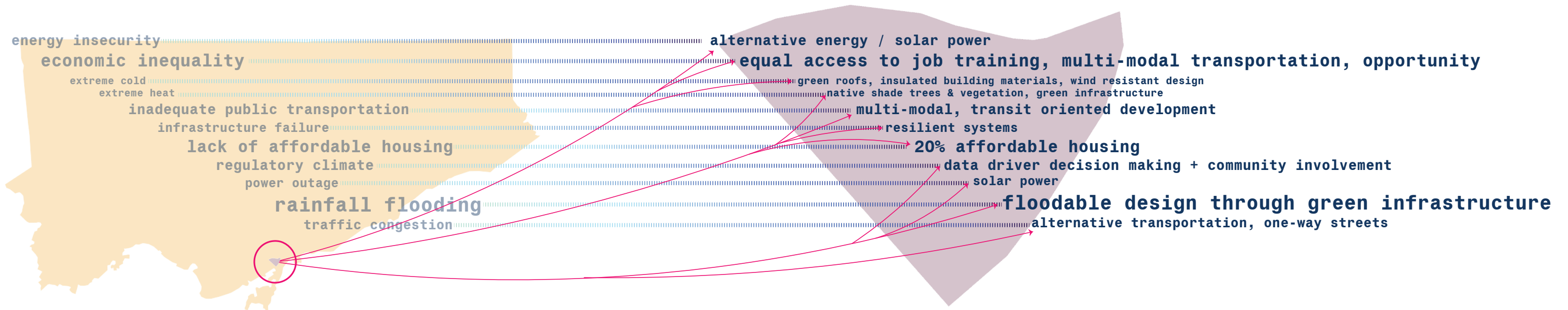
Despite recognition as a prosperous city of opportunity that has attracted over 2 million immigrants, **Toronto tops Canada in levels of working poverty and has seen the greatest increase in income inequality in the country.** The city has begun taking substantial steps to increase affordable housing and to address income inequality and transit equity. City officials predict that without further action, 60% of the city's neighborhoods will be classified as low or very low-income by 2025.

Toronto is also vulnerable to a number of climate related shocks including rainfall flooding, blizzards, and heat waves. **Severe flooding in 2013 was the most costly natural disaster in the city's history, as 4,579 homes were flooded and 750,000 people lost power.** Officials are concerned that a stronger storm could lead to even power disruptions that would impact the entire city and region, disproportionately affecting the city's neediest.



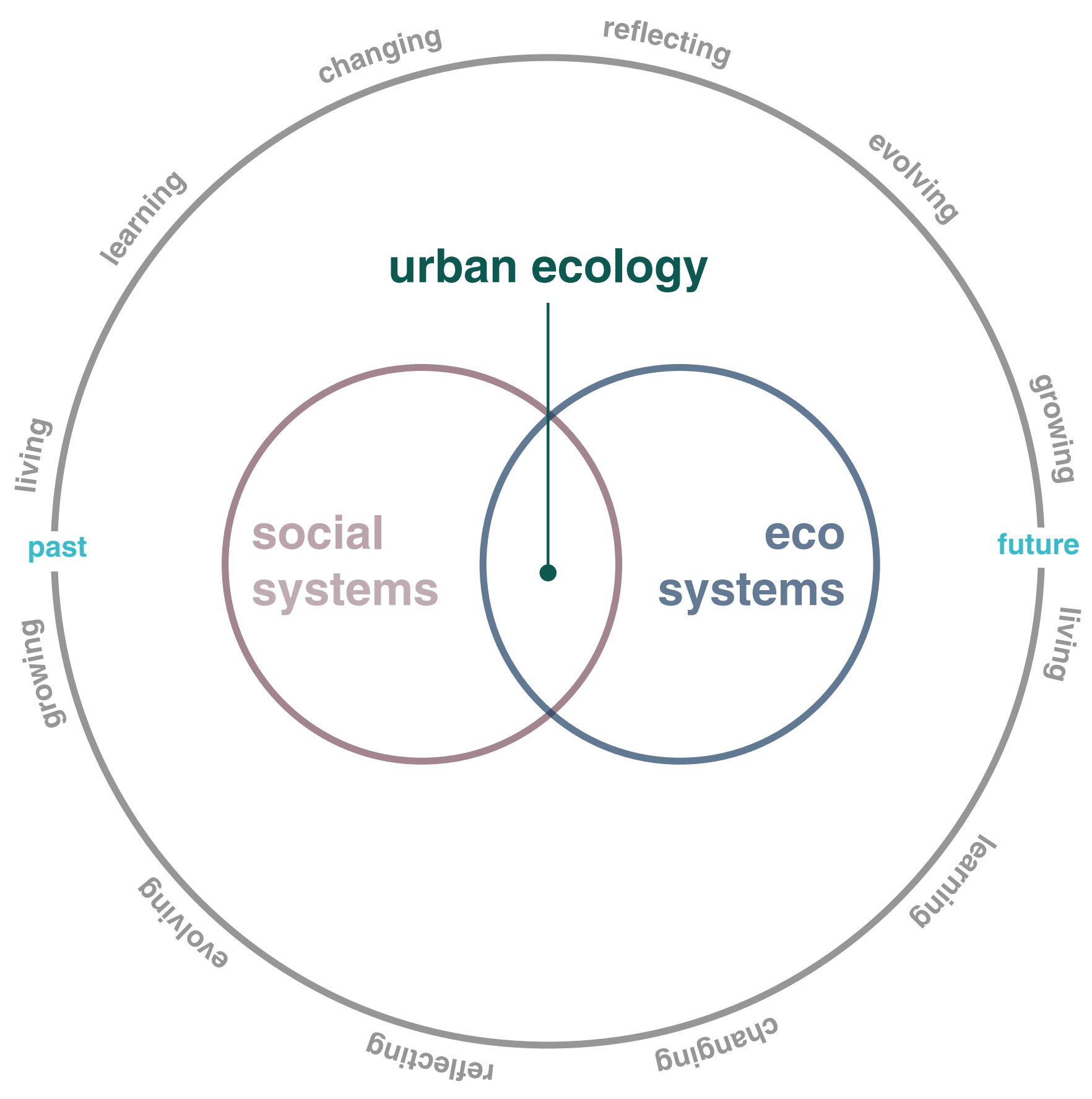
--Toronto's Resilience Story

Toronto was chosen as one of the 100 Resilient Cities pioneered by the Rockefeller Foundation



shocks and stresses

site solutions



design narrative

Situated on a floodplain along the Don River, **Absorption** is a regenerative development inspired by Torontonians' desire to adapt and engage at the local level to foster a vibrant, equitable, and resilient urban center.

In an era of climate uncertainty, it is critical that communities change their perceptions of problems. Toronto is well-positioned to become a leading North American city through its participation in the Rockefeller Foundation's 100 Resilient Cities initiative; however, population growth and climate change continue to exacerbate vulnerability to economic inequality, energy insecurity, infrastructure failure, and natural hazards. While nearby developments focus on economic opportunity and flood prevention, Absorption views site flooding as an asset. By **embracing the flood** of the Don River, Absorption welcomes people from all backgrounds to invest in a resilient future, rich in opportunities for all Torontonians.

Respecting Toronto's ongoing commitment to sustainability, the proposal reinforces the need for flood adaptation and mitigation through **strategic regenerative design**. Underground cisterns, green and blue roofs, rain gardens, and bioswales allow the site to flood without hindering economic productivity. Each building is mounted with PV-array pergolas that will deliver a total of 2.2 megawatts of power to the site. Upon **revision of the Toronto Building Ordinance**, heavy timber/glulam structures will sequester carbon dioxide, while triple-paned glass panels and heavily-insulated building envelopes prevent thermal breaks. Additionally, it is assumed that the residents participate in district energy sharing during peak production hours.

Serving as a peaceful sanctuary from bustling city life, the publicly accessible **Absorption Park** contains six cisterns that can absorb up to 400,000 gallons of flood water. The park's design employs rainwater harvesting and purification infrastructure, greywater and blackwater systems, and constructed wetlands that utilize native riparian vegetation that filter harmful pollutants. A clean waterfront promotes environmental stewardship and revives East Toronto's relationship with the Don River, attracting residents to valuable riverfront property.

The centrally-located, transit-accessible **Community Foundation Center** addresses the employment and educational needs of the local community, serving as a vehicle for entrepreneurs and residents to build capital and directly **engage** with the technologically-savvy developments planned to come online in the next few years. Educational opportunities are rooted in the necessity for robust data collection and management as the smart-city initiatives on Toronto's Eastern Waterfront come online.

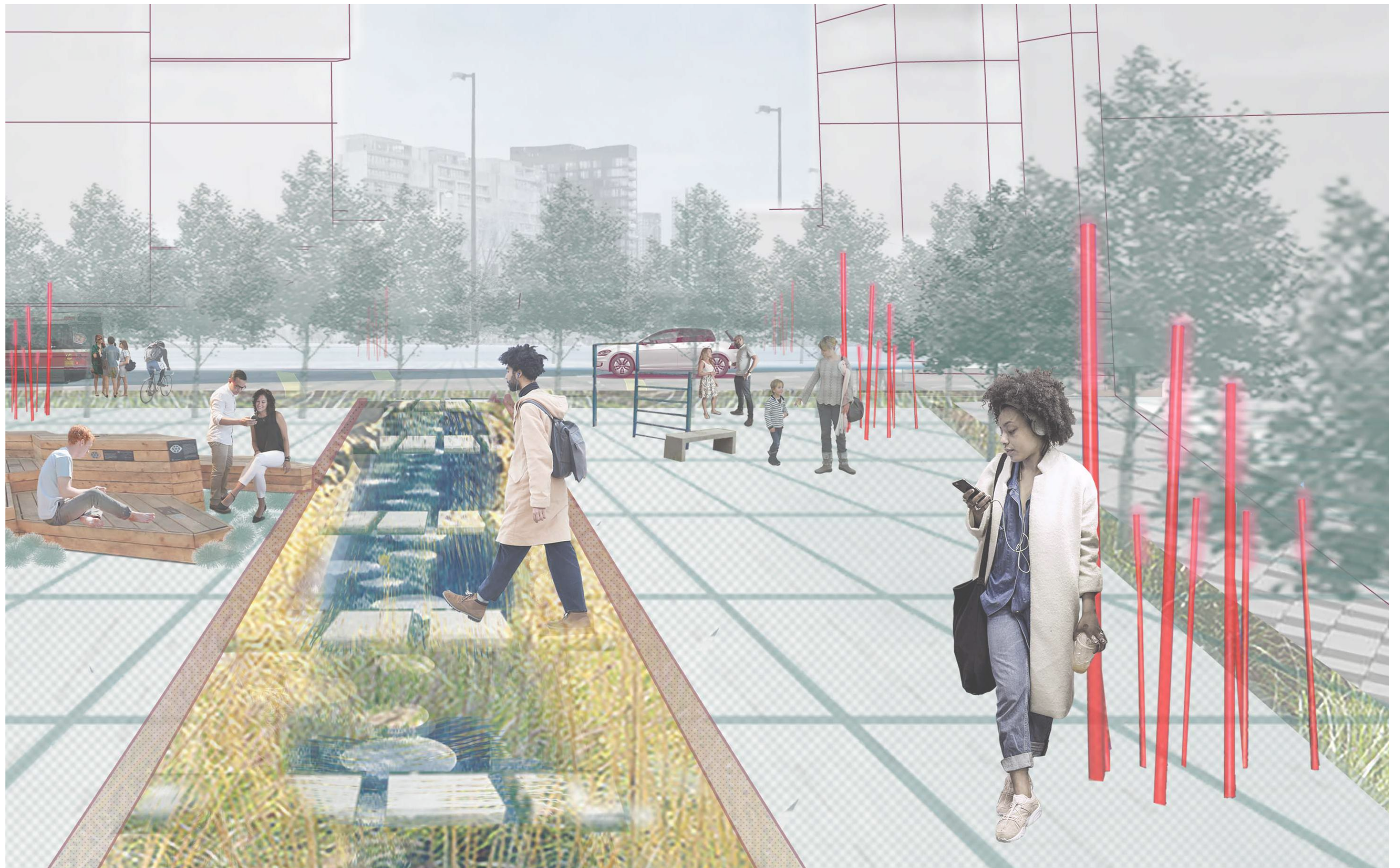
Investment in **public transit infrastructure** reduces pollution and promotes healthy choices, improving the overall public health of the Toronto population. Public health is further improved through the inclusion of 700,000 square feet of medical office, which satisfies the current market demand for healthcare, while also enabling carless and disabled residents to have equal access to health services.

Residents without access to technology are made aware of flood risk through public art installations that dual-function as **flood hazard warning systems**, changing color as flood risk increases.

The development **maintains the character of the existing street grid** while strategically accommodating the proposed East Harbour transit hub and Broadview Avenue streetcar extension projects. Public roads are accentuated with reasonable block sizes and one-way streets to accommodate pedestrians, cyclists, and public transit. Buildings and parking structures are designed with above-average floor-area-ratios and constructed with additional steel to accommodate future changes in demand.

Utilizing a people-centered planning approach, the development prioritizes **diversity and inclusion** through the provision of quality and affordable housing. The provision of 1,096 residential units at varying price-points provides options for Torontonians planning to work at the adjacent East Harbour development.

Absorption fosters a healthy, intelligent, and diverse urban fabric by encouraging economic stability and resilience while sustaining an inclusive and diverse urban experience that has surrounded Toronto for generations.



financial narrative

The primary theme of Absorption is to mitigate the damages and costs associated with flooding along the Don River for a new development, the East Don Banklands. Absorption's first goal, from a developmental and financial standpoint, is to put in place a resilient integrated water system to absorb floodwater accumulated during a flood event and prevent damage to the site. According to WATERFRONToronto, a C\$1 investment in flood-prevention infrastructure will provide a C\$5 return in flood damage mitigation. By investing C\$11.1 million in retaining walls and cisterns to collect floodwater, Absorption has the potential to generate a future savings for the City of Toronto of almost C\$55.5 million in flood damage costs. By providing flood mitigation of this magnitude, Absorption is benefitting and building important relationships with the community and the city.

Another critical goal of Absorption is to create a green and sustainable development. By using green building materials and installing solar panels on the roofs of almost every building, the project is assuming a 20-percent reduction in operating costs, which increases the projected site value at the end of year ten by C\$42.4 million.

In addition to the flood-protection cisterns and retaining walls, Phase 1 of the Absorption development focuses on developing along the main street, known as Broadview Avenue. Three complete mixed-use buildings and two podium buildings will be developed in Phase 1, which comprises of 45.4% of the total project development. Phase 1 also consists of developing the storm water park referred to as Absorption Park, and other necessary infrastructure. In addition, Phase 1 focuses heavily on structured parking, office space, a hotel, and residential units. A more detailed look at the contributions of these assets in terms of square footage and development costs can be seen in these graphics.

Phase 2 development moves outward from Broadview Avenue, taking advantage of the valuable land space. Four new buildings are constructed in this phase, as well as a podium building for future development in Phase 3. This phase is comprised of structured parking, residential units, retail, and office space and accounts for 40% of the total project development.

Finally, Phase 3, which comprises of 14.6% of total development, builds towers vertically upon three podium buildings built in Phases 1 and 2. These towers contain residential and medical office space, which is in high demand in the area.

Absorption will offer 1,026 new residential units, with one-third of the units being offered for sale and two-thirds being offered as rental units, which contribute C\$341 million towards the final site value. Of the 1,026 new units, 20-percent will be priced as affordable units. With this designation, we anticipate a grant from the Toronto Community Housing Committee valued around C\$9.1 million.

According to data collected concerning the needs of Toronto residents, the Toronto area only scored a 31.7/100 for access to available medical facilities. Thus, we will offer approximately 700,000 square feet of medical-office space. We are anticipating a grant from Infrastructure Ontario of C\$6.5 million for the addition of this asset. In addition, since Absorption will drastically reinforce flood protection in the area, we envision a partnership with WATERFRONToronto valued at C\$1.5 million. Almost C\$300k in additional grants are expected to be awarded for the development's focus on education and sustainability.

The financial plan is driven by the development schedule, which is in turn driven by market needs. Absorption will be primarily funded by a 65-percent senior loan-to-cost financing, which equates to C\$623 million. In addition, we will seek 15-percent preferred equity financing, leaving the developer equity contribution at C\$84.7 million, or 8.83-percent of the total development cost. The cost of Blocks B, C, and D will be paid for in Year 0. Block A is already owned by ToDon, so we will leverage this land equity worth over \$89 million to secure our senior and preferred financing. The value of Block A will be paid for as it is developed.

The value of the four sites before construction begins is purely land value and is estimated to be C\$158.5 million. After development, the value grows to C\$1.6 billion. 40.8% of this value is contributed by office space, 21.4% by residential units, 17.2% by parking, 12.7% by the hotel, and 8% by retail space. Overall, the Absorption development achieves a 26.77-percent levered IRR.

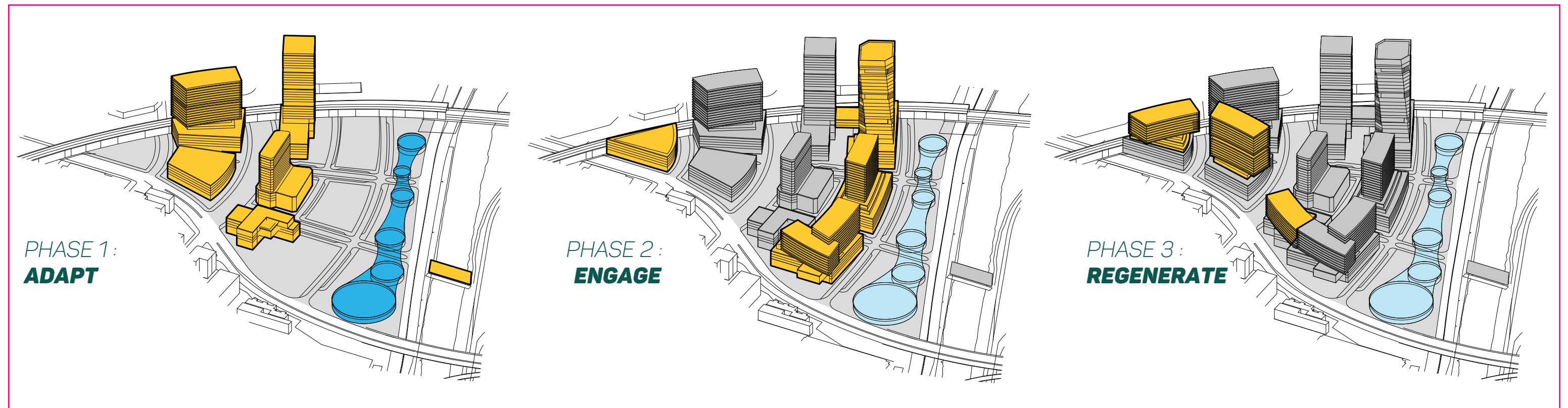
adapt. engage. regenerate.

