

**Housing Finance Authority of Hillsborough County**  
**Income and Expense**  
**Fiscal Year 2022-2023 Budget**

| <b>INCOME</b>                                   | <b>Budget</b><br><b>10/1/22-9/30/23</b> | <b>Actual</b><br><b>10/1/21-09/30/22</b> | <b>Budget</b><br><b>10/1/21-9/30/22</b> |
|---|---|--|---|
| <b>Interest Income</b>                          |   |  |   |
| Checking and Money Market                       | 0                                       | 97                                       | 0                                       |
| Certificates of Deposit                         | 13,125                                  | 2,223                                    | 1,600                                   |
| GNMA's (BONY)                                   | 208,079                                 | 19,804                                   | 27,198                                  |
| US Bank Custody Account                         | 105,435                                 | 15,826                                   | 353                                     |
| <b>Total Interest Income</b>                    | <b>326,639</b>                          | <b>37,950</b>                            | <b>29,151</b>                           |
| <b>Multi-Family Income</b>                      |   |  |   |
| <b>New Deals: Application &amp; Review</b>      |   |  |   |
| Bond Application Fees- Zion Village             | 15,000                                  | 0  | 0                                       |
| Feasibility Review Fees- Zion Village           | 5,500                                   | 0  | 0                                       |
| Bond Application Fees- Fulham Terrace           | 18,500                                  | 0  | 0                                       |
| Feasibility Review Fees- Fulham Terrace         | 5,500                                   | 0  | 0                                       |
| Bond Application Fees- Other Deal               | 21,000                                  | 0  | 0                                       |
| Feasibility Review Fees- Other Deal             | 5,500                                   | 0  | 0                                       |
| <b>Area of Opportunity Closing Fees</b>         | <b>0</b>                                | <b>5,000</b>                             | <b>5,000</b>                            |
| <b>Area of Opportuntiy Application Fees</b>     | <b>20,000</b>                           | <b>0</b>                                 | <b>20,000</b>                           |
| <b>New Deal: Canopy at West River Tower</b>     |   |  |   |
| Issuer Fees                                     | 125,000                                 | 0  | 125,000                                 |
| Reimbursement to HFA for FA                     | 100,000                                 | 0  | 100,000                                 |
| Reimbursement to HFA for FA Expense             | 5,000                                   | 0  | 5,000                                   |
| <b>New Deal: Fulham Terrace</b>                 |   |  |   |
| Issuer Fees                                     | 46,250                                  | 0  | 31,250                                  |
| Reimbursement to HFA for FA                     | 37,000                                  | 0  | 25,000                                  |
| Reimbursement to HFA for FA Expense             | 5,000                                   | 0  | 5,000                                   |
| <b>New Deal: Casa Bel Mar</b>                   |   |  |   |
| Issuer Fees                                     | 50,000                                  | 0  | 0                                       |
| Reimbursement to HFA for FA                     | 40,000                                  | 0  | 0                                       |
| Reimbursement to HFA for FA Expense             | 5,000                                   | 0  | 0                                       |
| <b>New Deal: Casa di Francesco</b>              |   |  |   |
| Issuer Fees                                     | 47,500                                  | 0  | 0                                       |
| Reimbursement to HFA for FA                     | 38,000                                  | 0  | 0                                       |
| Reimbursement to HFA for FA Expense             | 5,000                                   | 0  | 0                                       |
| <b>Last Year: Belmont Heights I &amp; II</b>    |   |  |   |
| Issuer Fees                                     | 0                                       | 106,250                                  | 106,250                                 |
| Reimbursement to HFA for FA                     | 0                                       | 85,000                                   | 85,000                                  |
| Reimbursement to HFA for FA                     | 0                                       | 5,000                                    | 5,000                                   |
| <b>Last Year: Application Fees</b>              | <b>0</b>                                | <b>62,500</b>                            | <b>81,000</b>                           |
| <b>Last Year: Feasability Review Fees</b>       | <b>0</b>                                | <b>16,500</b>                            | <b>11,000</b>                           |
| <b>Total New Deals Application &amp; Review</b> | <b>594,750</b>                          | <b>280,250</b>                           | <b>604,500</b>                          |
