

# TBT Introduction and Summaries of Each NMTC Project

A Complete Health Care System based on economics as if people mattered

# Executive Summaries

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# Introduction

TBTMSO1 is a Medical Services Organization (MSO) owned by four companies:

- 1. The Order of Love Peace Truth Tolerance and Cooperation DBA TBT-Tomorrow's Bread Today,
- 2. Schulte Law, PC,
- 3. Construction LTD,
- 4. Diamond Development.

The goal of the company is to develop complete health care systems in specific locations that will serve the whole population regardless of their income status. The systems require safe and modern facilities, professional medical services, and methods to pay for both. In the absence of a universal public system for health insurance, the company has organized and contracted for a combination of public and private ways in which everyone in a community has the means to get complete and high-quality medical care.

We have four major projects in Texas which are included in this document. We offer these summaries to investors and lenders for their consideration in participating with us in these developments. The facilities proposed are those that address the medical and social needs of patients throughout their lives: Primary Care Clinics, Multi-Specialty Care Clinics, Hospital and Nursing Care, and Assisted Living. The first locations of the facilities were chosen because the properties on which to build were already owned by one or more of our partners or a contracted Medical Groups. In that way we would have the needed equity for proper financing of construction, marketing and beginning services.

Each project is described in enough detail to allow an interested party to evaluate whether any or all the projects match their investment or lending goals. In each case the populations being served qualify under Federal and State guidelines as low income and in need of better and more complete healthcare systems.

Several public programs are applicable to these projects: New Markets Tax Credits, Grants for medically underserved areas, and tax abatements for improvements in employment and infrastructure. Participation in the ACA, Medicare Plans and ACO programs are in the experience of this group and will be part of the complete health care system. Quality Assurance, Shared Saving and Local Patient Cooperatives are the means to making the projects viable and long lasting.

Contract Information: Don McCormick 832-599-8449 donmcco@gmail.com

# Management of TBTMSO1

#### Bret A. Schulte, J.D.

#### Attorney – Houston Real Estate and Health Care Law

**Bret Schulte** has been a licensed Attorney for 21 years and handles cases in Health Care, Real Estate. Attended Yale University and Ohio State University Moritz College of Law. 8700 Commerce Park Drive Ste. 103, Houston, Texas 77036 Tel: (+1) 713-551-4961

#### Don McCormick, BA, AAMA

B.A. Degree from University of St. Thomas in Houston, 1967
University of Houston and Mills College for advanced studies in Insurance, 1967-1975
Licensed as a General Lines Insurance Agent, 1967- Present
Marketing Director for New Communities Service Corporation HMO, 1975
Executive Director of Texas Health Plans HMO, 1977-1980
President of Computech (Medical Accounting Software Company), 1980-1984
President of National Association of Preferred Providers, 1984-1995
President of Physicians ACO, 2012-2013
Executive Director of SEMNet, HMINet, PDMP Multi-specialty Group IPAs
Founder of Senior Patient Association and sponsor of PDMP 1995-Present
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Splendor, Texas 77372 Tel: (+1) 832-599-8449 https://tbt.org

Blair Korndorffer, AIA

Thirty+ years' experience as lead design professional in Health Care, Resort, Hospitality, Residential and Industrial Projects throughout the World.

Managing Partner of a Multi-tiered development group that specializes in Medical, Resort and Hospitality development with projects in Texas, South and Central America and West Africa.

Completed over 2000 projects representing \$2.8 Billion in Project Cost. Most of these projects are in health care and resort/hospitality facilities.

In addition to these projects, we have designed over \$30 Billion in master planned developments, including continued care retirement communities (CCRC), Resort, Residential and Town Center Developments. 700 Gemini St Suite 260

Houston, TX 77058 Tel: (832) 224-6400 http://diamonddevelopmentgroup.com.

#### Tim Dixon of Construction, Ltd. Tim Dixon

1825 Upland Houston, TX 77043 Tel: (713) 984-9444 https://cltd.net/

1981 Founder & owner of Construction LTD, a multi-family, professional, commercial, governmental, healthcare, retail, airport, religious, institutional, industrial and K-12 builder, with \$1.5BB in constructed projects in the greater Houston area.

1996 Founder & General Partner of Dixon Financial Services a private equity, mineral and real estate holding company that does developments in the Houston area.

1999 Founder & owner of Dixon Land & Wildlife Company a wildlife ranching operation consisting of 1,100 acres in Harwood, TX.

2009 Founder & majority shareholder of Qwik Pipe, Inc. a water transfer company for private energy operators in the Delaware, Permian & Eagle-ford Shale regions.

2010 Ordained minister at Encourager Church Houston, TX.

2017 Shareholder & Managing Member of DR3 Supply an oil field supply company.

2018 Shareholder of Heights Hospital which is a 50-bed acute care hospital in the Heights area of Houston.

2019 Co-founder & majority shareholder of Spirit Drilling Fluids a drilling mud company.

#### THE COMPANY'S COMPETITIVE POSITION

The Company is unique in its developments, agency organization and services provided to physicians, Medicare, private insurers, and cooperatives.

Our competitors are hospital sponsored ACOs, large Group Medical Practices, and Insurance companies that contract directly with physicians. All these entities have incentives to share less of the bonuses with the physicians than does our MSO and the IPAs it manages. Hospitals do not want to reduce hospital revenue and if the practices cause fewer admissions, then they need to be in position to recover their lost revenue by getting any shared saving into their account first. That would also be true for any facility vendor that became the owner of the IPA, such as pharmacies, DME companies and insurance companies.

The Company believes that:

- 1. Physicians will continue to join local multi-disciplinary medical teams that we organize.
- 2. The patients will continue to enroll in Medicare ACO and HMO plans with the companies we will represent.
- 3. The health care delivery system will change in the direction that feeds our kind of service organization such as the MSO/IPA models in the current federal health laws. This will remain true even if it were a single payer system or some compromise of that system.

## CHANGES IN HEALTH INSURANCE SYSTEM

As of now, PPACA is the law and it establishes HMOs and ACOs for use by both Medicare and the private sector. The likelihood of a radical change in the current private sector domination of the health insurance system is unlikely. On the contrary, the health care providers will be able to count on an even greater number of patients who may be *required* to purchase health insurance subsidized or not by the government.

We anticipate legislative changes that will cost the patients more out of pocket either in reduced tax deductions or limited benefits, followed by further fixing of physician fees – rollbacks of Medicare rates, and better organization of managed care systems. The Congress could try to further control hospital costs by extension of diagnosis-related group (DRG) contracts to the non-Medicare markets and by reinstatement of certificates of need in building of facilities.

Furthermore, the legislation could prohibit physician ownership of hospitals completely except as unit holders of public companies. All these likely strategies play into the strengths of our type of contracted management company.

# Size of the Market

There are 50 million people on Medicare, of which 20 million receive their Medicare benefits from private health plans called Medicare Advantage (MA). These private plans have been around since the 1970s but in 1997 they were expanded to include preferred provider organizations (PPOs), provider sponsored organizations (PSOs), and private fee-for-service plans (PFFS). With the Medicare

Prescription Drug, Improvement, and Modernization Act of 2003 these types of plans were expanded to include regional PPOs that would serve patients that were eligible for both Medicare and Medicaid and special needs patients (SNP).

The 2003 Act also increased payments to plans to encourage enrollments and participation. The political motivation for that increase and expansion was that the open fee-for-service system has little price or quality control and did not reach to the most vulnerable parts of our population. Further, there is a bias in our system toward private rather than public health care financing systems.

Since 2003 enrollment in Medicare Advantage plans has increased from 5 million to 20 million by the end of 2020. The higher level of funding for these private health plans has not continued but the growth rate of these plans will as the MA advantage increase their ability to persuade patients to stay with their primary care physicians.

Medicare will not remain an unmanaged system because of the performance requirements. Medicare plans to achieve this by having fewer hospital admissions and less redundancy in professional services. A good way for physicians to capture a larger share of that saving is to be an owner in a physician's IPA and not in a hospital or insurance company IPA.

The financial projections of the company as shown in this summary reflect the expected cost of this development.

Payor Composition

The market payor mix is expected to be:

- Medicaid 21%
- Medicare 39%
- PPO/HMO 30%
- Indemnity 5%
- Self-Pay 5%

## **Assets of TBTMSO1 Partners**

#### **Information from SBA Loan Applications**

Partners in TBMSO1, managers of TBT	Assets	Liabilities	Net Worth
James Blair Korndorffer	\$ 4,992,000	\$ 1,390,000	\$ 3,302,000
Timothy A. Dixon	\$17,920,484	\$ 68,000	\$17,852,484
Bret Schulte	\$ 529,000	\$ 0	\$ 529,000
Don McCormick	\$ 719,000	\$ 140,000	\$ 579,000
TBT from Audited Financial and on 990 2020	\$ 11,464,617	\$ 4,867,325	\$ 6,597,292

## Financial Strength of the Sponsors (See Assets above)

\$35,625,101

# **Commercialization Strategy**

By commercialization we mean the exchange of values between the providers of medical care and patients. In medicine these values are usually a combination of cash or insurance payments for services that have been rendered and properly recorded and reported in standardized claims and medical records systems. But that is not the only kind of exchange. Providers are obligated by oath and by law to care for people who are sick and injured, so individual forgiveness of debt, contributions from charity and supportfrom government are all in play. Our strategy in all of our projects is to enroll the patient population into health plans that lessen the burden on them and us and do not drive the facility to depend mostly on a beggar's bowl. During the building period we will harness the best contracts possible with government and insurers and support a local cooperative that can solve the problems of paying for care for those who are outside of the usual systems but are our neighbors and patients. We have already addressed that issue in detail and are able to provide healthcare, including hospitalization for about 60% of the market cost.

We are a 501c3 organization and can obtain grants and donations to fill any money shortages in the patient population we will serve.

# Legal and Regulatory Issues

The hospital will require a license and our Developers and Architectural Firm and the Operators have done that many times in the past. In contracting for insurance payments, we had also done that many times in the past, including one of the first ACOs in Texas in 2012

that achieved significant savings, and numerous contracts with Medicare Advantage Plans which were profitable since 1995. The law firm which is a sponsor in this plan is also a Title Company and managed a Medical Specialty Group in Houston for ten years whose performance was profitable each year until the practices were purchased by the Hospital and the HMO was sold to another larger group.

While compliance is complex, we have the skill and knowledge to meet their demands.

# **Patents and Intellectual Properties**

This is not part of this kind of business, at least for us, as the tools and systems we use are either open source or available by license agreement and represent a modest portion of the budget.

# **Business Model**

A non-profit hospital managed by a Medical Service Organization that controls the contracts with payers and can market health plans in the community that are less expensive and more comprehensive and in which patients stay for the long term. Our books have elaborate descriptions of the business model and finds support in the economic systems described by E.F. Schumacher and the marketing lessons of Henry Ospitia.

# Long Term Sustainability

Health care has been required during the whole history and pre-history of mankind. Its need is increasingbecause of an aging population and the emergence of new diseases. Care is not yet a science we understand well, however the practice of care giving is allowing people to survive in less pain and for longer than in the last two centuries. That fact sustains this business. Those who value life, plan and prepare for healthy relationships and environments that will sustain this program and its facilities and providers.

# **Amount and Specific Use of Funds**

See the Cost Sheets on the pages under each project:

# **Financial Capacity to Enter into Retained Relationship**

All the sponsors have retained relationships with both their suppliers and customers for more than thirtyyears.

# **Medical Economics That Support Our Projects**

This essay relates to the development of new hospitals, clinics, assisted living and insurance systems for lowincome areas in the United States. It discusses the economic systems from a fresh point of view. It helps people to organize themselves into local cooperatives that satisfy their wants and needs in health care. It produces a new understanding of how health care economics will work when it is "cooperative" and not "dog eat dog" and not "somebody else's problem." It is a guide for how to create cooperatives that are economical and produce good health outcomes within the current laws and regulations. Making it universal can be done. It is not based on faith and hope but cooperative action, education, trust, and love.

Trusteeship and transfer of ownership of health care premiums paid to third parties by members of a health plan for future health care expenses is the core problem to solve in the United States. Insurance companies, employercontrolled trusts, and health benefits managers prosper when health care expenses are less than was predicted by premium setting. When there have been saving, beneficiaries have not shared in those saving but have continuously paid higher premiums and increased out-of-pocket costs for health care services. Consequently, money spent by member patients has not protected their health and welfare as intended. Payments of premiums to private companies which contain funds for payment of future health care services and supplies should not be converted to profits by denial of payment or failure to predict future health care expenses. Payment of taxes and premiums in the Medicare and Medicaid plans in the United States are supposed to be in trust funds and price regulated by types of covered services. However, the methods used to claim and to distribute trust funds result in extraordinary waste in which most of the money goes to non-medical suppliers and facilities and not to providers of medical and surgical services. Less than 20% of claims paid is for professional fees. The result is "no valid accounting" from the point of view of the member who pays taxes, premiums and seeks services.

Patients have been paying twice as much for health care in the United States as is paid in other countries that have universal health care systems. Direct payments by members to providers for services not covered by insurance are as much as the total cost of health care services in other industrialized countries. This includes Medicare premiums and out-of-pocket expenses. **It does not have to be that way and a cooperative can fix the problem**.

Health care as a human right ideal is derived from a basic need for humans to cooperate with each other to survive. Such a right is built on foundations of material and labor, love and respect for each other, honesty, and truth in our interactions. It is difficult to impose a right on any group of people by fiat or force. But it is even harder to deny that right when patients and doctors create it by individual labor and by collectively sharing material goods, teaching each other skills, and cooperating in the welfare of their families, friends, and neighbors. Whether the people in a "Gathering" are rich or poor is of no consequence in the creation of these rights. What matters is that every human being in a "Gathering" is cared for and everyone who can provide skills and resources is participating.

Such an environment is possible in any community of at least a few thousand families. The economic and political systems in which rights can be established are mostly matters of opinion but systems in which universal rights established by participants are denied or become exclusionary are faulty. Capitalism and Socialism have manifested such faults and need not have significant influence on the creation of a health care system by a "Gathering" of people who love and care for each other. "Health care for all" can be built on a "Gathering" in each community everywhere. It should be enabled by honest trusteeship of required resources which must be shared between the communities. Presently, governments in the United States are often not honest trustees despite desires of many representatives to change laws and regulations to make trusteeship vibrant.

Governments, State and Federal, can and often do help by creating risk pools under real trusteeship for large losses that the local Gatherings cannot anticipate. The Federal Government under a program called New Markets Tax Credits provides 39% Tax Credits which convert into about 25% of the total cost of

the projects we have proposed under our 501c3 Non-Profit and in the neighborhoods where the hospitals, clinics, and assisted living facilities will be located. NMTC funding is interest only for seven years and the principle is then forgiven. TBT has applied for this funding. However, the private sector plans must contribute balance of the funding which can be done by TBTMSO1 and the TBT Multi-specialty Group, LLC. through bank loans and capital investments guaranteed by the owners of the management company (TBTMSO1) and members of the medical groups.

Compensation of professional health care providers is on a retainer basis adjusted by semi-annual retrospective analysis. Such analysis requires a relationship to both the problem treated and the cost of the service provided, material and labor. The current method of payment causes this analysis to be done after the services have been rendered and before payments are made which results in three-way adversarial relationship between the professional, insurer, and patient. The analyst is usually the employee of the health plan. Consequently, high prices, excessive services, denials of payments, and transfer of expenses to patients by copayments, deductibles and exclusions create chaos and increase the administrative burden. Knowing the earning a professional medical care provider wants and needs, his or her capacity to serve patients, and the frequency of his or her type services within a defined population determines the retainer. Most of the services of professional medical care providers do not rise to the level of cost sharing through insurance but are merely a line item in a family budget. Retainers rather than premiums are far less expensive to both patients and providers. They have the added advantage of taking away adverse encounters between providers, insurers, and patients. Complaints about opacity of pricing, complexity of reporting, confidentiality of records and independent verification of transactions and payments are mostly solved from the patient and provider points of view. Individuals who cannot support a line-item budget for professional medical care need income subsidy not their uncompensated labor or tax payments to be given to paternalistic third parties to be reduced in value by their handling.

The hospitals and suppliers, even those we develop, are the "elephants in the room." They are big boxes, electrical-mechanical devices, drugs, chemicals, and their investor groups. In the current system with which they compete, they eat 40% of all the money available for health care. Patients can own all these needed tools and reduce the load to 20%. When that happens, you will not have people confusing hospitals with medical care providers. It has never been that physicians needed to own these shelters, tools, chemicals, and medicines, they just needed to use them. It is bestto operate hospitals at cost so that the surplus they now drain can expand the supply of medical care providers and restore wealth to those who struggle to get wages and proper support when needed. Hospitals can be owned by patient physician cooperatives and the best ones in the United States are under that structure. We are an expansion of a system in which people matter and they know it because they provide the ways and means to functional and economical health care.

# An Integrated Version of Eastern and Western Medical Oaths

I swear to fulfill, to the best of my ability and judgment, this covenant:

I first must calm my mind and make steadfast my intention.

I shall not give way to idle wishes and desires but should first develop an attitude of compassion.

I vow to help rescue all living beings from their suffering.

Enemies, relatives, good friends, natives or foreigners, foolish and wise, they all are the same to me. I think of each of them as a close and loved relative - or indeed as if it were I who had been struck down by an illness.

I shall not worry about my own life or my fortunes or misfortunes. My purpose is to preserve the life of others.

I will remember that there is art to medicine as well as science, and that warmth, sympathy, and understanding may outweigh the surgeon's knife or the chemist's drug.

I will respect the hard-won scientific gains of those physicians and others in whose steps I walk, and gladly share such knowledge as is mine with those who are to follow.

I will apply, for the benefit of the sick, all measures that are required, avoiding either demanding or giving overtreatment and therapeutic nihilism.

I will not be ashamed to say, "I know not," nor will I fail to call in my colleagues when the skills of another are needed for a patient's recovery including physicians I may not know personally.

I will respect the privacy of my patients, for their problems are not disclosed to me that the world may know. Most especially must I tread with care in matters of life and death. If it is given me to save a life, all thanks. But it may also be within my power to take a life; this awesome responsibility must be faced with great humbleness and awareness of my own frailty and such a decision will not be taken alone.

