# Operating Budget

Attachment 20

| | | | |
|---|---|---|---|
| PHA Name | HPHA | Project Name | |
| Address | 1002 N. School St. | | |
| City, State | Honolulu, HI 96817 | | |
| AMP Project Number | | Fiscal Year Ending | 06/30/12 |
| ACC Units | | Estimated Occupancy Rate | |
| Unit Months Available (UMAs) | | Average Bedroom Size | |
| Occupied Unit Months | | Frozen Formula Income (2004) | |
| Special Use/CFP | | Adjustment for 2008 Utility Allowance | |
| Limited Vacancy (3%) | | Adjusted Formula Income (2004) | |
| Vacant Units | | Add Ons: Resident Participation | |
| Add Ons: Asset Management ($4.00) | | Add Ons: Audit Fee | |
| Add Ons: IT ($2.00) | | Add Ons: PILOT | |
| Built Date | | Anticipated Number of Turnovers | |
| Date of Last Renovation | | Project Expense Level (PEL) | |
| Occupancy Type (family, senior, mixed) | Family | Utility Expense Level (UEL) | |
| Type of Budget (Original, Revision #) | Original | HA Code | |
| Building Type (high-rise, garden, etc.) | | Vacant Unit Months | |

| FDS Line # | Account Title | Operating Fund | Capital Fund | State Funds | Total AMP Budget |
|---|---|---|---|---|---|
| **Operating Income:** | | | | | |
| 11220 | Gross Potential Rent | | | | |
| 11230 | *Less: Vacancy Loss Rent* | | | | |
| 703000 | Net Tenant Rental Revenue | | | | |
| 11240 | Gross Potential Subsidy | | | | |
| 11260 | *Less: Subsidy Loss - Vacancy* | | | | |
| | *Add Ons* (PILOT, Audit, Res. Participation, Asset Mgmt & IT) | | | | |
| | *Utility Expense Level* | | | | |
| 11250 | *Less: Subsidy Loss - Proration* | | | | |
| 70600 | Net Operating Subsidy | | | | |
| 70600 | HUD PHA Operating Grant-CFP | | | | |
| 70400 | Other Tenant Charges | | | | |
| 70400 | Excess Utilities | | | | |
| 71100 | Investment Income | | | | |
| 71440 | Fraud Recovery | | | | |
| 71500 | Non-Dwelling Rent | | | | |
| 71500 | State R & M | | | | |
| 71500 | State Security Funds | | | | |
| 71500 | Other Income | | | | |
| 71500 | Other Income: Previous FY Appropriation | | | | |
| 71500 | Diff. Btwn 2004 Frozen Rent & 2008 Avg Rent | | | | |
| 70000 | **Total Operating Income** | | | | |

| | | | | | |
|---|---|---|---|---|---|
| **Operating Expenditures:** | | | | | |
| | **Administrative** | | | | |
| 911000 | Administrative Salaries | | | | |
| 915000 | Employee Benefits - Administrative | | | | |

Attachment 20

| | | | | | |
|---|---|---|---|---|---|
| 912000 | Auditing Fees | | | | |
| 913100 | Management Fees ($48.17 per occupied unit/month) | | | | |
| 913100 | Bookkeeping Fees ($7.50 per occupied unit/month) | | | | |
| 913150 | IT Fees ($2 per occupied unit/month) | | | | |
| 91440 | Contract Fees - Administrative | | | | |
| 91600 | Administrative Expenses | | | | |
| 917000 | Legal Expense (Hearings& Attorney General) | | | | |
| 918000 | Travel | | | | |
| 919000 | COCC Frontline Administrative Charges | | | | |
| 913150 | Private Management Contracts - Admin. Non- Salary | | | | |
| 962001 | Private Management Contracts - Admin. Salaries | | | | |
| 962002 | Private Management Contracts - Admin. Benefits | | | | |
| 91000 | **Total Administrative** | | | | |

| | | | | | |
|---|---|---|---|---|---|
| 920000 | **Asset Management Fees** | | | | |

| | | | | | |
|---|---|---|---|---|---|
| | **Tenant Services** | | | | |
| 921000 | Tenant Services - Salaries | | | | |
| 92300 | Employee Benefits - Tenant Services | | | | |
| 92200 | Relocation Costs | | | | |
| 924000 | Tenant Services-Other including resident council | | | | |
| **92500** | **Total Tenant Services** | | | | |

| | | | | | |
|---|---|---|---|---|---|
| | **Utilities** | | | | |
| 931000 | Water | | | | |
| 932000 | Electricity | | | | |
| 933000 | Gas | | | | |
| 93400 | Fuel | | | | |
| 936000 | Sewer | | | | |
| 938000 | Other | | | | |
| 930000 | **Total Utilities** | | | | |

| | | | | | |
|---|---|---|---|---|---|
| | **Maintenance** | | | | |
| 941000 | Labor | | | | |
| 945000 | Employee Benefits - Maintenance | | | | |
| 942000 | Maintenance Materials | | | | |
| 9430002 | Garbage and Trash Removal Contracts | | | | |
| 943000 | Maintenance Contract Expense | | | | |
| | COCC Maintenance Charges | | | | |
| 962003 | Private Management Contract - Maintenance Salaries | | | | |
| 962004 | Private Management Contract - Maintenance Benefits | | | | |
| 940000 | **Total Maintenance** | | | | |

