

## Region 9 and 10 All Entities

		<u>All Units</u>	<u>0-50 Units</u>	<u>51-100 Units</u>	<u>101-200 Units</u>	<u>200+ Units</u>
Number of Entities		103	36	35	26	6
Avg. Units		90	23	72	157	308
<b>REVENUE</b>						
5120	Rent Revenue - Gross Potential	473,106	87,230	251,962	940,704	2,367,916
5121	Tenant Assistance Payments	371,568	118,454	345,582	635,117	1,755,621
5140	Rent Revenue - Stores and Commercial	35,489	155,671	14,389	10,718	-
5170	Garage and Parking Spaces	12,414	16,387	7,576	6,187	29,596
5180	Flexible Subsidy Revenue	-	-	-	-	-
5190	Miscellaneous Rent Revenue	19,989	25,110	-	18,709	-
5191	Excess Rent	39,024	20,597	18,859	58,320	-
5192	Rent Revenue/ Insurance	11,536	-	-	11,536	-
5193	Special Claims Revenue	-	-	-	-	-
5194	Retained Excess Income	17,739	1,660	-	21,759	-
5195	Lease Revenue (Nursing Homes)	-	-	-	-	-
5100T	Total Rent Revenue	980,865	425,109	638,368	1,703,050	4,153,133
Vacancies						
5220	Apartments	34,610	6,436	9,082	53,744	260,842
5240	Stores and Commercial	1,461	1,461	-	-	-
5250	Rental Concessions	129,799	8,809	4,100	62,882	375,493
5270	Garage and Parking Space	-	-	-	-	-
5290	Miscellaneous	8,696	8,696	-	-	-
5200T	Total Vacancies	174,566	25,402	13,182	116,626	636,335
5152N	Net Rental Revenue (Rent Revenue Less Vacancies)	806,299	399,707	625,186	1,586,424	3,516,798
5300	Nursing Homes/ Assisted Living/Board & Care/Other Elderly Care	216,426	13,100	27,161	408,504	-
Financial Revenue						
5410	Financial Revenue - Project Operations	1,164	456	481	2,136	2,633
5430	Revenue from Investments - Residual Receipts	1,112	384	989	2,814	1,386
5440	Revenue from Investments - Replacement Reserve	6,824	1,322	11,350	8,733	3,206
5490	Revenue from Investments - Miscellaneous	10,343	1,197	1,474	31,993	3,746
5400T	Total Financial Revenue	19,443	3,359	14,294	45,676	10,971
Other Revenue						
5910	Laundry and Vending Revenue	3,426	1,738	2,481	6,501	5,742
5920	Tenant Charges	20,885	1,148	1,546	39,089	163,931
5945	Interest Reduction Payments Revenue	37,518	6,863	11,531	70,569	-
5960	Expiration of Gift Donor Restrictions	69,994	41,128	127,727	-	-
5970	Gifts	110,001	234,773	19,635	56,942	-
5990	Miscellaneous Revenue	150,041	393,545	7,162	9,727	161,944
5900T	Total Other Revenue	391,865	679,195	170,082	182,828	331,617
5000T	TOTAL REVENUE	1,434,033	1,095,361	836,723	2,223,432	3,859,386

## Region 9 and 10 All Entities

EXPENSES	% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue	
Administrative Expenses										
6203 Conventions and Meetings	6,404	0.45%	3,846	0.35%	3,399	0.41%	15,208	0.68%	-	-
6204 Management Consultants	13,877	0.97%	7,024	0.64%	1,577	0.19%	2,599	0.12%	98,023	2.54%
6210 Advertising and Marketing	9,812	0.68%	680	0.06%	1,945	0.23%	11,249	0.51%	69,718	1.81%
6235 Apartment Resale Expense	-	-	-	-	-	-	-	-	-	-
6250 Other Renting Expenses	2,956	0.21%	733	0.07%	2,268	0.27%	4,852	0.22%	11,990	0.31%
6310 Office Salaries	35,999	2.51%	30,129	2.75%	26,833	3.21%	52,597	2.37%	32,643	0.85%
6311 Office Expenses	17,726	1.24%	7,278	0.66%	14,716	1.76%	30,652	1.38%	38,478	1.00%
6312 Office or Model Apartment Rent	48,109	3.35%	-	-	9,210	1.10%	15,528	0.70%	82,796	2.15%
6320 Management Fee	43,792	3.05%	15,156	1.38%	39,621	4.74%	72,091	3.24%	88,504	2.29%
6330 Manager or Superintendent Salaries	80,277	5.60%	182,679	16.68%	33,344	3.99%	46,074	2.07%	46,408	1.20%
6331 Administrative Rent Free Unit	10,209	0.71%	8,497	0.78%	10,522	1.26%	9,862	0.44%	15,283	0.40%
6340 Legal Expense - Project	4,320	0.30%	1,227	0.11%	1,664	0.20%	5,507	0.25%	17,644	0.46%
6350 Audit Expense	6,709	0.47%	6,443	0.59%	5,555	0.66%	8,430	0.38%	8,071	0.21%
6351 Bookkeeping Fees/Accounting Services	4,538	0.32%	2,722	0.25%	4,910	0.59%	5,517	0.25%	7,449	0.19%
6370 Bad Debts	5,898	0.41%	4,103	0.37%	1,896	0.23%	12,166	0.55%	10,866	0.28%
6390 Miscellaneous Administrative Expenses	7,799	0.54%	4,448	0.41%	3,737	0.45%	11,521	0.52%	34,644	0.90%
6263T Total Administrative Expenses	298,425	20.81%	274,965	25.10%	161,197	19.27%	303,853	13.67%	562,517	14.58%
Utilities Expenses										
6420 Fuel Oil/Coal	35,419	2.47%	-	-	39,471	4.72%	31,368	1.41%	-	-
6450 Electricity	31,840	2.22%	9,590	0.88%	24,084	2.88%	60,912	2.74%	80,904	2.10%
6451 Water	16,254	1.13%	7,502	0.68%	12,953	1.55%	28,375	1.28%	34,037	0.88%
6452 Gas	14,978	1.04%	3,858	0.35%	13,023	1.56%	26,634	1.20%	11,958	0.31%
6453 Sewer	16,979	1.18%	5,909	0.54%	12,983	1.55%	31,023	1.40%	25,864	0.67%
6400T Total Utilities Expense	115,470	8.05%	26,859	2.45%	102,514	12.25%	178,312	8.02%	152,763	3.96%
Operating & Maintenance Expenses										
6510 Payroll	44,641	3.11%	12,928	1.18%	31,666	3.78%	73,453	3.30%	137,281	3.56%
6515 Supplies	23,784	1.66%	12,124	1.11%	14,838	1.77%	38,125	1.71%	70,623	1.83%
6520 Contracts	60,320	4.21%	25,486	2.33%	48,208	5.76%	91,285	4.11%	205,149	5.32%
6521 Operating and Maintenance Rent Free Unit	11,096	0.77%	3,805	0.35%	7,481	0.89%	22,653	1.02%	5,700	0.15%
6525 Garbage and Trash Removal	9,637	0.67%	3,769	0.34%	8,111	0.97%	14,466	0.65%	26,433	0.68%
6530 Security Payroll/Contract	11,651	0.81%	1,191	0.11%	6,522	0.78%	25,209	1.13%	17,877	0.46%
6531 Security Rent Free Unit	16,306	1.14%	540	0.05%	36,725	4.39%	11,652	0.52%	-	-
6546 Heating/Cooling Repairs and Maintenance	8,044	0.56%	4,711	0.43%	5,778	0.69%	11,839	0.53%	8,866	0.23%
6548 Snow Removal	1,319	0.09%	345	0.03%	2,718	0.32%	1,869	0.08%	-	-
6570 Vehicle and Maintenance Equipment Operation and Repairs	9,066	0.63%	18,383	1.68%	5,160	0.62%	4,930	0.22%	12,536	0.32%
6590 Miscellaneous Operating and Maintenance Expenses	10,058	0.70%	8,381	0.77%	12,393	1.48%	3,967	0.18%	52,590	1.36%
6500T Total Operating and Maintenance Expenses	205,922	14.36%	91,663	8.37%	179,600	21.46%	299,448	13.47%	537,055	13.92%

