

EM JOHNSON INTEREST, INC.
PROJECT ACTIVITY, REVENUE AND CAPITAL REQUIREMENTS
Period From: 1/2010 to 12/2013
(EJI Share Only)

11/16/2009

CURRENT SAN FRANCISCO PROJECTS:	No. of Units	Work Afford	Force	Mkt Rate	No. of Sq. Ft.	Construction Value	Projected Overhead	Projected CM Fees	Commission Fees	Projected Developer Fees	Projected Profits/Cashflow	Land Acquisition Capital	Predevelopment Capital Required	Project* Equity Required	Construction Lending Required	Permanent Lending Required	Public Investment
Westside Court - Rental San Francisco, CA	136	136	-	-	-	\$ 40,800,000	\$ 625,000	\$ 156,500	\$ -	\$ 625,000	\$ -	\$ -	\$ 1,000,000	\$ 1,000,000	\$ 25,000,000	\$ 9,000,000	\$ 13,000,000
Westside Court - Homeownership San Francisco, CA	58	-	-	58	-	17,400,000	354,500	88,500	248,825	443,500	2,223,500	\$ -	\$ 1,000,000	\$ 1,400,000	\$ 24,000,000	\$ -	\$ -
Westside Court - Kirkland Expansion Site San Francisco, CA	220	44	-	176	-	52,800,000	625,000	150,000	-	625,000	-	\$ -	\$ 2,000,000	\$ 9,000,000	\$ 60,000,000	\$ 57,000,000	\$ 13,000,000
Parcel C - Senior Housing San Francisco, CA	100	100	-	-	6,000	20,000,000	350,000	75,000	-	350,000	-	\$ -	\$ 200,000	\$ -	\$ 18,000,000	\$ 1,300,000	\$ 15,000,000
Mission Bay N4-P3 San Francisco, CA	129	-	60	69	-	38,700,000	750,000	200,000	300,000	1,500,000	1,800,000	\$ -	\$ 1,200,000	\$ 12,000,000	\$ 45,000,000	\$ -	\$ -
CURRENT SF-SF PROJECTS:	643	280	60	303	6,000	\$169,700,000	\$ 2,704,500	\$ 670,000	\$ 548,825	\$ 3,543,500	\$ 4,023,500	\$ -	\$ 5,400,000	\$ 23,400,000	\$ 172,000,000	\$ 67,300,000	\$ 41,000,000
CURRENT - NON-SF PROJECTS:																	
East End Gateway Site One * Sacramento, CA	117	-	95	22	5,000	28,080,000	572,500	140,000	161,000	858,500	2,113,000	\$ -	\$ 1,350,000	\$ 4,650,000	\$ 30,000,000	\$ 975,000	\$ 5,540,000
Seventh Street Lofts Berkeley, CA	7	-	-	7	4,200	Complete	\$ -	\$ -	\$ -	\$ -	\$ 450,000	Complete	\$ -	Complete	Complete	\$ 3,450,000	\$ -
Asheville Mixed-Use Asheville, NC	78	16	16	47	6,500	10,380,000	100,000	-	-	250,000	250,000	\$ -	\$ 750,000	\$ 1,950,000	\$ 19,110,000	TBD	\$ 6,000,000
Asheville Mixed-Use (Phase Two) Asheville, NC	150	30	30	90	TBD	TBD	TBD										\$ -
Richmond Village - Phase Three * Richmond, CA	51	51	-	-	1,600	10,200,000	480,000	150,000	-	480,000	-	\$ -	\$ 765,000	\$ 765,000	\$ 5,355,000	\$ 5,355,000	\$ 10,200,000
SUBTOTAL - CURRENT PROJECTS:	403	97	141	166	17,300	\$ 48,660,000	\$ 1,152,500	\$ 290,000	\$ 161,000	\$ 1,588,500	\$ 2,813,000	\$ -	\$ 2,865,000	\$ 7,365,000	\$ 54,465,000	\$ 9,780,000	\$ 21,740,000
OTHER - NON-SF CURRENT PROJECTS:	1,046	377	201	469	23,300						\$ 6,005,000						\$ 17,495,325
16th & G Mixed-Use (Phase One) San Diego, CA	231	46	46	139	8,000	42,360,000	600,000	150,000	-	600,000	-	Complete	\$ 2,000,000	\$ 3,000,000	\$ 53,000,000	\$ 53,000,000	\$ 12,000,000
16th & G Mixed-Use (Phase Two) San Diego, CA	300	60	-	240	8,000	TBD	840,000	210,000	750,000	840,000	3,000,000	Complete	\$ 3,000,000	\$ 10,000,000	\$ 62,000,000	\$ 62,000,000	\$ -
SUBTOTAL - OTHER NON-SF CURRENT PROJEC	531	106	46	379	16,000	\$ 42,360,000	\$ 1,440,000	\$ 360,000	\$ 750,000	\$ 1,440,000	\$ 3,000,000		\$ 5,000,000	\$ 13,000,000	\$ 115,000,000	\$ 115,000,000	\$ 12,000,000
POTENTIAL SF PROJECTS:																	
Glenn Park BART Station San Francisco, CA	60	12	-	48	-	TBD	TBD										
SUBTOTAL - POTENTIAL PROJECTS:	60	12	-	48	-												
TOTAL CURRENT & POTENTIAL PROJECTS:	1,637	495	247	895	39,300	\$260,720,000	\$ 5,297,000	\$ 1,320,000	\$1,459,825	\$ 6,572,000	\$ 9,836,500	\$ -	\$ 13,265,000	\$ 43,765,000	\$ 341,465,000	\$ 192,080,000	\$ 74,740,000
* - Priority Projects											\$ 24,485,325						\$ 459,970,000
	No. of Units				No. of Sq. Ft.		Projected Overhead	Projected CM Fees	Commission Fees	Projected Developer Fees	Projected Profits	Land Acquisition Capital	Predevelopment Capital Required	Project* Equity Required	Construction Lending Required	Permanent Lending Required	Public Investment