| | | | | | |
|---|---|---|---|---|---|
| | **Protective Services** | | | | |
| 951000 | Protective Services - Labor | | | | |
| | Employee Benefits - Protective Services | | | | |
| 952000 | Protective Services Contract Costs | | | | |
| 953000 | Protective Service Other | | | | |
| 950000 | **Total Protective Services** | | | | |

| | | | | | |
|---|---|---|---|---|---|
| | **Insurance** | | | | |
| 961100 | Property | | | | |
| 631200 | General Liability | | | | |
| 961310 | Worker's Comp. | | | | |
| 961440 | Other Insurance | | | | |
| 961000 | **Total Insurance Expense** | | | | |
| | **General Expenses** | | | | |
| 962000 | Other General Expense | | | | |
| | Compensated Absences | | | | |
| 963000 | Payments In Lieu of Taxes | | | | |
| 964000 | Bad Debt-Current and vacated tenants >90 days late | | | | |
| 968000 | Severance Expense | | | | |
| 960000 | **Total General Expenses** | | | | |
| 96900 | **Total Operating Expenditures** | | | | |
| 973000 | Rental Subsidies | | | | |
| 97000 | **Cash Flow from Operations** | | | | |
| | **Other Financial Items-Sources & (Uses)** | | | | |
| 10010 | Operating Transfers In | | | | |
| | Capital Transfer In | | | | |
| 10020 | Operating Transfers Out | | | | |
| 10091 | Inter AMP Excess Cash Transfer In | | | | |
| 10092 | Inter AMP Excess Cash Transfer Out | | | | |
| 10093 | Transfers from Program to AMP | | | | |
| 10094 | Transfers from AMP to Program | | | | |
| 11020/96710 | Debt Service Payment (Principal & Interest) | | | | |
| 97100 | Capital Expenditures | | | | |
| | Extraordinary Maintenance (obligated or contracted) | | | | |
| | Other Items - Appliances | | | | |
| | Other Items - Vehicle (VRFund 3-yr term) | | | | |
| | Other Items - Maint Equipment | | | | |
| | Other Items - Office Equipment | | | | |
| | **Total Other Financial Items** | | | | |
| 10000 | **Net Cash Flow** | | | | |

***Asset Management Project 45***

***5-Year Summary***

| | 60-Months | Koolau Village | Hookipa Kahaluu | Kaneohe Apartments | Kauhale Ohana | Waimanalo Homes | Waimanalo Homes II |
|---|---|---|---|---|---|---|---|
| **Projected Operating Income:** | | | | | | | |
| Projected Tenant Rental Revenue | $ 3,624,814 | $ 1,283,120 | $ 898,184 | $ 384,936 | $ 400,975 | $ 304,741 | $ 352,858 |
| Projected HUD Operating Subsidy | $ 4,727,476 | $ 1,673,443 | $ 1,171,410 | $ 502,033 | $ 522,951 | $ 397,443 | $ 460,197 |
| Other Income | $ 97,284 | $ 34,437 | $ 24,106 | $ 10,331 | $ 10,762 | $ 8,179 | $ 9,470 |
| **Total Operating Income** | $ 8,449,574 | $ 2,991,000 | $ 2,093,700 | $ 897,300 | $ 934,687 | $ 710,362 | $ 822,525 |
| | | | | | | | |
| **Projected Operating Expenses:** | | | | | | | |
| **Administrative** | | | | | | | |
| Administrative Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total - Admin. Salaries** | | | | | | | |
| | | | | | | | |
| Administrative Benefits - Medical | | | | | | | |
| Administrative Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Admin. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Auditing Fees | $ 37,530 | $ 13,285 | $ 9,299 | $ 3,985 | $ 4,152 | $ 3,155 | $ 3,653 |
| Management Fees | $ 207,079 | $ 73,302 | $ 51,312 | $ 21,991 | $ 22,907 | $ 17,409 | $ 20,158 |
| Bookkeeping Fees | $ 111,148 | $ 39,344 | $ 27,541 | $ 11,803 | $ 12,295 | $ 9,344 | $ 10,820 |