Above all, I must not play at God.

I, as a physician, will remember that I do not treat a fever chart, a cancerous growth, but a sick human being, whose illness may affect the person's family and economic stability. My responsibility includes these related problems, if I am to care adequately for the sick.

I will prevent disease whenever I can, for prevention is preferable to cure.

I will teach my patients and their families as much as possible about self-care and prevention by allowing time in my practice for such activity.

I will remember that I remain a member of society, with special obligations to all my fellow human beings, those sound of mind and body as well as the infirm.

I shall not hide away in the mountains. Day and night, in cold and in heat, in hunger, thirst, and fatigue, I will single mindedly go to the rescue. If I act in this manner, I may approach being a great person for those who are sick or in need. Sometimes people look with contempt on those who suffer with abominable things, such as ulcers and diarrhea, however I shall maintain an attitude of compassion and sympathy. Never in a great person should there arise an attitude of rejection. I will not glory in my reputation. I will not discredit other people while I praise my own virtues.

Thus, I will fulfill my responsibilities and my destiny as a physician member of the cooperative until I am no longer capable of fulfilling my obligations or until the end of my lifetime.

If I do not violate this oath, may I enjoy life, art, science, and my work, be respected while I live and remembered with affection thereafter. May I always act to preserve the finest traditions of my calling and may I long experience the joy of healing and the relief of suffering.

# **Patient Member Medical Oath**

I swear to fulfill, to the best of my ability and judgment, this covenant:

I first must calm my mind and make steadfast my intention to support the cooperative and its caregivers.

I shall not give way to idle wishes and desires but should first develop an attitude of compassion for my fellow members. I vow to help rescue all living beings from their suffering.

Enemies, relatives, good friends, natives, or foreigners, foolish and wise, they all are the same to me. I think of each of them as a close and loved relative - or indeed as if it were I who had been struck down by an illness and in need of their compassion and help.

I shall not worry about my own life or my fortunes or misfortunes. My purpose is to preserve the life of others. I will follow all measures required for the benefit of curing my sickness or injury based on what I have been taught by those physicians in whom I have placed my trust and my care, but I will not undergo treatment which is invasive or dangerous without consulting physicians, and other experts, independent of my chosen physicians.

I will remember that there is art to medicine as well as science and I will be mindful and cautious of the care I agreed to receive.

I will respect the hard-won scientific gains of those physicians and others whose advice and treatment I seek.

I will respect the humble nature of my physician's call for help and advice in diagnosis and treatment of me and I will cooperate fully in the process.

I will respect the privacy of my conversation with my physicians and not gossip about my problems and the care and treatment I have sought because such talk may not be correct and can cause harm to others.

I will remember that I and my fellow members of the Cooperative by having chosen a physician or a physician team command their time and dedication to our care and therefore we are responsible for their support materially and spiritually. When, by their oath, they must care for everyone they see without regard to power or wealth or poverty or condition then each of us as cooperative members must bear our share of that expense and burden so that no one should suffer needlessly.

I will prevent disease whenever I can, for prevention is preferable to cure.

As a patient, I will study and learn as much as possible about self-care and prevention and have respect the schedule of the teacher when I seek instruction.

I will remember that I remain a member of society, with special obligations to all my fellow human beings, those sound of mind and body as well as the infirm.

I shall not hide away in the mountains. Day and night, in cold and in heat, in hunger, thirst, and fatigue, I will single mindedly go to the rescue of my caregivers and fellow members. If I act in this manner, I may approach being a great person for those who provide care and for those who are sick or in need.

Care is given by physicians, nurses, family and friends and sometimes people look with contempt on those who suffer with abominable things, such as ulcers and diarrhea, however I, as a member and helper, shall maintain an attitude of compassion and sympathy. Never in a great person should there arise an attitude of rejection.

I will not glory in my reputation. I will not discredit other people while I praise my own virtues.

Thus, I will fulfill my responsibilities and my destiny as a fellow member of the cooperative until I am no longer capable of fulfilling my obligations or until the end of my lifetime.

If I do not violate this oath, may I enjoy life, art, science, and my work, be respected while I live and remembered with affection thereafter. May I always act to preserve the finest traditions of my calling and may I long experience the joy of healing and the relief of suffering in others.

Assume 1,500 Pts in 30 practices in Health Plans					ed as Capitation nanaged care pla		year period adju	sted for 2019	costs	
4bout 45,000 total in four age grouping:	7500 Patients		7500 Patients		15000 Patients		15,000 Patients		45,000 Patients	Weighted
Capitation for Medical Services	Dollars	2019	Dollars	2019	Dollars	2019	Dollars	2019	Total All Ages	Cap
Specialties	D OTTAL D	Seniors 65+	D VIIII D	Ages 0-17	Donat	Ages 18-44	Donat	Ages 45-64	100001001000	Cup
Hospital Inpatient and Outpatient	\$2,812,500		\$435,000	\$58.00	\$1,530,000	\$102.00	\$2,325,000	\$155.00	\$7,102,500	\$158.13
Primry Care Physicians	\$375,000		\$123,750	\$16.50	\$450,000	\$30.00	\$570,000	\$38.00		\$33.8
Prescription Drugs	\$251,250		\$66,000	\$8.80	\$240,000	\$16.00	\$436,800	\$29.12		
Diagnostic Imaging/Radiology	\$165,000		\$74,250	\$9.90	\$270,000	\$18.00	\$270,000	\$18.00		\$17.3
Home Health	\$85,125		\$15,469	\$2.06	\$56,250	\$3.75	\$102,375	\$6.83	\$259,219	\$5.7
Oncology/Hemotology	\$77,250		\$15,593	\$2.08	\$56,700	\$3.78	\$91,200	\$6.08		\$5.30
Unlisted Specialites	\$58,125	\$7.75	\$16,875	\$2.25	\$60,000	\$4.00	\$86,850	\$5.79		\$4.94
Ophthalmology	\$86,250	-	\$12,128	\$1.62	\$44,100	\$2.94	\$80,262	\$5.35	\$222,740	\$4.90
Lab	\$76,875		\$10,931	\$1.46	\$39,750	\$2.65	\$72,345	\$4.82		\$4.4
Annesthesiology	\$43,500		\$12,375	\$1.65	\$45,000	\$3.00	\$81,900	\$5.46		\$4.0
Cardiovascular Disease	\$74,625		\$9,158	\$1.22	\$33,300	\$2.22	\$60,606	\$4.04	de la companya de la	\$3.90
Surgery: Orthopedic	\$40,500	\$5.40	\$11,756	\$1.57	\$42,750	\$2.85	\$77,805	\$5.19	\$172,811	\$3.8
Rehab	\$62,325	\$8.31	\$9,488	\$1.27	\$34,500	\$2.30	\$62,790	\$4.19		\$3.7
Out Patient Surgery Centers	\$38,400		\$9,900	\$1.32	\$36,000	\$2.40	\$65,520	\$4.37		\$3.34
Obstetrics & Gynecology	\$11,550		\$20,171	\$2.69	\$73,350	\$4.89	\$35,250	\$2.35		\$3.12
Emergency Medicine	\$46,500	\$6.20	\$7,301	\$0.97	\$26,550	\$1.77	\$48,321	\$3.22		\$2.8
Surgery: General	\$33,750		\$8,003	\$1.07	\$29,100	\$1.94	\$52,962	\$3.53		\$2.70
Hospitalist	\$57,900		\$5,528	\$0.74	\$20,100	\$1.34	\$36,582	\$2.44		\$2.6
Gastroenterology	\$52,125	\$6.95	\$5,775	\$0.74	\$20,100	\$1.40	\$38,220	\$2.55		\$2.61
DME	\$26,850	\$3.58	\$6,806	\$0.91	\$24,750	\$1.65	\$45,045	\$3.00		\$2.30
Long Term Acute Care	\$39,600		\$5,445	\$0.73	\$19,800	\$1.32	\$36,036	\$2.40		\$2.2
Urology	\$40,950		\$5,074	\$0.68	\$18,450	\$1.23	\$33,579	\$2.24		\$2.18
Diagnostic Imaging/ Cardiology	\$58,125		\$3,671	\$0.49	\$13,350	\$0.89	\$24,297	\$1.62		\$2.2
Skilled Nursing Facility	\$34,125	\$4.55	\$5,445	\$0.73	\$19,800	\$1.32	\$36,036	\$2.40		\$2.12
Pulmonary Disease	\$24,300		\$6,188	\$0.83	\$13,300	\$1.50	\$40,950	\$2.40		\$2.09
Ambulance	\$37,875		\$4,950	\$0.66	\$18,000	\$1.30	\$32,760	\$2.18		\$2.08
Addition, Behavior & Mental Health	\$19,125		\$6,394	\$0.85	\$23,250	\$1.55	\$42,315	\$2.82		\$2.0
Radiation Oncology	\$52,875	\$7.05	\$3,094	\$0.41	\$11,250	\$0.75	\$20,475	\$1.37		\$1.9
Dialysis Facility	\$25,500	\$3.40	\$4,043	\$0.54	\$11,230	\$0.98	\$26,754	\$1.37	and the second s	\$1.58
Physical Medicine & Rehabilitation	\$20,850		\$4,373	\$0.58	\$15,900	\$1.06	\$28,938	\$1.93		\$1.50
Surgery: Cardiothoracie	\$37,725	\$5.03	\$2,681	\$0.36	\$15,300	\$0.65	\$17,745	\$1.35		\$1.5
Physical Therapy	\$21,525	\$2.87	\$3,589	\$0.48	\$13,050	\$0.87	\$23,751	\$1.18		\$1.38
Dermatology	\$15,600		\$3,919	\$0.52	\$14,250	\$0.95	\$25,935	\$1.73	\$59,704	\$1.3
Video & Telemedicine	\$15,000		\$7,500	\$1.00	\$15,000	\$1.00	\$22,500	\$1.50		\$1.3
Otolaryngology	\$12,600		\$3,589	\$0.48	\$13,050	\$0.87	\$23,751	\$1.58		\$1.18
Neurology	\$17,175	\$2.29	\$3,218	\$0.43	\$11,700	\$0.78	\$21,294	\$1.33		\$1.19
Surgery: Bariatric	\$12,075		\$3,506	\$0.43	\$12,750	\$0.85	\$23,205	\$1.42	\$51,536	\$1.1
Nephrology	\$12,075	-	\$3,094	\$0.47	\$12,750	\$0.85	\$23,203	\$1.33		\$1.10
Urgent Care Facility	\$8,625	\$1.97	\$4,200	\$0.56	\$17,100	\$1.14	\$17,250	\$1.15	\$49,394	\$1.0
Pathology	\$8,023		\$3,135	\$0.36	\$17,100	\$0.76	\$17,230	\$1.13		\$1.0
Surgical Assistant	\$12,375	\$1.65	\$3,000	\$0.42	\$10,500	\$0.70	\$19,110	\$1.38		\$1.00
Surgery: Plastic & Hand	\$12,375	\$1.05	\$3,000	\$0.40	\$10,500	\$0.70	\$19,110	\$1.27		\$0.9
Podiatry	\$11,025		\$2,681	\$0.36	\$10,930	\$0.65	\$19,929	\$1.55		\$0.9
Rheumatology	\$11,025		\$1,856	\$0.36	\$9,750	\$0.65	\$17,745	\$0.82		\$0.9
Allergy	\$10,050		\$2,681	\$0.25	\$9,750	\$0.45	\$12,285	\$1.18		\$0.78
Surgery: Neurological	\$4,030		\$1,898	\$0.36	\$6,900	\$0.65	\$12,558	\$0.84		\$0.63
Vision	\$5,175		\$1,609	\$0.25	\$5,850	\$0.40	\$12,558	\$0.84	\$28,100	\$0.52
	\$5,850		\$1,609	\$0.21	\$5,850	\$0.39	\$10,647	\$0.71		\$0.5
Chiropractic										
Intensive Care Professional	\$6,300	\$0.84	\$1,320	\$0.18	\$4,800	\$0.32	\$8,736	\$0.58		\$0.4
Pain Management	\$4,425		\$1,238	\$0.17	\$4,500	\$0.30	\$8,190	\$0.55		\$0.4
Endocrinology	\$4,875		\$784	\$0.10	\$2,850	\$0.19	\$5,187	\$0.35		
Infectious Diseases	\$5,550		\$495	\$0.07	\$1,800	\$0.12	\$3,276	\$0.22		\$0.2
Optometry	\$900	\$0.12	\$600	\$0.08	\$1,500	\$0.10	\$1,800	\$0.12	\$4,800	\$0.1

# Benchmark Plan Administrative Cost Data From Managed Care Plans

	Health Pl	an Fund Ber	nchmark FFS Co	sts Expres	sed as Capitation	1 Rates				
Assume 1,500 Pts in 30 practices in Health Plans	This	budget is ba	sed on actual exp	perience in 1	managed care pla	ns over a ten	year period adjus	ted for 2019	costs	
About 45,000 total in four age grouping:	7500 Patients		7500 Patients		15000 Patients		15,000 Patients		45,000 Patients	Weighted
Capitation for Medical Services	Dollars	2019	Dollars	2019	Dollars	2019	Dollars	2019	Total All Ages	Cap
General Administrative Expenses										
Auditing Actuarial & Consulting	\$8,625	\$1.15	\$2,888	\$0.39	\$10,500	\$0.70	\$15,000	\$1.00	\$37,013	\$0.82
Beneficiary Discovery and Survey	\$13,125	\$1.75	\$2,681	\$0.36	\$9,750	\$0.65	\$17,745	\$1.18	\$43,301	\$0.90
Beneficiary Personal Contact & HRA	\$11,250	\$1.50	\$6,806	\$0.91	\$24,750	\$1.65	\$18,750	\$1.25	\$61,556	\$1.31
Boards Bureaus & Asso. Dues	\$825	\$0.11	\$165	\$0.02	\$600	\$0.04	\$1,092	\$0.07	\$2,682	\$0.00
Care Coordination	\$14,625	\$1.95	\$4,331	\$0.58	\$15,750	\$1.05	\$28,665	\$1.91	\$63,371	\$1.41
Collections and Bank Service Charges	\$3,150	\$0.42	\$578	\$0.08	\$2,100	\$0.14	\$3,822	\$0.25	\$9,650	\$0.21
Commissions	\$285,000	\$38.00	\$52,800	\$7.04	\$192,000	\$12.80	\$349,440	\$23.30	\$879,240	\$19.58
Cost of Depreciation of EDP Equipment	\$4,875	\$0.65	\$949	\$0.13	\$3,450	\$0.23	\$6,279	\$0.42	\$15,553	\$0.3
Equipment	\$2,625	\$0.35	\$536	\$0.07	\$1,950	\$0.13	\$3,549	\$0.24	\$8,660	\$0.19
Insurance on Real estate	\$5,400	\$0.72	\$1,361	\$0.18	\$4,950	\$0.33	\$9,009	\$0.60	\$20,720	\$0.40
Legal	\$7,350	\$0.98	\$1,320	\$0.18	\$4,800	\$0.32	\$8,736	\$0.58	\$22,206	\$0.49
Occupancy, depreciation & Amort.	\$2,850	\$0.38	\$578	\$0.08	\$2,100	\$0.14	\$3,822	\$0.25	\$9,350	\$0.21
Out of Area Stop Loss Insurance	\$6,750	\$0.90	\$1,485	\$0.20	\$5,400	\$0.36	\$9,828	\$0.66	\$23,463	\$0.52
Outsourced Services EDP, Claims	\$61,950	\$8.26	\$11,096	\$1.48	\$40,350	\$2.69	\$73,437	\$4.90	\$186,833	\$4.10
Payroll Taxes	\$10,200	\$1.36	\$2,104	\$0.28	\$7,650	\$0.51	\$13,923	\$0.93	\$33,877	\$0.75
Postage Express & Telephone	\$35,625	\$4.75	\$9,199	\$1.23	\$33,450	\$2.23	\$60,879	\$4.06	\$139,153	\$3.10
Printing \$ Office Supplies	\$18,750	\$2.50	\$6,146	\$0.82	\$22,350	\$1.49	\$25,200	\$1.68	\$72,446	\$1.61
Regulatory Authority Fees	\$525	\$0.07	\$124	\$0.02	\$450	\$0.03	\$819	\$0.05	\$1,918	\$0.04
Rent	\$15,900	\$2.12	\$4,373	\$0.58	\$15,900	\$1.06	\$28,938	\$1.93	\$65,111	\$1.4:
Salaries, Wages & Benefits	\$75,000	\$10.00	\$18,810	\$2.51	\$68,400	\$4.56	\$94,500	\$6.30	\$256,710	\$5.72
Specific Stop Loss @\$75,000	\$187,500	\$25.00	\$61,875	\$8.25	\$225,000	\$15.00	\$330,000	\$22.00	\$804,375	\$17.91
State and Local Taxes	\$48,750	\$6.50	\$9,900	\$1.32	\$36,000	\$2.40	\$65,520	\$4.37	\$160,170	\$3.5
State Premium Taxes	\$45,975	\$6.13	\$8,044	\$1.07	\$29,250	\$1.95	\$53,235	\$3.55	\$136,504	\$3.04
Travel	\$5,625	\$0.75	\$1,856	\$0.25	\$6,750	\$0.45	\$9,750	\$0.65	\$23,981	\$0.53
		\$116.30								
Summary of Costs										
All Professional	\$2,274,975	\$303.33	\$550,976	\$73.46	\$3,484,650	\$232.31	\$5,259,870	\$350.66		
All Hospital Services	\$2,812,500	\$375.00	\$435,000	\$58.00	\$36,000	\$2.40	\$65,520	\$4.37		
All Administration	\$872,250	\$116.30	\$210,004	\$28.00	\$763,650	\$50.91	\$1,231,938	\$82.13		
Sub-Totals	\$5,959,725	\$794.63	\$1,195,980	\$159.46	\$4,284,300	\$285.62	\$6,557,328	\$437.16		
Margin	\$595,973	\$79.46	\$119,598	\$15.95	\$428,430	\$28.56	\$655,733	\$43.72		
Totals	\$6,555,698	\$874.09	\$1,315,578	\$175.41	\$4,712,730	\$314.18	\$7,213,061	\$480.87		
Target Hospital Admits per 1000		250		43	\$930,000	62	\$1,692,600	113		
Target Length of stay		5.26		1.75	\$37,500	2.50	\$68,250	4.55		
Income From Premiums	\$8,250,000	\$1,100.00	\$1,537,500	\$205.00	\$5,250,000	\$350.00	\$8,250,000	\$550.00		
									Totals For Plan	
Gross Shared Savings Potential	\$1,694,303	\$225.91	\$221,922	\$29.59	\$537,270	\$35.82	\$1,036,939	\$69.13	\$3,490,433.70	
25% to MSO	\$423,576	\$56.48	\$55,481	\$7.40	\$134,318	\$8.95	\$259,235	\$17.28	\$872,608.43	
37.5% PCPs	\$635,363	\$84.72	\$83,221	\$11.10	\$100,738	\$13.43	\$194,426	\$25.92	\$1,308,912.64	
37.5% Specialists	\$635,363	\$84.72	\$83,221	\$11.10	\$100,738	\$13.43		\$25.92	\$1,308,912.64	

#### Project # 1: Dallas Hospital and Assisted Living Project

• Borrower: TBT MSO 1, LLC ( A newly formed entity which is the Medical Service Organization that will manage the Non-Profit Hospital that is owned by The Order of Love Peace Truth Tolerance and Cooperation (DBA TBT) and a Physician Association (TBT Multi-Specialty Group, LLC that is managed by TBTMSO1)

#### **Owners/Managers of TBTMSO1**

- Donald McCormick (Executive Director of TBT which is a 501c3 Corporation that owns the Property and the Patient Association)
- James Blair Korndorffer (Architect)
- Timothy Dixon (General Contractor)
- Bret Schulte (Attorney)
- Corporate Guarantors
- The Order of Love Peace Truth Tolerance and Cooperation DBA Tomorrow's Bread today (TBT) and Patient Doctor Medical Plan (PDMP)
- Construction, LTD
- Diamond Development, LLC
- Schulte Law, PC

# Corporate guarantors to provide primary cash for repay and provide a cash flow analysis to demonstrate the ability to repay the loan.