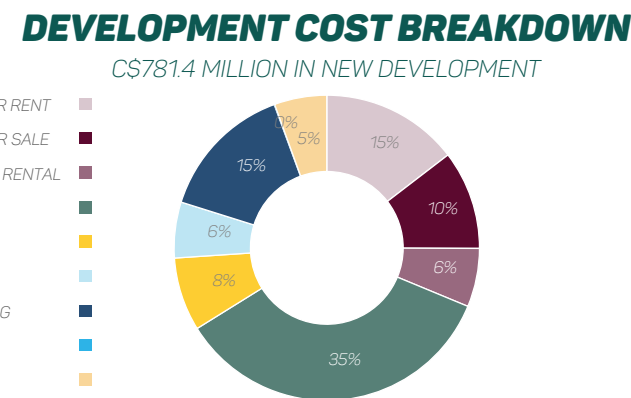
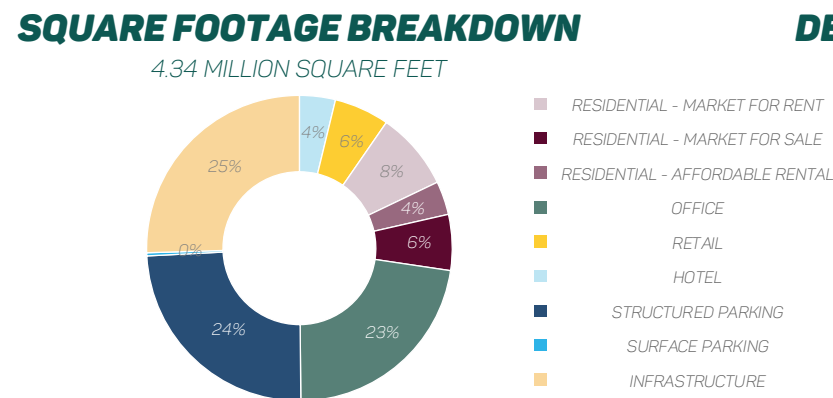
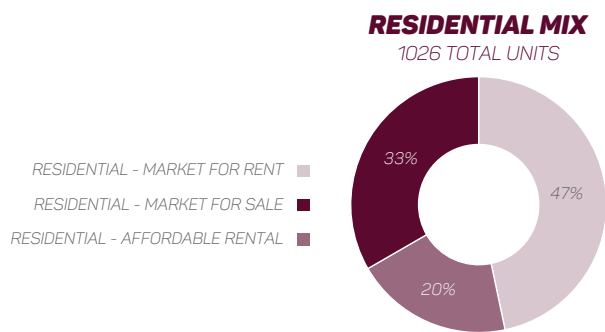
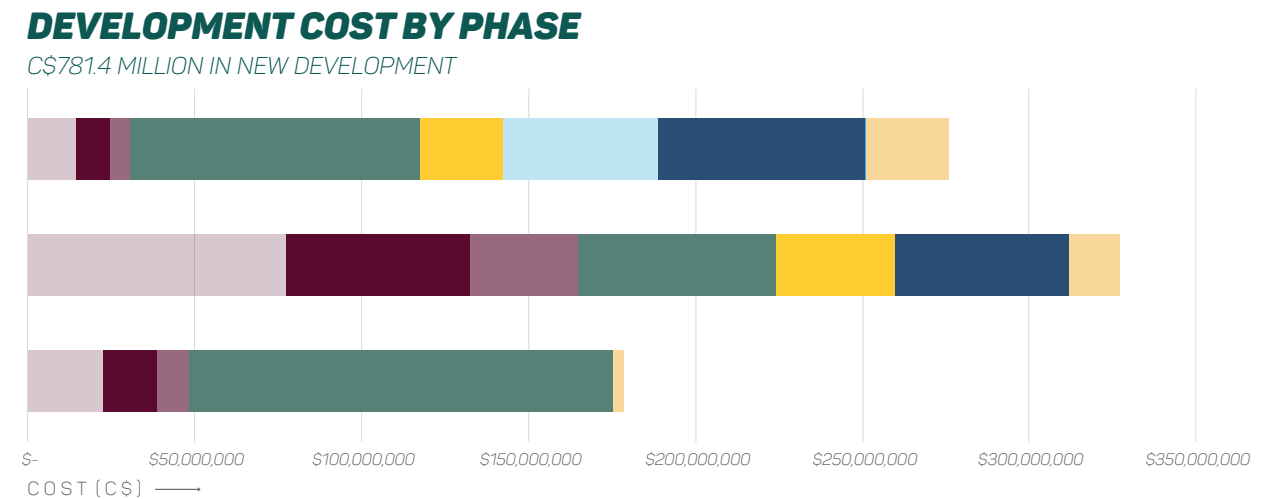
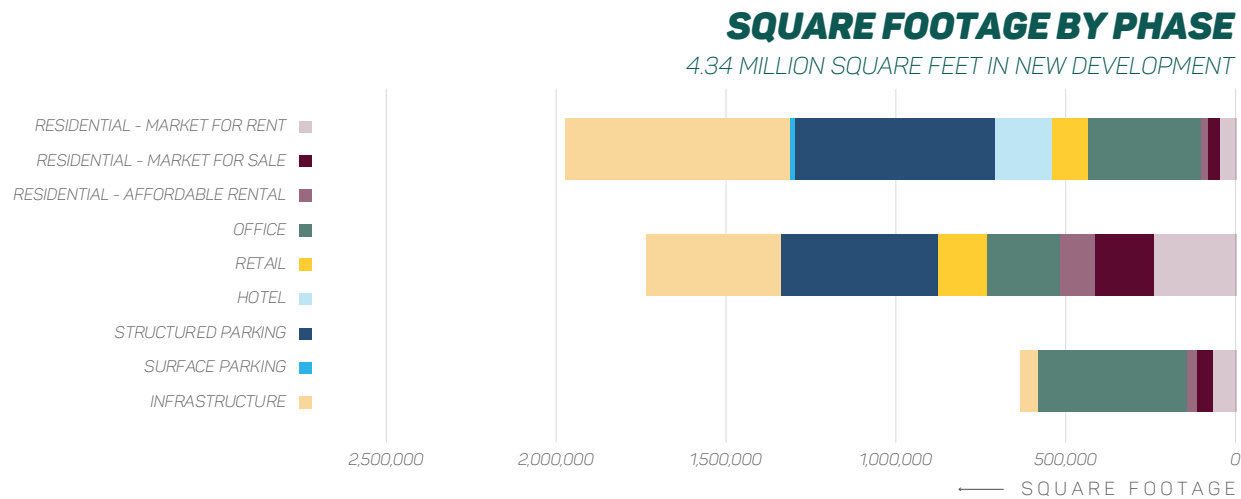
“Business-led energy revolution is driven by new revenue, lower-risk, and striking competitive advantage. In real-estate as in other sectors, that is a powerful strategy for success. Smart developers will follow it to their benefit; laggards will ignore it at their peril.”

-- Gerald Hines, Chairman of Hines”

“You never change things by fighting the existing reality. To change something, build a new model that makes the existing model obsolete”

-- R. Buckminster Fuller, architect, author, and inventor





1,026 RESIDENTIAL UNITS
479 MARKET-RATE RENTAL UNITS
342 MARKET-RATE FOR SALE UNITS
205 AFFORDABLE RENTAL UNITS

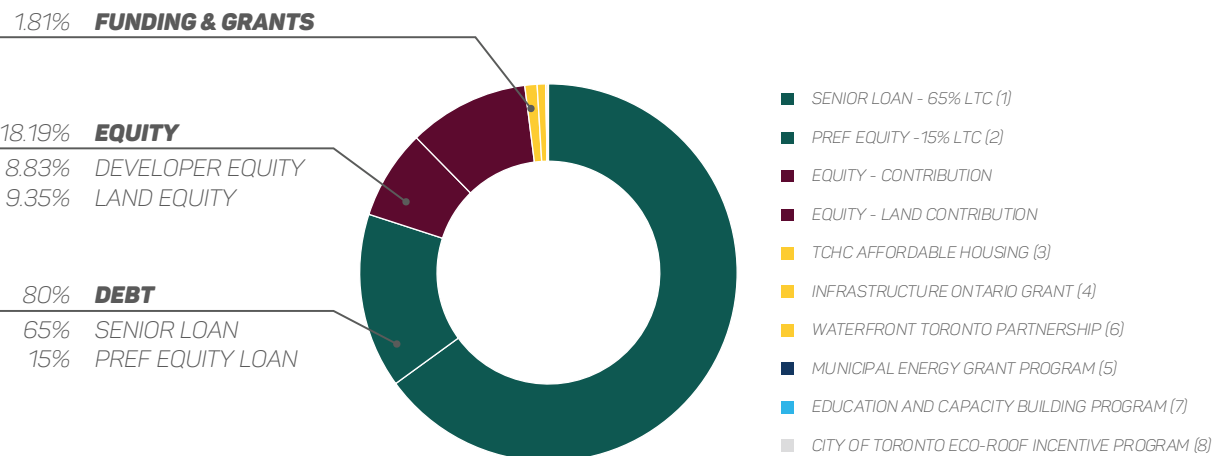
FINANCIAL SOURCES
C\$958,371,658

SENIOR LOAN
\$622,941,577

PREF EQUITY LOAN
\$143,755,749

EQUITY
\$174,284,332

FUNDING & GRANTS
\$17,390,000



C\$340 MILLION
LEVERED NET PRESENT VALUE

17.09%
UNLEVERED IRR

C\$1.6 BILLION
PROJECTED SITE VALUE

26.78%
LEVERED IRR



absorption park

green + social infrastructure :

a healthy and intelligent urban fabric will
yield economic stability and resilient communities.

site plan

Absorption. A space for regeneration, engagement, and opportunity.

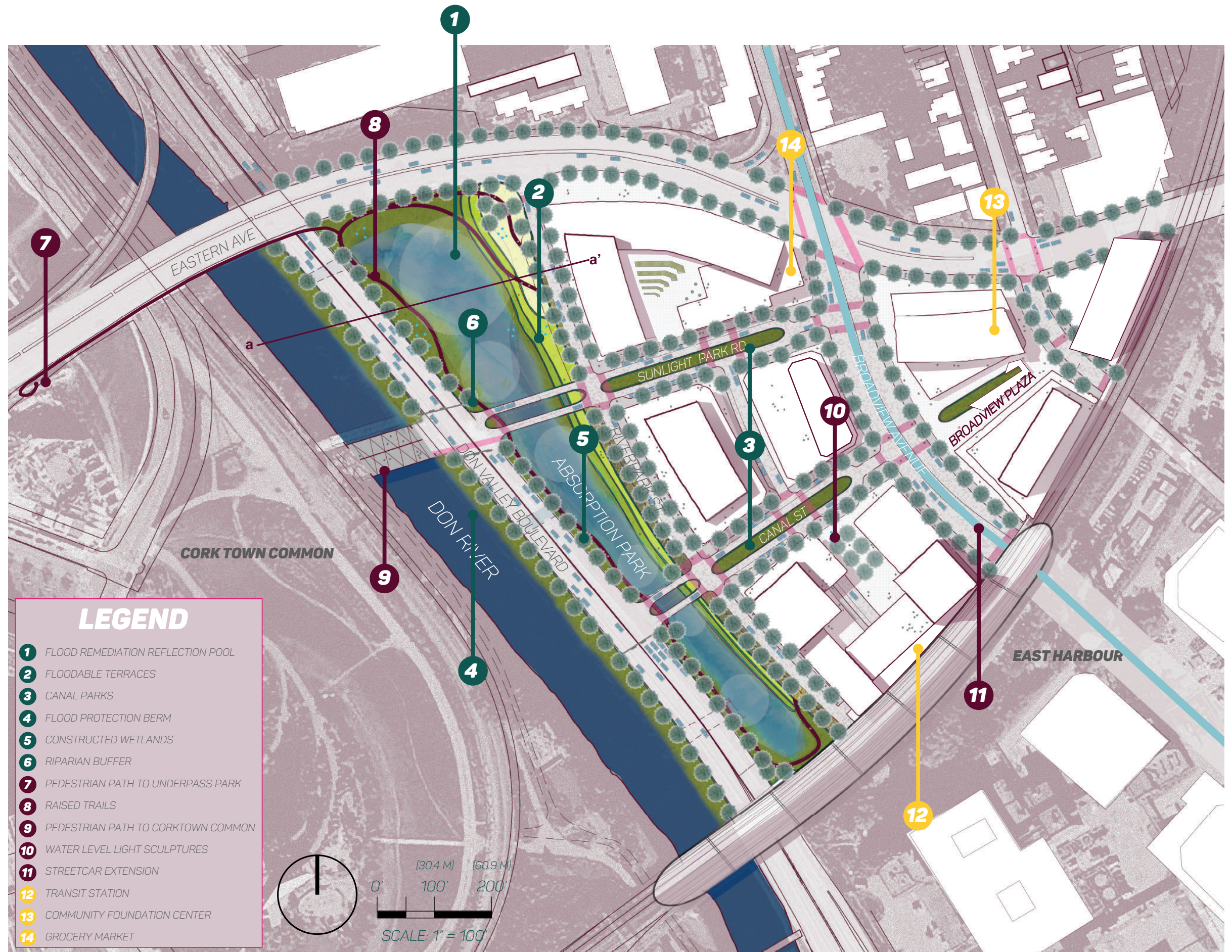
The East Don Banklands is a mixed-use development that regenerates East Toronto's local ecology and community into a smart, healthy, and equitable transit center.

This development addresses four challenges that face Toronto in its evolution to become one of the Rockefeller Foundation's 100 Resilient Cities:

- (1) lack of ecological renewal
- (2) social equity
- (3) a vibrant economy
- (4) authentic cultural identity.

In following the city of Toronto's example of valuing sustainability, the East Don-Banklands neighborhood employs net-positive or "regenerative" design, creating sustainable systems that mix the needs of society with the integrity of nature.

By accomplishing this, Absorption will provide a dynamic space for workers, visitors, and residents to live, work, and play in a healthy, safe, and net-positive environment—all in the middle of the city.



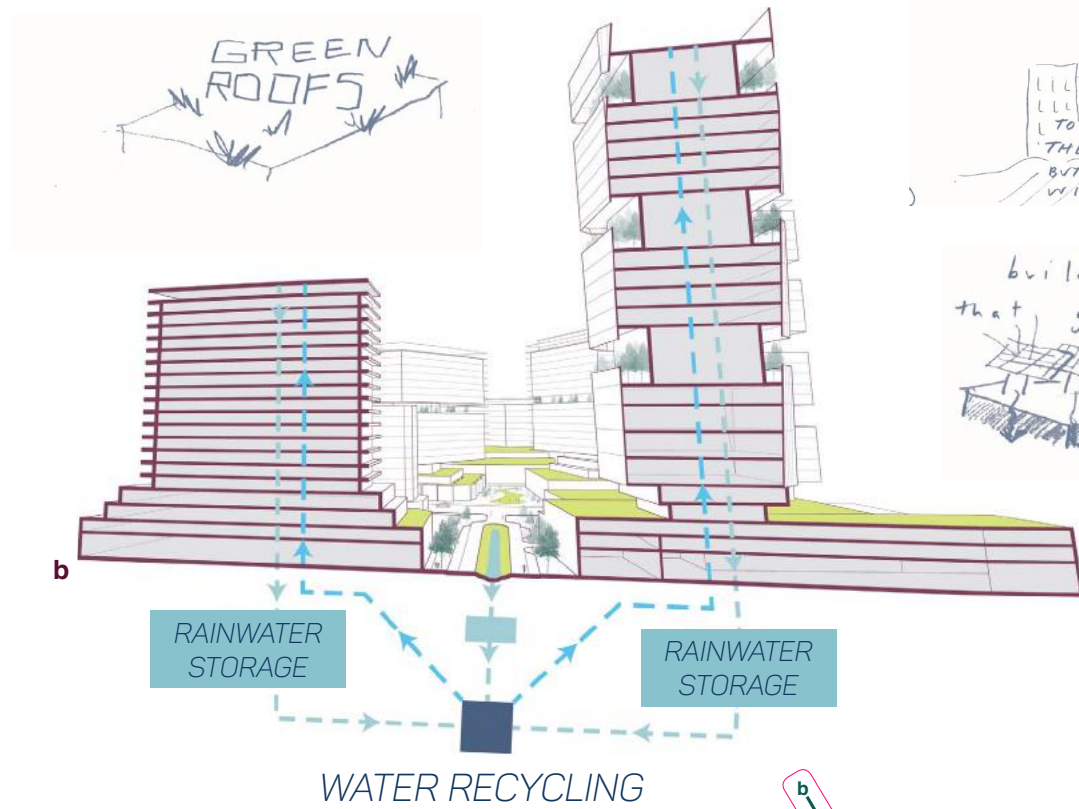
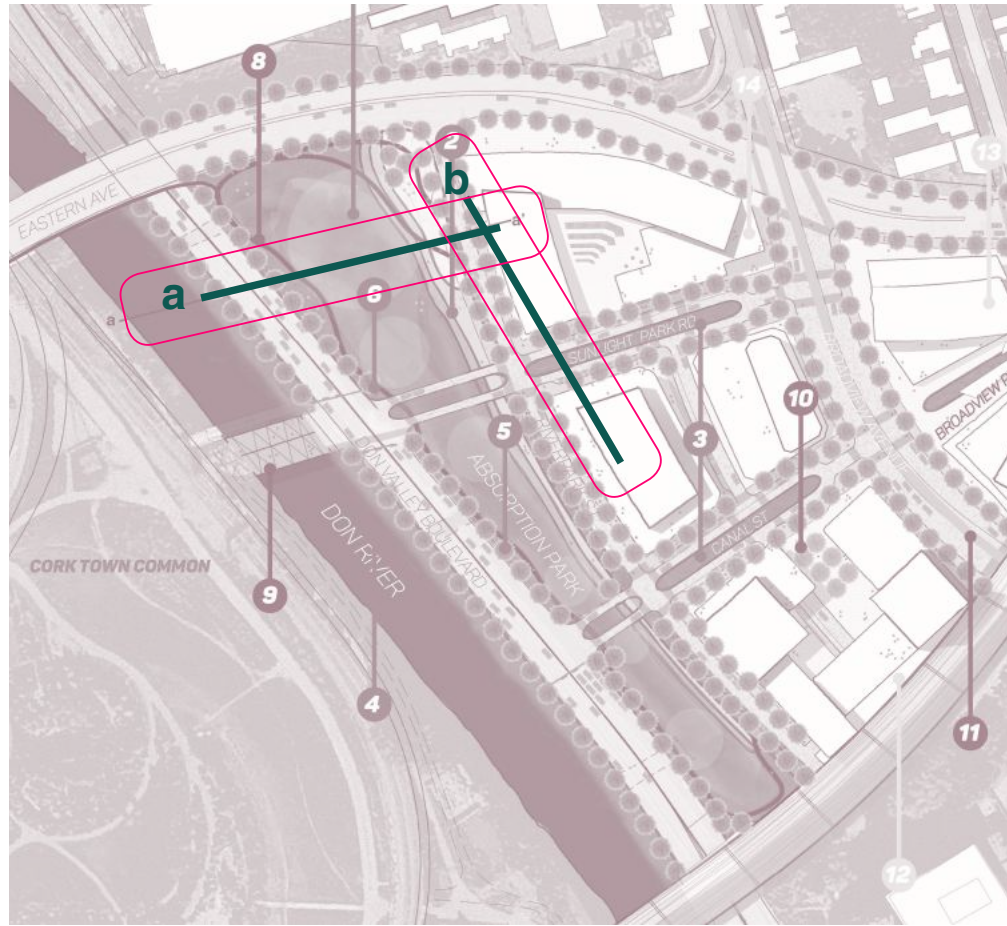
Ecosystems and social systems, when combined, should be resilient systems, working together to survive and thrive through the shocks and stressors of today and the future.