| Advertising and Marketing | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Office Expenses | $ 25,691 | $ 9,094 | $ 6,366 | $ 2,728 | $ 2,842 | $ 2,160 | $ 2,501 |
| Legal Expense | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Travel | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Other Administrative Costs | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| | | | | | | | |
| **Total Administrative Expense** | | | | | | | |
| | | | | | | | |
| **Asset Management Fees** | $ 135,600 | $ 48,000 | $ 33,600 | $ 14,400 | $ 15,000 | $ 11,400 | $ 13,200 |
| | | | | | | | |
| **Tenant Services** | | | | | | | |
| Tenant Services-Other | $ 7,676 | $ 2,717 | $ 1,902 | $ 815 | $ 849 | $ 645 | $ 747 |
| **Total Tenant Services** | $ 7,676 | $ 2,717 | $ 1,902 | $ 815 | $ 849 | $ 645 | $ 747 |
| | | | | | | | |
| **Utilities** | | | | | | | |
| Water | $ 760,879 | $ 269,338 | $ 188,536 | $ 80,801 | $ 84,168 | $ 63,968 | $ 74,068 |
| Electricity | $ 252,914 | $ 89,527 | $ 62,669 | $ 26,858 | $ 27,977 | $ 21,263 | $ 24,620 |
| Gas | $ 46,070 | - | $ 46,070 | - | - | - | - |
| Fuel | $ - | - | - | - | - | - | - |
| Sewer | $ 1,300,159 | $ 460,233 | $ 322,163 | $ 138,070 | $ 143,823 | $ 109,305 | $ 126,564 |
| Other_____ | $ - | - | - | - | - | - | - |
| **Total Utilities** | $ 2,360,022 | $ 819,098 | $ 619,439 | $ 245,729 | $ 255,968 | $ 194,536 | $ 225,252 |
| | | | | | | | |
| **Maintenance** | | | | | | | |
| Maintenance Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total Maint. Salaries** | | | | | | | |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Maintenance Benefits - Medical | | | | | | | |
| Maintenance Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Maint. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Maintenance Materials | $ 496,837 | $ 175,872 | $ 123,110 | $ 52,761 | $ 54,960 | $ 41,769 | $ 48,365 |
| Garbage and Trash Removal Contracts | $ 469,894 | $ 166,334 | $ 116,434 | $ 49,900 | $ 51,979 | $ 39,504 | $ 45,742 |
| Heating & Cooling Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Elevator Maintenance | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Landscape & Grounds Contracts | $ 41,442 | $ 14,670 | $ 10,269 | $ 4,401 | $ 4,584 | $ 3,484 | $ 4,034 |
| Unit Turnaround Contract | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Electrical Contracts | $ 27,628 | $ 9,780 | $ 6,846 | $ 2,934 | $ 3,056 | $ 2,323 | $ 2,689 |
| Plumbing Contracts | $ 16,610 | $ 5,880 | $ 4,116 | $ 1,764 | $ 1,837 | $ 1,396 | $ 1,617 |
| Extermination Contracts | $ 46,415 | $ 16,430 | $ 11,501 | $ 4,929 | $ 5,134 | $ 3,902 | $ 4,518 |
| Janitorial Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Routine Maintenance Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Maintenance Expense** | | | | | | | |
| | | | | | | | |
| **Management Fees** | | | | | | | |
| | | | | | | | |
| **Insurance** | | | | | | | |
| Property | $ 114,346 | $ 43,470 | $ 30,429 | $ 13,041 | $ 13,584 | $ 1,868 | $ 11,954 |
| General Liability | | | | | | | |
| Worker's Comp. | | | | | | | |
| Automobile | | | | | | | |
| Temporary Disability Insurance | | | | | | | |
| **Total Insurance Expense** | | | | | | | |
| | | | | | | | |
| **Total Price Proposal** | | | | | | | |
| | | | | | | | |
| **Projected Net Cash Flow** | | | | | | | |