#### Project Cost: \$81,205,000 Term: 120 months

- Interest Reserve: Full 36 months of interest payments suggested
- Rate: CDE 1.5%, Leveraged Lender LIBOR + 3.00% with a 1.00% floor
- The Order of Love Peace Truth Tolerance and Cooperation DBA TBT owns the hospital
- Hospital was donated to TBT and has a net value \$6.7 Million reflected in the audited statement of TBT and based on an independent appraisal. The developer will reconstruct the hospital using their own funds. TBT will then lease the facility to an operating company it at market rates for a seven-year terms renewable for three terms.
- The property is 7.32 Acres with 120,000 sq. ft., 70,000 of which will be a surgical hospital and 50,000 will be Assisted Living and Skilled Nursing. Additionally, we will build a 20,000 SF parking garage.
- $\circ$   $\,$   $\,$  The expected lease rate will be \$45 per square foot per year.
- The assets of the hospital business will be it licenses, contracts and receivables and the property will be its market value less debt.
- PRS (Primary Source of Repayment) Corporate entities named as guarantors.
- Loan will be supplemented in less than 12 months by NMTC cash which is a 1.5% interest only loan forgiven at the end of seven years of approximately \$5,000,000 to \$15,000,000. Such forgiveness creates equity that coupled with the contributions of the owners makes possible establishment and profitable operation of the hospital and health care system.
- 10-year cash flow projection for TBTMSO1 that will pay back the loan.
- Source and Application of Funds: Total \$81,808,450

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0	Construction	-44,250,000
0	Equipment	-14,909,916
0	Professional fees	- 2,180,176
0	Administration	- 7,996,797
0	Funder & Closing	- 7,408,450
0	Marketing & Sales	- 5.063.111

#### New Market Tax Credit (NMTC) Program for Permanent Loan for Project

- TBT qualified for the NMTC Loan program from the Treasury Department because of the population being served and the several CDEs may be included in the project and could cover as much as 25% of the total cost and the principle is forgiven after 7 years with the interest now at 1.5%. We must raise the balance of the cost of the project by cash or loan after the tax credits are sold by the Community Development Entities which amount will be about \$15 million leaving a balance of \$66 million. This amount will come from a permanent loan. The contribution of the CDE from Tax Credits sale will be forgiven in the eight-year.
- TBT MSO 1, LLC & The Order of Peace Love Truth Tolerance, & Cooperation Inc. will contract for management of theleased medical facilities. The management contract will be with an experienced and proven operator of hospitals and Assisted Living facilities of this type.

# Appraisal of the Dallas Property by Pyles Whatley

Market as is Real Estate	\$ 8,785,000
Prospective Value in December 2020 after Site Prep Real Estate Improvements/Land	\$ 11,300,000 \$ 65,780,000
Furniture, Fixtures and Equipment	\$ 7,746,000
Prospective Value upon Completion	\$ 73,526,000 *

• This represents the prospective value of the property and does not include the value of the business which is based on the margins in Medical Fees and Insurance Bonuses.

## **Capital Contributed to the Project**

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\$140,000 – Trustee Expenses/Legal and Accounting (completed)

- \$220,000 Security Expenses 2020 (On going)
- \$1,200,000 Demolition and Cleanup (Completed)
- \$200,000 Site Preparation for New Construction (In process)
- \$600,000 Architectural Work needed for permits, demolition, site prep, & loans (Completed)
- \$200,000 Marketing and Promotion Expenses
- \$300,000 Enrollment in Health Plans (Starts in July)
- \$ 60,000 Application for New Markets Tax Credits
- \$1,680,000 Original Owner (Note from TBT to PPC Trust)

\$4,600,000 -Total

#### **Proprietary Nature of the Products and Services**

#### Hospital Nuestra Senora de Guadalupe in Dallas Texas 75227

The service area of this hospital is considered an economic distressed Opportunity Zone by the Community Development Financial Institutions Fund (CDFI). This project will address the needs of the zone by leasing and operating the reconstructed hospital, HospitalNuestra Senora de Guadalupe. The property is in a perfect location for both the patients and the providers. The facility as designed will serve a community which currently is underserved for emergency and hospital healthcare. The current population in the service area is more than 57,000. This hospital project will benefit the local economy through an increased tax base and more than 200 permanent jobs. The reconstruction will take about 18 months. The property is on 7 plus acres with some existing infrastructure. The cost of the completed project could be as much as \$81 Million. The hospital property will have a net equity value of \$11,000,000 before construction and as much as \$90,000,000 after operations begin. The medical business which supports the hospital and assisted living facilities with a patient base of 30,000 which is the equivalent of patients seen by 20 primary care practices will have a market value of approximately \$60,000,000 based of past sales of controlled and insured managed care books of business. This equity will qualify for conventional operational loans.

The owners of TBT have operated IPAs in Houston since 1994 and are currently managing a patient association and contracts betweenphysicians in IPAs. In the next two years the patient numbers for which our IPAs will be responsible will grow from a 1,000 to more than 30,000. The long-term experiences of our contracted IPA groups are asource of trust to create Physician Owned Districts (PODs) of 30 primary care physicians supported by 30 specialists in each city.

Providers in each POD invest \$40,000 to \$60,000 in the form of promissory notes that are paid on demand. This investment createsenough asset value to allow at-risk contracting with insurers in which the physician organizations avoid the regular movement of patients from one insurer to another. Also, it assures the long-term liquidity of the IPAs.

#### **Dallas Hospital Project**

We are fortunate to have been offered participation in a non-profit hospital project six miles southeast of downtown Dallas. This provides us the seed capital from the developer for the creation of a POD in which we can control facility cost, create profits for providers and investors, and save money for patients using our cooperative resources. Bret Schulte, JD is an attorney that has been a manager of IPAs in Houston under Don McCormick for the last 20 years. He also owns and operates a title company and was the trustee of the closed hospital in Dallas on which one of his clients had a lien. Bret and his client won the bid from the District Court's Receiver to be the sole owner of the property conditioned on it being cleaned and secured by December 31, 2020 which goal was accomplished. The title to the property was then transferred to TBT without any liens from the City or County. Bret is also a General Agent for TBTMSO1, our IPA management company, and a contract manager for the TBT Multi-Specialty Group, LLC that will serve the Dallas POD. This enabled TBT to sell the property to a developer for cash that will be used to operate the hospital and the health care system. The lease of the reconstructed buildings is within the hospital usual rental budget. It is less expensive than overall than mortgage and interest and related maintenance costs. The buildings have been designed by Blair

Korndorffer, A.I.A, of DiamondDevelopment. The reconstruction will take about 18 months and will be done by Construction, Ltd which is owned by Tim Dixon. TBT is a 501c3 organization that owns the property and will be the license holder of the hospital and the association for patientmembership.

Bret will move to Dallas to oversee the project and expand TBT Multi-Specialty Group, LLC with the help of Don McCormick. Blair's firm will do the design, drawings, permits, and supervision. Tim Dixon's company, Construction, LTD is the General Contractor and will provide the Bonds and do the construction. QHR will do the management and operation of the Hospital. This Dallas POD will be supported by TBT Patient Association which gives the hospital and POD access to patients from major insurers and self-insured employer health care trust funds. Our contracted insurers are major companies in the United States, such as Partner'sRe, Pan American Life, Amerigroup, Blue Cross of Alabama through Americare, and TC ACO.

#### Structure

Hospital is a non-profit and is tax exempt and will be owned by TBT, the 501c3 organization that created the Patient Association and is in the health care services business. The Health Insurance Plans (HIPs – TBT Agency) and Medical Service Organizations (MSOs – TBTMSO1) that will use the facilities are for profit companies. Money from patients for health care goes through the HIPs and MSOs that pay the hospital for use of their facilities and services. The bank rate of interest could be 4.5%. The POD will require \$6,000,000 from investors which will be amortized over 20 years and repayment will begin one year after reconstruction. The investors in the MSO will be the providers for the number of shares they deem acceptable for the risk involved. The hospital is expected to operate at cost plus reserves with the profit from the hospital operations contained in the management's contracted rate which should be consistent with the current market rates.

#### Demand

The Hospital and Medical Groups serving the residents of the East Dallas Community are currently spending as much as \$500,000,000 on health care. It is paid primarily by Medicare, Medicaid, Employer Sponsors HealthPlans, and directly by patients out of their cash and savings. The contributions in each category are approximately 25% of the total. There are no hospital facilities in the neighborhood and when the hospital was open it did a robust business. It closed because of the unusual behavior of its owners in their agreements with Medicare. Our design of a medical group of 30 Primary Care Physicians supported by 15 Specialty Groups will serve 30,000 patients in a Value Based system. Such a system cost the patient little out of pocket and the premiums are paid by Medicare, Medicare Advantage, Medicaid, Employers and Patient Cooperatives.

Travel outside of the Neighborhood for care that is not Value Based and distant and more costly creates demand and participation that restores the prior usage of the facilities and pushes away competition that would direct thesick and injured people to facilities that are more difficult to access and cost more to use.

This facility can prosper serving a population of 9,000 while it has access to more than 50,000. That is the nature of a Value Based System supported by MA, ACO and Cooperative Agreements.

#### **Barriers to Entry**

Aside from investment contributions and loans needed to start operations, the facilities, and marketing in the community; the main barrier is, raising the level of awareness of the providers and patients concerning their health care, education about health care management, and participation in plans that make care affordable and of greater quality.

It is not done by contesting another's truth but through discovery of the common interests, experiences, wants and needs of each person – providers and patients. Henry Ospitia, who surveyed 4,000 people in the East Dallas Community asked, "What is the point of change without improvement and how can one improve their life without comparative knowledge?" He concluded that the population would respond to a better system aligned with the patient's wants and needs. Ernesto Sirolli advised us to "Shut up and Listen and not to incite but to be a servant of local people's passion to become better and to create an environment of trust - invest on what a person wants to do towards improving the community and support them...."

So, the main barriers are financial support and careful development of relationships within the community where we discover the wants and needs of the people and incorporate them into our structures and services.

The population is 75% Hispanic. We have written a book called <u>Fundamentals of Marketing</u> in both English and Spanish to help us train people to do this work in this community.

We have also written another Book called <u>By The People, For The People, Gathering to Get Health Care Now.</u> This book addresses the issue of community organization and building the provider network in a value-based system.

#### Competition

Usually, health care is paid for through contracts with Insurers, HMOs and Federal and State governments. IPAs, ACOs or group medical practices are the entities for contracting. They require management in several ways: (1) negotiating and contracting with the insurance companies in the mostfavorable way for the physicians, (2) Credentialing of each provider, (3) problem resolutions regardingpatient care and payments, (4) distributions and accounting for the money received for performance bonuses, and (5) coordination of care for patients sent to the physicians by the insurance plans.

Independent physicians, physician practice groups, and health care facilities receive most of the payments for their services through third party payers (40% from Medicare, 20% from Medicaid, 30% from Private Insurers and 10% from Patients). The increasing cost of fee-for-service Medicare and employee group health plans has caused government, employers, and group administrators to shift a large percentage of their members to HMOs, PPOs, and other managed care systems using IPAs and ACOs. Although patients may not prefer a managed payment system, none want or are able to afford the higher cost of fee-for-service open access plans.

The sponsors of managed care payment plans receive premiums from Medicare or from employee groups or government designated groups at a set price per patient per month. This premium limit places the sponsor at risk for any amount of cost excess of the amount anticipated in the rate structure. Sponsors attempt to eliminate this risk by entering "capitation" agreements with health care providers in which the amounts paid to the providers are contained regardless of the number of services provided. It has been our experience that type payment is greater for physicians and facilities in this system than in the fee-for-service contracts from major insurers and HMOs. We can do well as an agent in this kind of marketplace and within the IPA there is even more opportunity. The IPA contractswith Medicare in a shared saving model in which the medical care providers are paid electronically directly fee-for-service from the Medicare claims processing companies at a

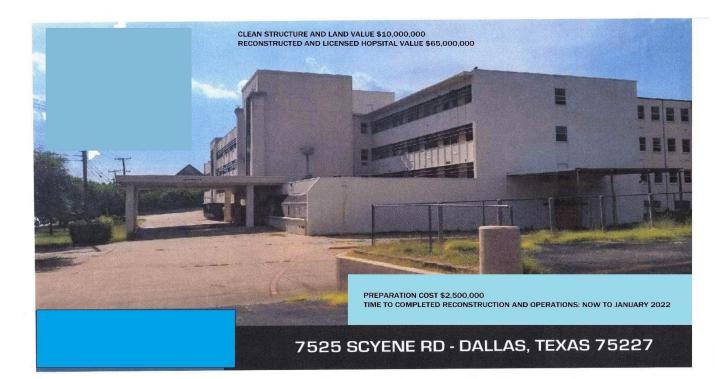
cost of about 3% of the gross claims. The IPA is then paid a 50% to 75% portion of the savings if their claims from attributed patients are less than the benchmark in their service area. Since there is no administrative load of 15% as in the HMO model the loss ratios needed for profits to be made can be higher in the ACO even though the savings on claims are limited by Medicare to 10%. They could be more profitable than in the HMO experience. The competition for patient enrollments will arise from the way in which the doctors stay in contact with their patients and provide them with better services than from other physicians and not from locked-in enrollments as in the HMO model. The determination for attributionis based on which physician has seen the patient most frequently for primary care and preventive services. This means that when the IPA is competing with other IPAs their physicians could take patients from the other IPAs just by treating the patients better and more frequently.

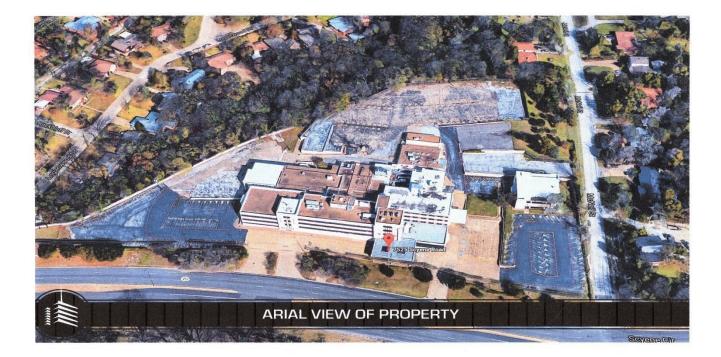
The Company's goal is the administration and profitable operation of a medical service organization (MSO) that will provide direct payment agreements with patients and profit-sharing contracts for IPA providers with Medicare and commercial health plans. The company will use the existing relationships of its principals with their related IPAs and Insurers to make agreements that will benefit all the parties. The physicians who are members of the IPA will have a greater share of the underwriting profits of the Medicare shared saving plans, the HMOs, and the commercial insurance plans. The insurers, by the cooperation of the physicians, will reduce their risk and management cost of health care services and facility expenses, Thus, they will increase their profit margins in the business they underwrite.