## Region 9 and 10 All Entities

	% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		
<b>Taxes &amp; Insurance</b>											
6710	Real Estate Taxes	32,454	2.26%	3,246	0.30%	13,367	1.60%	47,259	2.13%	252,867	6.55%
6711	Payroll Taxes (Project's Share)	12,110	0.84%	12,455	1.14%	6,938	0.83%	16,679	0.75%	20,749	0.54%
6720	Property & Liability Insurance (Hazard)	24,766	1.73%	11,067	1.01%	23,948	2.86%	37,061	1.67%	56,159	1.46%
6721	Fidelity Bond Insurance	533	0.04%	285	0.03%	523	0.06%	846	0.04%	537	0.01%
6722	Workmen's Compensation	7,959	0.56%	7,154	0.65%	6,454	0.77%	10,623	0.48%	10,724	0.28%
6723	Health Insurance and Other Employee Benefits	25,056	1.75%	36,890	3.37%	15,605	1.87%	25,672	1.15%	28,140	0.73%
6790	Miscellaneous Taxes, Licenses, Permits and Insurance	3,527	0.25%	1,865	0.17%	3,159	0.38%	6,202	0.28%	4,341	0.11%
6700T	<b>Total Taxes and Insurance</b>	<b>106,405</b>	<b>7.42%</b>	<b>72,962</b>	<b>6.66%</b>	<b>69,994</b>	<b>8.37%</b>	<b>144,342</b>	<b>6.49%</b>	<b>373,517</b>	<b>9.68%</b>
<b>Financial Expenses</b>											
6820	Interest on Mortgage (or Bonds) Payable	293,356	20.46%	62,576	5.71%	256,179	30.62%	407,722	18.34%	1,131,060	29.31%
6825	Interest on Other Mortgages	129,830	9.05%	2,444	0.22%	-	-	257,216	11.57%	-	-
6830	Interest on Notes Payable (Long Term)	26,016	1.81%	45,925	4.19%	26,167	3.13%	13,422	0.60%	8,750	0.23%
6840	Interest on Notes Payable (Short Term)	6,523	0.45%	6,523	0.60%	-	-	-	-	-	-
6845	Interest on Capital Recovery Payment (M2M)	6,279	0.44%	-	-	6,279	0.75%	-	-	-	-
6850	Mortgage Insurance Premium/ Service Charge	28,484	1.99%	3,380	0.31%	9,411	1.12%	29,115	1.31%	125,049	3.24%
6890	Miscellaneous Financial Expenses	36,643	2.56%	139	0.01%	309	0.04%	4,985	0.22%	581,424	15.07%
6800T	<b>Total Financial Expenses</b>	<b>527,131</b>	<b>36.76%</b>	<b>120,987</b>	<b>11.05%</b>	<b>298,345</b>	<b>35.66%</b>	<b>712,460</b>	<b>32.04%</b>	<b>1,846,283</b>	<b>47.84%</b>
6900	Nursing Homes/Assisted Living/ Board & Care/Other Elderly Care	92,923		9,786		33,661		301,406		-	
<b>Operating Results</b>											
6000T	Total Cost of Operations before Depreciation	1,346,276		597,222		845,311		1,939,821		3,472,135	
5060T	Profit (Loss) before Depreciation	87,757		498,139		(8,588)		283,611		387,251	
6600	Accumulated Depreciation Expenses	135,606		53,192		114,022		191,660		513,092	
6610	Amortization Expense	5,732		5,974		5,409		4,811		7,372	
5060N	<b>Operating Profit or (Loss)</b>	<b>(53,581)</b>		<b>438,973</b>		<b>(128,019)</b>		<b>87,140</b>		<b>(133,213)</b>	
<b>Corporate or Mortgagor Revenue/Expenses</b>											
7105	Entity Revenue	4,556		-		-		4,556		-	
7110	Officer's Salaries	119,411		-		-		119,411		-	
7115	Incentive Performance Fee (M2M)	-		-		-		-		-	
7120	Legal Expenses	11,955		13,585		-		11,411		-	
7130	Federal, State, and Other Income Taxes	800		-		800		800		-	
7141	Interest on Notes Payable	205,733		-		-		205,733		-	
7142	Interest on Mortgage Payable	26,748		-		26,748		-		-	
7190	Other Expenses	45,541		25,329		68,029		44,782		-	
7100T	<b>Net Entity Expenses</b>	<b>405,632</b>		<b>38,914</b>		<b>95,577</b>		<b>377,581</b>		<b>-</b>	
<b>CHANGE IN NET ASSETS FROM OPERATIONS</b>											
3250	Change in Total Net Assets from Operations	(459,213)		400,059		(223,596)		(290,441)		(133,213)	

## Region 9 and 10 All Non-Profit entities

	<u>All Units</u>	<u>0-50 Units</u>	<u>51-100 Units</u>	<u>101-200 Units</u>	<u>200+ Units</u>
Number of Entities	77	32	29	14	2
Avg. Units	72	22	72	164	244
<b>REVENUE</b>					
5120 Rent Revenue - Gross Potential	242,426	74,105	213,838	639,771	568,667
5121 Tenant Assistance Payments	289,798	124,139	357,842	581,500	120,650
5140 Rent Revenue - Stores and Commercial	11,452	-	14,389	10,718	-
5170 Garage and Parking Spaces	4,915	100	150	6,177	6,924
5180 Flexible Subsidy Revenue	-	-	-	-	-
5190 Miscellaneous Rent Revenue	18,709	-	-	18,709	-
5191 Excess Rent	45,746	20,597	-	58,320	-
5192 Rent Revenue/ Insurance	11,536	-	-	11,536	-
5193 Special Claims Revenue	-	-	-	-	-
5194 Retained Excess Income	27,857	-	-	27,857	-
5195 Lease Revenue (Nursing Homes)	-	-	-	-	-
5100T Total Rent Revenue	652,439	218,941	586,219	1,354,588	696,241
Vacancies					
5220 Apartments	8,524	5,248	6,318	18,881	653
5240 Stores and Commercial	-	-	-	-	-
5250 Rental Concessions	985	-	-	423	2,110
5270 Garage and Parking Space	-	-	-	-	-
5290 Miscellaneous	-	-	-	-	-
5200T Total Vacancies	9,509	5,248	6,318	19,304	2,763
5152N Net Rental Revenue (Rent Revenue Less Vacancies)	642,930	213,693	579,901	1,335,284	693,478
5300 Nursing Homes/ Assisted Living/Board & Care/Other Elderly Care	216,426	13,100	27,161	408,504	-
Financial Revenue					
5410 Financial Revenue - Project Operations	603	566	297	1,108	572
5430 Revenue from Investments - Residual Receipts	1,152	426	989	3,205	1,386
5440 Revenue from Investments - Replacement Reserve	7,912	1,458	11,926	12,605	7,235
5490 Revenue from Investments - Miscellaneous	2,003	1,292	614	5,177	3,746
5400T Total Financial Revenue	11,670	3,742	13,826	22,095	12,939
Other Revenue					
5910 Laundry and Vending Revenue	3,293	1,573	2,371	7,941	4,249
5920 Tenant Charges	1,876	506	937	6,715	-
5945 Interest Reduction Payments Revenue	48,095	8,202	11,857	76,187	-
5960 Expiration of Gift Donor Restrictions	69,994	41,128	127,727	-	-
5970 Gifts	110,001	234,773	19,635	56,942	-
5990 Miscellaneous Revenue	188,581	421,109	2,907	12,547	-
5900T Total Other Revenue	421,840	707,291	165,434	160,332	4,249
5000T TOTAL REVENUE	1,292,866	937,826	786,322	1,926,215	710,666