***Asset Management Project 45***

***Initial 12-Month Period***

| | Initial 12-Months | Koolau Village | Hookipa Kahaluu | Kaneohe Apartments | Kauhale Ohana | Waimanalo Homes | Waimanalo Homes II |
|---|---|---|---|---|---|---|---|
| **Projected Operating Income:** | | | | | | | |
| Projected Tenant Rental Revenue | $ 656,000 | $ 232,212 | $ 162,549 | $ 69,664 | $ 72,566 | $ 55,150 | $ 63,858 |
| Projected HUD Operating Subsidy | $ 855,554 | $ 302,851 | $ 211,996 | $ 90,855 | $ 94,641 | $ 71,927 | $ 83,284 |
| Other Income | $ 17,606 | $ 6,232 | $ 4,363 | $ 1,870 | $ 1,948 | $ 1,480 | $ 1,714 |
| **Total Operating Income** | $ 1,529,160 | $ 541,296 | $ 378,907 | $ 162,389 | $ 169,155 | $ 128,558 | $ 148,856 |
| | | | | | | | |
| **Projected Operating Expenses:** | | | | | | | |
| **Administrative** | | | | | | | |
| Administrative Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total - Admin. Salaries** | | | | | | | |
| | | | | | | | |
| Administrative Benefits - Medical | | | | | | | |
| Administrative Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Admin. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Auditing Fees | $ 6,792 | $ 2,404 | $ 1,683 | $ 721 | $ 751 | $ 571 | $ 661 |
| Management Fees | $ 37,476 | $ 13,266 | $ 9,286 | $ 3,980 | $ 4,146 | $ 3,151 | $ 3,648 |
| Bookkeeping Fees | $ 20,115 | $ 7,120 | $ 4,984 | $ 2,136 | $ 2,225 | $ 1,691 | $ 1,958 |
| Advertising and Marketing | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Office Expenses | $ 12,532 | $ 4,436 | $ 3,105 | $ 1,331 | $ 1,386 | $ 1,054 | $ 1,220 |
| Legal Expense | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Travel | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Other Administrative Costs | | $ - | $ - | $ - | $ - | $ - | $ - |
| | | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Administrative Expense** | | | | | | | |
| | | | | | | | |
| **Asset Management Fees** | $ 27,120 | $ 9,600 | $ 6,720 | $ 2,880 | $ 3,000 | $ 2,280 | $ 2,640 |
| | | | | | | | |
| **Tenant Services** | | | | | | | |
| Tenant Services-Other | $ 7,676 | $ 2,717 | $ 1,902 | $ 815 | $ 849 | $ 645 | $ 747 |
| **Total Tenant Services** | 7,676 | $ 2,717 | $ 1,902 | $ 815 | $ 849 | $ 645 | $ 747 |
| | | | | | | | |
| **Utilities** | | | | | | | |
| Water | $ 137,700 | $ 48,743 | $ 34,120 | $ 14,623 | $ 15,232 | $ 11,577 | $ 13,404 |
| Electricity | $ 45,771 | $ 16,202 | $ 11,341 | $ 4,861 | $ 5,063 | $ 3,848 | $ 4,456 |
| Gas | $ 33,648 | $ 11,911 | $ 8,338 | $ 3,573 | $ 3,722 | $ 2,829 | $ 3,275 |
| Fuel | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Sewer | $ 235,296 | $ 83,291 | $ 58,303 | $ 24,987 | $ 26,028 | $ 19,782 | $ 22,905 |
| Other_____ | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Utilities** | $ 452,415 | $ 160,147 | $ 112,103 | $ 48,044 | $ 50,046 | $ 38,035 | $ 44,040 |
| | | | | | | | |
| **Maintenance** | | | | | | | |
| Maintenance Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total Maint. Salaries** | | | | | | | |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Maintenance Benefits - Medical | | | | | | | |
| Maintenance Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Maint. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Maintenance Materials | $ 89,915 | $ 31,828 | $ 22,280 | $ 9,548 | $ 9,946 | $ 7,559 | $ 8,753 |
| Garbage and Trash Removal Contracts | $ 85,039 | $ 30,102 | $ 21,072 | $ 9,031 | $ 9,407 | $ 7,149 | $ 8,278 |
| Heating & Cooling Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Elevator Maintenance | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Landscape & Grounds Contracts | $ 7,500 | $ 2,655 | $ 1,858 | $ 796 | $ 830 | $ 631 | $ 730 |
| Unit Turnaround Contract | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Electrical Contracts | $ 5,000 | $ 1,770 | $ 1,239 | $ 531 | $ 553 | $ 420 | $ 487 |
| Plumbing Contracts | $ 3,006 | $ 1,064 | $ 745 | $ 319 | $ 333 | $ 253 | $ 293 |
| Extermination Contracts | $ 8,400 | $ 2,973 | $ 2,081 | $ 892 | $ 929 | $ 706 | $ 818 |
| Janitorial Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Routine Maintenance Contracts | | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Maintenance Expense** | | | | | | | |
| | | | | | | | |
| **Management Fees** | | | | | | | |
| | | | | | | | |
| **Insurance** | | | | | | | |
| Property | $ 22,224 | $ 7,867 | $ 5,507 | $ 2,360 | $ 2,458 | $ 1,868 | $ 2,163 |
| General Liability | | | | | | | |
| Worker's Comp. | | | | | | | |
| Automobile | | | | | | | |
| Temporary Disability Insurance | | | | | | | |
| **Total Insurance Expense** | 22,224 | 7,867 | 5,507 | 2,360 | 2,458 | 1,868 | 2,163 |
| | | | | | | | |
| **Total Price Proposal** | | | | | | | |
| | | | | | | | |
| **Projected Net Cash Flow** | | | | | | | |