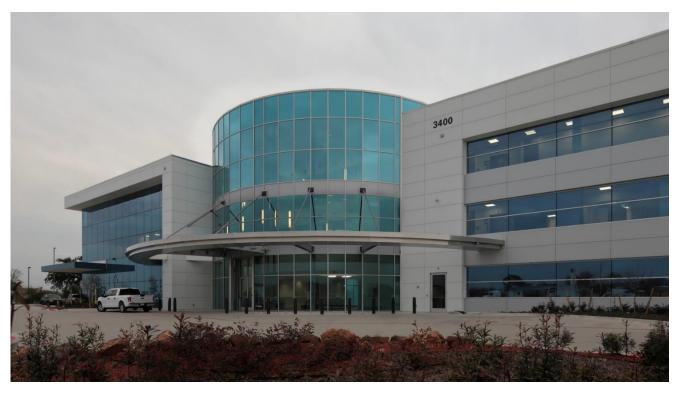
#### Historical, Current and Future Earning

This is a start-up project for the Sponsors and has no financial history. The reports under the heading Assets give the current positions of the Sponsors which are evidenced by their tax filings and audited statement of the property owner. No person involved is without vast experience including the operator to whom we will award the management contract. The projections of the MSO and Hospital for seven years are on the next page:

Hospital Cash Flow Projections:		Dallas H	lealth Care Syste	em Projections						7/16/2021
Data	Developr 1	nent 2	3	4	5	Operations 6	7	8	9	10
Surgical/Procedure Volume Avg Surg Reimbursement/Case		s	3000 4,000.00 \$	4000 4,000.00 \$	4650 4,000.00 \$	5850 4,000.00 \$	6600 4,000.00 \$	6600 4,000.00 \$	6600 4,000.00 \$	6600 \$ 4,000.00
OP Diagnostic Avg OP Diagnostic Reimbursement/Case		s	3500 700.00 \$	4050 700.00 \$	5250 700.00 \$	6450	7200 700.00 \$	7200 700.00 \$	7200 700.00 \$	7200
Average Bed Daily Census			18	20	22	24	26	28	30	30
Bed Day Per Diem ER Visits		S	2,000.00 \$ 3000	2,000.00 \$ 3650	2,000.00 \$ 4600	2,000.00 \$ 5600	2,000.00 \$ 6000	2,000.00 \$ 6000	2.000.00 \$ 6000	\$ 2,000.00 6000
REVENUE Surgical/Procedure Revenue		s	12.000.000 \$	16,000,000 \$	18.600.000 S	23,400,000 \$	26,400,000 \$	26,400,000 \$	26.400.000 \$	6 26.400.000
Bed Day Revenue		\$	13,140,000 \$	14,600,000 \$	16,060,000 \$	17,520,000 \$	18,980,000 \$	20,440,000 \$	21,900,000 \$	21,900,000
OP Diagnostic Revenue ER Revenue		s	2,450,000 \$ 2,100,000 \$	2.555,000 \$	3,675,000 \$ 3,220,000 \$	3,920,000 \$	5.040.000 \$ 4.200.000 \$	5,040,000 \$ 4,200,000 \$	5,040,000 \$ 4,200,000 \$	4,200,000
ALF Income MOB Lease Income (21,600 sf at \$30/sf NNN)		s	128,000 \$ 648,000 \$	985,000 \$ 648,000 \$	1,600,000 S	1,600,000 \$ 648,000 \$	1.600.000 \$ 648.000 \$	1.600.000 \$ 648.000 \$	1,600,000 \$ 648,000 \$	648.000
TOTAL REVENUE		s	30,466,000 \$	37,623,000 \$	43,803,000 \$	51,603,000 \$ 5 160 300 \$	56,868,000 \$ 5,686,800 \$	58,328,000 \$ 5,832,800 \$	59,788,000 \$	59,788,000
Less Bad Debt Expense Projected Project Revenue (Hospital, MOB, ALF)		\$	27,419,400 \$	33,860,700 \$	39,422,700 \$	46,442,700 \$	51,181,200 \$	52,495,200 \$	53,809,200 \$	
VARIABLE EXPENSES Medical Supplies		s	472.500 \$	1.035.000 \$	1.576.000 S	1.755.000 \$	1.980.000 \$	1.980.000 \$	1.980.000 S	1.980.000
Drug/Pharmacy		\$	667,225 \$	1.051,500 \$	1,145,250 \$	1,250,000 \$	1,350,000 \$	1,350,000 \$	1,350,000 \$	1,350,000
Purchased Services Transcription		\$ \$	1,287,563 \$ 39,375 \$	82,500 \$	1,557,951 \$ 120,000 \$	1.713.746 \$ 148,000 \$	1.885.121 \$ 165.000 \$	1.885.121 \$ 165.000 \$	1,885,121 \$ 165,000 \$	165,000
Total Variable Expenses FIXED EXPENSES		\$	2,466,663 \$	3,585,319 \$	4,399,201 \$	4,866,746 \$	5,380,121 \$	5,380,121 \$	5,380,121 \$	5,380,121
Salary Expense		s	9,000,000 \$		17,000,000 \$	20,000,000 \$	22,000,000 \$	22,500,000 \$	22,500,000 \$	
Benefits Management		s	1,980,000 \$ 1,370,970 \$		3,740,000 \$ 1,971,135 \$		4.840.000 \$ 2.559.060 \$	4.950.000 \$ 2.624.760 \$	4,950,000 \$ 2,690,460 \$	2,690,460
Maintenance Office Supplies and Expense		s	200,000 \$ 160,000 \$	176,000 \$	242,000 \$ 193,600 \$	266,200 \$ 212,960 \$	292,820 \$ 234,256 \$	322,102 \$ 257,682 \$	354,312 \$ 283,450 \$	311,795
Professional Fees Utilities		s	150,000 \$ 250,000 \$	150,000 \$	150,000 \$ 250,000 \$	150,000 \$ 250,000 \$	150,000 \$ 250,000 \$	150,000 \$ 250,000 \$	150,000 \$ 250,000 \$	
Insurance		s	150,000 \$	150,000 \$	150,000 \$	150,000 \$	150,000 \$	150,000 \$	150,000 \$	150,000
Marketing/Advertising Telephone/Communications		5 5	180,000 \$ 60,000 \$	60,000 \$	180,000 \$ 60,000 \$	180,000 \$ 60,000 \$	180,000 \$ 60,000 \$	180,000 \$ 60,000 \$	180,000 \$ 60,000 \$	60,000
Dietary Leases and Lease Expenses		s	105,000 \$ 8,400,000 \$	115,500 \$ 8,400,000 \$	127,050 \$ 8,400,000 \$	139,755 \$ 8,400,000 \$	153,731 \$ 8,400,000 \$	169,104 \$ 8,400,000 \$	186,014 \$ 8,400,000 \$	204,615
Total Fixed Expenses Projected Operating Expenses (Fixed + Variable)		\$	22,005,970 \$ 24,472,633 \$	28,474,535 \$	32,463,785 \$	36,531,050 \$ 41,397,796 \$	39,269,867 \$ 44,649,987 \$	40.013.647 \$ 45.393.768 \$	40,154,236 \$	40,236,613
Cash Flow from Hospital Operations		S	2.946.767 \$	1.800.846 \$	2,559,714 \$		6.531.213 \$	7,101,432 \$	8,274,843 \$	8,192,466
NET CASH FLOW % of collections		\$	2,946,767 \$ 10.75%	1,800,846 \$ 5.32%	2,559,714 \$ 6.49%	5,044,904 \$ 10.86%	6,531,213 \$ 12.76%	7,101,432 \$ 13.53%	8,274,843 \$ 15.38%	8,192,466 15.23%
MSO Cash Flow Projections: Projected Membership	Year 1 1500	Year 2 3000	Year 3 6000	Year 4 9000	Year 5 12000	Year 6 15000	Year 7 18000	Year 8 23000	Year 9 30000	Year 10 30000
Revenue Care Coordination	\$ 192,500 \$	965,000 \$	2,194,500 \$	5,796,000 \$	10,836,000 \$	10,836,000 \$	10.836.000 \$	10.836.000 \$	10.836,000 \$	10,836,000
Group Insurance Participation	\$ 590,000 \$		1,776,000 \$	3,672,000 \$	6,552,000 \$ 1,250,000 \$	6,552,000 \$ 1,250,000 \$	6,552,000 \$	6,552,000 \$	6,552,000 \$ 1,250,000 \$	6,552,000
Bonuses From Shared Saving Projected MSO Revenue	\$ 782,500 \$	2,069,000 \$	1,250,000 \$ 5,220,500 \$	1,250,000 \$ 10,718,000 \$	18,638,000 \$	18,638,000 \$	1.250,000 \$ 18,638,000 \$	1.250,000 \$ 18,638,000 \$	18,638,000 \$	
Expenses										
Accounting and Legal Credentialing	\$ 96,000 \$ \$ 14,400 \$	96,000 \$ 14,400 \$	96,000 \$ 14,400 \$	96,000 \$ 14,400 \$	96,000 \$ 14,400 \$	96,000 \$ 14,400 \$	96,000 \$ 14,400 \$	96,000 \$ 14,400 \$	96,000 \$ 14,400 \$	96,000 14,400
Data Analytics	\$ 36,000 \$	36,000 \$	36,000 \$	36,000 \$	36,000 \$ 40,000 \$	36,000 \$ 40,000 \$	36,000 \$ 40,000 \$	36,000 \$	36,000 \$ 40,000 \$	36,000 40,000
Employee Benefits Insurance Premiums	\$ 72,000 \$	72,000 \$	72,000 \$	72,000 \$	72,000 \$	72,000 \$	72,000 \$	72,000 \$	72,000 \$	72,000
Medical Director Phone Center	\$ 120,000 \$ \$ 48,000 \$	48,000 \$	120,000 \$ 48,000 \$	120,000 \$ 48,000 \$	120,000 \$ 48,000 \$	120,000 \$ 48,000 \$	120,000 \$ 48,000 \$	120,000 \$ 48,000 \$	120,000 \$ 48,000 \$	120,000 48,000
Payroll taxes QA Committee	\$ 271.200 \$ \$ 72.000 \$	271,200 \$	271,200 \$ 72,000 \$	271,200 \$	271,200 \$ 72,000 \$	271,200 \$ 72,000 \$	271,200 \$ 72,000 \$	271,200 \$ 72,000 \$	271,200 \$ 72,000 \$	271,200
Rent	\$ 48,000 \$	48,000 \$	48,000 \$	48,000 \$	48,000 \$	48,000 \$	48,000 \$	48.000 \$	48,000 \$	48,000
Salaries Supplies	\$ 400,000 \$ \$ 12,000 \$	12,000 \$	12,000 \$	12,000 \$	400,000 \$ 12,000 \$	400,000 \$ 12,000 \$	400.000 \$ 12.000 \$	12,000 \$	12,000 \$	12,000
Telephone Travel	\$ 24,000 \$ \$ 18,000 \$	24,000 \$ 18,000 \$	24.000 \$ 18,000 \$	24,000 \$ 18,000 \$	24,000 \$ 18,000 \$	24,000 \$ 18,000 \$	24,000 \$ 18,000 \$	24,000 \$ 18,000 \$	24,000 \$ 18,000 \$	24,000 18,000
Utilities Broker Fees	\$ 18,000 \$ \$ 800,000		18,000 \$	18,000 \$	18,000 \$ 18,000 \$	18,000 \$ 18,000 \$	18,000 \$	18,000 \$	18,000 \$ 18,000 \$	18,000
TPA Share Purchase Interest on NMTC CDE Loan	\$ 1,000,000									
Interest on NMTC Levelaged L Loan	\$ 80,730 \$ \$ 1,015,000 \$	1,015,000 \$	80,730 \$ 1,015,000 \$	1,015,000 \$	80,730 \$ 1,015,000 \$	80,730 \$ 1,015,000 \$	80,730 1,015,000			
Interest on NMTC Levelaged L Loan Projected MSO Expenses	\$ 80,730 \$ \$ 1,015,000 \$ \$ 4,185,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 2,385,330 \$	1.289,600 \$	1,289,600 \$	
Interest on NMTC Levelaged L Loan Projected MSO Expenses Cash Flow from MSO Operations	\$ 80,730 \$ \$ 1,015,000 \$ \$ 4,185,330 \$ \$ (3,402,830) \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$	1,015,000 \$ 2,385,330 \$	1,015,000	1,289,600 \$ 17,348,400 \$	1,289,600 \$ 17.348,400 \$	1,289,600 17,348,400
Inferest on NMTC Levelaged L Lean Projected MSO Expenses Cash Flow from MSO Operations Total Cash Flow (Hospital + MSO)	\$ 80,730 \$ \$ 1,015,000 \$ \$ 4,185,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 2,385,330 \$			
Interest on NMTC Levelaged L Loan Projected MSO Expenses Cash Flow from MSO Operations Total Cash Flow (Hospital + MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Contributed/Loan	\$ 80,730 \$ \$ 1,015,000 \$ \$ 4,185,330 \$ \$ (3,402,830) \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 2,385,330 \$			
Inferest on NMTC Levelaged Loan Projected MSO Expenses Cash Flow from MSO Operations Total Cash Flow (Hospital + MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Contributed/Loan Funder Fee and Closing Cost	\$ 80,730 \$ \$ 1,015,000 \$ \$ 4,185,330 \$ \$ (3,402,830) \$ \$ (3,402,830) \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 2,385,330 \$			
Interest on NMTC Levelaged L Loan Projected MSO Expenses Cash Flow from MSO Operations Total Cash Flow (Hospital + MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Contributed/Loan Funder Fee and Closing Cost Land Acquisition + PreDevelopment Expense to Date Balance of PreDevelopment Expenses to Date	\$ 80,730 \$ \$ 1,015,000 \$ \$ 4,185,330 \$ \$ (3,402,830) \$	1,015,000 \$ 2,385,330 \$ (316,330) \$ (316,330) \$ (316,330) \$	1,015,000 \$ 2,385,330 \$ 2,835,170 \$ 5,781,937 \$ (442,500)	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 2,385,330 \$			
Interest on NMTC Levelaged L Loan Projected MSO Expenses Cash Flow from MSO Operations Total Cash Flow (Hospital+MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Contributed/Loan Funder Fee and Closing Cost Land Acquisition + PreDevelopment Expenses to Date Balance of PreDevelopment Expenses FF&E Expenses Construction and Development Cost	\$ 80,730 \$ 1,015,000 \$ \$ 1,015,000 \$ \$ 4,185,330 \$ \$ (3,402,830) \$ \$	<ul> <li>1.015,000 \$</li> <li>2.385,330 \$</li> <li>(316,330) \$</li> <li>(316,330) \$</li> <li>(1,106,250) \$</li> <li>(2,400,000) \$</li> </ul>	1,015,000 \$ 2,385,330 \$ 2,835,170 \$ 5,781,937 \$	1.015,000 \$ 2.355,330 \$ 8.332,670 \$ 10,133,516 \$	1,015,000 \$ 2,385,330 \$ 16,252,670 \$ 18,812,384 \$	1.015,000 \$ 2.385,330 \$ 16.252,670 \$ 21.297,574 \$	1.015.000 2.385.330 \$ 16.252.670 \$ 22.783.883 \$	17.348.400 \$ 24.449.832 \$	17.348,400 \$ 25.623,243 \$	5 17.348.400 5 25.540.866
Interest on NMTC Levelaged L Lean Projected MSO Expenses Cash Flow (Mos NSO Operations Total Cash Flow (Hospital + MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Continued Lan Funder Fee and Closing Cost Land Acquisition + ProDevelopment Expenses to Date Balance of PreDevelopment Expenses Fr&E Expenses	\$ 1015.000 \$ \$ 1,015.000 \$ \$ 4,185.330 \$ \$ (3402.830) \$ \$ (3402.830) \$ \$ 82,840.000 \$ (7,455.600) \$ (6,200.000) \$ (2,212.500) \$ \$ \$	<ul> <li>1.015,000 \$</li> <li>2.385,330 \$</li> <li>(316,330) \$</li> <li>(316,330) \$</li> <li>(1,106,250) \$</li> <li>(2,400,000) \$</li> </ul>	1,015,000 \$ 2,385,330 \$ 2,835,170 \$ 5,781,937 \$ (442,500) (5,240,000)	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 \$ 2,385,330 \$	1,015,000 2,385,330 \$			17.348.400 25.540.866
Interest on NMTC Levelaged L Lean Projected MSO Expenses Cash Flow Knom MSO Operations Total Cash Flow (Hospfal + MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Contributed/Lean Land Acquisition + PreDevelopment Expense to Date PREE Expense Construction and Development Cost Taxes at 30%, Net Cash Trotal Cash Flow + Development Cost) Accumulated Cash Brore Dabit Service Development Project Cost	*         ************************************	1.015,000 \$     2,385,330 \$     (316,330) \$     (316,330) \$     (316,330) \$     (1,106,250) \$     (2,400,000) \$     (15,500,000) \$     (15,500,000) \$     (22,322,580) \$     24,446,490 \$     Interface to the second	1.015.000 \$ 2.365.330 \$ 2.835.170 \$ 5.781.937 \$ (442.500) (5.240.000) (8.950.000) \$ (3.850.563) \$ 15.09.927 \$ tareet Rate	1.015.000 \$ 2.385.330 \$ 8.332.670 \$ 10.133.516 \$ (3.040.055) \$ 7,093.461 \$ 22,689.345 \$ 4.50%	1.015.000 \$ 2.385.330 \$ 16.252.670 \$ 18.812.384 \$ (6.643.715) \$ 13.165.669 \$ 35,858.057 \$	1,015,000 \$ 2,385,330 \$ 16,252,670 \$ 21,297,574 \$ (6,389,272) \$ 14,908,302 \$	1.015.000 2.385.330 \$ 16.252.670 \$ 22.783.883 \$	17.348.400 \$ 24.449.832 \$ (7.334.950) \$	17.348.400 \$ 25.623.243 \$ (7.686.973) \$ 17.936.270 \$	5 17.348.400 5 25.540.866
Interest on NMTC Levelaged L Lean Projected MSO Expenses Cash Flow (Hospital + MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Conthibuted Loan Funder Fee and Closing Cost Land Acquisition + ProDevelopment Expense to Date Balance of PreDevelopment Expenses Fred Expense Fred Expenses Fred Expen	\$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,745,530 \$ \$ 1,45,330 \$ \$ \$ 1,45,330 \$ \$ \$ 3,402,830 \$ \$ \$ 3,402,830 \$ \$ \$ 3,402,830 \$ \$ \$ 3,402,830 \$ \$ \$ \$ 3,402,830 \$ \$ \$ \$ 3,402,830 \$ \$ \$ \$ \$ 3,402,830 \$ \$ \$ \$ \$ 3,402,830 \$ \$ \$ \$ \$ \$ \$ 16,800,000 \$ \$ \$ \$ \$ \$ \$ \$ \$ (16,800,000) \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ (16,800,000) \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	i 1.015.000 \$ 2,385,330 \$ (316,330) \$ (316,330) \$ (316,330) \$ (316,330) \$ (2,400,000) \$ (316,330) \$ (316	1.015.000 \$ 2.365.330 \$ 2.835.170 \$ 5.781.937 \$ (442.500) (5.240.000) (5.240.000) (8.950.000) \$ (8.850.563) \$ 15,995.927 \$	1015.000 \$ 2.385,330 \$ 8.332.670 \$ 10.133.516 \$ (3.040.055) \$ 7,093.461 \$ 22,699,388 \$ 4.50%	1.015.000 \$ 2.385.330 \$ 16.252.670 \$ 18.812.384 \$ (6.643.715) \$ 13.165.669 \$ 35,858.057 \$	1.015,000 \$ 2.385,330 \$ 16,252,670 \$ 21,297,574 \$ (6,389,272) \$ 14,908,302 \$ 50,766,358 \$	1.015.000 2.385.330 \$ 16.252.670 \$ 22.783.883 \$ (6.835.165) \$ 15.948.718 \$ 66,715.076 \$	17.348.400 \$ 24.449.832 \$ (7.334.950) \$	17.348.400 \$ 25.623.243 \$ (7.686.973) \$ 17.936.270 \$	17,348,400 25,540,866
Interest on NMTC Levelaged L Lean Projected MSO Expenses Cash Flow Khospkal + MSO DeVeLOPMENT COST - CASH DISTRIBUTION Capital Contributed/Lean Funder Fee and Closing Cost Land Acquisition + PreDevelopment Expense to Date Balance of PreDevelopment Expenses PF&E Expenses Construction and Development Cost Net Cash Trobal Cash Flow + Development Cost) Accumulated Cash Borles Dabit Service Development Project Cost Construction Funder Fee Differed ifferest	*         ************************************	1015,000         \$           2,385,330         \$           (316,330)         \$           (316,330)         \$           (1,106,250)         \$           (1,106,250)         \$           (1,106,250)         \$           (1,106,250)         \$           (1,106,250)         \$           (2,400,000)         \$           (2,322,580)         \$           24,446,490         \$           Lo         Lo	1015.000 \$ 2.385.330 \$ 2.835.170 \$ 5.781.937 \$ (442.500) (5.240.000) (6.950.000) \$ (8.950.000) \$ (8.950.963) \$ 15.595.927 \$ 15.595.927 \$ an Period an Amount \$	1.015.000         \$           2.385.330         \$           8.332.670         \$           10.133.516         \$           2.395.303         \$           2.385.330         \$           10.133.516         \$           2.395.451         \$           22,490.380         \$           4.50%         10 Years           22,40,000         \$	1.015.000 \$ 2.385.330 \$ 16.252.670 \$ 18.812.384 \$ (5.643.715) \$ 13.168.669 \$ 35,859,957 \$	1.015.000 \$ 2.385.330 \$ 16.252.670 \$ 21.297.674 \$ (6.399.272) \$ 14.008.302 \$ 50,766.358 \$ ayment/Month \$	1.015.000 2.385.330 \$ 16.252.670 \$ 22.783.883 \$ (6.835.165) \$ 15.948.718 \$ 66.715.076 \$ 841,595.70	17.348.400 \$ 24.449.832 \$ (7.334.950) \$ 17.114.882 \$ 83.829.958 \$	17.348,400 \$ 25.623.243 \$ (7.686.973) \$ 17.936,270 \$ 101,766,228 \$	17,348,400 25,540,866 (7,662,260) 17,878,606 119,644,834 5 7,455,600
Interest on NMTC Levelaged L Lean Projected MSC Expenses Cash Flow (Hosptal + MSC) DEVELOPMENT COST - CASH DISTRIBUTION Capital Conthined Lean Funder Fee and Closing Cost Land Acquisition + ProDevelopment Expenses Fråd Expenses Construction and Development Cost Taxes at 30% Net Cash Total Cash Totav Development Cost) Accumulade Cash Before Development Cost) Development Project Cost Construction Funder Fee	\$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,745,500 \$ 10,74	1.015.000 \$     2.385.330 \$     2.385.330 \$     (316.330) \$     (316.330) \$     (1.106.250) \$     (2.400.000) \$     (12.000.000) \$     24.446.490 \$     Int	1.015.000 \$ 2.385.330 \$ 2.835.170 \$ 5.761.937 \$ (442.500) (5.240.000) (8.950.000) (8.950.000) (8.950.000) (8.950.653) \$ 15.395.927 \$ herest Rate an Period an Amount \$ 7.197.936 \$	1015.000 \$     2.385.330 \$     2.385.330 \$     10.133.516 \$     10.133.516 \$     10.133.516 \$     2.480.481 \$     2.480.481 \$     45.935     40.926     6.891.788 \$	1.015.000 \$ 2.386,330 \$ 16.252,670 \$ 18.812,384 \$ (5.643,715) \$ 35,858,057 \$ 7.197,936 \$	1.015.000 \$ 2.385.330 \$ 16.252.670 \$ 21.297.574 \$ (6.389.272) \$ 14.003.02 \$ 59.764.388 \$ ayment/Month \$	1.015.000 2.385.330 \$ 16.252.670 \$ 22.783.883 \$ (6.835.165) \$ 15.948.718 \$ 66.715.076 \$ 841,595.70 7.874.471 \$ 2.224.678 \$	17.348.400 \$ 24.449.832 \$ (7.334.950) \$	17.348.400 \$ 25.623.243 \$ (7.686.973) \$ 17.936.270 \$	<ul> <li>17,348,400</li> <li>25,540,866</li> <li>(7,662,260)</li> <li>17,878,606</li> <li>119,644,834</li> <li>7,455,600</li> <li>9,010,346</li> </ul>
Interest on NMTC Levelaged L Lean Projected MSO Expenses Cash Flow (Hosp£al + MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Conthined Lan Funder Fee and Closing Cost Land Acquisition - ProDevelopment Expenses to Date Balance of PreDevelopment Expenses Construction and Development Cost Taxes at 30% Net Cash Total Cash Flow + Development Cost) Accumulated Cash Before Dabit Service Development Project Cost Construction Funder Fee Differed Interest Principle Payment	*         ************************************	1.015.000 \$     2.385.330 \$     (316.330) \$     (316.330) \$     (316.330) \$     (11.06.250) \$     (2.400.000) \$     (15.00.000) \$     (22,322,580) \$     24,446,490 \$     24,446,490 \$     10	1.015.000 \$ 2.385.330 \$ 2.835.170 \$ 5.761.937 \$ (442.500) (5.240.000) (8.950.000) (8.950.000) (8.950.000) (8.950.653) \$ 15.395.927 \$ herest Rate an Period an Amount \$ 7.197.936 \$	1015.000 \$ 2.385.330 \$ 8.332.570 \$ 10.133.516 \$ (3.040.055) \$ 7.093.461 \$ 22,469.380 \$ 4.50% 10 Years 82,840.000 6.891.786 \$ 3.217.361 \$	1.015.000 \$ 2.386,330 \$ 16.252,670 \$ 18.812.384 \$ (5.643,715) \$ 35,858,057 \$ 7,197,936 \$	1.015.000 \$ 2.385.330 \$ 16.252.670 \$ 21.297.574 \$ (6.389.272) \$ 14.003.02 \$ 59.764.388 \$ ayment/Month \$	1.015.000 2.385.330 \$ 16:252.670 \$ 22.783.883 \$ (6.835.165) \$ 15.948.718 \$ 66,713.076 \$ 841,595.70 7.874.471 \$	17.348.400 \$ 24.449.832 \$ (7.334.950) \$ (7.334.950) \$ 83,829,958 \$ 83,829,958 \$	17.348.400 \$ 25.623.243 \$ (7.666.973) \$ 17.936.270 \$ 101,766,228 \$ 8.614.593 \$	17,348,400 25,540,866 (7,662,260) 17,878,606 119,644,834 7,455,600 9,010,346 1,088,802
Interest on NMTC Levelaged L Lean Projected MSC Expenses Cash Flow (Hosptal + MSC) DEVELOPMENT COST - CASH DISTRIBUTION Capital Contributed Loan Funder Fee and Closing Cost Land Acquisitioned - Loan Face at 30% FAE Expenses Construction and Development Expenses to Date Balance of ProDevelopment Expenses Freize Expenses Construction and Development Cost Accluminit& Cash B flow + Development Cost) Accluminit& Cash B flow = Development Cost Funder Fee Differed Interest Differed Interest Differed Interest Differed Interest Differed Interest Payment Current Loan Vake Net	\$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,730 \$ 10,745,500 \$ 1	1.015.000 §     2.385.330 §     (316.330) §     (316.330) §     (316.330) §     (1.106.250) §     (2.400.000) §     (22.322.580) §     24,446,490 §	1.015.000 \$ 2.385.330 \$ 2.395.170 \$ 5.781.937 \$ 5.781.937 \$ (442.500) (5.240.000) (6.950.000) (9.950.000) (9.950.653) \$ 19.595.927 \$ 19.595.927 \$ 7.197.936 \$ 3.519.623 \$ 75.642.064 \$ (19.568.122) \$	1015.000 \$     2.385.300 \$     2.385.300 \$     10.133.516 \$     10.133.516 \$     10.133.516 \$     22,580,360 \$     45.096     45.096     45.096     45.096     45.096     50.173.51 \$     68.760.276 \$     (3.005,687) \$	1.015.000 \$2.385.330 \$ 16.252.670 \$ 18.812.384 \$ (5.643.715) \$ 19.458.460 \$ 35.856.057 \$ 7.197.936 \$ 2.901.212 \$ 61.562.340 \$ 3.069.520 \$	1.015.000 \$ 2.385.330 \$ 21.297.574 \$ 21.297.574 \$ (6.389.272) \$ 14.003.30 \$ 24.003.30 \$ 25.07.66.358 \$ 2.570.540 \$ 2.570.540 \$ 2.570.540 \$ 2.570.540 \$ 2.570.540 \$	1.015.000 2.385.330 \$ 22.783.883 \$ 22.783.883 \$ 22.783.883 \$ 15.048.716 \$ 5.048.716 \$ 841.595.70 7.874.471 \$ 2.224.678 \$ 2.224.678 \$ 5.849.569 \$	17,348,400 \$ 24,449,832 \$ (7,334,950) \$ 17,114,832 \$ 33,829,958 \$ 8,236,223 \$ 1,862,926 \$ 1,862,926 \$ 7,920,093 \$ 7,015,734 \$	17,348,400 \$ 25,623,243 \$ (7,686,973) \$ 17,938,270 \$ 101,766,228 \$ 8,614,593 \$ 1,484,655 \$ 29,300,445 \$ 7,837,122 \$	<ul> <li>17,349,400</li> <li>25,540,886</li> <li>(7,662,260)</li> <li>17,379,606</li> <li>119,644,334</li> <li>7,455,600</li> <li>9,010,346</li> <li>1,068,802</li> <li>20,299,099</li> <li>(19,974,242)</li> </ul>
Interest on NMTC Levelaged L Lean Projected MSO Expenses Cash Flow (Mos Lepenses Cash Flow (Mos NSO Operations Total Cash Flow (Hospital + MSO) DEVELOPMENT COST - CASH DISTRIBUTION Capital Continued Laan Funder Fee and Closing Cost Land Acquisition + ProDevelopment Expenses to Date Balance of PreDevelopment Expenses Fred Expenses Construction and Development Cost Taxes at 39% Net Cash Trotal Cash Efford Dabit Service Development Project Cost Construction Differed Interest Principle Payment Interest Payment Interest Payment Current Loan Value	\$ 1015.000 \$ 10.730 \$ 10.750 \$	1.015.000 §     2.385.330 §     (316.330) §     (316.330) §     (316.330) §     (1.106.250) §     (2.400.000) §     (22.322.580) §     24,446,490 §	1.015.000 \$ 2.385.330 \$ 2.395.170 \$ 5.781.937 \$ 5.781.937 \$ (442.500) (5.240.000) (6.950.000) (9.950.000) (9.950.653) \$ 19.595.927 \$ 19.595.927 \$ 7.197.936 \$ 3.519.623 \$ 75.642.064 \$ (19.568.122) \$	1015.000 \$     2.385.300 \$     2.385.300 \$     10.133.516 \$     10.133.516 \$     10.133.516 \$     22,580,360 \$     45.096     45.096     45.096     45.096     45.096     50.173.51 \$     68.760.276 \$     (3.005,687) \$	1.015.000 \$2.385.330 \$ 16.252.670 \$ 18.812.384 \$ (5.643.715) \$ 19.458.460 \$ 35.856.057 \$ 7.197.936 \$ 2.901.212 \$ 61.562.340 \$ 3.069.520 \$	1.015.000 \$ 2.385.330 \$ 21.297.574 \$ 21.297.574 \$ (6.389.272) \$ 14.003.30 \$ 24.003.30 \$ 25.07.66.358 \$ 2.570.540 \$ 2.570.540 \$ 2.570.540 \$ 2.570.540 \$ 2.570.540 \$	1.015.000 2.385.330 \$ 22.783.883 \$ 22.783.883 \$ 22.783.883 \$ 15.048.716 \$ 5.048.716 \$ 841.595.70 7.874.471 \$ 2.224.678 \$ 2.224.678 \$ 5.849.569 \$	17.349.400 \$ 24.449.832 \$ (7.334.950) \$ 17.114.832 \$ 83.829.958 \$ 9.236.223 \$ 1.862.926 \$ 37.923.039 \$	17,348,400 \$ 25,623,243 \$ 25,623,243 \$ (7,686,973) \$ 17,036,270 \$ 101,766,228 \$ 101,766,228 \$ 101,766,228 \$ 29,308,445 \$ 29,308,445 \$ 7,837,122 \$ 7,037,122 \$	<ul> <li>17,349,400</li> <li>25,540,886</li> <li>(7,662,260)</li> <li>17,373,606</li> <li>119,644,334</li> <li>7,455,600</li> <li>9,010,346</li> <li>1,088,802</li> <li>20,239,099</li> <li>(19,974,242)</li> </ul>