| <b>Ongoing Issuer Fees/ Paydown Fees</b>        |   |  |   |
| Belmont Heights                                 | 0                                       | 7,428                                    | 6,484                                   |
| Hunter's Run                                    | 11,440                                  | 12,235                                   | 12,140                                  |
| Royal Palm Key                                  | 13,685                                  | 14,615                                   | 14,390                                  |
| Morgan Creek                                    | 19,100                                  | 20,300                                   | 20,100                                  |
| Oaks at River View                              | 21,200                                  | 20,807                                   | 21,200                                  |
| Grande Oaks                                     | 10,600                                  | 10,900                                   | 10,900                                  |
| Gardens at South Bay                            | 14,345                                  | 15,010                                   | 14,885                                  |
| Meridian Pointe                                 | 0                                       | 23,808                                   | 28,810                                  |
| Lake Kathy                                      | 35,905                                  | 36,655                                   | 36,505                                  |
| Claymore Crossings                              | 19,600                                  | 20,440                                   | 20,310                                  |
| Brandywine                                      | 11,920                                  | 12,640                                   | 12,515                                  |
| Hunt Club                                       | 8,940                                   | 9,170                                    | 9,170                                   |
| Cristina Woods                                  | 10,520                                  | 10,770                                   | 10,720                                  |
| Sabal Ridge II                                  | 10,960                                  | 11,210                                   | 11,160                                  |
| The Ella  | 24,540                                  | 24,540                                   | 24,540                                  |
| Kensington Gardens II                           | 8,610                                   | 8,840                                    | 8,795                                   |
| The Trio  | 28,240                                  | 28,240                                   | 28,240                                  |
| The Tempo                                       | 39,700                                  | 39,700                                   | 39,700                                  |
| Kaylee Bay                                      | 10,000                                  | 10,863                                   | 10,000                                  |
| Sweetwater Villas                               | 12,000                                  | 12,000                                   | 12,000                                  |
| Tempo Additional Bonds                          | 26,000                                  | 26,000                                   | 26,000                                  |
| Renaissance at West River                       | 44,800                                  | (18,280)                                 | 86,800                                  |
| Renaissance at West River Paydown Fee           | 0                                       | 105,416                                  | 0                                       |
| Preserve at Sabal Park                          | 4,168                                   | 4,295                                    | 4,295                                   |
| Mango Terrace                                   | 78,847                                  | 1,154                                    | 15,000                                  |
| Boulevard Tower 4                               | 199,953                                 | 15,535                                   | 46,144                                  |
| Millennia Portfolio                             | 59,960                                  | 38,520                                   | 38,520                                  |
| Uptown Sky                                      | 18,500                                  | 18,500                                   | 18,500                                  |
| La Estancia                                     | 30,000                                  | 10,000                                   | 10,000                                  |
| Belmont Heights Phases I & II                   | 0                                       | 0  | 45,000                                  |
| Fulham Terrace                                  | 18,500                                  | 0  | 0                                       |
| Casa Bel Mar                                    | 21,000                                  | 0  | 0                                       |