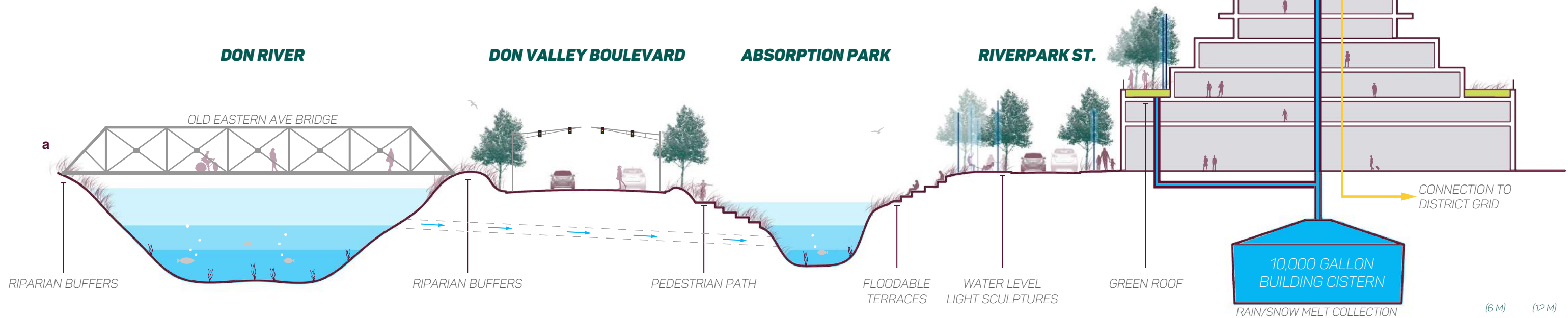
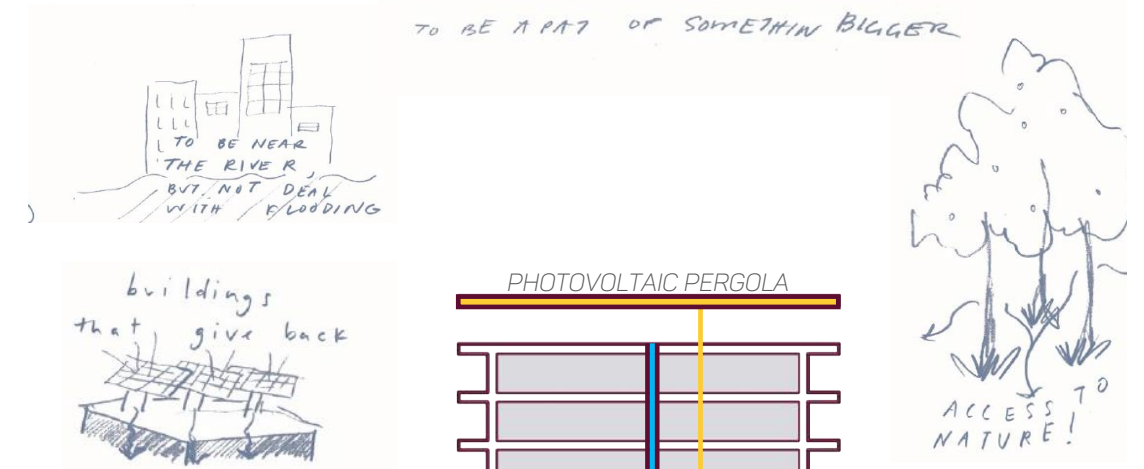
absorption park greenway

ecosystems

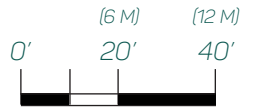
inspired by the problem

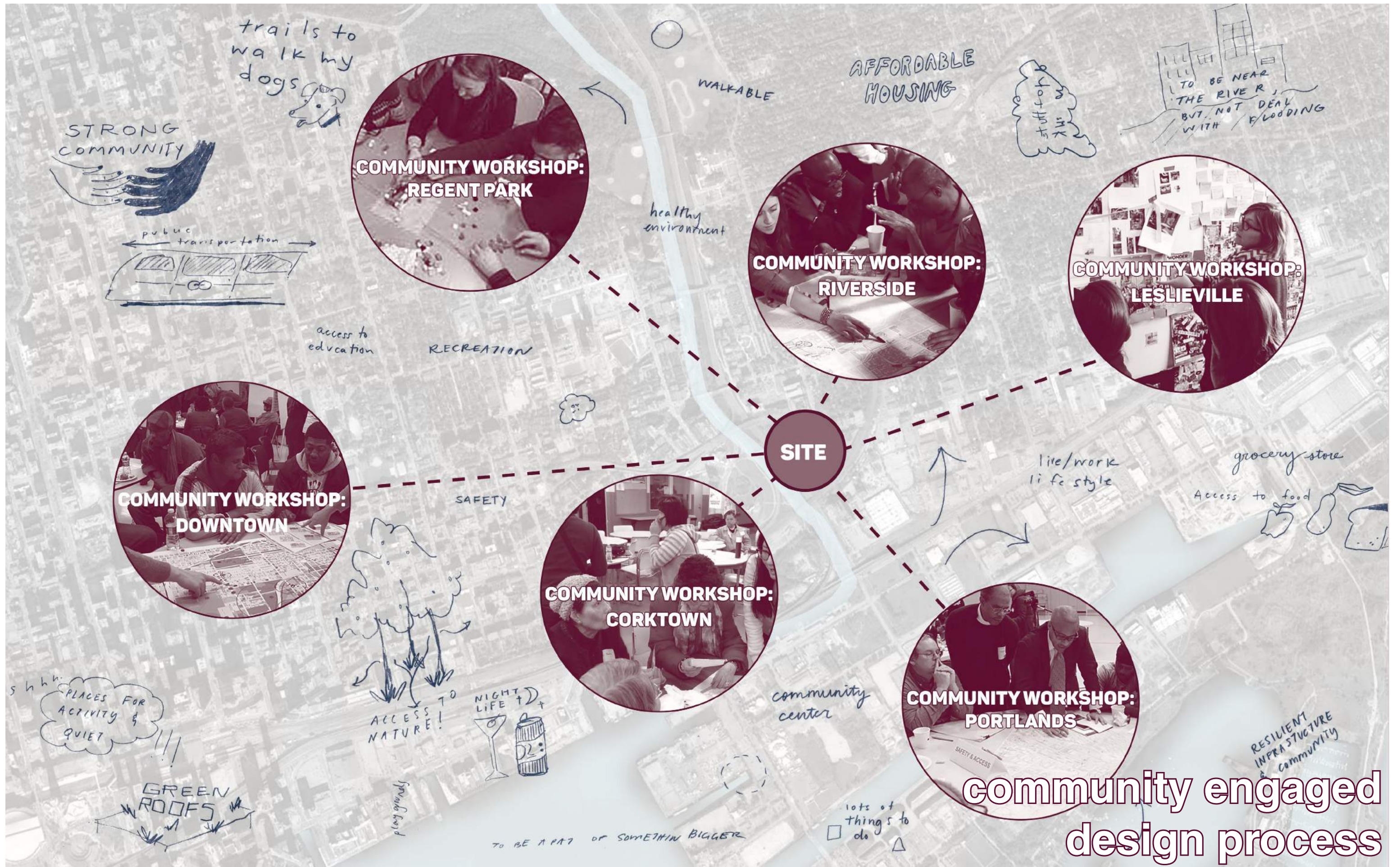


WATER-CYCLING INFRASTRUCTURE



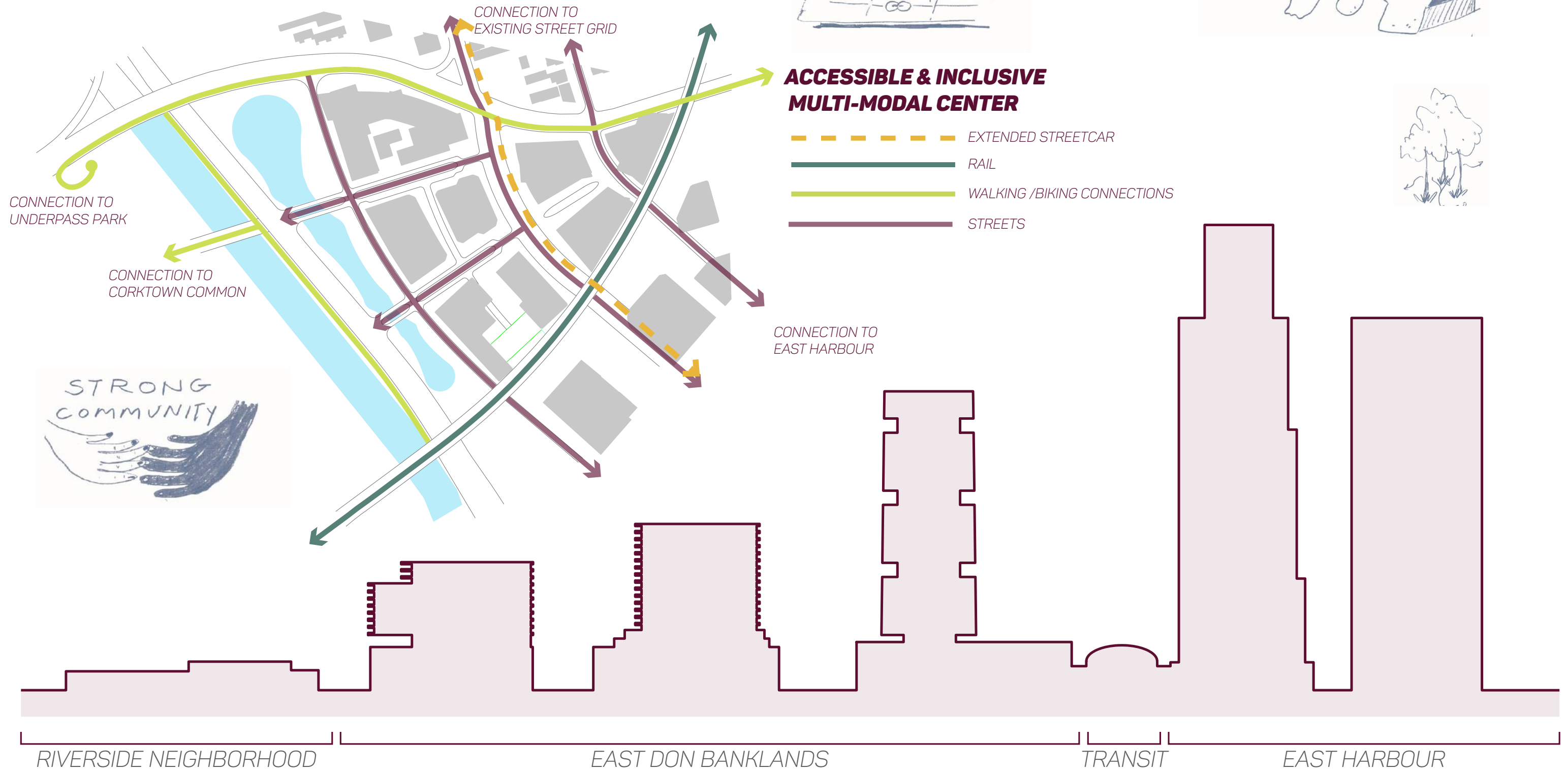
INTEGRATION OF GREEN + SOCIAL INFRASTRUCTURE





community systems

linking to existing and future neighborhoods

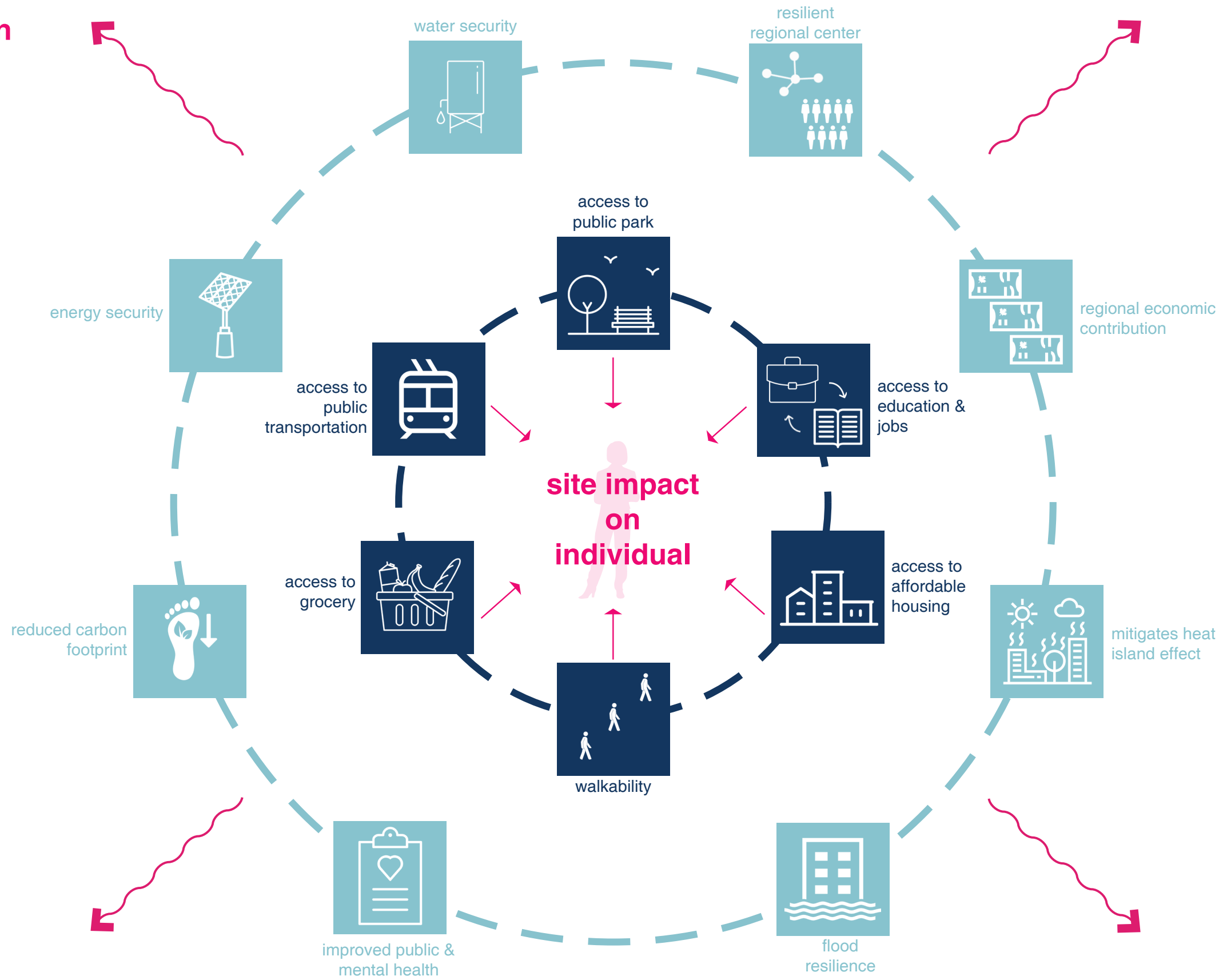


NEIGHBORHOOD

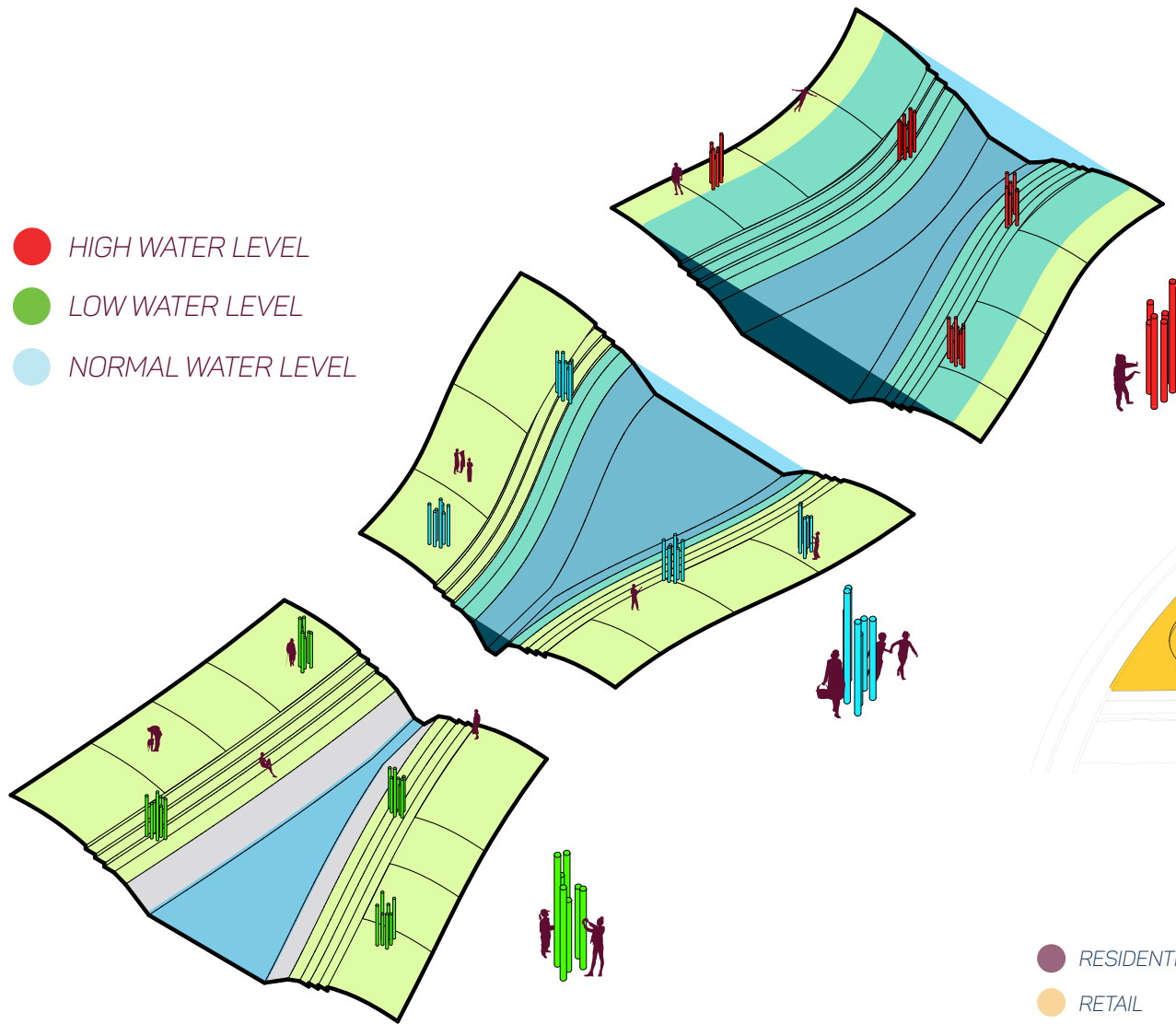
SCALE AND DENSITY INCREASE INCREMENTALLY

CITY

site impact
on
region



social and green infrastructure



SCULPTURAL LIGHTING ILLUMINATING WATER LEVELS

community engagement + placemaking:
lighting serves as public art,
night lighting, and a flood warning
system.