***Asset Management Project 45***

***Option Year 1***

| | Option Year 1 | Koolau Village | Hookipa Kahaluu | Kaneohe Apartments | Kauhale Ohana | Waimanalo Homes | Waimanalo Homes II |
|---|---|---|---|---|---|---|---|
| **Projected Operating Income:** | | | | | | | |
| Projected Tenant Rental Revenue | $ 688,800 | $ 243,823 | $ 170,676 | $ 73,147 | $ 76,195 | $ 57,908 | $ 67,051 |
| Projected HUD Operating Subsidy | $ 898,332 | $ 317,994 | $ 222,595 | $ 95,398 | $ 99,373 | $ 75,523 | $ 87,448 |
| Other Income | $ 18,486 | $ 6,544 | $ 4,581 | $ 1,963 | $ 2,045 | $ 1,554 | $ 1,800 |
| **Total Operating Income** | $ 1,605,618 | $ 568,360 | $ 397,852 | $ 170,508 | $ 177,613 | $ 134,986 | $ 156,299 |
| | | | | | | | |
| **Projected Operating Expenses:** | | | | | | | |
| **Administrative** | | | | | | | |
| Administrative Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total - Admin. Salaries** | | | | | | | |
| | | | | | | | |
| Administrative Benefits - Medical | | | | | | | |
| Administrative Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Admin. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Auditing Fees | $ 7,132 | $ 2,524 | $ 1,767 | $ 757 | $ 789 | $ 600 | $ 694 |
| Management Fees | $ 39,350 | $ 13,929 | $ 9,750 | $ 4,179 | $ 4,353 | $ 3,308 | $ 3,831 |
| Bookkeeping Fees | $ 21,121 | $ 7,476 | $ 5,233 | $ 2,243 | $ 2,336 | $ 1,776 | $ 2,056 |
| Advertising and Marketing | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Office Expenses | $ 13,159 | $ 4,658 | $ 3,261 | $ 1,397 | $ 1,456 | $ 1,106 | $ 1,281 |
| Legal Expense | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Travel | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Other Administrative Costs | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Administrative Expense** | | | | | | | |
| | | | | | | | |
| **Asset Management Fees** | $ 27,120 | $ 9,600 | $ 6,720 | $ 2,880 | $ 3,000 | $ 2,280 | $ 2,640 |
| | | | | | | | |
| **Tenant Services** | | | | | | | |
| Tenant Services-Other | | | | | | | |
| **Total Tenant Services** | | | | | | | |
| | | | | | | | |
| **Utilities** | | | | | | | |
| Water | $ 144,585 | $ 51,181 | $ 35,826 | $ 15,354 | $ 15,994 | $ 12,155 | $ 14,075 |
| Electricity | $ 48,060 | $ 17,012 | $ 11,909 | $ 5,104 | $ 5,316 | $ 4,040 | $ 4,678 |
| Gas | $ 8,754 | - | $ 8,754 | - | - | - | - |
| Fuel | $ - | - | - | - | - | - | - |
| Sewer | $ 247,061 | $ 87,455 | $ 61,219 | $ 26,237 | $ 27,330 | $ 20,771 | $ 24,050 |
| Other_____ | $ - | - | - | - | - | - | - |
| **Total Utilities** | $ 448,460 | $ 155,648 | $ 117,708 | $ 46,694 | $ 48,640 | $ 36,966 | $ 42,803 |
| | | | | | | | |
| **Maintenance** | | | | | | | |
| Maintenance Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total Maint. Salaries** | | | | | | | |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Maintenance Benefits - Medical | | | | | | | |
| Maintenance Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Maint. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Maintenance Materials | $ 94,411 | $ 33,420 | $ 23,394 | $ 10,026 | $ 10,444 | $ 7,937 | $ 9,190 |
| Garbage and Trash Removal Contracts | $ 89,291 | $ 31,607 | $ 22,125 | $ 9,482 | $ 9,877 | $ 7,507 | $ 8,692 |
| Heating & Cooling Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Elevator Maintenance | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Landscape & Grounds Contracts | $ 7,875 | $ 2,788 | $ 1,951 | $ 836 | $ 871 | $ 662 | $ 767 |
| Unit Turnaround Contract | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Electrical Contracts | $ 5,250 | $ 1,858 | $ 1,301 | $ 558 | $ 581 | $ 441 | $ 511 |
| Plumbing Contracts | $ 3,156 | $ 1,117 | $ 782 | $ 335 | $ 349 | $ 265 | $ 307 |
| Extermination Contracts | $ 8,820 | $ 3,122 | $ 2,185 | $ 937 | $ 976 | $ 742 | $ 859 |
| Janitorial Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Routine Maintenance Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Maintenance Expense** | | | | | | | |
| | | | | | | | |
| **Management Fees** | | | | | | | |
| | | | | | | | |
| **Insurance** | | | | | | | |
| Property | $ 21,373 | $ 8,260 | $ 5,782 | $ 2,478 | $ 2,581 | | $ 2,272 |
| General Liability | | | | | | | |
| Worker's Comp. | | | | | | | |
| Automobile | | | | | | | |
| Temporary Disability Insurance | | | | | | | |
| **Total Insurance Expense** | | | | | | | |
| | | | | | | | |
| **Total Price Proposal** | | | | | | | |
| | | | | | | | |
| **Projected Net Cash Flow** | | | | | | | |