## Region 9 and 10 All Non-Profit entities

EXPENSES	% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		
Administrative Expenses											
6203	Conventions and Meetings	3,871	0.30%	4,546	0.48%	3,399	0.43%	3,940	0.20%	-	
6204	Management Consultants	4,770	0.37%	7,024	0.75%	1,577	0.20%	3,332	0.17%	-	
6210	Advertising and Marketing	1,646	0.13%	908	0.10%	1,724	0.22%	2,090	0.11%	1,598	0.22%
6235	Apartment Resale Expense	-		-		-		-		-	
6250	Other Renting Expenses	1,316	0.10%	348	0.04%	1,593	0.20%	2,423	0.13%	-	
6310	Office Salaries	36,677	2.84%	31,502	3.36%	25,297	3.22%	66,372	3.45%	11,432	1.61%
6311	Office Expenses	13,066	1.01%	7,502	0.80%	13,992	1.78%	23,054	1.20%	13,190	1.86%
6312	Office or Model Apartment Rent	-		-		-		-		-	
6320	Management Fee	40,298	3.12%	15,125	1.61%	39,690	5.05%	89,224	4.63%	69,497	9.78%
6330	Manager or Superintendent Salaries	100,239	7.75%	222,963	23.77%	34,632	4.40%	45,404	2.36%	42,169	5.93%
6331	Administrative Rent Free Unit	9,282	0.72%	8,826	0.94%	10,586	1.35%	8,855	0.46%	5,088	0.72%
6340	Legal Expense - Project	2,158	0.17%	1,250	0.13%	1,751	0.22%	2,763	0.14%	14,113	1.99%
6350	Audit Expense	6,328	0.49%	6,575	0.70%	5,427	0.69%	7,443	0.39%	7,900	1.11%
6351	Bookkeeping Fees/Accounting Services	4,517	0.35%	2,767	0.30%	4,936	0.63%	7,552	0.39%	2,937	0.41%
6370	Bad Debts	2,356	0.18%	4,396	0.47%	928	0.12%	166	0.01%	-	
6390	Miscellaneous Administrative Expenses	5,516	0.43%	4,626	0.49%	3,858	0.49%	12,363	0.64%	906	0.13%
6263T	Total Administrative Expenses	232,040	17.95%	318,358	33.95%	149,390	19.00%	274,981	14.28%	168,830	23.76%
Utilities Expenses											
6420	Fuel Oil/Coal	20,919	1.62%	-		21	0.00%	31,368	1.63%	-	
6450	Electricity	31,650	2.45%	8,758	0.93%	24,605	3.13%	84,147	4.37%	121,142	17.05%
6451	Water	13,887	1.07%	7,630	0.81%	11,346	1.44%	32,244	1.67%	19,211	2.70%
6452	Gas	14,877	1.15%	4,034	0.43%	13,160	1.67%	35,053	1.82%	5,160	0.73%
6453	Sewer	16,156	1.25%	5,752	0.61%	12,262	1.56%	39,818	2.07%	15,605	2.20%
6400T	Total Utilities Expense	97,489	7.54%	26,174	2.79%	61,394	7.81%	222,630	11.56%	161,118	22.67%
Operating & Maintenance Expenses											
6510	Payroll	37,701	2.92%	14,545	1.55%	32,540	4.14%	75,462	3.92%	68,178	9.59%
6515	Supplies	17,808	1.38%	13,197	1.41%	14,957	1.90%	32,102	1.67%	14,432	2.03%
6520	Contracts	47,828	3.70%	27,044	2.88%	47,421	6.03%	92,305	4.79%	64,530	9.08%
6521	Operating and Maintenance Rent Free Unit	8,051	0.62%	3,805	0.41%	7,768	0.99%	12,202	0.63%	-	
6525	Garbage and Trash Removal	8,001	0.62%	3,489	0.37%	7,069	0.90%	15,688	0.81%	23,428	3.30%
6530	Security Payroll/Contract	9,437	0.73%	1,191	0.13%	7,111	0.90%	21,208	1.10%	10,872	1.53%
6531	Security Rent Free Unit	6,096	0.47%	540	0.06%	-		11,652	0.60%	-	
6546	Heating/Cooling Repairs and Maintenance	8,897	0.69%	4,737	0.51%	5,613	0.71%	20,324	1.06%	3,279	0.46%
6548	Snow Removal	-		-		-		-		-	
6570	Vehicle and Maintenance Equipment Operation and Repairs	10,940	0.85%	23,467	2.50%	5,623	0.72%	7,225	0.38%	12,536	1.76%
6590	Miscellaneous Operating and Maintenance Expenses	7,908	0.61%	8,381	0.89%	10,098	1.28%	2,762	0.14%	-	
6500T	Total Operating and Maintenance Expenses	162,667	12.58%	100,396	10.71%	138,200	17.58%	290,930	15.10%	197,255	27.76%

## Region 9 and 10 All Non-Profit entities

	% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue	
<b>Taxes &amp; Insurance</b>										
6710	Real Estate Taxes	5,483	0.42%	2,062	0.22%	9,366	1.19%	6,648	0.35%	-
6711	Payroll Taxes (Project's Share)	11,874	0.92%	14,015	1.49%	7,088	0.90%	18,172	0.94%	9,351
6720	Property & Liability Insurance (Hazard)	23,847	1.84%	11,109	1.18%	26,097	3.32%	46,232	2.40%	38,362
6721	Fidelity Bond Insurance	593	0.05%	276	0.03%	581	0.07%	1,150	0.06%	-
6722	Workmen's Compensation	8,602	0.67%	7,846	0.84%	6,967	0.89%	13,102	0.68%	14,758
6723	Health Insurance and Other Employee Benefits	28,058	2.17%	38,407	4.10%	16,902	2.15%	34,410	1.79%	14,764
6790	Miscellaneous Taxes, Licenses, Permits and Insurance	3,342	0.26%	1,914	0.20%	3,301	0.42%	6,000	0.31%	5,895
6700T	<b>Total Taxes and Insurance</b>	<b>81,799</b>	<b>6.33%</b>	<b>75,629</b>	<b>8.06%</b>	<b>70,302</b>	<b>8.94%</b>	<b>125,714</b>	<b>6.53%</b>	<b>83,130</b>
<b>Financial Expenses</b>										
6820	Interest on Mortgage (or Bonds) Payable	171,660	13.28%	56,850	6.06%	283,554	36.06%	270,205	14.03%	33,613
6825	Interest on Other Mortgages	-	-	-	-	-	-	-	-	-
6830	Interest on Notes Payable (Long Term)	17,280	1.34%	20,356	2.17%	12,413	1.58%	19,070	0.99%	-
6840	Interest on Notes Payable (Short Term)	-	-	-	-	-	-	-	-	-
6845	Interest on Capital Recovery Payment (M2M)	-	-	-	-	-	-	-	-	-
6850	Mortgage Insurance Premium/ Service Charge	4,931	0.38%	542	0.06%	10,656	1.36%	6,865	0.36%	-
6890	Miscellaneous Financial Expenses	533	0.04%	130	0.01%	159	0.02%	850	0.04%	-
6800T	<b>Total Financial Expenses</b>	<b>194,404</b>	<b>15.04%</b>	<b>77,878</b>	<b>8.30%</b>	<b>306,782</b>	<b>39.01%</b>	<b>296,990</b>	<b>15.42%</b>	<b>33,613</b>
6900	Nursing Homes/Assisted Living/ Board & Care/Other Elderly Care	96,007		9,786		29,826		301,406		-
<b>Operating Results</b>										
6000T	Total Cost of Operations before Depreciation	864,406		608,221		755,894		1,512,651		643,946
5060T	Profit (Loss) before Depreciation	428,460		329,605		30,428		413,564		66,720
6600	Accumulated Depreciation Expenses	96,333		45,379		115,586		164,614		154,434
6610	Amortization Expense	4,538		5,745		-		918		-
5060N	<b>Operating Profit or (Loss)</b>	<b>327,589</b>		<b>278,481</b>		<b>(85,158)</b>		<b>248,032</b>		<b>(87,714)</b>
<b>Corporate or Mortgagor Revenue/Expenses</b>										
7105	Entity Revenue	3,683		-		-		3,683		-
7110	Officer's Salaries	119,411		-		-		119,411		-
7115	Incentive Performance Fee (M2M)	-		-		-		-		-
7120	Legal Expenses	20,735		13,585		-		27,884		-
7130	Federal, State, and Other Income Taxes	-		-		-		-		-
7141	Interest on Notes Payable	377,378		-		-		377,378		-
7142	Interest on Mortgage Payable	-		-		-		-		-
7190	Other Expenses	109,245		-		-		109,245		-
7100T	<b>Net Entity Expenses</b>	<b>623,086</b>		<b>13,585</b>		<b>-</b>		<b>630,235</b>		<b>-</b>
<b>CHANGE IN NET ASSETS FROM OPERATIONS</b>										
3250	Change in Total Net Assets from Operations	(295,497)		264,896		(85,158)		(382,203)		(87,714)