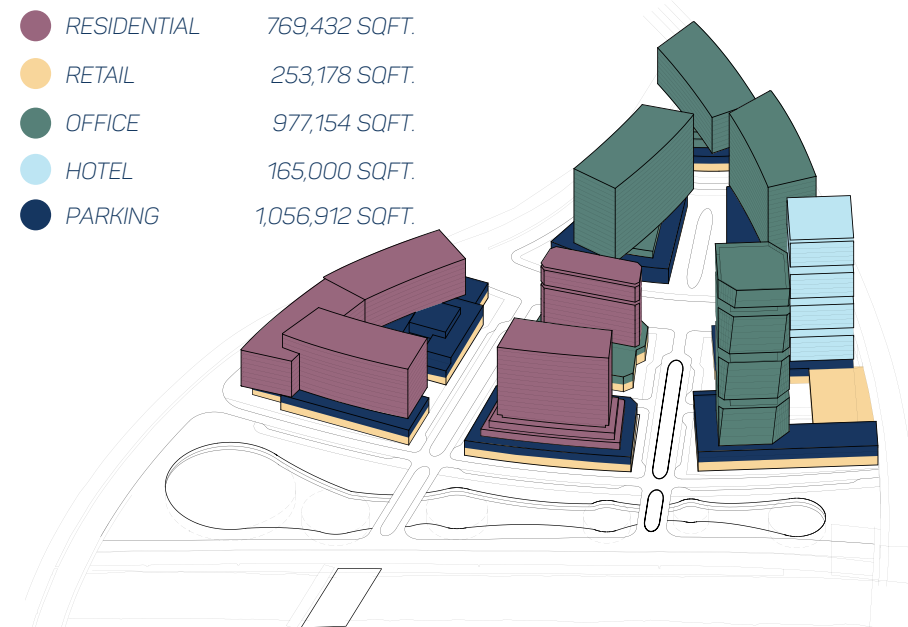


PUBLIC SPACE

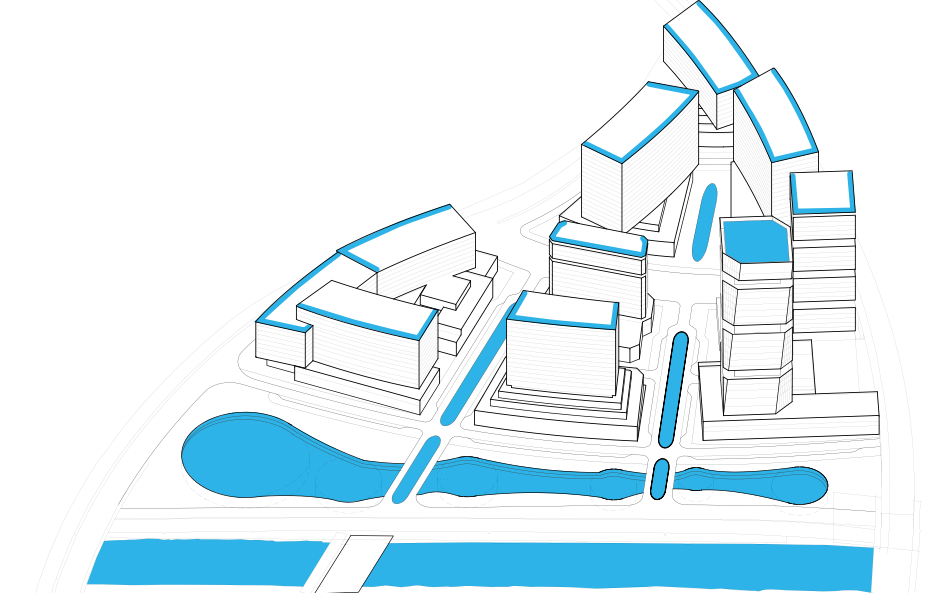


PERVIOUS GREEN SPACE

| | |
|---------------|-----------------|
| ● RESIDENTIAL | 769,432 SQFT. |
| ● RETAIL | 253,178 SQFT. |
| ● OFFICE | 977,154 SQFT. |
| ● HOTEL | 165,000 SQFT. |
| ● PARKING | 1,056,912 SQFT. |



BUILDING PROGRAMMING



FLOOD CONTROL INFRASTRUCTURE

SUMMARY PROFORMA

| | Year 0 | Phase I | | | Phase II | | | Phase III | | | |
|-----------------------------------|------------------------|-------------------------|------------------------|------------------------|------------------------|-------------------------|-----------------------|------------------------|-----------------------|----------------------|-------------------------|
| | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
| Net Operating Income | | | | | | | | | | | |
| Market-Rate Rental Housing | \$ - | \$ - | \$ 564,800 | \$ 864,145 | \$ 1,120,147 | \$ 4,176,864 | \$ 5,807,902 | \$ 7,171,230 | \$ 8,209,110 | \$ 8,839,601 | \$ 9,388,630 |
| Market-Rate For-Sale Housing | - | - | 7,671,738 | 7,825,173 | 8,513,788 | - | 42,627,897 | 43,480,455 | 57,021,511 | 12,924,876 | 12,584,129 |
| Affordable Rental Housing | - | - | 197,680 | 302,451 | 411,333 | 1,453,474 | 2,017,482 | 2,603,468 | 2,957,665 | 3,179,013 | 3,408,031 |
| Affordable For-Sale Housing | - | - | - | - | - | - | - | - | - | - | - |
| Office | - | (494,740) | 17,100 | 8,611,950 | 8,784,189 | 7,511,467 | 9,160,176 | 11,090,233 | 15,613,193 | 28,712,609 | 29,286,862 |
| Industrial | - | - | - | - | - | - | - | - | - | - | - |
| Retail | - | (474,978) | 2,414,878 | 3,679,075 | 3,218,194 | 5,015,553 | 6,579,883 | 6,711,480 | 6,845,710 | 6,982,624 | 7,122,277 |
| Hotel | - | - | 9,949,478 | 10,148,468 | 10,351,437 | 10,558,466 | 10,769,635 | 10,985,028 | 11,204,728 | 11,428,823 | 11,657,399 |
| Structured Parking | - | 3,798,229 | 6,487,342 | 9,025,926 | 15,695,040 | 21,102,783 | 25,189,280 | 25,693,066 | 26,206,927 | 26,731,066 | 27,265,687 |
| Surface Parking | - | 127,448 | 129,997 | 132,596 | 135,248 | 137,953 | 140,712 | 143,527 | 146,397 | 149,325 | 152,312 |
| Total Net Operating Income | \$ - | \$ 2,955,959 | \$ 27,433,014 | \$ 40,589,783 | \$ 48,229,377 | \$ 49,956,561 | \$ 102,292,967 | \$ 107,878,488 | \$ 128,205,242 | \$ 98,947,937 | \$ 100,865,327 |
| Development Costs | | | | | | | | | | | |
| Market-Rate Rental Housing | \$ - | \$ 14,324,453 | \$ - | \$ - | \$ 27,707,319 | \$ 49,340,902 | \$ - | \$ 22,608,218 | \$ - | \$ - | \$ - |
| Market-Rate For-Sale Housing | - | 10,245,007 | - | - | - | 55,430,354 | - | 16,148,632 | - | - | - |
| Affordable Rental Housing | - | 6,138,967 | - | - | 32,606,216 | - | - | 9,689,379 | - | - | - |
| Affordable For-Sale Housing | - | - | - | - | - | - | - | - | - | - | - |
| Office | - | 9,965,599 | 38,059,073 | 38,820,255 | - | 29,175,396 | 29,758,904 | 84,039,430 | 42,860,109 | - | - |
| Industrial | - | - | - | - | - | - | - | - | - | - | - |
| Retail | - | 12,995,797 | 11,995,167 | - | 14,623,342 | 12,017,744 | 9,226,958 | - | - | - | - |
| Hotel | - | 46,181,244 | - | - | - | - | - | - | - | - | - |
| Structured Parking | - | 26,655,526 | 18,338,772 | 16,904,936 | 22,055,884 | 17,314,870 | 12,456,082 | - | - | - | - |
| Surface Parking | - | 367,073 | - | - | - | - | - | - | - | - | - |
| Land Acquisition Costs | 68,893,359 | 44,810,513 | 14,936,838 | - | 14,936,838 | 14,936,838 | - | - | - | - | - |
| Infrastructure | - | 13,491,275 | 6,942,472 | 4,237,061 | 5,178,855 | 6,522,098 | 3,869,050 | 1,036,828 | 2,115,128 | - | - |
| Demolition | 3,452,540 | - | - | - | - | - | - | - | - | - | - |
| Loan Fee & Interest Reserve | 7,660,000 | 7,300,000 | - | - | - | - | - | - | - | - | - |
| Total Development Costs | \$ 80,005,899 | \$ 192,475,453 | \$ 90,272,321 | \$ 59,962,253 | \$ 117,108,453 | \$ 184,738,201 | \$ 55,310,995 | \$ 133,522,487 | \$ 44,975,238 | \$ - | \$ - |
| Annual Cash Flow | | | | | | | | | | | |
| Net Operating Income | \$ - | \$ 2,955,959 | \$ 27,433,014 | \$ 40,589,783 | \$ 48,229,377 | \$ 49,956,561 | \$ 102,292,967 | \$ 107,878,488 | \$ 128,205,242 | \$ 98,947,937 | \$ 100,865,327 |
| Total Asset Value | | | | | | | | | | | 1,596,164,323 |
| Total Costs of Sale | | | | | | | | | | | (47,884,930) |
| (Less) Total Development Costs | (80,005,899) | (192,475,453) | (90,272,321) | (59,962,253) | (117,108,453) | (184,738,201) | (55,310,995) | (133,522,487) | (44,975,238) | - | - |
| Debt Service (Interest Expense) | - | - | (14,493,292) | (19,104,390) | (27,322,189) | (41,528,556) | (45,781,972) | (56,049,851) | (55,245,853) | (55,245,853) | (54,004,023) |
| Net Cash Flow | \$ (80,005,899) | \$ (189,519,494) | \$ (62,839,308) | \$ (19,372,470) | \$ (68,879,076) | \$ (134,781,640) | \$ 46,981,972 | \$ (25,643,999) | \$ 83,230,004 | \$ 98,947,937 | \$ 1,649,144,720 |
| Leveragaged Cash Flows | (80,005,899) | (91,322,474) | 12,939,721 | 21,485,393 | 20,907,189 | 8,428,005 | 56,510,995 | 51,828,637 | 72,959,389 | 43,702,085 | 892,877,722 |

* All monetary values are in Canadian dollars (\$C)

| | |
|---------------------------------------|----------------------|
| Net Present Value (9.00% Rate) | \$339,809,757 |
| Loan to Value (LTV) | 39.03% |
| Unlevered IRR (Before Taxes) | 17.09% |
| Levered IRR (Before Taxes) * | 26.78% |

| | |
|--|-------------------------|
| Current Site Value (Start of Year 0) | \$ 158,514,743 |
| Projected Site Value (End of Year 10) | \$ 1,596,164,323 |

* Assumes all equity is contributed before the loan funds

MULTI-YEAR DEVELOPMENT PROGRAM

| | Total Buildout | Year 0 | Phase I | | | | Phase II | | | Phase III | | | |
|--|----------------|-----------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------|----------|--|
| | | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | |
| Project Buildout by Development Units | | | | | | | | | | | | | |
| Market-Rate Rental Housing | 479 Units | 0 | 65 | 0 | 0 | 118 | 206 | 0 | 91 | 0 | 0 | 0 | |
| Market-Rate For-Sale Housing | 342 Units | 0 | 46 | 0 | 0 | 0 | 231 | 0 | 65 | 0 | 0 | 0 | |
| Affordable Rental Housing | 205 Units | 0 | 28 | 0 | 0 | 139 | 0 | 0 | 39 | 0 | 0 | 0 | |
| Hotel | 330 Units | 0 | 330 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Structured Parking | 3,523 Units | 0 | 862 | 581 | 525 | 672 | 517 | 365 | 0 | 0 | 0 | 0 | |
| Surface Parking | 48 Units | 0 | 48 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Project Buildout by Area | | | | | | | | | | | | | |
| Market-Rate Rental Housing | 359,047 SF | 0 | 48,750 | 0 | 0 | 88,500 | 154,500 | 0 | 68,250 | 0 | 0 | 0 | |
| Market-Rate For-Sale Housing | 256,507 SF | 0 | 34,500 | 0 | 0 | 0 | 173,250 | 0 | 48,750 | 0 | 0 | 0 | |
| Affordable Rental Housing | 153,878 SF | 0 | 21,000 | 0 | 0 | 104,250 | 0 | 0 | 29,250 | 0 | 0 | 0 | |
| Office | 977,154 SF | 0 | 38,884 | 145,588 | 145,588 | 0 | 105,168 | 105,168 | 291,172 | 145,586 | 0 | 0 | |
| Retail | 253,178 SF | 0 | 56,733 | 51,338 | 0 | 60,156 | 48,468 | 36,483 | 0 | 0 | 0 | 0 | |
| Hotel | 165,000 SF | 0 | 165,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Structured Parking | 1,056,912 SF | 0 | 258,594 | 174,422 | 157,632 | 201,630 | 155,185 | 109,449 | 0 | 0 | 0 | 0 | |
| Surface Parking | 14,395 SF | 0 | 14,395 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Total | | 0 | 637,856 | 371,348 | 303,220 | 454,536 | 636,571 | 251,100 | 437,422 | 145,586 | 0 | 0 | |

UNIT DEVELOPMENT & INFRASTRUCTURE COSTS

| Development Costs | Unit Cost | Total Costs |
|--|---------------|--------------------|
| Market-Rate Rental Housing | \$ 238,090.47 | 113,980,892 |
| Market-Rate For-Sale Housing | \$ 239,244.91 | 81,823,993 |
| Affordable Rental Housing | \$ 236,069.62 | 48,434,562 |
| Office | \$ 279.05 | 272,678,767 |
| Surface Parking | \$ 7,650.00 | 367,073 |
| Market-Rate Retail | \$ 240.38 | 60,859,008 |
| Hotel | \$ 139,943.16 | 46,181,244 |
| Structured Parking | \$ 32,280.66 | 113,726,070 |
| Land Acquisition | \$ 422.55 | 158,514,384 |
| Demolition Costs | \$ 4.00 | 3,452,540 |
| Loan Fee & Interest Reserve | | 14,960,000 |
| Infrastructure Costs (All to Be Performed By Developer) | | |
| | Public | Private |
| Cisterns | \$ | 11,084,631 |
| Streets/Sidewalks | \$ | 6,284,146 |
| Bridges | \$ | 197,853 |
| Retaining Wall | \$ | 94,784 |
| Solar Panels | \$ | 8,228,017 |
| Landscaping | \$ | 17,503,337 |
| Total Infrastructure Costs | \$ | 43,392,767 |
| Total Development Costs | \$ | 958,371,299 |

EQUITY & FINANCING SOURCES

| | Amount | % of Total |
|--|-----------------------|----------------|
| Equity Sources (Total) | | |
| Equity Contribution | \$ 84,662,948 | 8.83% |
| Developer Land Equity | \$ 89,621,384 | 9.35% |
| Financing Sources (Total) | | |
| 65% LTC Financing (1) | \$ 622,941,577 | 65.00% |
| 15% Equity Financing (2) | \$ 143,755,749 | 15.00% |
| Public Subsidies | | |
| TCHC Affordable Housing (3) | \$ 9,100,000 | 0.95% |
| Infrastructure Ontario Grant (4) | \$ 6,500,000 | 0.68% |
| Municipal Energy Grant Program (5) | \$ 90,000 | 0.01% |
| Waterfront Toronto Partnership (6) | \$ 1,500,000 | 0.16% |
| Education and Capacity Building Program (7) | \$ 100,000 | 0.01% |
| City of Toronto Eco-Roof Incentive Program (8) | \$ 100,000 | 0.01% |
| Total | \$ 958,371,658 | 100.00% |

(1) A 65% loan to cost (LTC) loan is assumed as the primary source of financing.

(2) Secondary financing in the form of a 15% equity loan is also assumed.

(3) Funding from the Toronto Community Housing Corporation is assumed. The value (based on a value per affordable unit) is based on precedence set with funding for the West Don Lands.

(4) A grant from Infrastructure Ontario is assumed and the value is based on current medical building projects that Infrastructure Ontario is involved with.