***Asset Management Project 45***

***Option Year 2***

| | Option Year 2 | Koolau Village | Hookipa Kahaluu | Kaneohe Apartments | Kauhale Ohana | Waimanalo Homes | Waimanalo Homes II |
|---|---|---|---|---|---|---|---|
| **Projected Operating Income:** | | | | | | | |
| Projected Tenant Rental Revenue | $ 723,240 | $ 256,014 | $ 179,210 | $ 76,804 | $ 80,004 | $ 60,803 | $ 70,404 |
| Projected HUD Operating Subsidy | $ 943,248 | $ 333,893 | $ 233,725 | $ 100,168 | $ 104,342 | $ 79,300 | $ 91,821 |
| Other Income | $ 19,411 | $ 6,871 | $ 4,810 | $ 2,061 | $ 2,147 | $ 1,632 | $ 1,890 |
| **Total Operating Income** | $ 1,685,899 | $ 596,778 | $ 417,745 | $ 179,034 | $ 186,493 | $ 141,735 | $ 164,114 |
| | | | | | | | |
| **Projected Operating Expenses:** | | | | | | | |
| **Administrative** | | | | | | | |
| Administrative Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total - Admin. Salaries** | | | | | | | |
| | | | | | | | |
| Administrative Benefits - Medical | | | | | | | |
| Administrative Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Admin. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Auditing Fees | $ 7,488 | $ 2,651 | $ 1,855 | $ 795 | $ 828 | $ 630 | $ 729 |
| Management Fees | $ 41,317 | $ 14,626 | $ 10,238 | $ 4,388 | $ 4,570 | $ 3,474 | $ 4,022 |
| Bookkeeping Fees | $ 22,177 | $ 7,850 | $ 5,495 | $ 2,355 | $ 2,453 | $ 1,864 | $ 2,159 |
| Advertising and Marketing | | | | | | | |
| Office Expenses | | | | | | | |
| Legal Expense | | | | | | | |
| Travel | | | | | | | |
| Other Administrative Costs | | | | | | | |
| | | | | | | | |
| **Total Administrative Expense** | | | | | | | |
| | | | | | | | |
| **Asset Management Fees** | $ 27,120 | $ 9,600 | $ 6,720 | $ 2,880 | $ 3,000 | $ 2,280 | $ 2,640 |
| | | | | | | | |
| **Tenant Services** | | | | | | | |
| Tenant Services-Other | | | | | | | |
| **Total Tenant Services** | | | | | | | |
| | | | | | | | |
| **Utilities** | | | | | | | |
| Water | $ 151,814 | $ 53,740 | $ 37,618 | $ 16,122 | $ 16,794 | $ 12,763 | $ 14,778 |
| Electricity | $ 50,463 | $ 17,863 | $ 12,504 | $ 5,359 | $ 5,582 | $ 4,242 | $ 4,912 |
| Gas | $ 9,192 | - | $ 9,192 | - | - | - | - |
| Fuel | $ - | - | - | - | - | - | - |
| Sewer | $ 259,414 | $ 91,828 | $ 64,280 | $ 27,548 | $ 28,696 | $ 21,809 | $ 25,253 |
| Other_____ | $ - | - | - | - | - | - | - |
| **Total Utilities** | $ 470,883 | $ 163,430 | $ 123,593 | $ 49,029 | $ 51,072 | $ 38,815 | $ 44,943 |
| | | | | | | | |
| **Maintenance** | | | | | | | |
| Maintenance Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total Maint. Salaries** | | | | | | | |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Maintenance Benefits - Medical | | | | | | | |
| Maintenance Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Maint. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Maintenance Materials | $ 99,131 | $ 35,091 | $ 24,564 | $ 10,527 | $ 10,966 | $ 8,334 | $ 9,650 |
| Garbage and Trash Removal Contracts | $ 93,755 | $ 33,188 | $ 23,231 | $ 9,956 | $ 10,371 | $ 7,882 | $ 9,127 |
| Heating & Cooling Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Elevator Maintenance | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Landscape & Grounds Contracts | $ 8,269 | $ 2,927 | $ 2,049 | $ 878 | $ 915 | $ 695 | $ 805 |
| Unit Turnaround Contract | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Electrical Contracts | $ 5,513 | $ 1,951 | $ 1,366 | $ 585 | $ 610 | $ 463 | $ 537 |
| Plumbing Contracts | $ 3,314 | $ 1,173 | $ 821 | $ 352 | $ 367 | $ 279 | $ 323 |
| Extermination Contracts | $ 9,261 | $ 3,278 | $ 2,295 | $ 983 | $ 1,024 | $ 779 | $ 902 |
| Janitorial Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Routine Maintenance Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Maintenance Expense** | | | | | | | |
| | | | | | | | |
| **Management Fees** | | | | | | | |
| | | | | | | | |
| **Insurance** | | | | | | | |
| Property | $ 22,442 | $ 8,673 | $ 6,071 | $ 2,602 | $ 2,710 | $ - | $ 2,385 |
| General Liability | | | | | | | |
| Worker's Comp. | | | | | | | |
| Automobile | | | | | | | |
| Temporary Disability Insurance | | | | | | | |
| **Total Insurance Expense** | | | | | | | |
| | | | | | | | |
| **Total Price Proposal** | | | | | | | |
| | | | | | | | |
| **Projected Net Cash Flow** | | | | | | | |