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| INCOME   | Budget<br>10/1/22-9/30/23 | Actual<br>10/1/21-09/30/22 | Budget<br>10/1/21-9/30/22 |
|--|---------------------------|----------------------------|---------------------------|
| <b>Total Ongoing Issuer Fees</b>                 | 813,033                   | 551,312                    | 642,823                   |
| <b>Total Multi-family Income</b>                 | 1,407,783                 | 831,562                    | 1,247,323                 |
| <b>Single Family Program Income</b>              |                           |                            |                           |
| Single Family- Lender Late Fees                  | 31,800                    | 31,795                     | 36,000                    |
| Single Family: Net Profit from MBS Sale          | 63,410                    | 778,249                    | 630,000                   |
| Hillsborough Co. Reimbursement of SHIP DPA Loans | 2,000,000                 | 985,000                    | 1,000,000                 |
| <b>Total Single Family Program Income</b>        | 2,095,210                 | 1,795,044                  | 1,666,000                 |
| <b>TOTAL INCOME</b>                              | <b>3,829,632</b>          | <b>2,664,556</b>           | <b>2,942,474</b>          |

| EXPENSES                                  | Budget<br>10/1/22-9/30/23 | Actual<br>10/1/21-09/30/22 | Budget<br>10/1/21-9/30/22 |
|---|---------------------------|----------------------------|---------------------------|
| <b>Administrative &amp; Office</b>        |                           |                            |                           |
| Advertising                               | 7,000                     | 3,839                      | 7,000                     |
| Bank Service Charges                      | 9,000                     | 10,446                     | 9,000                     |
| Bond Allocation Fee/MF                    | 1,000                     | 0                          | 1,000                     |
| Bond Allocation Fee/SF                    | 1,000                     | 100                        | 1,000                     |
| Dues & Subscriptions                      | 10,500                    | 10,200                     | 8,800                     |
| Miscellaneous                             | 1,200                     | 25                         | 1,200                     |
| Office Supplies & Copying                 | 3,600                     | 941                        | 3,600                     |
| Postage                                   | 1,200                     | 313                        | 1,200                     |
| Special District Fee DCA                  | 175                       | 175                        | 175                       |
| Website                                   | 9,600                     | 3,073                      | 9,600                     |
| <b>Total Administrative &amp; Office</b>  | 44,275                    | 29,111                     | 42,575                    |
| <b>Professional Fees</b>                  |                           |                            |                           |
| Accounting                                | 10,800                    | 10,800                     | 10,800                    |
| Audit Fees                                | 24,460                    | 19,460                     | 24,460                    |
| Financial Advisor/Executive Agreement     | 167,500                   | 162,500                    | 162,500                   |
| Financial Advisor/ED Travel Reimbursement | 10,000                    | 1,664                      | 10,000                    |
| Legal Fees                                | 50,000                    | 1,200                      | 50,000                    |
| <b>Total Professional Fees</b>            | 262,760                   | 195,624                    | 257,760                   |
| <b>Travel &amp; Education</b>             |                           |                            |                           |
| Board Travel (Conference & FHFC)          | 19,000                    | 6,182                      | 19,000                    |
| Conference Registration                   | 12,050                    | 2,745                      | 12,050                    |
| Workshops                                 | 0                         | 0                          | 0                         |
| <b>Total Travel &amp; Education</b>       | 31,050                    | 8,927                      | 31,050                    |
| <b>TOTAL EXPENSES</b>                     | <b>338,085</b>            | <b>233,663</b>             | <b>331,385</b>            |

|                            |                  |                  |                  |
|----------------------------|------------------|------------------|------------------|
| <b>NET ORDINARY INCOME</b> | <b>3,491,547</b> | <b>2,430,893</b> | <b>2,611,089</b> |
|----------------------------|------------------|------------------|------------------|

|                                      |          |                  |          |
|--------------------------------------|----------|------------------|----------|
| <b>Other Income</b>                  |          |                  |          |
| Premium Discount on Investment (FMV) | 0        | (295,973)        | 0        |
| Net Gain on Investments              | 0        | 0                | 0        |
| Other Income                         | 0        | 0                | 0        |
| <b>Total Other Income</b>            | <b>0</b> | <b>(295,973)</b> | <b>0</b> |

|   |         |         |         |
|---|---------|---------|---------|
| <b>Other Expenditures</b>                 |         |         |         |
| Met Min Rental Assistance                 | 219,384 | 104,868 | 178,992 |
| Met Min Case Management                   | 51,200  | 51,200  | 51,200  |
| Met Min Program Administration            | 10,970  | 5,243   | 8,950   |
| Catholic Charities Rental Assistance      | 32,190  | 32,190  | 81,360  |
| Catholic Charities Case Management        | 25,517  | 25,517  | 25,517  |
| Catholic Charities Program Administration | 16,500  | 1,698   | 4,893   |
| CC Security Deposits                      | 16,500  | 1,775   | 16,500  |
| Camelot Security Deposits                 | 18,000  | 2,934   | 18,000  |
| Camelot Rental Assistance                 | 36,000  | 5,800   | 36,000  |
| Camelot Apartment Application Fees        | 750     | 0       | 750     |
| Camelot ILS Transition Specialist         | 46,875  | 46,875  | 46,875  |
| Camelot Program Administration            | 2,738   | 437     | 2,738   |
| Salvation Army Rental Assistance          | 45,240  | 0       | 0       |
| Salvation Army Case Management            | 32,025  | 0       | 0       |
| Salvation Army Program Administration     | 2,262   | 0       | 0       |
| New Life Village Security Deposits        | 94,644  | 0       | 0       |
| New Life Village Program Administration   | 4,732   | 0       | 0       |
| Other Programs                            | 15,000  | 0       | 15,000  |
| Sadowski Education Effort                 | 20,000  | 20,000  | 20,000  |
| SF Cost of Issuance & Cap I Contribution  | 920,000 | 0       | 355,000 |
| Single Family Marketing                   | 25,000  | 0       | 25,000  |

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| INCOME                      | Budget<br>10/1/22-9/30/23 | Actual<br>10/1/21-09/30/22 | Budget<br>10/1/21-9/30/22 |
|-----------------------------|---------------------------|----------------------------|---------------------------|
| USF Training Program (CRED) | 25,000                    | 0                          | 25,000                    |
| <b>Total Other Expenses</b> | <b>1,717,368</b>          | <b>298,537</b>             | <b>911,774</b>            |
| <b>NET INCOME</b>           | <b>1,774,179</b>          | <b>1,836,382</b>           | <b>1,699,315</b>          |