(5) A standard C\$90,000 grant from the Municipal Energy Grant Program is assumed based on their qualifications for program involvement.

(6) A partnership from Waterfront Toronto is assumed. Value is based on Waterfront Toronto partnerships with government sponsored programs.

(7) A grant from the ECBP is assumed.

(8) Funding from the City of Toronto Eco-Roof Incentive Program is assumed.

Year 1 Construction Costs Assumptions

| Property Type | Hard Costs PSF (1) | Soft Costs PSF (2) | Hard Cost Contingency (3) | Total Costs PSF (4) |
|---------------------------|-----------------------|-----------------------|------------------------------|------------------------|
| Rental & For-Sale Housing | \$ 233.62 | \$ 46.72 | \$ 9.34 | \$ 289.69 |
| Office Space | \$ 202.63 | \$ 40.53 | \$ 8.11 | \$ 251.27 |
| Retail Space | \$ 181.11 | \$ 36.22 | \$ 7.24 | \$ 224.58 |
| Restaurant Space | \$ 287.81 | \$ 57.56 | \$ 11.51 | \$ 356.89 |
| Grocery Store | \$ 164.44 | \$ 32.89 | \$ 6.58 | \$ 203.91 |
| Hotel | \$ 221.29 | \$ 44.26 | \$ 8.85 | \$ 274.40 |
| Structured Parking | \$ 81.50 | \$ 16.30 | \$ 3.26 | \$ 101.06 |
| Warehouse | \$ 150.62 | \$ 30.12 | \$ 6.02 | \$ 186.77 |

(1) Source: RS Means Online Data

(2) Soft Costs have been estimated as 20.00% of Hard Costs.

(3) Hard Cost Contingency has been estimated as 4.00% of Hard Costs.

(4) An inflation factor of 2% was included.

Summary of Land Acquisition

| Block | Own or Purchased | Assessed Value | Total SF | Value PSF |
|--------------|------------------|-----------------------|----------------|------------------|
| A | Own | \$ 89,621,384 | 488,001 | \$ 183.65 |
| B | Purchased | \$ 30,465,515 | 165,889 | \$ 183.65 |
| C | Purchased | \$ 15,806,939 | 86,071 | \$ 183.65 |
| D | Purchased | \$ 22,620,905 | 123,174 | \$ 183.65 |
| Total | | \$ 158,514,743 | 863,135 | \$ 183.65 |

Total Demolition Costs

| | |
|--------------------------------------|---------------------|
| Total SF Requiring Demolition | 863,135 |
| * \$4.00 PSF in Demolition Costs (2) | \$ 4.00 |
| Total Demolition Costs (1) | \$ 3,452,540 |

(1) All demolition costs are to occur in Year 0 (2018-2019).

(2) A demolition/remediation cost of C\$4.00 per square foot.

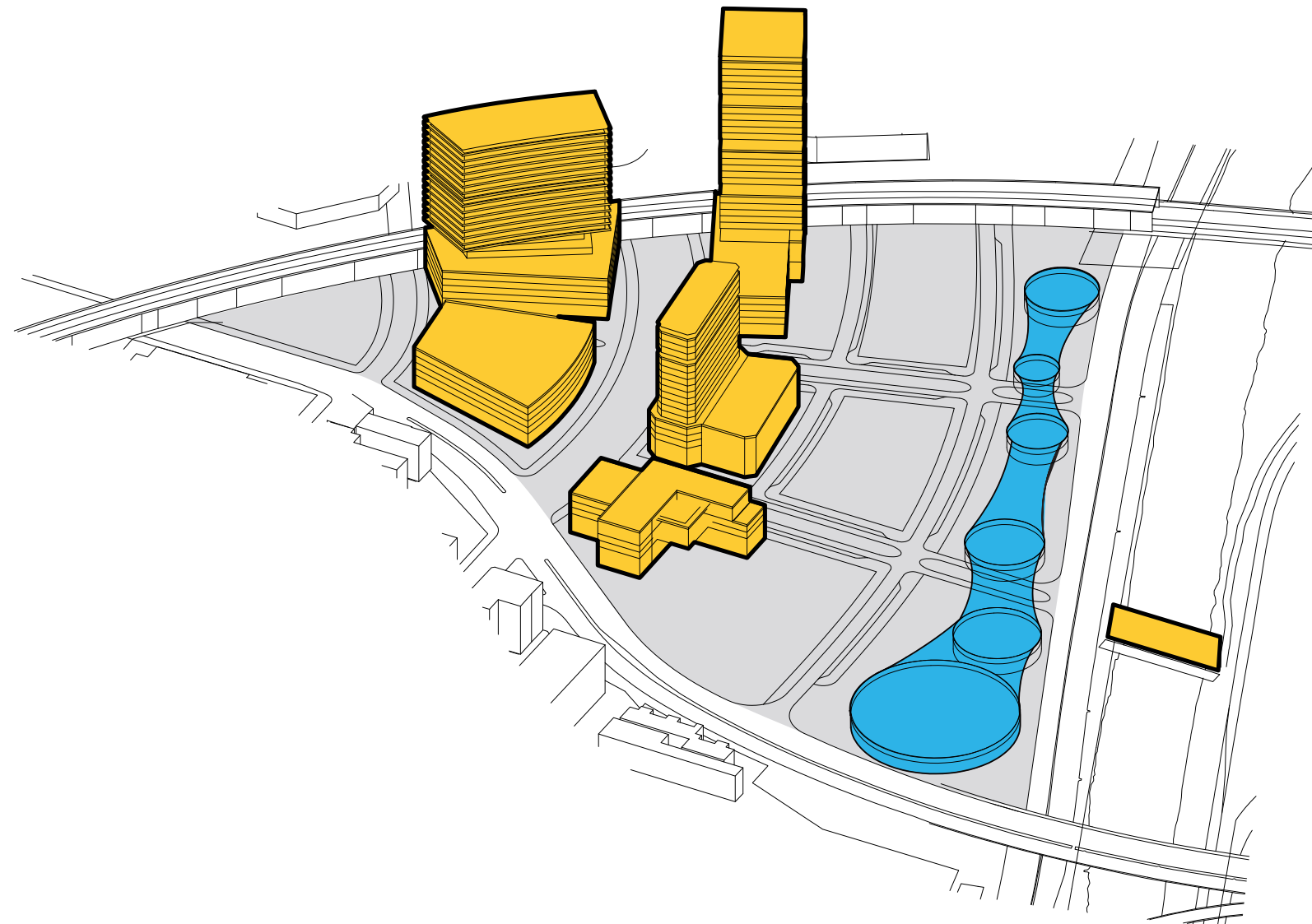
Market Assumptions

| Input | Assumption Used (1) | Source |
|--------------------------------|------------------------|---|
| Apartment Rents PSF (Monthly) | \$ 2.81 | Average rents from Urbanation 1Q17 |
| Apartment Vacancy | 1.70% | CBRE Reports for Toronto |
| Affordable Rents PSF | \$ 2.24 | 80% of AMR and average square footage-precedence set with West Don Lands |
| Condo Sales Prices PSF | \$ 728.28 | Report by TREB for Downtown Toronto |
| Office Rents PSF | \$ 45.00 | JLL Report |
| Office Vacancy | 4.10% | |
| Retail Rents PSF | \$ 19.63 | From GTA Realtors, The Globe and Mail, The Balance, and Canadian Commercial Real Estate Outlook |
| Restaurant Rents PSF | \$ 38.00 | |
| Grocery Store Rents PSF | \$ 17.00 | |
| Retail Vacancy | 4.00% | |
| Hotel ADR | \$ 237.00 | Estimated from JLL research and Business Wire |
| Hotel Occupancy | 78.00% | |
| Hotel EBITDA Margin | 25.90% | |
| Parking Structure Monthly Rate | \$ 200.00 | From Toronto Parking data |
| Hourly Parking Rates | \$ 5.00 | |
| Apartment Cap Rates | 3.75% | CBRE Reports for Toronto |
| Office Cap Rates | 4.50% | |
| Retail Cap Rates | 5.60% | |
| Hotel Cap Rates | 5.75% | |
| Industrial Cap Rates | 5.50% | |
| Parking Cap Rates | 10.00% | |

(1) Please note that these rent/sales price figures are current estimates, and that for purposes of calculating Net Operating Income, annual inflation of 2.00% was assumed.

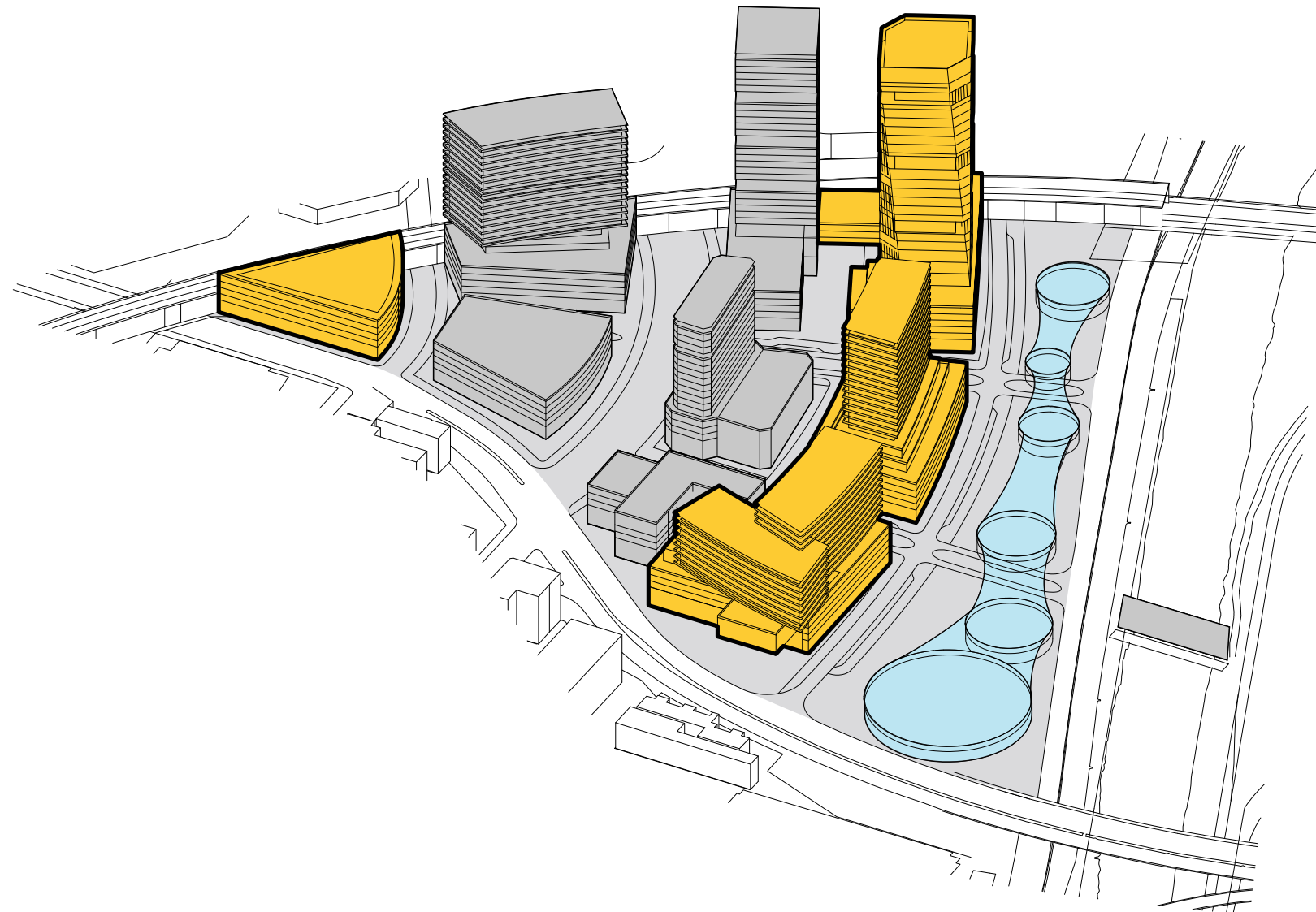
DEVELOPMENT SCHEDULE

| Product Type | Total SF | Year 0 | Phase I | | | | Phase II | | | Phase III | | | |
|-------------------|--------------------------------|-----------|---------|---------|---------|-----------|----------|------|------|-----------|------|------|--|
| | | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | |
| Phase I | | | | | | | | | | | | | |
| Commercial | Office/Venue | 330,060 | | 38,884 | 145,588 | 145,588 | | | | | | | |
| Hotel | Hotel | 165,000 | | 165,000 | | | | | | | | | |
| Surface Parking | Infrastructure- Surface Parkin | 14,395 | | 14,395 | | | | | | | | | |
| Parking Garage | Structured Parking | 264,131 | | 258,594 | 174,422 | 157,632 | | | | | | | |
| Residential | Market Rate For Sale | 34,672 | | 34,672 | | | | | | | | | |
| Solar Panels | Infrastructure- Solar Panels | 46,594 | | 28,396 | | 18,198 | | | | | | | |
| Retail/Grocery | Retail | 108,071 | | 56,733 | 51,338 | | | | | | | | |
| Cisterns | Infrastructure- Cisterns | 119,668 | | 66,445 | 43,223 | 10,000 | | | | | | | |
| Streets/Sidewalks | Infrastructure- Sidewalk/Stree | 161,230 | | 107,487 | 53,743 | | | | | | | | |
| Retaining Wall | Infrastructure- Retaining Wall | 2,498 | | 2,498 | | | | | | | | | |
| Pedestrian Bridge | Infrastructure- Bridges | 10,565 | | | 10,565 | | | | | | | | |
| Residential | Market Rate Rental | 48,478 | | 48,478 | | | | | | | | | |
| Residential | Affordable Rental | 20,776 | | 20,776 | | | | | | | | | |
| Landscaping | Infrastructure- Landscape | 318,717 | | 159,359 | 79,679 | 79,679.25 | | | | | | | |



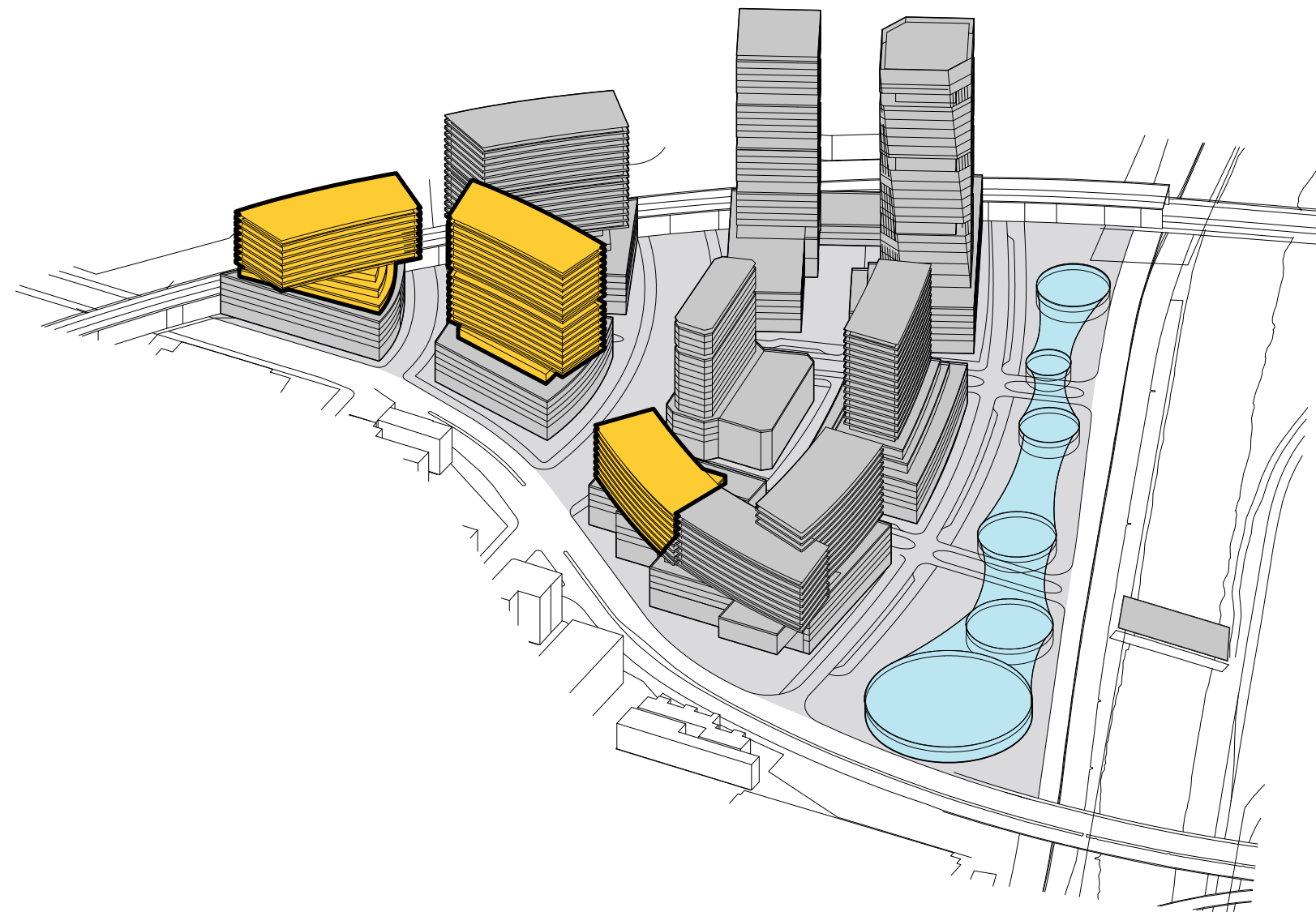
DEVELOPMENT SCHEDULE

| | Product Type | Total SF | Year 0 | Phase I | | | | Phase II | | | Phase III | | | |
|-------------------|--------------------------------|----------|-----------|---------|------|------|---------|----------|---------|------|-----------|------|------|--|
| | | | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | |
| Phase II | | | | | | | | | | | | | | |
| Residential | Market Rate Rental | 242,628 | | | | | 88,361 | 154,267 | | | | | | |
| Residential | Affordable Rental | 103,984 | | | | | 103,984 | | | | | | | |
| Parking Garage | Structured Parking | 145,108 | | | | | 201,630 | 155,185 | 109,449 | | | | | |
| Office | Office | 210,336 | | | | | | 105,168 | 105,168 | | | | | |
| Residential | Market Rate For Sale | 173,306 | | | | | | 173,306 | | | | | | |
| Retail | Retail | 145,107 | | | | | 60,156 | 48,468 | 36,483 | | | | | |
| Solar Panels | Infrastructure- Solar Panels | 49,219 | | | | | 12,823 | 36,396 | | | | | | |
| Cisterns | Infrastructure- Cisterns | 50,000 | | | | | 10,000 | 20,000 | 20,000 | | | | | |
| Streets/Sidewalks | Infrastructure- Sidewalk/Stree | 80,615 | | | | | 53,743 | 26,872 | | | | | | |
| Landscaping | Infrastructure- Landscape | 212,478 | | | | | 70,826 | 70,826 | 70,826 | | | | | |