***Asset Management Project 45***

***Option Year 3***

| | Option Year 3 | Koolau Village | Hookipa Kahaluu | Kaneohe Apartments | Kauhale Ohana | Waimanalo Homes | Waimanalo Homes II |
|---|---|---|---|---|---|---|---|
| **Projected Operating Income:** | | | | | | | |
| Projected Tenant Rental Revenue | $ 759,402 | $ 268,815 | $ 188,170 | $ 80,644 | $ 84,005 | $ 63,844 | $ 73,924 |
| Projected HUD Operating Subsidy | $ 990,411 | $ 350,588 | $ 245,412 | $ 105,176 | $ 109,559 | $ 83,265 | $ 96,412 |
| Other Income | $ 20,381 | $ 7,215 | $ 5,050 | $ 2,164 | $ 2,255 | $ 1,713 | $ 1,984 |
| **Total Operating Income** | $ 1,770,194 | $ 626,617 | $ 438,632 | $ 187,985 | $ 195,818 | $ 148,822 | $ 172,320 |
| | | | | | | | |
| **Projected Operating Expenses:** | | | | | | | |
| **Administrative** | | | | | | | |
| Administrative Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total - Admin. Salaries** | | | | | | | |
| | | | | | | | |
| Administrative Benefits - Medical | | | | | | | |
| Administrative Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Admin. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Auditing Fees | $ 7,863 | $ 2,783 | $ 1,948 | $ 835 | $ 870 | $ 661 | $ 765 |
| Management Fees | $ 43,383 | $ 15,357 | $ 10,750 | $ 4,607 | $ 4,799 | $ 3,647 | $ 4,223 |
| Bookkeeping Fees | $ 23,286 | $ 8,243 | $ 5,770 | $ 2,473 | $ 2,576 | $ 1,958 | $ 2,267 |
| Advertising and Marketing | $ - | $ - | $ - | $ - | $ - | $ - | |
| Office Expenses | $ - | $ - | $ - | $ - | $ - | $ - | |
| Legal Expense | $ - | $ - | $ - | $ - | $ - | $ - | |
| Travel | $ - | $ - | $ - | $ - | $ - | $ - | |
| Other Administrative Costs | $ - | $ - | $ - | $ - | $ - | $ - | |
| | $ - | $ - | $ - | $ - | $ - | $ - | |
| **Total Administrative Expense** | | | | | | | |
| | | | | | | | |
| **Asset Management Fees** | $ 27,120 | $ 9,600 | $ 6,720 | $ 2,880 | $ 3,000 | $ 2,280 | $ 2,640 |
| | | | | | | | |
| **Tenant Services** | | | | | | | |
| Tenant Services-Other | | | | | | | |
| **Total Tenant Services** | | | | | | | |
| | | | | | | | |
| **Utilities** | | | | | | | |
| Water | $ 159,405 | $ 56,427 | $ 39,499 | $ 16,928 | $ 17,633 | $ 13,401 | $ 15,517 |
| Electricity | $ 52,986 | $ 18,756 | $ 13,129 | $ 5,627 | $ 5,861 | $ 4,455 | $ 5,158 |
| Gas | $ 9,652 | $ - | $ 9,652 | $ - | $ - | $ - | $ - |
| Fuel | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Sewer | $ 272,385 | $ 96,419 | $ 67,494 | $ 28,926 | $ 30,131 | $ 22,900 | $ 26,515 |
| Other | $ - | - | - | - | - | - | - |
| **Total Utilities** | 494,427 | 171,602 | 129,773 | 51,481 | 53,626 | 40,755 | 47,191 |
| | | | | | | | |
| **Maintenance** | | | | | | | |
| Maintenance Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total Maint. Salaries** | | | | | | | |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Maintenance Benefits - Medical | | | | | | | |
| Maintenance Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Maint. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Maintenance Materials | $ 95,337 | $ 36,845 | $ 25,792 | $ 11,054 | $ 11,514 | $ 8,751 | $ 10,132 |
| Garbage and Trash Removal Contracts | $ 90,167 | $ 34,847 | $ 24,393 | $ 10,454 | $ 10,890 | $ 8,276 | $ 9,583 |
| Heating & Cooling Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Elevator Maintenance | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Landscape & Grounds Contracts | $ 7,952 | $ 3,073 | $ 2,151 | $ 922 | $ 960 | $ 730 | $ 845 |
| Unit Turnaround Contract | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Electrical Contracts | $ 5,302 | $ 2,049 | $ 1,434 | $ 615 | $ 640 | $ 487 | $ 563 |
| Plumbing Contracts | $ 3,187 | $ 1,232 | $ 862 | $ 370 | $ 385 | $ 293 | $ 339 |
| Extermination Contracts | $ 8,907 | $ 3,442 | $ 2,409 | $ 1,033 | $ 1,076 | $ 818 | $ 947 |
| Janitorial Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Routine Maintenance Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Maintenance Expense** | | | | | | | |
| | | | | | | | |
| **Management Fees** | | | | | | | |
| | | | | | | | |
| **Insurance** | | | | | | | |
| Property | $ 23,564 | $ 9,107 | $ 6,375 | $ 2,732 | $ 2,846 | $ - | $ 2,504 |
| General Liability | | | | | | | |
| Worker's Comp. | | | | | | | |
| Automobile | | | | | | | |
| Temporary Disability Insurance | | | | | | | |
| **Total Insurance Expense** | | | | | | | |
| | | | | | | | |
| **Total Price Proposal** | | | | | | | |
| | | | | | | | |
| **Projected Net Cash Flow** | | | | | | | |