## Region 9 and 10 All Profit Motivated Entities

	<u>All Units</u>	<u>0-50 Units</u>	<u>51-100 Units</u>	<u>101-200 Units</u>	<u>200+ Units</u>
Number of Entities	26	4	6	12	4
Avg. Units	143	31	73	150	341
<b>REVENUE</b>					
5120 Rent Revenue - Gross Potential	1,183,600	192,228	436,224	1,291,791	3,567,416
5121 Tenant Assistance Payments	837,031	59,703	274,473	849,582	3,390,592
5140 Rent Revenue - Stores and Commercial	155,671	155,671	-	-	-
5170 Garage and Parking Spaces	23,663	32,673	15,001	6,219	40,933
5180 Flexible Subsidy Revenue	-	-	-	-	-
5190 Miscellaneous Rent Revenue	25,110	25,110	-	-	-
5191 Excess Rent	18,859	-	18,859	-	-
5192 Rent Revenue/ Insurance	-	-	-	-	-
5193 Special Claims Revenue	-	-	-	-	-
5194 Retained Excess Income	2,563	1,660	-	3,466	-
5195 Lease Revenue (Nursing Homes)	-	-	-	-	-
5100T Total Rent Revenue	2,246,497	467,045	744,557	2,151,058	6,998,941
Vacancies					
5220 Apartments	100,828	13,270	21,982	94,417	325,889
5240 Stores and Commercial	1,461	1,461	-	-	-
5250 Rental Concessions	157,402	8,809	4,100	76,762	499,954
5270 Garage and Parking Space	-	-	-	-	-
5290 Miscellaneous	8,696	8,696	-	-	-
5200T Total Vacancies	268,387	32,236	26,082	171,179	825,843
5152N Net Rental Revenue (Rent Revenue Less Vacancies)	1,978,110	434,809	718,475	1,979,879	6,173,098
5300 Nursing Homes/ Assisted Living/Board & Care/Other Elderly Care	-	-	-	-	-
Financial Revenue					
5410 Financial Revenue - Project Operations	2,367	101	1,141	3,508	4,007
5430 Revenue from Investments - Residual Receipts	628	5	-	1,250	-
5440 Revenue from Investments - Replacement Reserve	3,212	366	8,008	2,711	1,192
5490 Revenue from Investments - Miscellaneous	30,598	239	2,765	52,105	-
5400T Total Financial Revenue	36,805	711	11,914	59,574	5,199
Other Revenue					
5910 Laundry and Vending Revenue	3,852	2,481	3,119	3,620	6,489
5920 Tenant Charges	58,903	3,714	4,351	65,576	163,931
5945 Interest Reduction Payments Revenue	19,009	5,524	11,206	48,099	-
5960 Expiration of Gift Donor Restrictions	-	-	-	-	-
5970 Gifts	-	-	-	-	-
5990 Miscellaneous Revenue	37,922	7,651	26,312	5,497	161,944
5900T Total Other Revenue	119,686	19,370	44,988	122,792	332,364
5000T TOTAL REVENUE	2,134,601	454,890	775,377	2,162,245	6,510,661

## Region 9 and 10 All Profit Motivated Entities

EXPENSES	% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue	
Administrative Expenses										
6203 Conventions and Meetings	18,558	0.87%	1,047	0.23%	-		30,233	1.40%	-	
6204 Management Consultants	65,482	3.07%	-		-		400	0.02%	98,023	1.51%
6210 Advertising and Marketing	25,435	1.19%	169	0.04%	3,213	0.41%	20,408	0.94%	86,748	1.33%
6235 Apartment Resale Expense	-		-		-		-		-	
6250 Other Renting Expenses	5,252	0.25%	1,310	0.29%	5,195	0.67%	5,661	0.26%	11,990	0.18%
6310 Office Salaries	33,649	1.58%	2,678	0.59%	38,607	4.98%	31,171	1.44%	43,248	0.66%
6311 Office Expenses	31,169	1.46%	5,602	1.23%	18,220	2.35%	39,516	1.83%	51,122	0.79%
6312 Office or Model Apartment Rent	48,109	2.25%	-		9,210	1.19%	15,528	0.72%	82,796	1.27%
6320 Management Fee	52,528	2.46%	15,334	3.37%	39,286	5.07%	56,387	2.61%	98,007	1.51%
6330 Manager or Superintendent Salaries	37,856	1.77%	11,471	2.52%	26,906	3.47%	46,745	2.16%	48,528	0.75%
6331 Administrative Rent Free Unit	11,330	0.53%	7,510	1.65%	10,438	1.35%	10,582	0.49%	18,681	0.29%
6340 Legal Expense - Project	10,518	0.49%	904	0.20%	275	0.04%	9,165	0.42%	18,526	0.28%
6350 Audit Expense	7,900	0.37%	5,450	1.20%	6,175	0.80%	9,813	0.45%	8,156	0.13%
6351 Bookkeeping Fees/Accounting Services	4,600	0.22%	2,393	0.53%	4,792	0.62%	3,256	0.15%	10,457	0.16%
6370 Bad Debts	11,873	0.56%	2,340	0.51%	4,558	0.59%	18,167	0.84%	10,866	0.17%
6390 Miscellaneous Administrative Expenses	21,081	0.99%	182	0.04%	446	0.06%	9,976	0.46%	57,136	0.88%
6263T Total Administrative Expenses	385,340	18.05%	56,390	12.40%	167,321	21.58%	307,008	14.20%	644,284	9.90%
Utilities Expenses										
6420 Fuel Oil/Coal	78,920	3.70%	-		78,920	10.18%	-		-	
6450 Electricity	32,396	1.52%	16,030	3.52%	21,564	2.78%	33,805	1.56%	60,786	0.93%
6451 Water	23,172	1.09%	6,507	1.43%	20,720	2.67%	23,860	1.10%	41,451	0.64%
6452 Gas	15,243	0.71%	870	0.19%	12,257	1.58%	18,214	0.84%	13,658	0.21%
6453 Sewer	18,798	0.88%	6,459	1.42%	16,047	2.07%	21,129	0.98%	32,704	0.50%
6400T Total Utilities Expense	168,529	7.90%	29,866	6.57%	149,508	19.28%	97,008	4.49%	148,599	2.28%
Operating & Maintenance Expenses										
6510 Payroll	63,149	2.96%	5,247	1.15%	27,446	3.54%	70,897	3.28%	183,350	2.82%
6515 Supplies	40,276	1.89%	5,686	1.25%	14,262	1.84%	45,791	2.12%	98,719	1.52%
6520 Contracts	98,297	4.60%	13,417	2.95%	52,015	6.71%	89,986	4.16%	275,458	4.23%
6521 Operating and Maintenance Rent Free Unit	29,366	1.38%	-		3,750	0.48%	54,007	2.50%	5,700	0.09%
6525 Garbage and Trash Removal	14,206	0.67%	5,380	1.18%	13,150	1.70%	12,877	0.60%	27,935	0.43%
6530 Security Payroll/Contract	22,721	1.06%	-		2,693	0.35%	34,545	1.60%	31,886	0.49%
6531 Security Rent Free Unit	36,725	1.72%	-		36,725	4.74%	-		-	
6546 Heating/Cooling Repairs and Maintenance	6,339	0.30%	4,554	1.00%	6,990	0.90%	4,896	0.23%	10,263	0.16%
6548 Snow Removal	1,319	0.06%	345	0.08%	2,718	0.35%	1,869	0.09%	-	
6570 Vehicle and Maintenance Equipment Operation and Repairs	949	0.04%	590	0.13%	1,920	0.25%	339	0.02%	-	
6590 Miscellaneous Operating and Maintenance Expenses	18,927	0.89%	-		21,577	2.78%	4,932	0.23%	52,590	0.81%
6500T Total Operating and Maintenance Expenses	332,274	15.57%	35,219	7.74%	183,246	23.63%	320,139	14.81%	685,901	10.54%