DEVELOPMENT SCHEDULE

| Product Type | Total SF | Year 0 | Phase I | | | Phase II | | | | Phase III | | | | | | |
|------------------|-----------------------------|-----------|---------|------|------|----------|------|------|------|-----------|------|---------|---------|--|--|--|
| | | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | | | | |
| Phase III | | | | | | | | | | | | | | | | |
| Residential | Affordable Rental | 29,118 | | | | | | | | | | 29,118 | | | | |
| Residential | Market Rate For Sale | 48,529 | | | | | | | | | | 48,529 | | | | |
| Office | Medical Office | 436,758 | | | | | | | | | | 291,172 | 145,586 | | | |
| Residential | Market Rate Rental | 67,941 | | | | | | | | | | 67,941 | | | | |
| Solar Panel | Infrastructure- Solar Panel | 54,594 | | | | | | | | | | 18,198 | 36,396 | | | |

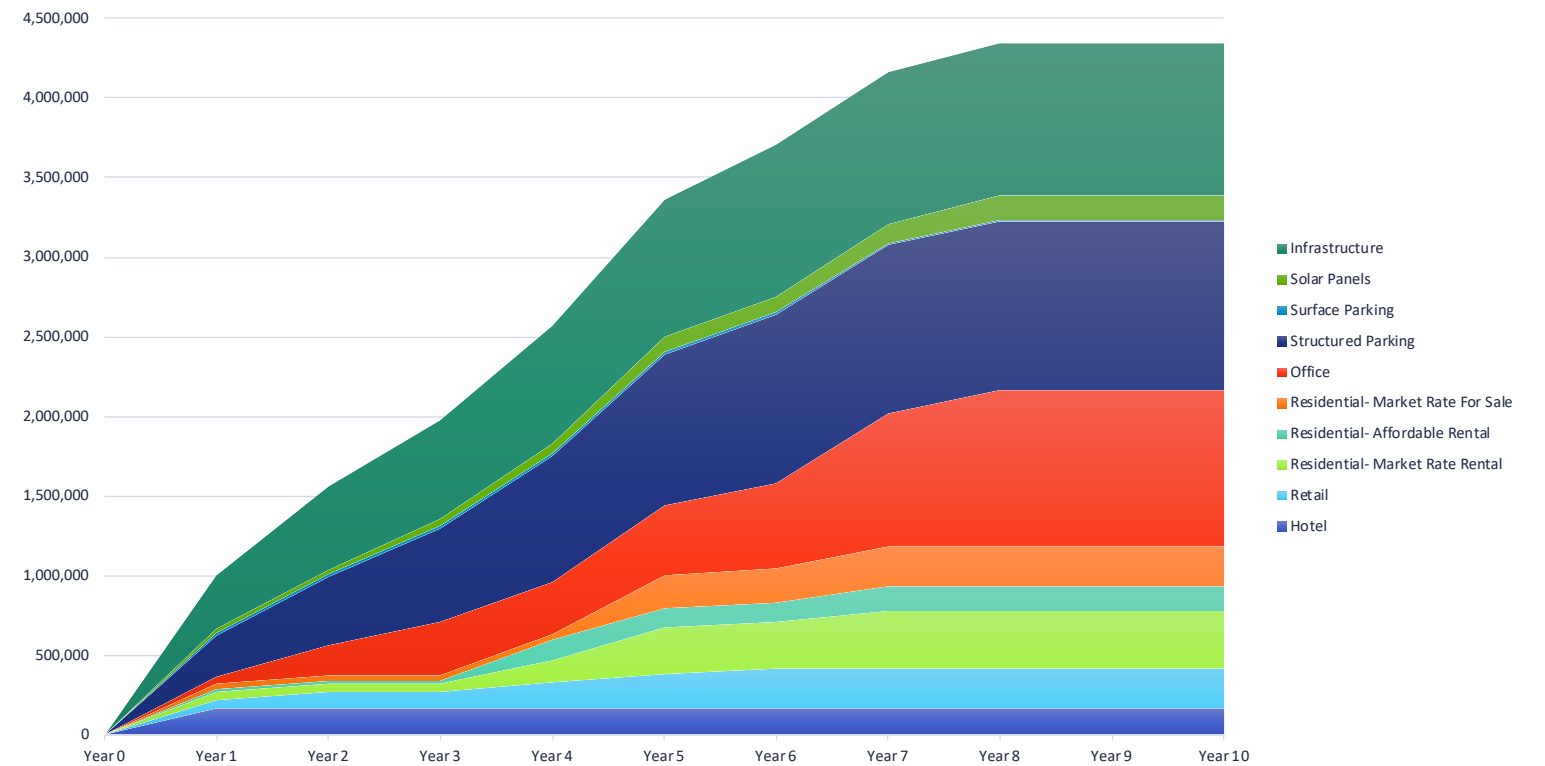


TOTAL DEVELOPMENT

Development Per Year

| | Total | Year 0 2018-2019 | Phase I | | | | Phase II | | | Phase III | | | |
|--|------------------|---------------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------|----------|--|
| | | | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | |
| Total (Hotel) | 165,000 | | 165,000 | - | - | - | - | - | - | - | - | - | |
| Total (Retail) | 253,178 | | 56,733 | 51,338 | - | 60,156 | 48,468 | 36,483 | - | - | - | - | |
| Total (Residential - Market Rate Rental) | 359,047 | | 48,478 | - | - | 88,361 | 154,267 | - | 67,941 | - | - | - | |
| Total (Residential - Affordable Rental) | 153,878 | | 20,776 | - | - | 103,984 | - | - | 29,118 | - | - | - | |
| Total (Residential - Market Rate for Sale) | 256,507 | | 34,672 | - | - | - | 173,306 | - | 48,529 | - | - | - | |
| Total (Office) | 977,154 | | 38,884 | 145,588 | 145,588 | - | 105,168 | 105,168 | 291,172 | 145,586 | - | - | |
| Total (Structured Parking) | 1,056,912 | | 258,594 | 174,422 | 157,632 | 201,630 | 155,185 | 109,449 | - | - | - | - | |
| Total (Surface Parking) | 14,395 | | 14,395 | - | - | - | - | - | - | - | - | - | |
| Total (Landscaping) | 531,195 | | 159,359 | 79,679 | 79,679 | 70,826 | 70,826 | 70,826 | - | - | - | - | |
| Total (Cistern) | 169,668 | | 66,445 | 43,223 | 10,000 | 10,000 | 20,000 | 20,000 | - | - | - | - | |
| Total (Streets/Sidewalks) | 241,845 | | 107,487 | 53,743 | - | 53,743 | 26,872 | - | - | - | - | - | |
| Total (Bridges) | 10,565 | | - | 10,565 | - | - | - | - | - | - | - | - | |
| Total (Retaining Wall) | 2,498 | | 2,498 | - | - | - | - | - | - | - | - | - | |
| Total (Solar Panels) | 150,407 | | 28,396 | - | 18,198 | 12,823 | 36,396 | - | 18,198 | 36,396 | - | - | |
| Total | 4,342,249 | | 1,001,716 | 558,559 | 411,097 | 601,523 | 790,488 | 341,926 | 454,958 | 181,982 | - | - | |

4.34 MILLION
SQUARE FEET



FINANCING

| | Year 0 | Phase I | | | Phase II | | | Phase III | | | |
|-------------------------------------|------------------------|------------------------|----------------------|----------------------|-----------------------|-----------------------|----------------------|-----------------------|----------------------|----------------------|-----------------------|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
| Land Acquisition Costs | \$ 68,893,359 | \$ 44,810,513 | \$ 14,936,838 | \$ - | \$ 14,936,838 | \$ 14,936,838 | \$ - | \$ - | \$ - | \$ - | \$ - |
| Demolition Costs | \$ 3,452,540 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Construction Costs | \$ - | \$ 140,364,940 | \$ 75,335,484 | \$ 59,962,253 | \$ 102,171,616 | \$ 169,801,364 | \$ 55,310,995 | \$ 133,522,487 | \$ 44,975,238 | \$ - | \$ - |
| Loan Fee & Interest Reserve | \$ 7,660,000 | \$ 7,300,000 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Development Costs | \$ 80,005,899 | \$ 192,475,453 | \$ 90,272,321 | \$ 59,962,253 | \$ 117,108,453 | \$ 184,738,201 | \$ 55,310,995 | \$ 133,522,487 | \$ 44,975,238 | \$ - | \$ - |
| Debt & Equity Funding | | | | | | | | | | | |
| Equity Funding | \$ 80,005,899 | \$ 94,278,432 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Sale of Market Rate Housing | | | | | \$ 10,245,007 | | | | \$ 55,430,354 | | \$ 16,148,632 |
| Debt Funding | \$ - | \$ 98,197,020 | \$ 90,272,321 | \$ 59,962,253 | \$ 106,863,446 | \$ 184,738,201 | \$ 55,310,995 | \$ 133,522,487 | \$ (10,455,116) | \$ - | \$ (16,148,632) |
| Cumulative Debt Funding | \$ - | \$ 98,197,020 | \$ 188,469,341 | \$ 248,431,594 | \$ 355,295,040 | \$ 540,033,241 | \$ 595,344,236 | \$ 728,866,723 | \$ 718,411,607 | \$ 718,411,607 | \$ 702,262,975 |
| Debt Service Calculation | | | | | | | | | | | |
| Interest Expense | \$ - | \$ - | \$ 14,493,292 | \$ 19,104,390 | \$ 27,322,189 | \$ 41,528,556 | \$ 45,781,972 | \$ 56,049,851 | \$ 55,245,853 | \$ 55,245,853 | \$ 54,004,023 |
| Loan Repayment | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 702,262,975 |
| Total Debt Service | \$ - | \$ - | \$ 14,493,292 | \$ 19,104,390 | \$ 27,322,189 | \$ 41,528,556 | \$ 45,781,972 | \$ 56,049,851 | \$ 55,245,853 | \$ 55,245,853 | \$ 756,266,998 |
| Cash Flow After Debt Service | | | | | | | | | | | |
| Net Operating Income | \$ - | \$ 2,955,959 | \$ 27,433,014 | \$ 40,589,783 | \$ 48,229,377 | \$ 49,956,561 | \$ 102,292,967 | \$ 107,878,488 | \$ 128,205,242 | \$ 98,947,937 | \$ 100,865,327 |
| (Less) Interest Expense | \$ - | \$ - | \$ (14,493,292) | \$ (19,104,390) | \$ (27,322,189) | \$ (41,528,556) | \$ (45,781,972) | \$ (56,049,851) | \$ (55,245,853) | \$ (55,245,853) | \$ (54,004,023) |
| Total CFADS | \$ - | \$ 2,955,959 | \$ 12,939,721 | \$ 21,485,393 | \$ 20,907,189 | \$ 8,428,005 | \$ 56,510,995 | \$ 51,828,637 | \$ 72,959,389 | \$ 43,702,085 | \$ 46,861,304 |
| Leveraged IRR Calculation | | | | | | | | | | | |
| Equity Outlays | \$ (80,005,899) | \$ (94,278,432) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| CFADS | \$ - | \$ 2,955,959 | \$ 12,939,721 | \$ 21,485,393 | \$ 20,907,189 | \$ 8,428,005 | \$ 56,510,995 | \$ 51,828,637 | \$ 72,959,389 | \$ 43,702,085 | \$ 46,861,304 |
| Asset Sale | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,596,164,323 |
| (Less) Cost of Sale | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ (47,884,930) |
| (Less) Debt Repayment | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ (702,262,975) |
| Leveraged Cash Flows | \$ (80,005,899) | \$ (91,322,474) | \$ 12,939,721 | \$ 21,485,393 | \$ 20,907,189 | \$ 8,428,005 | \$ 56,510,995 | \$ 51,828,637 | \$ 72,959,389 | \$ 43,702,085 | \$ 892,877,722 |
| Net Present Value | \$ 379,928,999 | | | | | | | | | | |
| Leveraged IRR Before Taxes | 26.78% | | | | | | | | | | |

Financing Assumptions

| | |
|---------------|-------|
| Interest Rate | 7.69% |
| Discount Rate | 9.00% |

Blended Interest Rate (1) 7.69%

(1) Assumed 15% interest rate for pref equity loan and 6% interest rate for senior loan

MARKET-RATE RENTAL

| | Year 0 | Phase I | | | Phase II | | | Phase III | | | |
|----------------------------|-----------|---------|---------|---------|----------|---------|---------|-----------|---------|---------|---------|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
| Revenue Assumptions | | | | | | | | | | | |
| Phase I | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 65 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Projected Unit Absorption | | 0 | 32 | 16 | 13 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cumulative Units Leased | | 0 | 32 | 48 | 61 | 61 | 61 | 61 | 61 | 61 | 61 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Rentable Area | | 48,750 | 48,750 | 48,750 | 48,750 | 48,750 | 48,750 | 48,750 | 48,750 | 48,750 | 48,750 |
| Monthly Rent PSF | \$ 2.81 | \$ 2.86 | \$ 2.92 | \$ 2.98 | \$ 3.04 | \$ 3.10 | \$ 3.16 | \$ 3.22 | \$ 3.29 | \$ 3.35 | \$ 3.42 |
| Occupancy Factor | | 0.00% | 50.00% | 75.00% | 94.90% | 94.90% | 94.90% | 94.90% | 94.90% | 94.90% | 94.90% |
| Phase II | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 0 | 0 | 0 | 118 | 206 | 0 | 0 | 0 | 0 | 0 |
| Projected Unit Absorption | | 0 | 0 | 0 | 0 | 162 | 81 | 64 | 0 | 0 | 0 |
| Cumulative Units Leased | | 0 | 0 | 0 | 0 | 162 | 243 | 307 | 307 | 307 | 307 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Rentable Area | | 0 | 0 | 0 | 88,500 | 243,000 | 243,000 | 243,000 | 243,000 | 243,000 | 243,000 |
| Monthly Rent PSF | \$ 2.81 | \$ 2.86 | \$ 2.92 | \$ 2.98 | \$ 3.04 | \$ 3.10 | \$ 3.16 | \$ 3.22 | \$ 3.29 | \$ 3.35 | \$ 3.42 |
| Occupancy Factor | | 0.00% | 0.00% | 0.00% | 0.00% | 50.00% | 75.00% | 94.90% | 94.90% | 94.90% | 94.90% |
| Phase III | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 0 | 0 | 0 | 0 | 0 | 0 | 91 | 0 | 0 | 0 |
| Projected Unit Absorption | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 45 | 23 | 18 |
| Cumulative Units Leased | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 45 | 68 | 86 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Rentable Area | | 0 | 0 | 0 | 0 | 0 | 0 | 68,250 | 68,250 | 68,250 | 68,250 |
| Monthly Rent PSF | \$ 2.81 | \$ 2.86 | \$ 2.92 | \$ 2.98 | \$ 3.04 | \$ 3.10 | \$ 3.16 | \$ 3.22 | \$ 3.29 | \$ 3.35 | \$ 3.42 |
| Occupancy Factor | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 50.00% | 75.00% | 94.90% |

MARKET-RATE RENTAL

| Net Operating Income | | | | | | | | | | | | |
|-------------------------------------|--------|----------------------|------------------------|-------------------|-------------------|------------------------|------------------------|---------------------|------------------------|---------------------|---------------------|-----------------------|
| Gross Lease Revenues | | \$ - | \$ - | \$ 840,477 | \$ 1,285,929 | \$ 1,666,886 | \$ 6,215,572 | \$ 8,642,711 | \$ 10,671,474 | \$ 12,215,937 | \$ 13,154,169 | \$ 13,971,175 |
| Annual Operating Expen: | 32.80% | - | - | (275,676) | (421,785) | (546,739) | (2,038,708) | (2,834,809) | (3,500,243) | (4,006,827) | (4,314,567) | (4,582,546) |
| Net Operating Income | | \$ - | \$ - | \$ 564,800 | \$ 864,145 | \$ 1,120,147 | \$ 4,176,864 | \$ 5,807,902 | \$ 7,171,230 | \$ 8,209,110 | \$ 8,839,601 | \$ 9,388,630 |
| Development Costs | | | | | | | | | | | | |
| Development Costs PSF | | \$ 289.69 | \$ 295.48 | \$ 301.39 | \$ 307.42 | \$ 313.57 | \$ 319.84 | \$ 326.24 | \$ 332.76 | \$ 339.42 | \$ 346.21 | \$ 353.13 |
| Percent Built by Year | | 0.00% | 12.57% | 0.00% | 0.00% | 24.31% | 43.29% | 0.00% | 19.84% | 0.00% | 0.00% | 0.00% |
| Development Costs | | \$ - | \$ 14,324,453 | \$ - | \$ - | \$ 27,707,319 | \$ 49,340,902 | \$ - | \$ 22,608,218 | \$ - | \$ - | \$ - |
| Total Development Costs | | \$ - | \$ 14,324,453 | \$ - | \$ - | \$ 27,707,319 | \$ 49,340,902 | \$ - | \$ 22,608,218 | \$ - | \$ - | \$ - |
| Annual Cash Flow | | | | | | | | | | | | |
| Net Operating Income | | \$ - | \$ - | \$ 564,800 | \$ 864,145 | \$ 1,120,147 | \$ 4,176,864 | \$ 5,807,902 | \$ 7,171,230 | \$ 8,209,110 | \$ 8,839,601 | \$ 9,388,630 |
| Asset Value | 3.75% | - | - | - | - | - | - | - | - | - | - | 250,363,463 |
| Costs of Sale | 3.00% | - | - | - | - | - | - | - | - | - | - | (7,510,904) |
| (Less) Development Costs | | - | (14,324,453) | - | - | (27,707,319) | (49,340,902) | - | (22,608,218) | - | - | - |
| Net Cash Flow | | \$ - | \$ (14,324,453) | \$ 564,800 | \$ 864,145 | \$ (26,587,171) | \$ (45,164,038) | \$ 5,807,902 | \$ (15,436,988) | \$ 8,209,110 | \$ 8,839,601 | \$ 252,241,189 |
| Net Present Value | | \$ 49,570,190 | | | | | | | | | | |
| Unleveraged IRR Before Taxes | | 19.99% | | | | | | | | | | |