***Asset Management Project 45***

***Option Year 4***

| | Option Year 4 | Koolau Village | Hookipa Kahaluu | Kaneohe Apartments | Kauhale Ohana | Waimanalo Homes | Waimanalo Homes II |
|---|---|---|---|---|---|---|---|
| **Projected Operating Income:** | | | | | | | |
| Projected Tenant Rental Revenue | $ 797,372 | $ 282,256 | $ 197,579 | $ 84,677 | $ 88,205 | $ 67,036 | $ 77,620 |
| Projected HUD Operating Subsidy | $ 1,039,931 | $ 368,117 | $ 257,682 | $ 110,435 | $ 115,037 | $ 87,428 | $ 101,232 |
| Other Income | $ 21,400 | $ 7,575 | $ 5,303 | $ 2,273 | $ 2,367 | $ 1,799 | $ 2,083 |
| **Total Operating Income** | $ 1,858,704 | $ 657,948 | $ 460,564 | $ 197,384 | $ 205,609 | $ 156,263 | $ 180,936 |
| | | | | | | | |
| **Projected Operating Expenses:** | | | | | | | |
| **Administrative** | | | | | | | |
| Administrative Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total - Admin. Salaries** | | | | | | | |
| | | | | | | | |
| Administrative Benefits - Medical | | | | | | | |
| Administrative Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Admin. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Auditing Fees | $ 8,256 | $ 2,922 | $ 2,046 | $ 877 | $ 913 | $ 694 | $ 804 |
| Management Fees | $ 45,552 | $ 16,125 | $ 11,287 | $ 4,837 | $ 5,039 | $ 3,830 | $ 4,434 |
| Bookkeeping Fees | $ 24,450 | $ 8,655 | $ 6,058 | $ 2,596 | $ 2,705 | $ 2,056 | $ 2,380 |
| Advertising and Marketing | | | | | | | |
| Office Expenses | | | | | | | |
| Legal Expense | | | | | | | |
| Travel | | | | | | | |
| Other Administrative Costs | | | | | | | |
| | | | | | | | |
| **Total Administrative Expense** | | | | | | | |
| | | | | | | | |
| **Asset Management Fees** | $ 27,120 | $ 9,600 | $ 6,720 | $ 2,880 | $ 3,000 | $ 2,280 | $ 2,640 |
| | | | | | | | |
| **Tenant Services** | | | | | | | |
| Tenant Services-Other | | | | | | | |
| **Total Tenant Services** | | | | | | | |
| | | | | | | | |
| **Utilities** | | | | | | | |
| Water | $ 167,375 | $ 59,248 | $ 41,474 | $ 17,774 | $ 18,515 | $ 14,071 | $ 16,293 |
| Electricity | $ 55,635 | $ 19,694 | $ 13,786 | $ 5,908 | $ 6,154 | $ 4,677 | $ 5,416 |
| Gas | $ 10,134 | $ - | $ 10,134 | $ - | $ - | $ - | - |
| Fuel | $ - | $ - | $ - | $ - | $ - | $ - | - |
| Sewer | $ 286,004 | $ 101,240 | $ 70,868 | $ 30,372 | $ 31,638 | $ 24,045 | $ 27,841 |
| Other | $ - | - | - | - | - | - | - |
| **Total Utilities** | $ 519,148 | $ 180,182 | $ 136,262 | $ 54,055 | $ 56,307 | $ 42,793 | $ 49,550 |
| | | | | | | | |
| **Maintenance** | | | | | | | |
| Maintenance Salaries | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| **Sub-Total Maint. Salaries** | | | | | | | |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Maintenance Benefits - Medical | | | | | | | |
| Maintenance Taxes - FICA, WC, TDI, UC, EXCISE | | | | | | | |
| **Sub-Total - Maint. Benefits & Taxes** | | | | | | | |
| | | | | | | | |
| Maintenance Materials | $ 109,292 | $ 38,688 | $ 27,081 | $ 11,606 | $ 12,090 | $ 9,188 | $ 10,639 |
| Garbage and Trash Removal Contracts | $ 103,365 | $ 36,590 | $ 25,613 | $ 10,977 | $ 11,434 | $ 8,690 | $ 10,062 |
| Heating & Cooling Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Elevator Maintenance | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Landscape & Grounds Contracts | $ 9,116 | $ 3,227 | $ 2,259 | $ 968 | $ 1,008 | $ 766 | $ 887 |
| Unit Turnaround Contract | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Electrical Contracts | $ 6,078 | $ 2,151 | $ 1,506 | $ 645 | $ 672 | $ 511 | $ 592 |
| Plumbing Contracts | $ 3,654 | $ 1,293 | $ 905 | $ 388 | $ 404 | $ 307 | $ 356 |
| Extermination Contracts | $ 10,210 | $ 3,614 | $ 2,530 | $ 1,084 | $ 1,129 | $ 858 | $ 994 |
| Janitorial Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Routine Maintenance Contracts | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| **Total Maintenance Expense** | | | | | | | |
| | | | | | | | |
| **Management Fees** | | | | | | | |
| | | | | | | | |
| **Insurance** | | | | | | | |
| Property | $ 24,742 | $ 9,562 | $ 6,694 | $ 2,869 | $ 2,988 | $ - | $ 2,630 |
| General Liability | | | | | | | |
| Worker's Comp. | | | | | | | |
| Automobile | | | | | | | |
| Temporary Disability Insurance | | | | | | | |
| **Total Insurance Expense** | | | | | | | |
| | | | | | | | |
| **Total Price Proposal** | | | | | | | |
| | | | | | | | |
| **Projected Net Cash Flow** | | | | | | | |

# WAGE CERTIFICATE

***SUBJECT: PROPOSAL NO.:*** ***RFP PMB- 2013-07***

***DESCRIPTION OF PROJECT***

FURNISH PROPERTY MANAGEMENT AND MAINTENANCE SERVICES FOR FEDERAL PUBLIC HOUSING, ASSET MANAGEMENT PROJECT 45 ON THE ISLAND OF OAHU

Pursuant to Section 103-55, HRS, I hereby certify that if awarded the contract is in excess of $25,000.00 the services will be performed under the following conditions:

1. The services shall be performed by employees at wages or salaries not less than wages or salaries paid to public officers and employees doing similar work.

2. All applicable laws of the Federal and State governments relating to worker's compensation, unemployment compensation, payment of wages, and safety will be fully complied with.

I understand that all payments required by Federal and State laws to be made by employers for the benefit of their employees are to be paid in addition to the base wages required by section 103-55, HRS.

OFFEROR: _____

BY: _____

*Signature of Person Authorized to Sign this Offer.*

**Please Print**

NAME: _____

TITLE: _____

DATE: _____