## Region 9 and 10 All Profit Motivated Entities

		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue	
<b>Taxes &amp; Insurance</b>											
6710	Real Estate Taxes	71,786	3.36%	7,985	1.76%	21,368	2.76%	73,102	3.38%	252,867	3.88%
6711	Payroll Taxes (Project's Share)	12,753	0.60%	2,314	0.51%	6,213	0.80%	14,938	0.69%	26,448	0.41%
6720	Property & Liability Insurance (Hazard)	27,593	1.29%	10,626	2.34%	13,565	1.75%	26,361	1.22%	65,057	1.00%
6721	Fidelity Bond Insurance	368	0.02%	328	0.07%	114	0.01%	390	0.02%	537	0.01%
6722	Workmen's Compensation	6,058	0.28%	1,385	0.30%	3,977	0.51%	7,649	0.35%	8,707	0.13%
6723	Health Insurance and Other Employee Benefits	15,449	0.72%	3,518	0.77%	9,984	1.29%	13,439	0.62%	37,057	0.57%
6790	Miscellaneous Taxes, Licenses, Permits and Insurance	4,441	0.21%	567	0.12%	1,882	0.24%	6,577	0.30%	3,305	0.05%
6700T	<b>Total Taxes and Insurance</b>	<b>138,448</b>	<b>6.49%</b>	<b>26,723</b>	<b>5.87%</b>	<b>57,103</b>	<b>7.36%</b>	<b>142,456</b>	<b>6.59%</b>	<b>393,978</b>	<b>6.05%</b>
<b>Financial Expenses</b>											
6820	Interest on Mortgage (or Bonds) Payable	571,518	26.77%	104,572	22.99%	153,520	19.80%	545,239	25.22%	1,405,422	21.59%
6825	Interest on Other Mortgages	129,830	6.08%	2,444	0.54%	-	-	257,216	11.90%	-	-
6830	Interest on Notes Payable (Long Term)	41,742	1.96%	122,632	26.96%	67,427	8.70%	4,950	0.23%	8,750	0.13%
6840	Interest on Notes Payable (Short Term)	6,523	0.31%	6,523	1.43%	-	-	-	-	-	-
6845	Interest on Capital Recovery Payment (M2M)	6,279	0.29%	-	-	6,279	0.81%	-	-	-	-
6850	Mortgage Insurance Premium/ Service Charge	45,894	2.15%	13,314	2.93%	8,788	1.13%	43,273	2.00%	125,049	1.92%
6890	Miscellaneous Financial Expenses	77,266	3.62%	153	0.03%	384	0.05%	11,876	0.55%	581,424	8.93%
6800T	<b>Total Financial Expenses</b>	<b>879,052</b>	<b>41.18%</b>	<b>249,638</b>	<b>54.88%</b>	<b>236,398</b>	<b>30.49%</b>	<b>862,554</b>	<b>39.89%</b>	<b>2,120,645</b>	<b>32.57%</b>
6900	Nursing Homes/Assisted Living/ Board & Care/Other Elderly Care	52,835	-	-	-	52,835	-	-	-	-	-
<b>Operating Results</b>											
6000T	Total Cost of Operations before Depreciation	1,956,478	-	397,836	-	846,411	-	1,729,165	-	3,993,407	-
5060T	Profit (Loss) before Depreciation	178,123	-	57,054	-	(71,034)	-	433,080	-	2,517,254	-
6600	Accumulated Depreciation Expenses	251,915	-	115,691	-	106,459	-	223,215	-	692,422	-
6610	Amortization Expense	6,628	-	6,491	-	5,409	-	7,732	-	7,372	-
5060N	<b>Operating Profit or (Loss)</b>	<b>(80,420)</b>	-	<b>(65,128)</b>	-	<b>(182,902)</b>	-	<b>202,133</b>	-	<b>1,817,460</b>	-
<b>Corporate or Mortgagor Revenue/Expenses</b>											
7105	Entity Revenue	5,429	-	-	-	-	-	5,429	-	-	-
7110	Officer's Salaries	-	-	-	-	-	-	-	-	-	-
7115	Incentive Performance Fee (M2M)	-	-	-	-	-	-	-	-	-	-
7120	Legal Expenses	3,175	-	-	-	-	-	3,175	-	-	-
7130	Federal, State, and Other Income Taxes	800	-	-	-	800	-	800	-	-	-
7141	Interest on Notes Payable	34,088	-	-	-	-	-	34,088	-	-	-
7142	Interest on Mortgage Payable	26,748	-	-	-	26,748	-	-	-	-	-
7190	Other Expenses	29,615	-	25,329	-	68,029	-	12,550	-	-	-
7100T	<b>Net Entity Expenses</b>	<b>88,997</b>	-	<b>25,329</b>	-	<b>95,577</b>	-	<b>45,184</b>	-	<b>-</b>	-
<b>CHANGE IN NET ASSETS FROM OPERATIONS</b>											
3250	Change in Total Net Assets from Operations	(169,417)		(90,457)		(278,479)		156,949		1,817,460	