Development Assumptions

| Phase | Units | SF |
|-----------|-------|---------|
| Phase I | 65 | 48,478 |
| Phase II | 324 | 242,628 |
| Phase III | 91 | 67,941 |

Other Assumptions

| | |
|---------------|-------|
| Exit Cap Rate | 3.75% |
| Cost of Sale | 3.00% |
| Discount Rate | 9.00% |

360k SQUARE FEET

479 MARKET RATE RENTAL UNITS

MARKET-RATE FOR SALE

| | Year 0 | Phase I | | | Phase II | | | Phase III | | | |
|-------------------------------------|---------------|-----------------|--------------|--------------|--------------|-----------------|---------------|---------------|---------------|---------------|---------------|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
| Revenue Assumptions | | | | | | | | | | | |
| Phase I | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 46 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Projected Units Sold | | 0 | 15 | 15 | 16 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cumulative Units Sold | | 0 | 15 | 30 | 46 | 46 | 46 | 46 | 46 | 46 | 46 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Usable Area | | 34,500 | 34,500 | 34,500 | 34,500 | 34,500 | 34,500 | 34,500 | 34,500 | 34,500 | 34,500 |
| Sale Price PSF | \$ 728.28 | \$ 742.85 | \$ 757.70 | \$ 772.86 | \$ 788.31 | \$ 804.08 | \$ 820.16 | \$ 836.56 | \$ 853.30 | \$ 870.36 | \$ 887.77 |
| Phase II | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 0 | 0 | 0 | 0 | 231 | 0 | 0 | 0 | 0 | 0 |
| Projected Units Sold | | 0 | 0 | 0 | 0 | 0 | 77 | 77 | 77 | 0 | 0 |
| Cumulative Units Sold | | 0 | 0 | 0 | 0 | 0 | 77 | 154 | 231 | 231 | 231 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Usable Area | | 0 | 0 | 0 | 0 | 173,250 | 173,250 | 173,250 | 173,250 | 173,250 | 173,250 |
| Sale Price PSF | \$ 728.28 | \$ 742.85 | \$ 757.70 | \$ 772.86 | \$ 788.31 | \$ 804.08 | \$ 820.16 | \$ 836.56 | \$ 853.30 | \$ 870.36 | \$ 887.77 |
| Phase III | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 0 | 0 | 0 | 0 | 0 | 0 | 65 | 0 | 0 | 0 |
| Projected Units Sold | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22 | 22 | 21 |
| Cumulative Units Sold | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22 | 44 | 65 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Usable Area | | 0 | 0 | 0 | 0 | 0 | 0 | 48,750 | 48,750 | 48,750 | 48,750 |
| Sale Price PSF | \$ 728.28 | \$ 742.85 | \$ 757.70 | \$ 772.86 | \$ 788.31 | \$ 804.08 | \$ 820.16 | \$ 836.56 | \$ 853.30 | \$ 870.36 | \$ 887.77 |
| Net Operating Income | | | | | | | | | | | |
| Sale Revenues | \$ - | \$ - | \$ 8,524,153 | \$ 8,694,636 | \$ 9,459,764 | \$ - | \$ 47,364,330 | \$ 48,311,617 | \$ 63,357,235 | \$ 14,360,973 | \$ 13,982,366 |
| Builder Profit | 5.00% | - | (426,208) | (434,732) | (472,988) | - | (2,368,217) | (2,415,581) | (3,167,862) | (718,049) | (699,118) |
| Cost of Sales | 5.00% | - | (426,208) | (434,732) | (472,988) | - | (2,368,217) | (2,415,581) | (3,167,862) | (718,049) | (699,118) |
| Net Operating Income | \$ - | \$ - | \$ 7,671,738 | \$ 7,825,173 | \$ 8,513,788 | \$ - | \$ 42,627,897 | \$ 43,480,455 | \$ 57,021,511 | \$ 12,924,876 | \$ 12,584,129 |
| Development Costs | | | | | | | | | | | |
| Development Costs PSF | \$ 289.69 | \$ 295.48 | \$ 301.39 | \$ 307.42 | \$ 313.57 | \$ 319.84 | \$ 326.24 | \$ 332.76 | \$ 339.42 | \$ 346.21 | \$ 353.13 |
| Percent Built by Year | 0.00% | 12.52% | 0.00% | 0.00% | 0.00% | 67.74% | 0.00% | 19.74% | 0.00% | 0.00% | 0.00% |
| Development Costs | \$ - | \$ 10,245,007 | \$ - | \$ - | \$ - | \$ 55,430,354 | \$ - | \$ 16,148,632 | \$ - | \$ - | \$ - |
| Infrastructure Costs | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Development Costs | \$ - | \$ 10,245,007 | \$ - | \$ - | \$ - | \$ 55,430,354 | \$ - | \$ 16,148,632 | \$ - | \$ - | \$ - |
| Annual Cash Flow | | | | | | | | | | | |
| Net Operating Income | \$ - | \$ - | \$ 7,671,738 | \$ 7,825,173 | \$ 8,513,788 | \$ - | \$ 42,627,897 | \$ 43,480,455 | \$ 57,021,511 | \$ 12,924,876 | \$ 12,584,129 |
| (Less) Development Costs | - | (10,245,007) | - | - | - | (55,430,354) | - | (16,148,632) | - | - | - |
| Net Cash Flow | \$ - | \$ (10,245,007) | \$ 7,671,738 | \$ 7,825,173 | \$ 8,513,788 | \$ (55,430,354) | \$ 42,627,897 | \$ 27,331,823 | \$ 57,021,511 | \$ 12,924,876 | \$ 12,584,129 |
| Net Present Value | \$ 53,358,868 | | | | | | | | | | |
| Unleveraged IRR Before Taxes | 57.79% | | | | | | | | | | |

| Development Assumptions | | |
|-------------------------|-------|---------|
| Phase | Units | SF |
| Phase I | 46 | 34,672 |
| Phase II | 231 | 173,306 |
| Phase III | 65 | 48,529 |

| Other Assumptions | |
|-------------------|-------|
| Builder Profit | 5.00% |
| Cost of Sales | 5.00% |
| Discount Rate | 9.00% |

256k SQUARE FEET

342 MARKET RATE UNITS FOR SALE

AFFORDABLE RENTAL

| | Year 0 | Phase I | | | Phase II | | | Phase III | | | |
|----------------------------|-----------|---------|---------|---------|----------|---------|---------|-----------|---------|---------|---------|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
| Revenue Assumptions | | | | | | | | | | | |
| Phase I | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 28 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Projected Unit Absorption | | 0 | 14 | 7 | 7 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cumulative Units Leased | | 0 | 14 | 21 | 28 | 28 | 28 | 28 | 28 | 28 | 28 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Rentable Area | | 21,000 | 21,000 | 21,000 | 21,000 | 21,000 | 21,000 | 21,000 | 21,000 | 21,000 | 21,000 |
| Monthly Rent PSF | \$ 2.24 | \$ 2.29 | \$ 2.33 | \$ 2.38 | \$ 2.43 | \$ 2.48 | \$ 2.53 | \$ 2.58 | \$ 2.63 | \$ 2.68 | \$ 2.74 |
| Occupancy Factor | | 0.00% | 50.00% | 75.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| Phase II | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 0 | 0 | 0 | 139 | 0 | 0 | 0 | 0 | 0 | 0 |
| Projected Unit Absorption | | 0 | 0 | 0 | 0 | 69 | 35 | 35 | 0 | 0 | 0 |
| Cumulative Units Leased | | 0 | 0 | 0 | 0 | 69 | 104 | 139 | 139 | 139 | 139 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Rentable Area | | 0 | 0 | 0 | 104,250 | 104,250 | 104,250 | 104,250 | 104,250 | 104,250 | 104,250 |
| Monthly Rent PSF | \$ 2.24 | \$ 2.29 | \$ 2.33 | \$ 2.38 | \$ 2.43 | \$ 2.48 | \$ 2.53 | \$ 2.58 | \$ 2.63 | \$ 2.68 | \$ 2.74 |
| Occupancy Factor | | 0.00% | 0.00% | 0.00% | 0.00% | 50.00% | 75.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| Phase III | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Units Completed | | 0 | 0 | 0 | 0 | 0 | 0 | 39 | 0 | 0 | 0 |
| Projected Unit Absorption | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 19 | 10 | 10 |
| Cumulative Units Leased | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 19 | 29 | 39 |
| Average Unit Size | 750 | | | | | | | | | | |
| Net Rentable Area | | 0 | 0 | 0 | 0 | 0 | 0 | 29,250 | 29,250 | 29,250 | 29,250 |
| Monthly Rent PSF | \$ 2.24 | \$ 2.29 | \$ 2.33 | \$ 2.38 | \$ 2.43 | \$ 2.48 | \$ 2.53 | \$ 2.58 | \$ 2.63 | \$ 2.68 | \$ 2.74 |
| Occupancy Factor | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 50.00% | 75.00% | 100.00% |

AFFORDABLE RENTAL

| Net Operating Income | | | | | | | | | | | | | | | |
|-------------------------------------|--------|-----------|-------------------|-----------|--------------------|-------------------|-------------------|-----------|---------------------|---------------------|---------------------|-----------------------|---------------------|---------------------|----------------------|
| Gross Lease Revenues | | \$ | - | \$ | - | \$ 294,167 | \$ 450,075 | \$ | 612,102 | \$ 2,162,908 | \$ 3,002,205 | \$ 3,874,209 | \$ 4,401,287 | \$ 4,730,674 | \$ 5,071,475 |
| Annual Operating Expenses PSF | 32.80% | | - | | - | (96,487) | (147,625) | | (200,770) | (709,434) | (984,723) | (1,270,741) | (1,443,622) | (1,551,661) | (1,663,444) |
| Net Operating Income | | \$ | - | \$ | - | \$ 197,680 | \$ 302,451 | \$ | 411,333 | \$ 1,453,474 | \$ 2,017,482 | \$ 2,603,468 | \$ 2,957,665 | \$ 3,179,013 | \$ 3,408,031 |
| Development Costs | | | | | | | | | | | | | | | |
| Development Costs PSF | | \$ | 289.69 | \$ | 295.48 | \$ 301.39 | \$ 307.42 | \$ | 313.57 | \$ 319.84 | \$ 326.24 | \$ 332.76 | \$ 339.42 | \$ 346.21 | \$ 353.13 |
| Percent Built by Year | | | 0.00% | | 12.67% | 0.00% | 0.00% | | 67.32% | 0.00% | 0.00% | 20.01% | 0.00% | 0.00% | 0.00% |
| Development Costs | | \$ | - | \$ | 6,138,967 | \$ | - | \$ | 32,606,216 | \$ | - | \$ | 9,689,379 | \$ | - |
| Total Development Costs | | \$ | - | \$ | 6,138,967 | \$ | - | \$ | 32,606,216 | \$ | - | \$ | 9,689,379 | \$ | - |
| Annual Cash Flow | | | | | | | | | | | | | | | |
| Net Operating Income | | \$ | - | \$ | - | \$ 197,680 | \$ 302,451 | \$ | 411,333 | \$ 1,453,474 | \$ 2,017,482 | \$ 2,603,468 | \$ 2,957,665 | \$ 3,179,013 | \$ 3,408,031 |
| Asset Value | 3.75% | | - | | - | - | - | | - | - | - | - | - | - | 90,880,834 |
| Costs of Sale | 3.00% | | - | | - | - | - | | - | - | - | - | - | - | (2,726,425) |
| (Less) Development Costs | | | - | | (6,138,967) | - | - | | (32,606,216) | - | - | (9,689,379) | - | - | - |
| Net Cash Flow | | \$ | - | \$ | (6,138,967) | \$ 197,680 | \$ 302,451 | \$ | (32,194,883) | \$ 1,453,474 | \$ 2,017,482 | \$ (7,085,910) | \$ 2,957,665 | \$ 3,179,013 | \$ 91,562,441 |
| Net Present Value | | \$ | 11,856,588 | | | | | | | | | | | | |
| Unleveraged IRR Before Taxes | | | 15.03% | | | | | | | | | | | | |

Development Assumptions

| Phase | Units | SF |
|-----------|-------|---------|
| Phase I | 28 | 20,776 |
| Phase II | 139 | 103,984 |
| Phase III | 39 | 29,118 |

Other Assumptions

| | |
|---------------|-------|
| Exit Cap Rate | 3.75% |
| Cost of Sale | 3.00% |
| Discount Rate | 9.00% |

154k SQUARE FEET

205 AFFORDABLE RENTAL UNITS

OFFICE

| | Year 0 | Phase I | | | Phase II | | | Phase III | | | |
|----------------------------|-----------|----------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
| Revenue Assumptions | | | | | | | | | | | |
| Phase I Office | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| GLA Absorbed (SF) | 0 | 38,884 | 184,472 | 330,060 | 330,060 | 330,060 | 330,060 | 330,060 | 330,060 | 330,060 | 330,060 |
| Net Rentable Area | 90.00% | 0 | 34,996 | 166,025 | 297,054 | 297,054 | 297,054 | 297,054 | 297,054 | 297,054 | 297,054 |
| Vacancy Factor | 100.00% | 100.00% | 70.00% | 11.50% | 11.50% | 11.50% | 11.50% | 11.50% | 11.50% | 11.50% | 11.50% |
| Net Lease Revenue PSF | \$ 39.60 | \$ 40.39 | \$ 41.20 | \$ 42.02 | \$ 42.86 | \$ 43.72 | \$ 44.60 | \$ 45.49 | \$ 46.40 | \$ 47.33 | \$ 48.27 |
| Leasing Revenues | \$ - | \$ - | \$ 2,052,059 | \$ 11,047,764 | \$ 11,268,719 | \$ 11,494,093 | \$ 11,723,975 | \$ 11,958,455 | \$ 12,197,624 | \$ 12,441,576 | \$ 12,690,408 |
| Expense Reimbursements | - | - | 359,110 | 1,933,359 | 1,972,026 | 2,011,466 | 2,051,696 | 2,092,730 | 2,134,584 | 2,177,276 | 2,220,821 |
| Operating Expenses | - | 494,740 | 2,394,068 | 4,369,172 | 4,456,556 | 4,545,687 | 4,636,600 | 4,729,332 | 4,823,919 | 4,920,397 | 5,018,805 |
| Phase II Office | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| GLA Absorbed (SF) | 0 | 0 | 0 | 0 | 0 | 105,168 | 210,336 | 210,336 | 210,336 | 210,336 | 210,336 |
| Net Rentable Area | 90.00% | 0 | 0 | 0 | 0 | 94,651 | 189,302 | 189,302 | 189,302 | 189,302 | 189,302 |
| Vacancy Factor | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 70.00% | 11.50% | 11.50% | 11.50% | 11.50% |
| Net Lease Revenue PSF | \$ 39.60 | \$ 40.39 | \$ 41.20 | \$ 42.02 | \$ 42.86 | \$ 43.72 | \$ 44.60 | \$ 45.49 | \$ 46.40 | \$ 47.33 | \$ 48.27 |
| Leasing Revenues | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 2,532,641 | \$ 7,620,716 | \$ 7,773,130 | \$ 7,928,593 | \$ 8,087,165 |
| Expense Reimbursements | - | - | - | - | - | - | 443,212 | 1,333,625 | 1,360,298 | 1,387,504 | 1,415,254 |
| Operating Expenses | - | - | - | - | - | 1,448,406 | 2,954,748 | 3,013,842 | 3,074,119 | 3,135,602 | 3,198,314 |
| Phase III Office | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| GLA Absorbed (SF) | 0 | - | - | - | - | - | - | 291,172 | 436,758 | 436,758 | 436,758 |
| Net Rentable Area | 90.00% | 0 | - | - | - | - | - | 262,055 | 393,082 | 393,082 | 393,082 |
| Vacancy Factor | 100.00% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 70.0% | 11.5% | 11.5% |
| Net Lease Revenue PSF | \$ 39.60 | \$ 40.39 | \$ 41.20 | \$ 42.02 | \$ 42.86 | \$ 43.72 | \$ 44.60 | \$ 45.49 | \$ 46.40 | \$ 47.33 | \$ 48.27 |
| Leasing Revenues | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 5,471,434 | \$ 16,463,546 | \$ 16,792,817 |
| Expense Reimbursements | - | - | - | - | - | - | - | - | 957,501 | 2,881,121 | 2,938,743 |
| Operating Expenses | - | - | - | - | - | - | - | 4,172,118 | 6,383,340 | 6,511,007 | 6,641,227 |