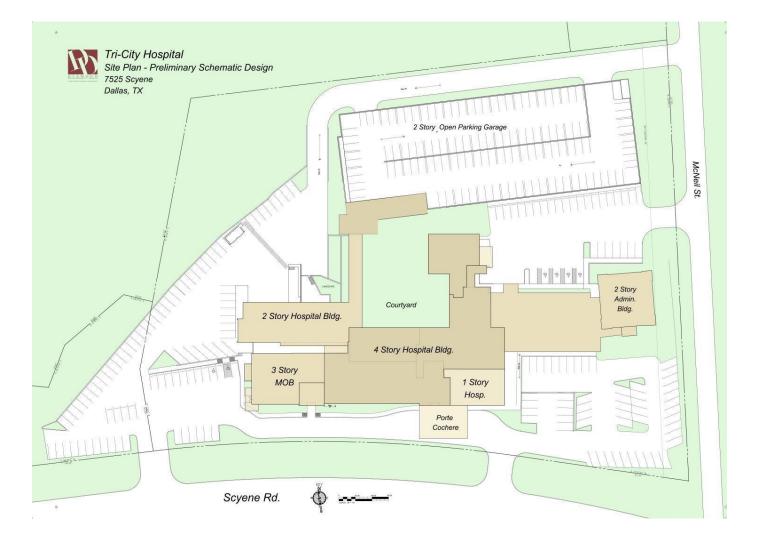






Surgical Hospital Designed and Build by Diamond Development in Mesquite, Texas

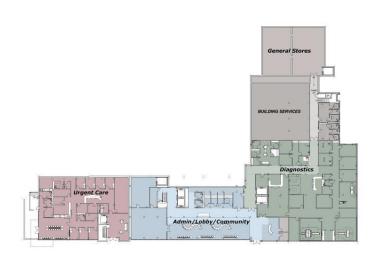






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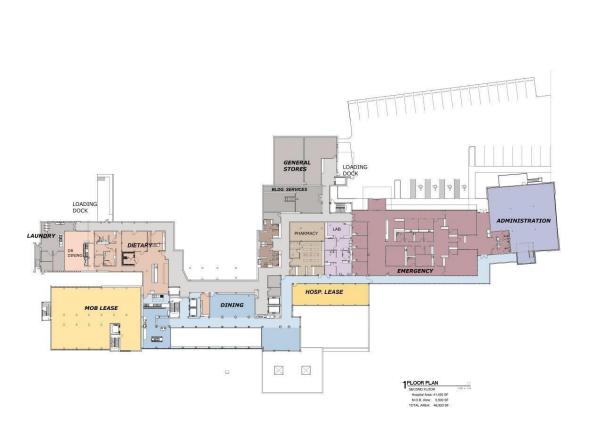
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TELCOR PLAN FIRST FLOOR Hospital Area: 24,000 SF M.O.B. Area: 5,000 SF TOTAL AREA: 29,500 SF

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TRI-CITY HOSPITAL



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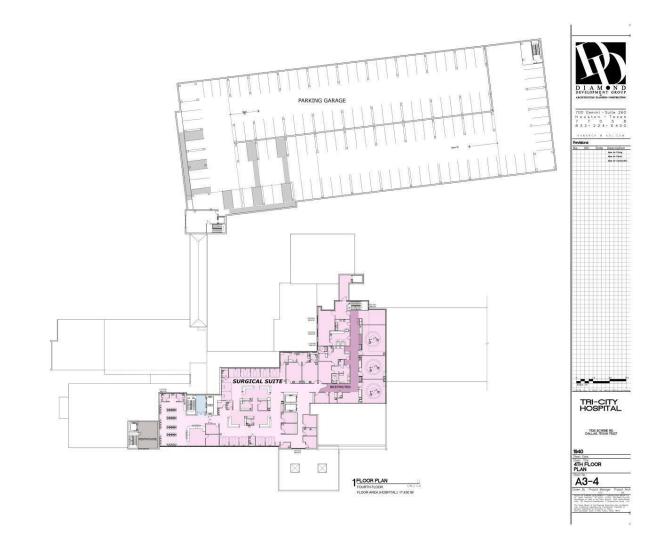
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¢  Project # 2 Primary Care Clinic in a Neighborhood

# Splendora Primary Care Clinic Project

Executive Summary

#### **TBT Health Loan Request Structure**

- Borrower: Medical Service Organization (MSO) that will bring health plans to the community that use TBT Health. •
- Owners/Managers of TBTMSO1 (TBT, Diamond Development, Schulte Law & Construction LTD) .
- Shareholders of each of the above-named companies are owners of this medical system. Don McCormick and Bret Schulte . are managers of TBTMSO1.
- Don McCormick, (Health Systems Consultant), James Blair Korndorffer (Architect), Timothy Dixon (General Contractor). & Bret Schulte (Attorney).
- Guarantors are the signers of the notes that pay the contributions to the TBT "Shared Income Fund"
- Cash Contributed to the "Shared Income Fund" is invested in this project and loans repaid by the contributors are automatically collected by TBTMSO1 and remitted in whole to the lender each month at 7% over 84 months.
- Amount: \$ 3,200,000 Uses per the client -\$ 1,000,000

\$

\$

\$

\$

\$

- Design, Engineering and Construction of the medical facilities
- Equipment
- Startup of the medical system after construction
- Development and Patient Health Plan Enrollment for Company
- Cost of Professional Fee and Financing
- 862,000

20,000

690,000

228,000

400.000

- Reserves

#### Term: seven years - Interest Only Payments

- Interest Reserve: 36 months of interest payments
- Rate: 3.5% with a 1.00% floor .
- Collateral: 60% LTV & 1st line position on DOT located at Lot 16 921 County Road 3704B Splendora, TX 77372
- TBT-Tomorrow's Bread Today chartered in Texas on 9-15-1994 owns the Facility and TBT Multi-specialty Group is the 0 Medical Provider.
- Property is 3.1 Acres, and the Building will be 4,000 sq. ft. and paved parking lot. There are no building on the property 0 now
- Appraisal estimates the as is value to be \$ 32,198 made ready for the construction of the new clinic and parking. The 0 completed facility will have real estate value of \$1.25 MM and FFE of .6 MM for a total of 1.85 MM. The owner equity at that time will be approximately \$ .6 MM.
- Don McCormick, CEO of TBT- Tomorrow's Bread Today can make the decision to place the property as added collateral onloans made to the contributors to the "Shared Income Fund."
- PRS (Primary Source of Repayment) TBT Fund and the individual notes signed by the contributors.
- 7-year cash flow projection for TBT Health will pay back the interest and all loans. •

#### **Organization Chart**

TBTMSO1, LLC Manager of TBT Health

TBT-Tomorrow's Bread Today Owner of TBT Health

#### **TBT Health Medical Care System**

TBT Health Project in Splendora, Texas is in the Northeast corner of corner of Montgomery County and on the border of Liberty County. The clinic is in Liberty County and its southern property line is the border with Montgomery County. It is not in the incorporated city limits of Splendora. Numerous census tracts in the service area are within a four-mile radius of the Clinic are in an economically distressed Opportunity Zone listed by the Community Development Financial Institutions Fund (CDFI). The clinic is in a qualified low- income census tracts and serves other nearby qualified low-income census tracts: (Zip Code 77372)

Low-income census tracts; 48336963000, 4833962700, 48291700300, 48339692802.