## Region 9 and 10 Profit Motivated with Tenant Assistance

		<u>All Units</u>	<u>0-50 Units</u>	<u>51-100 Units</u>	<u>101-200 Units</u>	<u>200+ Units</u>
Number of Entities		13	3	5	3	2
Avg. Units		123	25	71	137	381
<b>REVENUE</b>						
5120	Rent Revenue - Gross Potential	565,073	88,018	308,793	532,956	3,373,993
5121	Tenant Assistance Payments	837,031	59,703	274,473	849,582	3,390,592
5140	Rent Revenue - Stores and Commercial	-	-	-	-	-
5170	Garage and Parking Spaces	40,933	-	-	-	40,933
5180	Flexible Subsidy Revenue	-	-	-	-	-
5190	Miscellaneous Rent Revenue	-	-	-	-	-
5191	Excess Rent	18,859	-	18,859	-	-
5192	Rent Revenue/ Insurance	-	-	-	-	-
5193	Special Claims Revenue	-	-	-	-	-
5194	Retained Excess Income	2,563	1,660	-	3,466	-
5195	Lease Revenue (Nursing Homes)	-	-	-	-	-
5100T	Total Rent Revenue	1,464,459	149,381	602,125	1,386,004	6,805,518
Vacancies						
5220	Apartments	81,247	13,063	19,937	75,990	344,683
5240	Stores and Commercial	-	-	-	-	-
5250	Rental Concessions	324,759	-	-	7	649,511
5270	Garage and Parking Space	-	-	-	-	-
5290	Miscellaneous	4,932	4,932	-	-	-
5200T	Total Vacancies	410,938	17,995	19,937	75,997	994,194
5152N	Net Rental Revenue (Rent Revenue Less Vacancies)	1,053,521	131,386	582,188	1,310,007	5,811,324
5300	Nursing Homes/ Assisted Living/Board & Care/Other Elderly Care	-	-	-	-	-
Financial Revenue						
5410	Financial Revenue - Project Operations	1,446	20	556	1,720	5,093
5430	Revenue from Investments - Residual Receipts	628	5	-	1,250	-
5440	Revenue from Investments - Replacement Reserve	5,730	457	9,922	10,057	929
5490	Revenue from Investments - Miscellaneous	40,969	-	2,765	66,438	-
5400T	Total Financial Revenue	48,773	482	13,243	79,465	6,022
Other Revenue						
5910	Laundry and Vending Revenue	5,485	1,949	3,467	6,816	12,828
5920	Tenant Charges	33,997	1,246	2,134	1,218	179,627
5945	Interest Reduction Payments Revenue	19,009	5,524	11,206	48,099	-
5960	Expiration of Gift Donor Restrictions	-	-	-	-	-
5970	Gifts	-	-	-	-	-
5990	Miscellaneous Revenue	13,959	7,651	26,312	4,759	-
5900T	Total Other Revenue	72,450	16,370	43,119	60,892	192,455
5000T	TOTAL REVENUE	1,174,744	148,238	638,550	1,450,364	6,009,801

## Region 9 and 10 Profit Motivated with Tenant Assistance

EXPENSES	% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue	
Administrative Expenses										
6203 Conventions and Meetings	23,076	1.96%	1,047	0.71%	-		45,105	3.11%	-	
6204 Management Consultants	69,679	5.93%	-		-		400	0.03%	138,958	2.31%
6210 Advertising and Marketing	15,238	1.30%	166	0.11%	654	0.10%	2,927	0.20%	72,035	1.20%
6235 Apartment Resale Expense	-		-		-		-		-	
6250 Other Renting Expenses	3,903	0.33%	300	0.20%	5,195	0.81%	2,406	0.17%	13,827	0.23%
6310 Office Salaries	36,571	3.11%	2,678	1.81%	38,607	6.05%	36,421	2.51%	50,687	0.84%
6311 Office Expenses	26,257	2.24%	3,451	2.33%	19,657	3.08%	27,530	1.90%	75,056	1.25%
6312 Office or Model Apartment Rent	91,208	7.76%	-		9,210	1.44%	-		173,205	2.88%
6320 Management Fee	48,125	4.10%	8,534	5.76%	38,743	6.07%	78,800	5.43%	84,956	1.41%
6330 Manager or Superintendent Salaries	31,998	2.72%	10,450	7.05%	28,282	4.43%	60,475	4.17%	27,180	0.45%
6331 Administrative Rent Free Unit	11,566	0.98%	6,555	4.42%	9,957	1.56%	14,449	1.00%	16,272	0.27%
6340 Legal Expense - Project	7,382	0.63%	904	0.61%	275	0.04%	14,525	1.00%	10,603	0.18%
6350 Audit Expense	5,721	0.49%	3,117	2.10%	6,369	1.00%	7,442	0.51%	5,425	0.09%
6351 Bookkeeping Fees/Accounting Services	4,820	0.41%	2,393	1.61%	5,072	0.79%	6,952	0.48%	6,575	0.11%
6370 Bad Debts	3,615	0.31%	1,211	0.82%	5,940	0.93%	1,329	0.09%	-	
6390 Miscellaneous Administrative Expenses	22,208	1.89%	-		446	0.07%	12,650	0.87%	47,425	0.79%
6263T Total Administrative Expenses	401,367	34.17%	40,806	27.53%	168,407	26.37%	311,411	21.47%	722,204	12.02%
Utilities Expenses										
6420 Fuel Oil/Coal	78,920	6.72%	-		78,920	12.36%	-		-	
6450 Electricity	40,943	3.49%	16,426	11.08%	23,477	3.68%	66,491	4.58%	83,058	1.38%
6451 Water	24,450	2.08%	7,454	5.03%	18,117	2.84%	25,208	1.74%	64,637	1.08%
6452 Gas	24,625	2.10%	-		14,192	2.22%	45,534	3.14%	14,127	0.24%
6453 Sewer	20,108	1.71%	5,922	3.99%	16,561	2.59%	36,795	2.54%	23,253	0.39%
6400T Total Utilities Expense	189,046	16.09%	29,802	20.10%	151,267	23.69%	174,028	12.00%	185,075	3.08%
Operating & Maintenance Expenses										
6510 Payroll	51,370	4.37%	6,446	4.35%	27,913	4.37%	76,637	5.28%	227,632	3.79%
6515 Supplies	31,559	2.69%	5,937	4.01%	12,317	1.93%	54,620	3.77%	83,506	1.39%
6520 Contracts	100,413	8.55%	6,180	4.17%	45,890	7.19%	94,445	6.51%	387,023	6.44%
6521 Operating and Maintenance Rent Free Unit	5,700	0.49%	-		-		-		5,700	0.09%
6525 Garbage and Trash Removal	17,877	1.52%	5,520	3.72%	13,199	2.07%	25,961	1.79%	35,985	0.60%
6530 Security Payroll/Contract	24,789	2.11%	-		2,693	0.42%	51,885	3.58%	31,886	0.53%
6531 Security Rent Free Unit	36,725	3.13%	-		36,725	5.75%	-		-	
6546 Heating/Cooling Repairs and Maintenance	12,808	1.09%	-		7,404	1.16%	13,334	0.92%	17,687	0.29%
6548 Snow Removal	1,136	0.10%	345	0.23%	2,718	0.43%	-		-	
6570 Vehicle and Maintenance Equipment Operation and Repairs	1,306	0.11%	590	0.40%	3,574	0.56%	472	0.03%	-	
6590 Miscellaneous Operating and Maintenance Expenses	10,947	0.93%	-		21,577	3.38%	5,443	0.38%	5,820	0.10%
6500T Total Operating and Maintenance Expenses	294,630	25.08%	25,018	16.88%	174,010	27.25%	322,797	22.26%	795,239	13.23%