OFFICE

| Net Operating Income | | | | | | | | | | | | | | | | | | | | | | |
|-------------------------------------|-----------|----------------------|-----------|---------------------|-----------|---------------------|-----------|---------------------|-----------|------------------|-----------|---------------------|-----------|---------------------|-----------|---------------------|-----------|---------------------|-----------|-------------------|-----------|--------------------|
| Leasing Revenues | \$ | - | \$ | - | \$ | 2,052,059 | \$ | 11,047,764 | \$ | 11,268,719 | \$ | 11,494,093 | \$ | 14,256,616 | \$ | 19,579,171 | \$ | 25,442,189 | \$ | 36,833,715 | \$ | 37,570,390 |
| Expense Reimbursements | | - | | - | | 359,110 | | 1,933,359 | | 1,972,026 | | 2,011,466 | | 2,494,908 | | 3,426,355 | | 4,452,383 | | 6,445,900 | | 6,574,818 |
| (Less) Operating Expenses | | - | | (494,740) | | (2,394,068) | | (4,369,172) | | (4,456,556) | | (5,994,092) | | (7,591,348) | | (11,915,293) | | (14,281,378) | | (14,567,006) | | (14,858,346) |
| Net Operating Income | \$ | - | \$ | (494,740) | \$ | 17,100 | \$ | 8,611,950 | \$ | 8,784,189 | \$ | 7,511,467 | \$ | 9,160,176 | \$ | 11,090,233 | \$ | 15,613,193 | \$ | 28,712,609 | \$ | 29,286,862 |
| Development Costs | | | | | | | | | | | | | | | | | | | | | | |
| Development Costs PSF | \$ | 251.27 | \$ | 256.29 | \$ | 261.42 | \$ | 266.64 | \$ | 271.98 | \$ | 277.42 | \$ | 282.97 | \$ | 288.62 | \$ | 294.40 | \$ | 300.29 | \$ | 306.29 |
| Percent Built by Year | | 0.00% | | 3.65% | | 13.96% | | 14.24% | | 0.00% | | 10.70% | | 10.91% | | 30.82% | | 15.72% | | 0.00% | | 0.00% |
| Development Costs | \$ | - | \$ | 9,965,599 | \$ | 38,059,073 | \$ | 38,820,255 | \$ | - | \$ | 29,175,396 | \$ | 29,758,904 | \$ | 84,039,430 | \$ | 42,860,109 | \$ | - | \$ | - |
| Infrastructure Costs | | | | | | | | | | | | | | | | | | | | | | |
| Total Development Costs | \$ | - | \$ | 9,965,599 | \$ | 38,059,073 | \$ | 38,820,255 | \$ | - | \$ | 29,175,396 | \$ | 29,758,904 | \$ | 84,039,430 | \$ | 42,860,109 | \$ | - | \$ | - |
| Annual Cash Flow | | | | | | | | | | | | | | | | | | | | | | |
| Net Operating Income | \$ | - | \$ | (494,740) | \$ | 17,100 | \$ | 8,611,950 | \$ | 8,784,189 | \$ | 7,511,467 | \$ | 9,160,176 | \$ | 11,090,233 | \$ | 15,613,193 | \$ | 28,712,609 | \$ | 29,286,862 |
| Asset Value | 4.50% | - | | - | | - | | - | | - | | - | | - | | - | | - | | - | | 650,819,146 |
| Costs of Sale | 3.00% | - | | - | | - | | - | | - | | - | | - | | - | | - | | - | | (19,524,574) |
| (Less) Development Costs | | - | | (9,965,599) | | (38,059,073) | | (38,820,255) | | - | | (29,175,396) | | (29,758,904) | | (84,039,430) | | (42,860,109) | | - | | - |
| Net Cash Flow | \$ | - | \$ | (10,460,338) | \$ | (38,041,973) | \$ | (30,208,305) | \$ | 8,784,189 | \$ | (21,663,929) | \$ | (20,598,728) | \$ | (72,949,197) | \$ | (27,246,916) | \$ | 28,712,609 | \$ | 660,581,433 |
| Net Present Value | | \$153,595,164 | | | | | | | | | | | | | | | | | | | | |
| Unleveraged IRR Before Taxes | | 24.41% | | | | | | | | | | | | | | | | | | | | |

Development Assumptions

| Phase | Gross SF | Net SF |
|------------------|----------|---------|
| Phase I Office | 330,060 | 297,054 |
| Phase II Office | 210,336 | 189,302 |
| Phase III Office | 436,758 | 393,082 |

Other Assumptions

| | | |
|------------------------|----|-------|
| Operating Expenses PSF | \$ | 13.86 |
| Exit Cap Rate | | 4.50% |
| Cost of Sale | | 3.00% |
| Discount Rate | | 9.00% |

977k GROSS SQUARE FEET

| RETAIL | | | | | | | | | | | | | | | | | | | | | | |
|---------------------------------------|-----------|-----------|-----------|---------------------|-----------|--------------------|-----------|------------------|-----------|---------------------|-----------|--------------------|-----------|--------------------|-----------|------------------|-----------|------------------|-----------|------------------|-----------|--------------------|
| Net Operating Income | | | | | | | | | | | | | | | | | | | | | | |
| Leasing Revenues | \$ | - | \$ | - | \$ | 2,691,743 | \$ | 3,726,142 | \$ | 3,800,665 | \$ | 5,359,836 | \$ | 6,696,896 | \$ | 6,830,834 | \$ | 6,967,450 | \$ | 7,106,799 | \$ | 7,248,935 |
| Expenses Reimbursements | | - | | - | | 646,018 | | 894,274 | | 912,160 | | 1,619,471 | | 2,223,248 | | 2,267,713 | | 2,313,067 | | 2,359,329 | | 2,406,515 |
| (Less) Operating Expenses | | - | | (474,978) | | (922,883) | | (941,341) | | (1,494,630) | | (1,963,754) | | (2,340,261) | | (2,387,066) | | (2,434,808) | | (2,483,504) | | (2,533,174) |
| Net Operating Income | \$ | - | \$ | (474,978) | \$ | 2,414,878 | \$ | 3,679,075 | \$ | 3,218,194 | \$ | 5,015,553 | \$ | 6,579,883 | \$ | 6,711,480 | \$ | 6,845,710 | \$ | 6,982,624 | \$ | 7,122,277 |
| Development Costs | | | | | | | | | | | | | | | | | | | | | | |
| Development Costs PSF (Retail) | \$ | 224.58 | \$ | 229.07 | \$ | 233.65 | \$ | 238.32 | \$ | 243.09 | \$ | 247.95 | \$ | 252.91 | \$ | 257.97 | \$ | 263.13 | \$ | 268.39 | \$ | 273.76 |
| Development Costs PSF (Restaurant) | | 356.89 | | 364.03 | | 371.31 | | 378.73 | | 386.31 | | 394.03 | | 401.91 | | 409.95 | | 418.15 | | 426.51 | | 435.05 |
| Development Costs PSF (Grocery Store) | | 203.91 | | 207.99 | | 212.15 | | 216.39 | | 220.72 | | 225.13 | | 229.64 | | 234.23 | | 238.91 | | 243.69 | | 248.57 |
| Percent Built by Year | | 0.00% | | 21.35% | | 19.71% | | 0.00% | | 24.03% | | 19.75% | | 15.16% | | 0.00% | | 0.00% | | 0.00% | | 0.00% |
| Development Costs | \$ | - | \$ | 12,995,797 | \$ | 11,995,167 | \$ | - | \$ | 14,623,342 | \$ | 12,017,744 | \$ | 9,226,958 | \$ | - | \$ | - | \$ | - | \$ | - |
| Infrastructure Costs | | | | | | | | | | | | | | | | | | | | | | |
| Total Development Costs | \$ | - | \$ | 12,995,797 | \$ | 11,995,167 | \$ | - | \$ | 14,623,342 | \$ | 12,017,744 | \$ | 9,226,958 | \$ | - | \$ | - | \$ | - | \$ | - |
| Annual Cash Flow | | | | | | | | | | | | | | | | | | | | | | |
| Net Operating Income | \$ | - | \$ | (474,978) | \$ | 2,414,878 | \$ | 3,679,075 | \$ | 3,218,194 | \$ | 5,015,553 | \$ | 6,579,883 | \$ | 6,711,480 | \$ | 6,845,710 | \$ | 6,982,624 | \$ | 7,122,277 |
| Asset Value | 5.60% | - | | - | | - | | - | | - | | - | | - | | - | | - | | - | | 127,183,514 |
| Costs of Sale | 3.00% | - | | - | | - | | - | | - | | - | | - | | - | | - | | - | | (3,815,505) |
| (Less) Development Costs | | - | | (12,995,797) | | (11,995,167) | | - | | (14,623,342) | | (12,017,744) | | (9,226,958) | | - | | - | | - | | - |
| Net Cash Flow | \$ | - | \$ | (13,470,775) | \$ | (9,580,288) | \$ | 3,679,075 | \$ | (11,405,148) | \$ | (7,002,191) | \$ | (2,647,076) | \$ | 6,711,480 | \$ | 6,845,710 | \$ | 6,982,624 | \$ | 130,490,285 |
| Net Present Value | | \$ | | 33,652,414 | | | | | | | | | | | | | | | | | | |
| Unleveraged IRR Before Taxes | | | | 20.62% | | | | | | | | | | | | | | | | | | |

Development Assumptions

| Phase | Gross SF | Net SF |
|-----------|----------|---------|
| Phase I | 108,071 | 97,264 |
| Phase II | 145,107 | 130,596 |
| Phase III | 0 | 0 |

Other Assumptions

| | | |
|------------------------|----|-------|
| Operating Expenses PSF | \$ | 9.12 |
| Exit Cap Rate | | 5.60% |
| Cost of Sale | | 3.00% |
| Discount Rate | | 9.00% |

278k GROSS SQUARE FEET

HOTEL

| | Year 0 | Phase I | | | Phase II | | | Phase III | | | |
|-------------------------------------|---------------|-----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| | 2018-2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
| Revenue Assumptions | | | | | | | | | | | |
| Inflation Factor | 2.00% | | | | | | | | | | |
| Rooms Completed | 0 | 330 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Vacancy Factor | 100.00% | 100.00% | 33.00% | 33.00% | 33.00% | 33.00% | 33.00% | 33.00% | 33.00% | 33.00% | 33.00% |
| Occupancy Factor | 0.00% | 0.00% | 67.00% | 67.00% | 67.00% | 67.00% | 67.00% | 67.00% | 67.00% | 67.00% | 67.00% |
| Average Daily Room Rate | \$ 237.00 | \$ 241.74 | \$ 246.57 | \$ 251.51 | \$ 256.54 | \$ 261.67 | \$ 266.90 | \$ 272.24 | \$ 277.68 | \$ 283.24 | \$ 288.90 |
| Net Operating Income | | | | | | | | | | | |
| Room Revenues | \$ - | \$ - | \$ 19,898,956 | \$ 20,296,935 | \$ 20,702,874 | \$ 21,116,932 | \$ 21,539,270 | \$ 21,970,056 | \$ 22,409,457 | \$ 22,857,646 | \$ 23,314,799 |
| Annual Operating Expenses PSF | 50.00% | - | (9,949,478) | (10,148,468) | (10,351,437) | (10,558,466) | (10,769,635) | (10,985,028) | (11,204,728) | (11,428,823) | (11,657,399) |
| Net Operating Income | \$ - | \$ - | \$ 9,949,478 | \$ 10,148,468 | \$ 10,351,437 | \$ 10,558,466 | \$ 10,769,635 | \$ 10,985,028 | \$ 11,204,728 | \$ 11,428,823 | \$ 11,657,399 |
| Development Costs | | | | | | | | | | | |
| Development Costs PSF | \$ 274.40 | \$ 279.89 | \$ 285.48 | \$ 291.19 | \$ 297.02 | \$ 302.96 | \$ 309.02 | \$ 315.20 | \$ 321.50 | \$ 327.93 | \$ 334.49 |
| Percent Built by Year | 0.00% | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Development Costs | \$ - | \$ 46,181,244 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Infrastructure Costs | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Development Costs | \$ - | \$ 46,181,244 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Annual Cash Flow | | | | | | | | | | | |
| Net Operating Income | \$ - | \$ - | \$ 9,949,478 | \$ 10,148,468 | \$ 10,351,437 | \$ 10,558,466 | \$ 10,769,635 | \$ 10,985,028 | \$ 11,204,728 | \$ 11,428,823 | \$ 11,657,399 |
| Asset Value | 5.75% | - | - | - | - | - | - | - | - | - | 202,737,380 |
| Costs of Sale | 3.00% | - | - | - | - | - | - | - | - | - | (6,082,121) |
| (Less) Development Costs | - | (46,181,244) | - | - | - | - | - | - | - | - | - |
| Net Cash Flow | \$ - | \$ (46,181,244) | \$ 9,949,478 | \$ 10,148,468 | \$ 10,351,437 | \$ 10,558,466 | \$ 10,769,635 | \$ 10,985,028 | \$ 11,204,728 | \$ 11,428,823 | \$ 208,312,658 |
| Net Present Value | \$ 99,347,848 | | | | | | | | | | |
| Unleveraged IRR Before Taxes | 31.94% | | | | | | | | | | |

Development Assumptions

| Phase | Units | SF |
|---------|-------|---------|
| Phase 1 | 330 | 165,000 |

Other Assumptions

| | |
|---------------|-------|
| Exit Cap Rate | 5.75% |
| Cost of Sale | 3.00% |
| Discount Rate | 9.00% |

330 HOTEL ROOMS

STRUCTURED PARKING

| Net Operating Income | | | | | | | | | | | | |
|-------------------------------------|-----------|----------|------------------------|------------------------|-----------------------|-----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|-----------------------|
| Parking Revenue (Monthly) | \$ | - | \$ 1,266,076 | \$ 2,162,447 | \$ 3,008,642 | \$ 4,116,418 | \$ 5,021,163 | \$ 5,713,222 | \$ 5,827,486 | \$ 5,944,036 | \$ 6,062,917 | \$ 6,184,175 |
| Parking Revenue (Hourly) | - | - | 2,695,687 | 4,604,211 | 6,405,900 | 12,110,326 | 16,730,187 | 20,214,016 | 20,618,296 | 21,030,662 | 21,451,276 | 21,880,301 |
| (Less) City Reimbursement | - | - | - | - | - | - | - | - | - | - | - | - |
| (Less) Operating Expenses | - | - | (163,535) | (279,316) | (388,616) | (531,704) | (648,567) | (737,958) | (752,717) | (767,771) | (783,127) | (798,789) |
| Net Operating Income | \$ | - | \$ 3,798,229 | \$ 6,487,342 | \$ 9,025,926 | \$ 15,695,040 | \$ 21,102,783 | \$ 25,189,280 | \$ 25,693,066 | \$ 26,206,927 | \$ 26,731,066 | \$ 27,265,687 |
| Development Costs | | | | | | | | | | | | |
| Development Costs PSF | \$ | 101.06 | \$ 103.08 | \$ 105.14 | \$ 107.24 | \$ 109.39 | \$ 111.58 | \$ 113.81 | \$ 116.08 | \$ 118.40 | \$ 120.77 | \$ 123.19 |
| Percent Built by Year | | 0.00% | 23.44% | 16.13% | 14.86% | 19.39% | 15.23% | 10.95% | 0.00% | 0.00% | 0.00% | 0.00% |
| Development Costs | \$ | - | \$ 26,655,526 | \$ 18,338,772 | \$ 16,904,936 | \$ 22,055,884 | \$ 17,314,870 | \$ 12,456,082 | \$ - | \$ - | \$ - | \$ - |
| Infrastructure Costs | | | | | | | | | | | | |
| Total Development Costs | \$ | - | \$ 26,655,526 | \$ 18,338,772 | \$ 16,904,936 | \$ 22,055,884 | \$ 17,314,870 | \$ 12,456,082 | \$ - | \$ - | \$ - | \$ - |
| Annual Cash Flow | | | | | | | | | | | | |
| Net Operating Income | \$ | - | \$ 3,798,229 | \$ 6,487,342 | \$ 9,025,926 | \$ 15,695,040 | \$ 21,102,783 | \$ 25,189,280 | \$ 25,693,066 | \$ 26,206,927 | \$ 26,731,066 | \$ 27,265,687 |
| Asset Value | 10.00% | - | - | - | - | - | - | - | - | - | - | 272,656,869 |
| Costs of Sale | 3.00% | - | - | - | - | - | - | - | - | - | - | (8,179,706) |
| (Less) Development Costs | | - | (26,655,526) | (18,338,772) | (16,904,936) | (22,055,884) | (17,314,870) | (12,456,082) | - | - | - | - |
| Net Cash Flow | \$ | - | \$ (22,857,297) | \$ (11,851,430) | \$ (7,879,011) | \$ (6,360,844) | \$ 3,787,913 | \$ 12,733,198 | \$ 25,693,066 | \$ 26,206,927 | \$ 26,731,066 | \$ 291,742,850 |
| Net Present Value | | | \$ 117,927,874 | | | | | | | | | |
| Unleveraged IRR Before Taxes | | | 32.37% | | | | | | | | | |

Development Assumptions

| Phase | Spaces | SF |
|-----------|--------|---------|
| Phase I | 1,969 | 590,648 |
| Phase II | 1,554 | 466,264 |
| Phase III | 0 | 0 |

Other Assumptions

| | |
|----------------------|--------|
| SF Per Parking Space | 300.00 |
| Exit Cap Rate | 10.00% |
| Cost of Sale | 3.00% |
| Discount Rate | 9.00% |

3,523 STRUCTURED
PARKING SPACES

SURFACE PARKING

| Net Operating Income | | | | | | | | | | | | |
|-------------------------------------|-----------|------------------|---------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
| Parking Revenue (Monthly) | \$ | - | \$ 70,478 | \$ 71,887 | \$ 73,325 | \$ 74,792 | \$ 76,288 | \$ 77,813 | \$ 79,370 | \$ 80,957 | \$ 82,576 | \$ 84,228 |
| Parking Revenue (Hourly) | | - | 64,311 | 65,597 | 66,909 | 68,247 | 69,612 | 71,005 | 72,425 | 73,873 | 75,351 | 76,858 |
| (Less) Operating Expenses | | - | (7,341) | (7,488) | (7,638) | (7,791) | (7,947) | (8,106) | (8,268) | (8,433) | (8,602) | (8,774) |
| Net Operating Income | \$ | - | \$ 127,448 | \$ 129,997 | \$ 132,596 | \$ 135,248 | \$ 137,953 | \$ 140,712 | \$ 143,527 | \$ 146,397 | \$ 149,325 | \$ 152,312 |
| Development Costs | | | | | | | | | | | | |
| Development Costs PSF | \$ | 25.00 | \$ 25.50 | \$ 26.01 | \$ 26.53 | \$ 27.06 | \$ 27.60 | \$ 28.15 | \$ 28.72 | \$ 29.29 | \$ 29.88 | \$ 30.47 |
| Percent Built by Year | | 0.00% | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Development Costs | \$ | - | \$ 367,073 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Infrastructure Costs | | | | | | | | | | | | |
| Total Development Costs | \$ | - | \$ 367,073 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Annual Cash Flow | | | | | | | | | | | | |
| Net Operating Income | \$ | - | \$ 127,448 | \$ 129,997 | \$ 132,596 | \$ 135,248 | \$ 137,953 | \$ 140,712 | \$ 143,527 | \$ 146,397 | \$ 149,325 | \$ 152,312 |
| Asset Value | 10.00% | - | - | - | - | - | - | - | - | - | - | 1,523,116 |
| Costs of Sale | 3.00% | - | - | - | - | - | - | - | - | - | - | (45,693) |
| (Less) Development Costs | | - | (367,073) | - | - | - | - | - | - | - | - | - |
| Net Cash Flow | \$ | - | \$ (239,625) | \$ 129,997 | \$ 132,596 | \$ 135,248 | \$ 137,953 | \$ 140,712 | \$ 143,527 | \$ 146,397 | \$ 149,325 | \$ 1,629,735 |
| Net Present Value | \$ | 1,170,497 | | | | | | | | | | |
| Unleveraged IRR Before Taxes | | 60.44% | | | | | | | | | | |

Development Assumptions

| Phase | Spaces | SF |
|---------|--------|--------|
| Phase I | 48 | 14,395 |

Other Assumptions

| | |
|----------------------|--------|
| SF Per Parking Space | 300.00 |
| Exit Cap Rate | 10.00% |
| Cost of Sale | 3.00% |
| Discount Rate | 9.00% |

48 SURFACE
PARKING SPACES

thank you.

**we have enjoyed designing and
developing for you, together!**

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