This project will address the needs of the zone by building and operating a multi-specialty clinic and comprehensive health plan in which the aims are: (1) better access to care, (2) better health care outcomes and (3) lower professional, hospital, and ancillary costs. The property owned by TBT is in a good location for both the patients and the providers. It is just 1.5 miles from the intersection of I69 North and FM370. The facility as designed will serve populations which currently are medically underserved and lack comprehensive healthcare coverage. The target population in the service area is more than 15,000 with a growth that will add 1,000 more people in the next few years. TBT Health project will benefit the local economy through an increased tax base and more than 10 permanent jobs. The construction will take about 6 months. The property is on 3.1 acres with no zoning restrictions. The hard and soft cost of the completed project will be as much as \$3.2 million. The property will have a value of \$32,000 before construction and as much as \$1,200,000 after construction is completed and the facility is financed and operational. This equity will qualify for conventional construction and operational loans. TBT Health is a non-profit and contracts with Health Insurance Plans (HIPs) and a Medical Service Organization (MSO) that will use the facilities. Money from patients for health care goes through the HIPs and MSO that pay TBT Health for use of their facilities and services. TBT Health will put up the property for collateral with the Lenders for the construction, equipment, and long-term loans and secondarily with investors for the seed capital and initial operating funds. TBT health will invest its own capital in the project including the purchase at a 10% discount of the Tax Credits allocated to the CDE. The managers of TBT Health have operated medical practices, facilities, and health plans for over twenty-five years. The long-term experience of our group is a source of trust to create a FOHC look alike Clinic supported by two primary care physicians and supported by the TBT Multi-specialty Group of 15 specialty types that we manage.

# How owners and managers of this project will fulfill their obligations to lenders

- 1. The project is expected to have a start-up cost that is greater than the income that can be generated by its operations of the health plans and the medical facilities. That deficit could be as \$700,000. The capital contributions from the investors in TBT "Shared Income Fund" Health will be \$3,200,000.
- 2. The physical assets of the TBT are presently \$6,000,000 and when these facilities are completed will be excess of \$7,200,000. Therefore, the exposure of the lender is less than in most commercial transactions of this type.
- 3. Participation in a New Markets Tax Credits plan (39% of the total project cost or \$1,248,000 ) by TBT with Community Development Entity further reduces the risk for everyone and makes investments and loans more attractive than any opportunities in medical care available in the United States by double.
- 4. In this project the lender is the medical group and the member patients through donations into the "pooled income fund" of TBT. We ask of the outside investor only loans to the medical group and the individual patients to cover their donations to the "pooled income fund." The total of those loans would be \$3,200,000 (1500 Units at \$2,133 each ). The bank or outside investor loans would be amortized at 7% interest over 8 years.

# Summary of Costs, Loans, and Values

Comr	nunity Based NMTC #	Medical Facilit	y (Patient and	l/or Physiciar	Sponsored)			
Project Cost	\$3,200,000							
Members	1500							
Term-months	84							
New Markets Tax Credits	\$1,248,000							
Note at 7%	\$48,297							
Payment per Member	\$32.20	\$32.20	\$32.20	\$32.20	\$32.20	\$32.20	\$32.20	\$32.20
Tax Credit Per Member Month	\$9.90	\$8.89	\$8.89	\$8.89	\$10.67	\$10.67	\$10.67	\$10.67
PIT Income	\$8.89	\$8.89	\$8.89	\$8.89	\$8.89	\$8.89	\$8.89	\$8.89
Net Cost Per Member Month	\$13.40	\$14.42	\$14.42	\$14.42	\$12.64	\$12.64	\$12.64	\$12.64
Membership in the Cooperative and Clinic	\$15.40	\$115.00	\$115.00	\$115.00	\$115.00	\$115.00	\$115.00	\$115.00
Comprehensive Med Care and Stop Loss		\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00
Medical Facility Proforma	Development	<b>\$105.00</b>			Operations	10.	0	-
Year	(3 to 12 months)	1	2	3	4	5	6	7
Community Organizers	\$120,000	-	-					
Overhead	\$48,000							
Facility Construction	\$1,000,000							
Providers (2)	+ =,= = =,= = =	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000	\$400,000
Assistants (2)		\$120,000	\$120,000	\$120,000	\$120,000	\$120,000	\$120,000	\$120,000
Overhead		\$375,000	\$375,000	\$375,000	\$375,000	\$375,000	\$375,000	\$375,000
Total Expense	\$1,168,000	\$895,000	\$895,000	\$895,000	\$895,000	\$895,000	\$895,000	\$895,000
Capital	\$3,000,000	<i>v</i>				• •		
Patients	0	500	1000	1500	1500	1500	1500	1500
Income	\$3,000,000	\$366,667	\$733,333	\$1,100,000	\$1,100,000	\$1,100,000	\$1,100,000	\$1,100,000
Net Cash	\$1,832,000	-\$528,334	-\$161,667	\$205,000	\$205,000	\$205,000	\$205,000	\$205,000
Accumulated Cash Flow	\$1,832,000	\$1,303,667	\$1,142,000		\$1,551,999	\$1,756,998	\$1,961,998	\$2,166,997
Accumulated cash now	\$2,002,000	¢1,000,000	+-//	+-,,				
NMTC Project Gross	\$3,200,000							
CDE Burden	\$200,000							
Net Cash to Project	\$3,000,000							
Tax Credit Benefits to Owners	\$1,248,000	\$160,000	\$160,000	\$160,000	\$192,000	\$192,000	\$192,000	\$192,000
"Pooled Income Trust" By # Units Bought	\$3,200,000							
Note	\$48,297							
1 Unit		6 L	2017	12010	2002	200		
Payment per month per # units	\$32	\$32	\$32	\$32	\$32	\$32	\$32	\$32
Tax Credit Per Member Month	\$10	\$9	\$9	\$9	\$11	\$11	\$11	\$11
PIT Income	\$9	\$9	\$9	\$9	\$9	\$9	\$9	\$9
Net Cost Per Member Month	\$13	\$14	\$14	\$14	\$13	\$13	\$13	\$13
25 Units							4000	4005
Payment per month per # units		\$805	\$805	\$805	\$805	\$805	\$805	\$805
Tax Credit Per Member Month		\$222	\$222	\$222	\$267	\$267	\$267	\$267
PIT Income		\$222	\$222	\$222	\$222	\$222	\$222	\$222
Net Cost Per Member Month		\$361	\$361	\$361	\$316	\$316	\$316	\$316
50 Units					A. 540	4	£4.540	£4.640
Payment per month per # units		\$1,610	\$1,610	\$1,610	\$1,610	\$1,610	\$1,610	\$1,610
Tax Credit Per Member Month		\$445	\$445	\$445	\$534	\$534	\$534	\$534
PIT Income		\$445	\$445	\$445	\$445	\$445	\$445	\$445
Net Cost Per Member Month		\$721	\$721	\$721	\$632	\$632	\$632	\$632
100 Units						42.000	42.220	£2.220
Payment per month per # units		\$3,220	\$3,220	\$3,220	\$3,220	\$3,220	\$3,220	\$3,220
Tax Credit Per Member Month		\$889	\$889	\$889	\$1,067	\$1,067	\$1,067	\$1,067
PIT Income		\$889	\$889	\$889	\$889	\$889	\$889	\$889
Net Cost Per Member Month		\$1,442	\$1,442	\$1,442	\$1,264	\$1,264	\$1,264	\$1,264
	-	Tax Saving fro			ome Trust"			
Deduction for Donations	Deduction	10% Bracket						
1 Unit	\$2,133	\$213	\$320	\$427				
25 Units	\$53,325	\$5,333	\$7,999	\$10,665				
50 Units	\$106,650	\$10,665	\$15,998	\$21,330				
100 Units	\$213,300	\$21,330	\$31,995	\$42,660				
Speciatist's monthly income on 1500 natients	\$1 950 00							

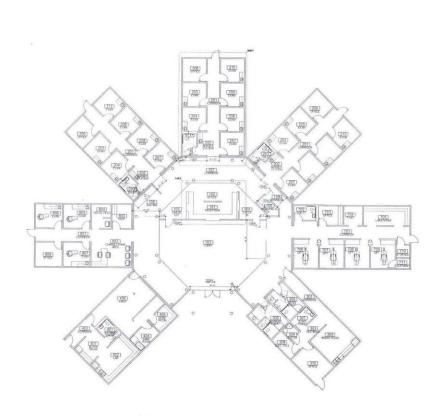
Speciatist's monthly income on 1500 patients

\$1,950.00

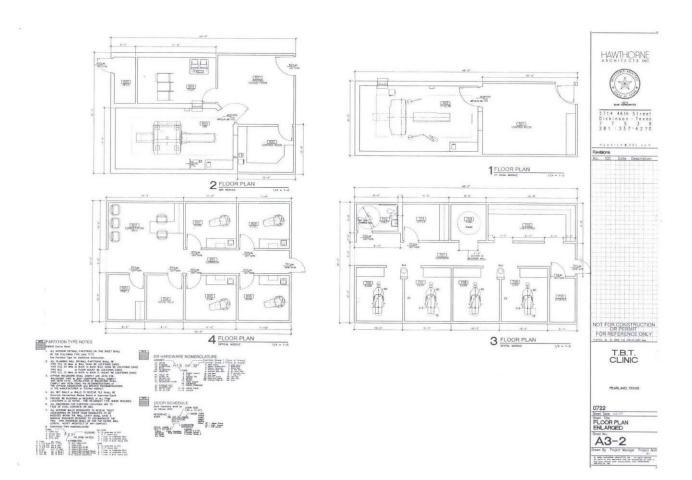
#### PCP Clinic (2 Doctors - 1500 patients)

Construction Pricing	Cost	Percentage of total
Land	\$32,198	0.0258
Site Preparation & Planning	\$16,598	0.0133
Off Site Utility improvements	\$3,120	0.0025
Pre-construction consulting	\$998	0.0008
Site Work	\$17,472	0.0140
Site Utilities	\$28,579	0.0229
Shell	\$75,504	0.0605
Clinic	\$425,069	0.3406
Landscaping	\$5,990	0.0048
Contractors Fee	\$38,938	0.0312
Owners Contingency	\$27,830	0.0223
Signage and graphics	\$2,995	0.0024
Equipment	\$20,842	0.0167
Low Voltage	\$4,118	0.0033
Furnishings and Artwork	\$39,062	0.0313
Security	\$2,870	0.0023
TV/Music/Data Systems	\$5,491	0.0044
Architects and Engineers	\$37,190	0.0298
Interior Design	\$5,741	0.0046
Civil Engineer	\$1,123	0.0009
Surveyor	\$998	0.0008
Geotechincal Engineer	\$125	0.0001
Environmental Study	\$250	0.0002
Testing	\$749	0.0006
Permit Fees	\$3,120	0.0025
Utility Impact fees	\$125	0.0001
Real Estate Commissions	\$1,997	0.0016
Project Management	\$23,462	0.0188
Marketing Expenses	\$94,474	0.0757
Taxes During Construction	\$7,738	0.0062
Insurance	\$3,120	0.0025
Project Related Reimbursement	\$1,373	0.0011
Construction Loan amount	\$929,261	
Interest on Construction Loan (18 months)	\$85,613	0.0686
Appraisal	\$749	0.0006
Special Inspection	\$499	0.0004
Legal	\$4,742	0.0038
Total Hospital and Medical Office Building Co	sts <b>\$1,020,864</b>	
Health System Development Expenses	\$113,568	0.0910
Projected Deficit from Startup	\$96,470	0.0773
Contingency Reserve	\$17,098	
NMTC Financing	\$1,248,000	1.0000

PCP Clinic Budg	get and Projections	
Patients	1500	
Encounters	4	
Fees Collected Per Encounter	\$96	
Performance Bonuses Per Pt	\$349	
Total Income	\$1,100,001	
Capitation Equivalent	\$61	
Expenses		%
Accounting (MSO)	\$12,000	1.09%
Benefits	\$2,500	0.23%
Communications	\$4,200	0.38%
EMR	\$6,000	0.SS%
Equipment	\$6,000	O.SS%
Insurance	\$11 ,700	1.06%
Legal	\$1,200	0.11%
Licenses and Fees	\$1,200	0.11%
Local Support (ACO)	\$14,400	1.31%
Medical Assistants (4)	\$180,000	16.36%
Medical Supplies	\$75,000	6.82%
Office Supplies	\$2,400	0.22%
Reception	\$44,000	4.00%
Rent	\$66,000	6.00%
Taxes	\$42,400	3.8S%
Travel	\$2,400	0.22%
Utilities	\$3,000	0.27%
Waste Removal	\$600	0.0S%
Physician (2)	\$420,000	38.18%
Total Expenses	\$89S,000	81.36%
Net Profits	\$205,001	18.64%
After Taxes	\$153,751	13.98%







Demographics

Area Code 77372 (Areas of Montgomery and Liberty Counties, Texas)

Population	12,164
Median Household Income	\$44,896
Race	
White	10,766
Black or African American	115
American Indian or Alaskan Native	73
Asian	49
Native Hawaiian or Other Pacific Islander	2
Other race	930
Two or More Races	229
Gender	
Male	6,015
Female	6,149
Employment Status	
Full Time	3,616
Part Time	2,116
No earnings	3,622

#### THE ORDER OF LOVE PEACE TRUTH TOLERANCE AND COOPERATION STATEMENT OF FINANCIAL POSITION December 31, 2020

ecenider 51, 202

#### ASSETS

CURRENT ASSETS	
Cash and cash equivalents	\$ 44,439
Beneficial interest in trust	11,300,000
Total current assets	11,344,439
Property - net	120,178
Total Assets	\$_11,464,617

#### LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts payable	\$	3,032,958
Line of credit		48,000
Current portion of long-term debt		1,663,477
Notes payable - net of current portion		122,890
Total liabilities	_	4,867,325
NET ASSETS		
Without Donor Restrictions		4,206
With Donor Restrictions	-	6,593,086
Total net assets	-	6,597,292
Total liabilities and net assets	\$_	11,464,617

The accompanying notes are an integral part of this statement

#### THE ORDER OF LOVE PEACE TRUTH TOLERANCE AND COOPERATION STATEMENT OF ACTIVITIES FOR THE YEAR BEGINNING JANUARY 1, 2020 TO

THE YEAR ENDED DECEMBER 31, 2020

	-	Without Donor Restriction	With Donor Restriction	Total
REVENUE AND SUPPORT				
Contributions	\$	246,826 \$	- \$	246,826
Beneficial interest in trust		<u> </u>	6,650,000	6,650,000
Total revenue and other support	-	246,826	6,650,000	6,896,826
EXPENSES				
Salaries and wages		71,834	) =:	71,834
Utilities		64,092	-	64,092
General and administrative expense		58,232	56,914	115,146
Rent		24,402	-	24,402
Professioni fees		21,903	-	21,903
Insurance		17,619	-	17,619
Depreciation		13,352		13,352
Interest expense		7,181	-	7,181
Total Expenses	10	278,615	56,914	335,529
Change in net assets		(31,789)	6,593,086	6,561,297
Net assets, beginning of year	-	35,995	<u> </u>	35,995
Net assets, end of year	\$	4,206 \$	6,593,086 \$	6,597,292

The accompanying notes are an integral part of this statement

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В		applicable:	C Name of orga	nization The Ord	er of Love Peace 1	ruth Tolerance and Co	operatio	on	D Employ	yer identification	number
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ĸ			Corporation	] Trust 🗌 Associ	iation Other >	L Year of fo	ormation:	1994	M State of	of legal domicile:	TX
P	artI	Summa	rv								
-	1	Briefly des	cribe the orga	anization's mis	sion or most sign	ificant activities: Doin	ng the co	orporal wo	orks of m	ercy and provid	ling
9		access to h	health care for	people in low in	ncome commuinit	es					
and											
Activities & Governance	2	Check this	box ► 🗌 if t	he organization	n discontinued its	operations or dispos	sed of n	nore than	25% of	its net assets.	
NO	3	Number of	f voting memb	pers of the gov	erning body (Par	t VI, line 1a)			3		7
<u>ه</u>	4	Number of	f independent	voting member	ers of the governi	ng body (Part VI, line	1b) .		4		3
es	5	Total num	ber of individu	als employed	in calendar year	2020 (Part V, line 2a)			5		5
viti	6	Total num	ber of volunte	ers (estimate i	f necessary) .				6		100
Acti	7a	Total unre	lated busines	s revenue from	Part VIII. column	n (C), line 12			7a		0
-	b	Net unrela	ted business	taxable incom	e from Form 990	T, Part I, line 11			7b		0
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	8	Contributi	ons and grant	s (Part VIII, line	e1h)				130905		6896826
Ine	9			e (Part VIII, line							
Revenue	10	-				17d)					
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	12	Total rave	nue (rat viii	8 through 11	(must equal Part )	/III, column (A), line 12	2)		130905		6896826
-	-	Grante an	d similar amo	unte naid (Part	IX column (A) li	nes 1-3)					
	13	Grants an	aid to or for p	unis paid (Part	IX column (A) lir	ne 4)			100905		186980
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995	15	Salaries, o	ther compension	ation, employee	e Derients (Fart IX	11e)	" <u> </u>				
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Expenses	b				olumn (D), line 25				30000		148549
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For Paperwork Reduction Act Notice, see the separate instructions.