## Region 9 and 10

### Profit Motivated with Tenant Assistance

	% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		
<b>Taxes &amp; Insurance</b>											
6710	Real Estate Taxes	43,353	3.69%	10,459	7.06%	16,390	2.57%	24,956	1.72%	313,646	5.22%
6711	Payroll Taxes (Project's Share)	10,566	0.90%	2,347	1.58%	6,550	1.03%	16,288	1.12%	24,352	0.41%
6720	Property & Liability Insurance (Hazard)	26,764	2.28%	3,202	2.16%	13,728	2.15%	30,785	2.12%	76,882	1.28%
6721	Fidelity Bond Insurance	277	0.02%	328	0.22%	114	0.02%	-	-	500	0.01%
6722	Workmen's Compensation	7,080	0.60%	1,366	0.92%	3,838	0.60%	14,449	1.00%	9,846	0.16%
6723	Health Insurance and Other Employee Benefits	17,937	1.53%	-	-	10,538	1.65%	20,232	1.39%	48,043	0.80%
6790	Miscellaneous Taxes, Licenses, Permits and Insurance	7,057	0.60%	-	-	2,359	0.37%	12,272	0.85%	3,934	0.07%
6700T	<b>Total Taxes and Insurance</b>	<b>113,034</b>	<b>9.62%</b>	<b>17,702</b>	<b>11.94%</b>	<b>53,517</b>	<b>8.38%</b>	<b>118,982</b>	<b>8.20%</b>	<b>477,203</b>	<b>7.94%</b>
<b>Financial Expenses</b>											
6820	Interest on Mortgage (or Bonds) Payable	516,904	44.00%	13,304	8.97%	117,844	18.45%	239,000	16.48%	1,758,048	29.25%
6825	Interest on Other Mortgages	129,830	11.05%	2,444	1.65%	-	-	257,216	17.73%	-	-
6830	Interest on Notes Payable (Long Term)	25,435	2.17%	-	-	67,427	10.56%	128	0.01%	8,750	0.15%
6840	Interest on Notes Payable (Short Term)	-	-	-	-	-	-	-	-	-	-
6845	Interest on Capital Recovery Payment (M2M)	6,279	0.53%	-	-	6,279	0.98%	-	-	-	-
6850	Mortgage Insurance Premium/ Service Charge	35,657	3.04%	730	0.49%	6,957	1.09%	13,079	0.90%	147,450	2.45%
6890	Miscellaneous Financial Expenses	102,799	8.75%	153	0.10%	384	0.06%	34,297	2.36%	581,424	9.67%
6800T	<b>Total Financial Expenses</b>	<b>816,904</b>	<b>69.54%</b>	<b>16,631</b>	<b>11.22%</b>	<b>198,891</b>	<b>31.15%</b>	<b>543,720</b>	<b>37.49%</b>	<b>2,495,672</b>	<b>41.53%</b>
6900	Nursing Homes/Assisted Living/ Board & Care/Other Elderly Care	52,835	-	-	-	52,835	-	-	-	-	-
<b>Operating Results</b>											
6000T	Total Cost of Operations before Depreciation	1,867,816	-	129,959	-	798,927	-	1,470,938	-	4,675,393	-
5060T	Profit (Loss) before Depreciation	(693,072)	-	18,279	-	(160,377)	-	(20,574)	-	1,334,408	-
6600	Accumulated Depreciation Expenses	180,312	-	5,008	-	109,760	-	96,138	-	745,912	-
6610	Amortization Expense	2,690	-	575	-	1,174	-	-	-	8,893	-
5060N	<b>Operating Profit or (Loss)</b>	<b>(876,074)</b>	-	<b>12,696</b>	-	<b>(271,311)</b>	-	<b>(116,712)</b>	-	<b>579,603</b>	-
<b>Corporate or Mortgagor Revenue/Expenses</b>											
7105	Entity Revenue	-	-	-	-	-	-	-	-	-	-
7110	Officer's Salaries	-	-	-	-	-	-	-	-	-	-
7115	Incentive Performance Fee (M2M)	-	-	-	-	-	-	-	-	-	-
7120	Legal Expenses	-	-	-	-	-	-	-	-	-	-
7130	Federal, State, and Other Income Taxes	800	-	-	-	800	-	-	-	-	-
7141	Interest on Notes Payable	-	-	-	-	-	-	-	-	-	-
7142	Interest on Mortgage Payable	26,748	-	-	-	26,748	-	-	-	-	-
7190	Other Expenses	68,029	-	-	-	68,029	-	-	-	-	-
7100T	<b>Net Entity Expenses</b>	<b>95,577</b>	-	<b>-</b>	-	<b>95,577</b>	-	<b>-</b>	-	<b>-</b>	-
<b>CHANGE IN NET ASSETS FROM OPERATIONS</b>											
3250	Change in Total Net Assets from Operations	(971,651)	-	12,696	-	(366,888)	-	(116,712)	-	579,603	-

## Region 9 and 10

### Profit Motivated - No Tenant Assistance

	<u>All Units</u>	<u>0-50 Units</u>	<u>51-100 Units</u>	<u>101-200 Units</u>	<u>200+ Units</u>
Number of Entities	13	1	1	9	2
Avg. Units	163	50	80	154	300
<b>REVENUE</b>					
5120 Rent Revenue - Gross Potential	1,754,548	504,859	1,073,376	1,544,736	3,664,128
5121 Tenant Assistance Payments	-	-	-	-	-
5140 Rent Revenue - Stores and Commercial	155,671	155,671	-	-	-
5170 Garage and Parking Spaces	15,028	32,673	15,001	6,219	-
5180 Flexible Subsidy Revenue	-	-	-	-	-
5190 Miscellaneous Rent Revenue	25,110	25,110	-	-	-
5191 Excess Rent	-	-	-	-	-
5192 Rent Revenue/ Insurance	-	-	-	-	-
5193 Special Claims Revenue	-	-	-	-	-
5194 Retained Excess Income	-	-	-	-	-
5195 Lease Revenue (Nursing Homes)	-	-	-	-	-
5100T Total Rent Revenue	1,950,357	718,313	1,088,377	1,550,955	3,664,128
Vacancies					
5220 Apartments	120,410	13,888	32,206	100,560	307,096
5240 Stores and Commercial	1,461	1,461	-	-	-
5250 Rental Concessions	129,509	8,809	4,100	86,357	425,176
5270 Garage and Parking Space	-	-	-	-	-
5290 Miscellaneous	12,459	12,459	-	-	-
5200T Total Vacancies	263,839	36,617	36,306	186,917	732,272
5152N Net Rental Revenue (Rent Revenue Less Vacancies)	1,686,518	681,696	1,052,071	1,364,038	2,931,856
5300 Nursing Homes/ Assisted Living/Board & Care/Other Elderly Care	-	-	-	-	-
Financial Revenue					
5410 Financial Revenue - Project Operations	3,379	341	3,481	4,019	1,837
5430 Revenue from Investments - Residual Receipts	-	-	-	-	-
5440 Revenue from Investments - Replacement Reserve	694	93	353	612	1,454
5490 Revenue from Investments - Miscellaneous	4,672	239	-	9,105	-
5400T Total Financial Revenue	8,745	673	3,834	13,736	3,291
Other Revenue					
5910 Laundry and Vending Revenue	1,053	4,076	1,725	423	150
5920 Tenant Charges	79,978	11,118	13,218	79,878	148,235
5945 Interest Reduction Payments Revenue	-	-	-	-	-
5960 Expiration of Gift Donor Restrictions	-	-	-	-	-
5970 Gifts	-	-	-	-	-
5990 Miscellaneous Revenue	57,892	-	-	5,867	161,944
5900T Total Other Revenue	138,923	15,194	14,943	86,168	310,329
5000T TOTAL REVENUE	1,834,186	697,563	1,070,848	1,463,942	3,245,476

## Region 9 and 10

### Profit Motivated - No Tenant Assistance

EXPENSES	% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue	
Administrative Expenses										
6203 Conventions and Meetings	488	0.03%	-	-	-	-	488	0.03%	-	-
6204 Management Consultants	57,087	3.11%	-	-	-	-	-	-	57,087	1.76%
6210 Advertising and Marketing	33,278	1.81%	177	0.03%	10,889	1.02%	24,292	1.66%	101,461	3.13%
6235 Apartment Resale Expense	-	-	-	-	-	-	-	-	-	-
6250 Other Renting Expenses	7,275	0.40%	4,340	0.62%	-	-	7,289	0.50%	10,153	0.31%
6310 Office Salaries	30,362	1.66%	-	-	-	-	28,546	1.95%	35,809	1.10%
6311 Office Expenses	36,082	1.97%	12,055	1.73%	11,037	1.03%	43,511	2.97%	27,188	0.84%
6312 Office or Model Apartment Rent	26,559	1.45%	-	-	-	-	15,528	1.06%	37,591	1.16%
6320 Management Fee	56,930	3.10%	35,733	5.12%	42,001	3.92%	48,916	3.34%	111,059	3.42%
6330 Manager or Superintendent Salaries	42,813	2.33%	14,532	2.08%	22,775	2.13%	42,168	2.88%	69,875	2.15%
6331 Administrative Rent Free Unit	10,926	0.60%	9,420	1.35%	12,840	1.20%	7,681	0.52%	23,500	0.72%
6340 Legal Expense - Project	12,086	0.66%	-	-	-	-	8,495	0.58%	26,450	0.81%
6350 Audit Expense	10,475	0.57%	12,450	1.78%	5,200	0.49%	10,829	0.74%	10,888	0.34%
6351 Bookkeeping Fees/Accounting Services	4,359	0.24%	-	-	3,392	0.32%	2,200	0.15%	12,398	0.38%
6370 Bad Debts	16,828	0.92%	3,468	0.50%	410	0.04%	23,779	1.62%	10,866	0.33%
6390 Miscellaneous Administrative Expenses	19,730	1.08%	182	0.03%	-	-	7,303	0.50%	76,558	2.36%
6263T Total Administrative Expenses	365,278	19.91%	92,357	13.24%	108,544	10.14%	271,025	18.51%	610,883	18.82%
Utilities Expenses										
6420 Fuel Oil/Coal	-	-	-	-	-	-	-	-	-	-
6450 Electricity	23,850	1.30%	14,842	2.13%	11,994	1.12%	22,910	1.56%	38,514	1.19%
6451 Water	21,894	1.19%	3,667	0.53%	33,733	3.15%	23,411	1.60%	18,264	0.56%
6452 Gas	8,748	0.48%	870	0.12%	4,517	0.42%	9,107	0.62%	13,189	0.41%
6453 Sewer	17,343	0.95%	8,071	1.16%	14,506	1.35%	11,730	0.80%	37,430	1.15%
6400T Total Utilities Expense	71,835	3.92%	27,450	3.94%	64,750	6.05%	67,158	4.59%	107,397	3.31%
Operating & Maintenance Expenses										
6510 Payroll	74,928	4.09%	1,648	0.24%	25,113	2.35%	68,745	4.70%	161,210	4.97%
6515 Supplies	49,719	2.71%	4,933	0.71%	23,984	2.24%	42,480	2.90%	113,932	3.51%
6520 Contracts	96,005	5.23%	35,127	5.04%	82,641	7.72%	88,314	6.03%	163,893	5.05%
6521 Operating and Maintenance Rent Free Unit	37,254	2.03%	-	-	3,750	0.35%	54,007	3.69%	-	-
6525 Garbage and Trash Removal	9,866	0.54%	4,960	0.71%	12,906	1.21%	7,270	0.50%	19,886	0.61%
6530 Security Payroll/Contract	17,204	0.94%	-	-	-	-	17,204	1.18%	-	-
6531 Security Rent Free Unit	-	-	-	-	-	-	-	-	-	-
6546 Heating/Cooling Repairs and Maintenance	3,353	0.18%	4,554	0.65%	6,163	0.58%	3,022	0.21%	2,839	0.09%
6548 Snow Removal	1,869	0.10%	-	-	-	-	1,869	0.13%	-	-
6570 Vehicle and Maintenance Equipment Operation and Repairs	236	0.01%	-	-	265	0.02%	206	0.01%	-	-
6590 Miscellaneous Operating and Maintenance Expenses	23,715	1.29%	-	-	-	-	4,804	0.33%	99,360	3.06%
6500T Total Operating and Maintenance Expenses	314,149	17.13%	51,222	7.34%	154,822	14.46%	287,921	19.67%	561,120	17.29%

## Region 9 and 10

### Profit Motivated - No Tenant Assistance

		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue		% of Rent Revenue	
<b>Taxes &amp; Insurance</b>											
6710	Real Estate Taxes	95,845	5.23%	564	0.08%	46,257	4.32%	83,801	5.72%	222,478	6.86%
6711	Payroll Taxes (Project's Share)	14,940	0.81%	2,215	0.32%	4,530	0.42%	14,488	0.99%	28,544	0.88%
6720	Property & Liability Insurance (Hazard)	28,359	1.55%	25,473	3.65%	12,748	1.19%	24,887	1.70%	53,233	1.64%
6721	Fidelity Bond Insurance	445	0.02%	-	-	-	-	390	0.03%	555	0.02%
6722	Workmen's Compensation	4,943	0.27%	1,423	0.20%	4,668	0.44%	4,735	0.32%	7,568	0.23%
6723	Health Insurance and Other Employee Benefits	13,414	0.73%	3,518	0.50%	7,210	0.67%	10,528	0.72%	31,565	0.97%
6790	Miscellaneous Taxes, Licenses, Permits and Insurance	1,824	0.10%	567	0.08%	930	0.09%	2,306	0.16%	2,048	0.06%
6700T	<b>Total Taxes and Insurance</b>	<b>159,770</b>	<b>8.71%</b>	<b>33,760</b>	<b>4.84%</b>	<b>76,343</b>	<b>7.13%</b>	<b>141,135</b>	<b>9.64%</b>	<b>345,991</b>	<b>10.66%</b>
<b>Financial Expenses</b>											
6820	Interest on Mortgage (or Bonds) Payable	605,126	32.99%	287,109	41.16%	260,547	24.33%	579,265	39.57%	1,052,797	32.44%
6825	Interest on Other Mortgages	-	-	-	-	-	-	-	-	-	-
6830	Interest on Notes Payable (Long Term)	66,202	3.61%	122,632	17.58%	-	-	9,771	0.67%	-	-
6840	Interest on Notes Payable (Short Term)	6,523	0.36%	6,523	0.94%	-	-	-	-	-	-
6845	Interest on Capital Recovery Payment (M2M)	-	-	-	-	-	-	-	-	-	-
6850	Mortgage Insurance Premium/ Service Charge	53,768	2.93%	25,897	3.71%	17,942	1.68%	49,983	3.41%	102,649	3.16%
6890	Miscellaneous Financial Expenses	666	0.04%	-	-	-	-	666	0.05%	-	-
6800T	<b>Total Financial Expenses</b>	<b>732,285</b>	<b>39.92%</b>	<b>442,161</b>	<b>63.39%</b>	<b>278,489</b>	<b>26.01%</b>	<b>639,685</b>	<b>43.70%</b>	<b>1,155,446</b>	<b>35.60%</b>
6900	Nursing Homes/Assisted Living/ Board & Care/Other Elderly Care	-	-	-	-	-	-	-	-	-	-
<b>Operating Results</b>											
6000T	Total Cost of Operations before Depreciation	1,643,317		646,950		682,948		1,406,924		2,780,837	
5060T	Profit (Loss) before Depreciation	190,869		50,613		387,900		57,018		464,639	
6600	Accumulated Depreciation Expenses	323,517		447,742		89,952		265,574		638,932	
6610	Amortization Expense	11,692		24,238		22,349		7,732		4,332	
5060N	<b>Operating Profit or (Loss)</b>	<b>(144,340)</b>		<b>(421,367)</b>		<b>275,599</b>		<b>(216,288)</b>		<b>(178,625)</b>	
<b>Corporate or Mortgagor Revenue/Expenses</b>											
7105	Entity Revenue	5,429		-		-		5,429		-	
7110	Officer's Salaries	-		-		-		-		-	
7115	Incentive Performance Fee (M2M)	-		-		-		-		-	
7120	Legal Expenses	3,175		-		-		3,175		-	
7130	Federal, State, and Other Income Taxes	800		-		-		800		-	
7141	Interest on Notes Payable	34,088		-		-		34,088		-	
7142	Interest on Mortgage Payable	-		-		-		-		-	
7190	Other Expenses	16,810		25,329		-		12,550		-	
7100T	<b>Net Entity Expenses</b>	<b>49,444</b>		<b>25,329</b>		<b>-</b>		<b>45,184</b>		<b>-</b>	
<b>CHANGE IN NET ASSETS FROM OPERATIONS</b>											
3250	Change in Total Net Assets from Operations	(193,784)		(446,696)		275,599		(261,472)		(178,625)	