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VERY TRULY YOURS.



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Corporations Section P.O. Box 13697 Austin, Texas 78711-3697



Antonio O. Garza, Jr. Secretary of State

## Office of the Secretary of State

January 6, 1997

DONALD MCCORMICK TBT 301 E. 26THST HOUSTON, TX 77008

#### RE: THE ORDER OF LOVE, PEACE, TRUTH, TOLERANCE AND COOPERATION

#### ASSUMED NAME: TBT - TOMORROW'S BREAD TODAY

FILE DATE: JAN. 3, 1997

...rheassumed name certificate for the above referenced entity has been filed in this office. This letter may " le used as evidence of the filing.

Please be aware that pursuant to Section 36.17 of the Texas Business and Commerce Code, the filing of an assumed name certificate does not give the registrant any right to use the name when contrary to the common law or statutory law of unfair competition, unfair trade practices, common law copyright, or similar law.

In addition to filing with the Secretary of State, Chapter 36 of the Texas Business and Commerce Code requires filing of the assumed name certificate with the county clerk in the counties in which the registered office and the principal office of the entity are located.

Sincerely yours,

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Loma Wassdorf Deputy Assistant Secretary Statutory Filings Division

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#### The Mission We Facilitate with Local Non-Profits

**Health care services** are either not available or are limited for many people in our communities. This condition has worsened because of lack of insurance for the working poor and no reasonable access to care when people are not eligible for public assistance. Consequently, there are dire predictions by health professionals of possible epidemics of communicable diseases, some of which have already happened. Also, care for poor people, pregnant women, young children, and the elderly is a growing concern. Therefore, **we have obtained physician and nursing care in private practices** for people in need. We do so with community ownership of clinics that serve all the people and by purchasing services through cooperatives created within local groups. These cooperatives can be as small as 300 households and are able to provide comprehensive services to all members.

#### Summary of our Rule for our Organizations Members

As members of Tomorrow's Bread Today, we are committed to:

\* Love, Peace, Truth, Tolerance, and Cooperation,

\* Working and ministering within the local community in the service of others and especially the poor,

\* Performance of Corporal and Spiritual works of mercy within every community where we serve,

\* Commitment to the construction and operation of facilities and organizations necessary to serve the needs of members of local communities.

#### The Offer to Start Healthcare Services through the local Non-Profit

Health care services are provided to people who need them without qualification. These services are from people who are trained in the diagnosis and treatment of diseases and injuries and from their assistants. These medical professionals have seen the need to solve our health care access problems and to teach people medicine and care for themselves and their families. A few organizations in the United States have established useful medical services with large networks of qualified providers for groups such as TBT has organized. They do this kind of work: (1) Telemedicine from Board Certified Physicians in every state (2) Dental, Vision, Prescription Drugs for 50% to 75% less than wholesale prices and (3) Roadside Services. They charge TBT \$5 per family per month for access to their benefits. TBT will provide that membership to each family in the non-profit who registers for it with their non-profit sponsor. TBT will also provide Primary Care in the members home and specialty care in clinics to any registered family that needs diagnosis, care, and treatment. TBT and professionals who provide the services will accept whatever TBT pays them from **donations to the non-profit's healthcare fund which is a "Pooled Income Trust"** administered by TBT for development of facilities and for production of income for the beneficiaries of the contributors.

It is possible that through this work of mercy and through donations healthcare, regardless of its extraordinary expense for some people in the community, can be delivered and paid for entirely on a voluntary basis. This has not been accomplished yet by insurance, either public or private, because they are based on economic forces and not on love, education and cooperation which are the proper sources of happiness and comfort.

The problem with health care as it is delivered in most communities in the United States is cost and access to service. There is an assumption that it is 100% dependent on an insurance system to function effectively. Insurance has a proper place and function but it is not health care (diagnosing, treating, and recording of sicknesses and injuries of patients). So, to properly address the cost and access problem we must use the tool as it was intended and purchase it without conditions and unnecessary costs. Insurance is intended to be a pooled fund to pay for unexpected costs of sicknesses and injuries. It is available to us now for \$45 per month per person and pays 100% of the medical and hospital expenses excess of \$80,000 up to \$5,000,000 per person per year with no health questions and no pre-existing conditions exclusions from Partner's Re in a group policy issued to TBT for cooperative members. Ninety-five percent of all the cost for health care is below the \$80,000 per year and it is better addressed with other financial tools like direct payment agreements with health care providers of all types. No insurer needs to be involved in those kinds of transactions. The reason they have been involved is because people have not taken direct action to work in concert to select their health care providers and to learn how to care for themselves and their problems.

There are already electric cooperatives, farm cooperatives, water cooperatives, and transportation cooperatives and day care cooperatives, fire protection cooperatives, education cooperatives, and representative government, but we have given health care to insurance companies (private and public) at a cost that cannot be paid by government, businesses, or individuals. It is almost 20% of the gross national product. It is more than food, shelter, transportation, education, and taxes. It is out of control. So, why not stop and reform this behavior. There are no legal barriers to solving this problem, but it will not be done

unless we embrace our families and friends and neighbors and cooperate with each other in a common-sense system of contributions, care, and education. First, become a group of at least 300 households, then find the health care providers among your members and bring in the ones you need to address the problems which you have discovered within your group. Record the cost of using the labor of these chosen advisors and caregivers. It can take as many as fifteen different types of health care provider to advise and treat the medical problems manifest in people who are in 300 households. However, the time taken among all these providers is the equivalent of one practice's full-time labor (doctor and staff). Suppose that practice cost \$600,000 per year to operate. How much would each member of the household in the group of 300 pay per month to support that practice? 300 households in most communities have about 1000 individuals of all ages as members. Divide \$600,000 by 1,000 people and the answer is \$600 per year per person or \$50 per month. TBT has done this and it works.

Beyond the direct payment of the chosen medical providers is the cost of medical facilities of all kinds which are less than the \$80,000 threshold of our \$5,000,000 group insurance policy. How can we handle that expense? We have found that a group indemnity policy combined with a health care saving account for the families will fill the gap. The policy cost \$100 per person and the saving account is \$100. The operation of the cooperative which includes patient advocacy is \$50. Therefore, the total cost of healthcare when done cooperatively within a group of 300 households is \$45 ( 5 Mil Insurance)+ \$50 (Direct Payment to practices)+ \$100 ( 80K Indemnity)+ \$100 ( HCS)+ \$50 (Cooperative Management)= \$345 or \$4,140 per year. The cost today in the United States is twice as high as our cost of doing more and doing it better by cooperation. Forethought and organization precede any solutions and the barriers to this are in our hearts and minds and not in laws or actions of government or commercial enterprises.

#### **Donor Program**

TBT as a 501c3 operates a "pooled income fund" so that donors can contribute to the Local Non-Profits. We share the assets that come via those donations 80% to the Local and 20% to the TBT Trust Fund. The brochure that explains that program is attached. This donor program is an effort to take usury out of our systems of care and the carry out the best ideas of E.F Schumacher and other Distributist Economists who preceded him.

## Benefit to the non-profit for organization of the Cooperative and for the Donor "pooled income fund" Assumptions:

- 1. The non-profit can convince 300 households (including the primary care providers and the specialists who help them) to participate in the Cooperative for their health care either partially or fully. The money to the non-profit is \$30 per month per household or \$9,000.
- 2. If the non-profit gets donors to contribute to the "pooled income fund" then those contributors can build a state-of-the-art medical clinic, create a functional cooperative, and receive tax deductions, tax credits and income for the life of their two named beneficiaries at a 5% per year return on their donation. The total cost is \$3,200,000 which is divided into 1500 Units of \$2133.33 each. The Units are financed by TBT and payable monthly at a gross cost of \$32.20 for 84 months. At the end of the 84 months the facility is full paid and owned by the community and the cooperative system is fully functional and controlled by the board which is elected by the cooperative members. The tax deductions and credits reduce the gross cost by 50% and the income to the two named beneficiaries is paid from the rents collected on the facilities and operations and the cooperative. Suppose you contributed ten units (\$21,333.33) the net cost to you over seven years would be \$5,153 (\$21,333-\$16,153 in tax saving). The income to your named beneficiaries would be \$7,467. That income will continue for their lifetime paid quarterly at \$266.68 if the clinic continues in operation and pays its rents. A complete description of the program is in the Disclosure paper.

#### **TBTHCF POOLED INCOME FUNDS**

#### Tax deductions and a lifetime of income

#### PROVIDING FOR NOW AND IN THE FUTURE

Supporting access to health care in your community through charity is an important part of our lives. If you want to be especially generous, you may find yourself having to make a choice between giving and maintaining your current lifestyle. With Tomorrow's Bread Today Health Care Fund (TBTHCF), you can repurpose the same asset for both objectives.

A common denominator among donors is a generous spirit: You want to make a difference. Now you can enjoy the power of giving without the hassle of timing, tax concerns, expenses and record keeping.

With TBHCF Pooled Income Funds – which are also known as "life income" funds – offer a significant advantage. When you make your contribution, you gain tax benefits and a continued stream of investment income for life. Your charitable donation can generate income paid monthly to you and/or the beneficiary(ies) you name. Upon the death of the last income beneficiary, the principal passes through the TBTHCF to TBT Medical Development Fund.

#### WHAT ARE YOUR OBJECTIVES?

To make a charitable gift, but still benefit from a lifetime of income that gift could provide you and/or your beneficiaries?

To avoid capital gains taxes on appreciated investments while benefiting a charity?

To create a legacy of giving through your own foundation for your children and grandchildren?

To offset some of your estate taxes as you help support charity health care?

Charitable giving creates positive change in people, institutions, and communities.

#### EXPLAINING POOLED INCOME FUNDS

TBTHCF manages your donation with the objective of generating income while protecting the principal value of the account for the charity.

#### DONOR BENEFITS

#### Tax deduction

Avoid capital gains taxes on highly appreciated assets

Income stream for up to two beneficiaries until they pass away (you may include yourself)

Gift of principal creates a lasting legacy for your wealth

Donations to the charity gives people access to affordable and quality health care

Once the irrevocable gift is made, up to two designated individuals will receive a lifetime income stream generated by your gift.

Upon the death of the last income beneficiary you have named, the remaining assets will be distributed to the TBT Health Care Fund in one of two ways:

1. Your gift can be invested through our donor advised fund, which seeks to increase the value of your original contribution via prudent investing to benefit charity health care over time.

2. Alternatively, your gift may be distributed directly to non-profit Community Development Entities (CDEs) that expand and improve health care in medically underserved communities.

TBT Health Care Fund board of directors will help qualified CDEs to make qualified investments in medical services among low-income populations without the hassle of timing, tax concerns, expenses and record keeping.

#### CHOOSING THE STRATEGY THAT MEETS YOUR OBJECTIVES

TBT Healthcare Income Funds are ideal when you want to receive income for life and support a charity yet prefer a less complicated and less expensive strategy.

All gifts to TBTHCF Pooled Income Funds are irrevocable, so it's important for you to consider your long-term needs before making a donation.

#### GETTING STARTED

To establish a TBTHCF Pooled Income Funds account, you can contribute as little as \$1,000 in cash or marketable securities. Subsequent contributions can be made in amounts of \$1,000 or more. Note that all gifts to TBTHCF Pooled Income Funds are irrevocable, so it's important to consider your long- term needs before making a donation.

Before you make your initial contribution, you will be asked to complete and sign a Gift Agreement. You will also be asked to name your account. You can honor a cherished family member or highlight your personal charitable goals in health and welfare.

Moreover, the Gift Agreement allows you to name up to two income beneficiaries to receive the lifetime of income that your gift will generate. You can name yourself and another person such as your spouse, a child, grandchild, or sibling. Or you can designate two people other than yourself.

Income is paid monthly and you decide how these monthly payments are issued. Income can be disbursed:

1. Concurrently, with half of every monthly payment paid to each beneficiary, or

2. Consecutively, with all monthly payments going to one person for the remainder of his or her life and then monthly payments going to the second person for the remainder of his or her life.

In most cases, your charitable program can be initiated within 24 hours. For more information, contact TBT. The web TBT.org has more information and personal contact information.

#### INVESTING

At the time of your contribution there are two investment objectives:

INCOME - Seeks income and the preservation of capital.

INCOME WITH GROWTH – Seeks to emphasize income for the donor and the growth of capital, yet growth will be an ever present, albeit secondary, consideration.

There can be no guarantee that any objective will be met.

Because your gift to TBTHCF Income Funds is irrevocable, the objective you choose cannot be changed once your contribution is made.

#### SIMPLE GUIDELINES

Minimum irrevocable contribution: \$1,000 in cash or marketable securities

Subsequent contributions:

\$1,000 or more

Complete the Gift Agreement form with your account name

For TBTHCF Income Funds, the board of directors has identified a diverse selection of medical projects from those "Highly Recommended" based on pass performances reported in their medical service organizations, practices, and facilities.

Choosing appropriate medical projects is only part of the process. The board must also continually monitor the funds as part of its fiduciary responsibility. While its main priority is consistent performance over the long term, there is no assurance that this goal will be met.

Any income or appreciation achieved will be reinvested to further benefit the charity organization. To the extent that your gift grows, additional funds will be available for the improvement and availability of health care for everyone in the community.

You should consider the investment objectives, risks, and charges and expenses of carefully. The prospectus contains this and other information about the medical projects. The prospectus is available from your financial advisor and should be read carefully.

When the last income beneficiary passes away, the principal passes to the TBT Health Care Fund to pay for expansion of charitable health care services.

#### OFFSETTING TAXES

One of the advantages of charitable giving is that the federal government rewards you for your generosity. With TBTHCF Funds, this reward comes in the form of three key tax advantages:

<u>Tax deduction</u>. One of the most appealing benefits of the TBTHCF Pooled Income Funds is that you can take an immediate tax deduction - up to the maximum allowed by law - for your donation.

<u>Eliminate capital gains taxes</u>. Gifts of long-term appreciated securities avoid capital gains taxes and receive a deduction based on their full market value. This is particularly useful for shares bought at a very low price (or other basis) that have appreciated significantly over the years and enables the larger sum to generate more income for your named beneficiaries.

<u>Full or partial estate tax reduction</u>. Depending on who receives the income, you will save varying amounts on federal estate taxes. If you and/or your spouse are the income beneficiaries, your donation may be removed from your estate for tax purposes. If you name anyone other than your spouse as an income beneficiary, a portion of your donation may be taxable in your estate and a portion will be removed.

Consult with your tax professional about how a donation to the Pooled Income Funds would impact your tax situation.

#### SIMPLIFYING WAYS YOU GIVE

While you can't live forever, your passion for helping others can.

The TBTHCF Pooled Income Funds are designed to provide a lifetime income stream for up to two beneficiaries. We invest the money for you with a focus on producing income while protecting the principal value of the account for charity. In short, pooled income funds are one of the simplest ways to make a significant charitable donation while still receiving income.

TBTHCF provides all administration and reporting services, including the documentation you need to calculate and support income tax deductions, in order to keep you apprised of account activity.

#### ANSWERING YOUR QUESTIONS

Q. How much income will I receive?

That depends on market conditions. TBTHCF Pooled Income Funds will distribute 100% of the interest, dividends, and other ordinary income it receives to the income beneficiary every month. Short- and long- term capital gains and unrealized appreciation cannot be distributed.

#### Q. Is the income I receive taxable?

Yes. The income received is taxable to the income beneficiary as ordinary income. A pooled income fund cannot own taxfree municipal bonds. Each year in early March, you will receive a Form K-1 that will give you the information needed for your tax return.

Q. Can I add to my account and will that affect my income?

Yes. You may make additional contributions of at least \$1,000 in cash or marketable securities at any time. Your income will increase proportionately with every donation.

Q. What is the current monthly payment from the medical project investments?

The current rate of return is 5% which is \$4.16 per month per \$1,000 contribution.

Because the investment is a donation to charity the \$1,000 is deductible. Additionally, some investment in medical facilities and services and in programs that are eligible for tax credits which will improve the value of the income received by the Pooled Income Fund. Under these conditions the return could be greater than the current rate of 5%.

#### **Examples of Medical Projects in which we invest**

Type Project	Invested Capital		Estimated Dividend to Donor (\$10,000 = \$500 Annual Income)
1. Primary Care Clinic	\$3,200,000	\$270,000 (9%)	5% of donation paid to beneficiaries

#### **APPLICATION FORM**

#### The Order of Love Peace Truth Tolerance and Cooperation(DBA TBT) Pooled Income Fund.

#### Donors

Name of Donor Name of Co-Donor Date of Birth Date of Birth Social Security Number Social Security Number Street Address Street Address Apartment # Apartment # PO Box PO Box City City State State Zip Code Zip Code Email Address Email Address **Telephone Number** Telephone Number **Income Beneficiary(ies)** If income beneficiary(ies) is (are) same as donor(s) above, check here: If not, supply information below: **Beneficiary #1**. Name Date of Birth Date of Birth Social Security Number Street Address Street Address Apartment # Apartment # PO Box PO Box City City State State Zip Code Zip Code **Email Address** Email Address Telephone Number The Gift Cash (amount) \$

Securities (Please describe) Broker Name: Phone Number: Acquisition Date: Cost Basis:

**Beneficiary #2**. Name Social Security Number **Telephone Number** 

(Please make check payable to the TBT)

Please send completed application form to: TBT P.O Box 1838 Splendora, TYX 77372 Tel: 832-599-8449 Email: donation@tbt.org Website: www.tbt.org Payment Sequence (Please check one) a. Check payable to individual for his/her life. b. Joint and Survivor Check payable to [a] and [b] jointly, then one check payable to the survivor.

c. Successive Interests Check payable to

[a] for his/her life, then one check payable to

[b] if [a] predeceases [b]. TBT's obligation to make annuity payments will terminate with the payment preceding the surviving annuitant's death.

Distribution of Charitable Amount With the death of the last income beneficiary, please distribute my share of units in the Pooled Income Fund to TBT health care cooperatives projects.

Signature of Donor\_\_\_\_\_

Date \_\_\_\_\_

	TBT Health CREDIT APPLICATION		
	APPLICANT INFORMATION		
Name:			
Date of birth:	SSN:	Phone:	
Current address:			
City:	State:	ZIP Code:	
Own Rent (Please circ	cle) Monthly payment or rent:	How long?	
Previous address:			
City:	State:	ZIP Code:	
Owned Rented (Please circ	cle) Monthly payment or rent:	How long?	
	EMPLOYMENT INFORMATION		
Current employer:			
Employer address:		How long?	
Phone:	E-mail:	Fax:	
City:	State:	ZIP Code:	
Position:	Annual income:		
Previous employer:			
Address:		How long?	
Phone:	E-mail:	Fax:	
City:	State:	ZIP Code:	
Position:	Hourly Salary (Please circle)	Annual income:	
Name of a relative not residir	ng with you:		
Address:		Phone:	
City:	State:	ZIP Code:	
Relationship:			
	ify the information provided on this form as to		
Signature of applicant		Date	
Signature of co-applicant, if f	for joint account	Date	

#### **Promissory Note**

Date:	Borrower		Account Nur	nber
Borrower's	Mailing Address:	City:	State:	ZIP:

Lender's Name: The Order of Love Peace Truth Tolerance and Cooperation DBA TBT-Tomorrow's Bread Today

#### Place for Payment,

Street Address 921 CR374B City: Splendora State: TX ZIP 77372 Mailing Address: P.O Box 1838 City: Splendora, State: TX ZIP 77372

Principal Amount: \$ Annual Rate of Interest: 7 % Monthly Payment is \$

#### Terms of payment of principal and interest

The Principal Amount and the Interest due are payable within 84 months of the date of this note. Payments of interest will be made monthly until principal balance is paid in full

Borrower promises to pay to the order of the Lender the principal amount plus interest at the annual interest. This note is payable at the Place for payment and according to the terms of payment. All unpaid amounts are due by the maturity date.

If the borrower defaults in the payment of this note or in the performance of any obligation in any instrument securing or collateral to this note, lender may declare the unpaid principal balance, earned interest, and any other amounts owed on this note immediately due. Borrower and each surety, endorser, and guarantor waive all demand for payment, presentation for payment, notice of intention to accelerate maturity, notice of acceleration of maturity, protest, and notice of protest, to the extent permitted by law.

Borrower also promises to pay reasonable attorney fees and court and other costs if this note is placed in the hands of an attorney to collect of enforce the note. These expenses will bear interest from the date of advance at the annual interest rate on matured unpaid amounts. Borrower will pay lender these expenses and interest on demand at the Place for Payment. These expenses and interest will become part of the debt evidenced by the note and will be secured by any security for payment.

Interest on the debt evidenced by this note will not exceed the maximum rate or amount of non-usurious interest that may be contracted for, taken, reserved, charged, or received under law. Any interest in excess of that amount will be credited on the principal amount or, if the principal amount has been paid, refunded. On any acceleration or required or permitted prepayment, any excess interest will be canceled automatically as of the acceleration or prepayment or, if the excess interest has already been paid, credited on the principal amount or, if the principal amount has been paid, refunded. This provision overrides any conflicting provisions in this note and all other instruments concerning the debt.

Lender has the right to transfer this note to another Lender.

Borrower is responsible for all obligations represented by this note. When the context requires, singular nouns and pronouns include the plural.

Name of the Borrower:

Name of the Business:

Signature of the Borrower	Date

TBT Form

## Project #3 CLS Health



DIAMOND

# **CLS HEALTH**

Executive Summary



#### **CLS Health Loan Request Structure**

- Borrower: Medical Service Organization that will bring health plans to the community that use CLS Health.
- Owners/Managers (See Website: https://www.clearlake-specialties.com/provider-directory)
- Shareholders of each of the above-named companies are owners of this medical system:
  - Medical Center Blvd LLC (MCB),
  - Kobayashi Rd LLC (KRD), and
  - Clear Lake Specialties PA (CLS) is the manager of CLS Health.
- Don McCormick, (Health Systems Consultant), James Blair Korndorffer (Architect), Timothy Dixon (General Contractor). & Bret Schulte (Attorney).
- Guarantors are the owners of 20% or more of the stock in the following companies and their guaranties are proportional to their investments in the respective companies: MCB – Dr. Mohammad Baba 32.97%, KRD – Dr. Mohammad Baba 31.11%, and CLS PA

#### Guarantors to provide primary cash for repay and provide a cash flow analysis to demonstrate the ability to repay loans. \$50,000,000

Amount:

Uses per the client –

362,000 \$ 1.000.000

\$ 37,968,796

\$ 3.500.000 \$ 6,669,204

\$

\$

- Equipment
- Startup of the medical system after construction
- Development and Patient Health Plan Enrollment for Company

- Design, Engineering and Construction of the medical facilities

- Cost of Professional Fee and Financing
- 500,000 - Reserves

#### Term: seven years - Interest Only Payments

- Interest Reserve: Full 36 months of interest payments suggested •
- Rate: 3.5% with a 1.00% floor
- Collateral: 70% LTV & 1st line position on DOT located at 500/600 N. Kobayashi Rd. Webster, Texas 77598
- chartered in Texas on: 0
  - 09/22/2011 KRD LLC formation was created and owns the Facility at 500/600 Kobayashi Rd, Webster, TX 77598
  - 05/05/2005 CLS PA, CLS Health formation was created and is the Medical Group;
  - 07/17/2020 MCB LLC formation of the land at 905 Medical Center Blvd, Webster, TX 77598.
- KRD LLC Property is 4.4463 Acres and paved parking lot and there is an existing one-story building 15,328 sq ft and an 0 existing three-story building 65,745 sq. ft. on the property now.
- MCB LLC Property is 4.566 Acres, and the new building will be approximately 100,800 sq. ft. on the property, presently is 0 vacant land.
- Appraisal estimates the as is value to be \$ 39,500,000 made ready for the construction of the new 4 story facility/clinic and 0 \_\_\_\_ MM and FFE of \_\_\_\_38\_\_\_ parking. The completed facility will have real estate value of \$\_72\_ MM for a total MM. The owner equity at that time will be approximately \$ 39 MM. of 110
- Integrated Medical Practices Management LLC (IMPM), manager of KRD LLC, CLS PA, and MCB LLC, can make the decision to place the property as collateral on the loan.
- PRS (Primary Source of Repayment) Corporate entities named and the 20% owners as personal guarantors.
- 7-year cash flow projection for KRD, CLS PA and MCB will pay back the interest and loan.

#### **CLS Health Medical Care System**

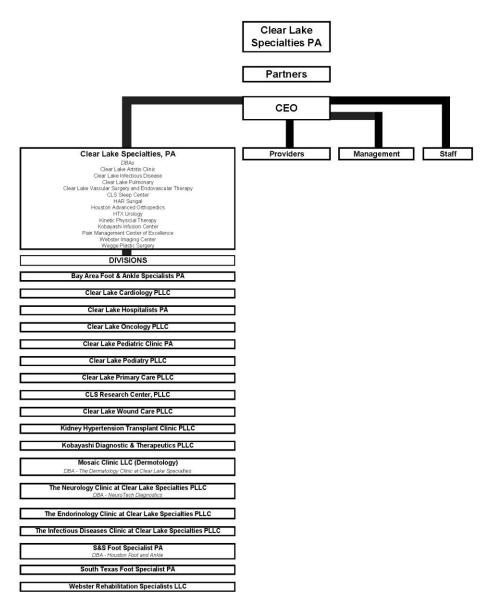
CLS Health Project in Webster Texas is in the Southeast corner of Harris county at 600 N Kobayashi Rd. Numerous census tracts in the service are within a four-mile radius of their Multi-specialty Clinic expansion are in an economic distressed Opportunity Zone by the Community Development Financial Institutions Fund (CDFI). The census tracts in the service area that are qualified Low Income are:

48167720800, 48201333902, 48201334001, 48201334002, 48201340100, 48201340500, 48201340900, 48201341100, 48201341201, 48201341301, 48201341302, 48201350400, 48201350500.

This project will address the needs of the zone by building and operating a multi-specialty clinic and comprehensive health plan in which the aims are: (1) better access to care, (2) better health care outcomes and (3) lower professional, hospital, and ancillary costs. The property owned by CLS Health is in a perfect location for both the patients and the providers. The facility as designed will serve populations which currently are medically underserved and lack comprehensive healthcare coverage. The target population in the service area is more than 100,000 with a growth that will add 10,000 more people in the next few years. CLS Health project will benefit the local economy through an increased tax base and more than 297 permanent jobs. The construction will take about 18 months. The property is on acres with some infrastructure and an existing three-story building. The hard and soft cost of the completed project could be as much as \$45,000,000. The property will have a net equity value of \$40,000,000 before construction and as much as \$90,000,000 after construction is completed and the facility is financed and operational. This equity will qualify for conventional construction and operational loans. CLS Health is a for-profit and will own The Health Insurance Plans (HIPs) and Medical Service Organization (MSO) that will use the facilities. Money from patients for health care goes through the HIPs and MSOs that pay CLS for use of their facilities and services. CLS will put up the property for collateral with the Lenders for the construction, equipment, and long-term loans and secondarily with investors for the seed capital and initial operating funds. CLS health will invest its own capital in the project including the purchase at no discount of the Tax Credits allocated to the CDE. The owners of CLs have operated medical practices, facilities and health plans for over twenty years. In the next two years the patient numbers for which CLS will be responsible will grow from a 151,000 to more than 200,000 coming from enrollments of the targeted Low-Income population. The longterm experience of our group is a source of trust to create Physician Owned Districts (POD) of 30 primary care physicians supported by 90 specialists in CLS Health. This investment creates enough asset value to allow at-risk contracting with other insurers and CMS in which the physician organizations avoid the regular movement of patients from one insurer to another. Also, it assures the long-term liquidity of the CLS Health. Physicians in the area who have been participants with the owners in many health plans referred 151,000 patients to our group last year. As we add facilities and more primary care providers in increase our capacity to address the health care needs of everyone and raise income levels of the targeted population.

#### **Managers of CLS Health**

Dr. Mohammad Baba, MD, President Dr. Mahmood Dweik, MD, Vice President Jeanne Frazier, MBA-HM, Chief Operating Officer Ammar Baba, MSEE, IT / Property Manager Shahed Shaboki, BS – Healthcare Administration / Management, Billing and Benefits Manager Priti Vyas, MHA, MBA, Human Resources Manager Khalid Alzwahereh, MBBS, Clinical Services Manager Amanda Carroll, BAA – Marketing, Physician Liaison Manager Sarah Silva, BS - Management, RPGST, Ancillary Services Manager Bhavita Patel, BS – Healthcare Administration, Accounting Manager



#### **Consultants, Architect and General Contractor**

#### Bret A. Schulte, J.D.

Attorney – Houston Real Estate and Health Care Law
Bret Schulte has been a licensed Attorney for 21 years and handles cases in Health Care, Real Estate.
Attended Yale University and Ohio State University Moritz College of Law.
8700 Commerce Park Drive Ste. 103,
Houston, Texas 77036 Tel: (+1) 713-551-4961

#### Don McCormick, BA, AAMA

B.A. Degree from University of St. Thomas in Houston, 1967
University of Houston and Mills College for advanced studies in Insurance, 1967-1975
Licensed as a General Lines Insurance Agent, 1967- Present
Marketing Director for New Communities Service Corporation HMO, 1975
Executive Director of Texas Health Plans HMO, 1977-1980
President of Computech (Medical Accounting Software Company), 1980-1984
President of National Association of Preferred Providers, 1984-1995
President of Physicians ACO, 2012-2013
Executive Director of SEMNet, HMINet, PDMP Multi-specialty Group IPAs
Founder of Senior Patient Association and sponsor of PDMP 1995-Present
921 CR 3704B
Splendor, Texas 77372 Tel: (+1) 832-599-8449 https://tbt.org

#### Blair Korndorffer, AIA

Thirty+ years' experience as lead design professional in Health Care, Resort, Hospitality, Residential and Industrial Projects throughout the World.

Managing Partner of a Multi-tiered development group that specializes in Medical, Resort and Hospitality development with projects in Texas, South and Central America and West Africa.

Completed over 2000 projects representing \$2.8 Billion in Project Cost. Most of these projects are in health care and resort/hospitality facilities.

In addition to these projects, we have designed over \$30 Billion in master planned developments, including continued care retirement communities (CCRC), Resort, Residential and Town Center Developments.

700 Gemini St Suite 260

Houston, TX 77058 Tel: (832) 224-6400 http://diamonddevelopmentgroup.com.

#### Tim Dixon of Construction, Ltd.

The company was begun in 1981 by Tim Dixon as Dixon Services, Inc, a general contracting entity performing small private projects solely in the greater Houston area. Because of other business concerns added shortly thereafter in the industrial painting, fencing and metal building sectors, the assumed name Construction LTD was added as a d/b/a in 1984 to separate the general contracting entity from the others and has been the general contracting aspect of the parent since that time. Later the parent corporation, Dixon Services, Inc. was converted to a partnership for franchise tax purpose, but the operation remained static. In the tradition of most general contractors, Construction LTD has self-performed site layout, concrete, drywall, painting, acoustical, carpentry and finish carpentry throughout the years. In almost four decades of operation, the company has performed over \$700M in construction contracts in almost every sector of the industry, i.e., multi and single family residential, commercial, retail, institutional, governmental, educational, religious, charitable, medical, professional, and industrial sectors and we have continued to adapt to market conditions and innovate delivery methods but focused almost exclusively on public work for the last 17 years. Currently our focus is privately funded projects with owners and developers in the residential, commercial.

1825 Upland Houston, TX 77043 Tel: (713) 984-9444 https://cltd.net/

#### How owners and managers of this project will fulfill their obligations to lenders

- 1. The project is expected to have a start-up cost that is greater than the income that can be generated by its operations of the health plans and the medical facilities. That deficit could be as \$5 million. The owners have businesses that produce surplus income that would allow them to pay for the deficit. In addition, the capital contributions from the investors in CLS Health will be between \$25,000,000.
- 2. The physical assets of the practice are presently \$3,600,000 and the when the facilities are completed will be excess of \$50,000,000. Therefore, the exposure of the lender is less than in most commercial transactions of this type.
- 3. Participation in a New Markets Tax Credits plan by this project further reduces the risk for everyone and makes investments and loans more attractive that any opportunities in medical care available in the United States by double.
- 4. Even if no CDE participated the investment would still outperform the market in health plan returns and practice income by 50%.

## Summary of Costs, Loans, and Values

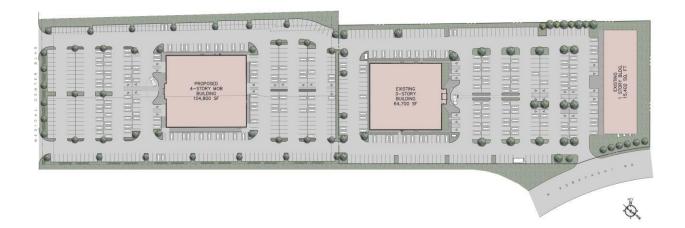
Speci	alty Clinic		
Construction Pricing	Cost		Percentage of total
Land Cost		\$2,894,280	6%
Construction Cost		\$35,074,516	78%
Equipment and Furnishing		\$362,000	1%
Professional Fees		\$1,654,389	4%
Adminstrativer Costs		\$1,863,082	4%
Financing, Legal and Closing Costs		\$2,872,757	6%
Thateing, Legar and closing costs		\$44,721,024	100%
Project Loan amount		\$45,000,000	
Projected Deficit from Startup		\$1,000,000	
Contingency Reserve		\$500,000	
HMO License capital, surplus and development		\$3,500,000	
NMTC Financing		\$50,000,000	
CDE Share is 39% minus discounts from sale of Tax Credits		\$19,500,000	
Leverage Share		\$30,500,000	
CDE Interest Expense (1.5% per year for 7 Years)		\$2,047,500 Pai	d from gross earning
Leverage Lender Cost (4% per year for 7 Years)		\$8,540,000 Pai	d from gross earning
Stable value of the Business at 5 years		\$81,519,753	

Patient Membership by Year	1	2	3	4	5
Total Members earned in 12 months	151000	151000	151000	151000	151000
Premiums (Ave all ages. This is the source for health care payments )	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Out of Pocket ( This is the average amount per patient )	\$650	\$650	\$650	\$650	\$650
Gross Revenue	\$1,079,650,000	\$1,079,650,000	\$1,079,650,000	\$1,079,650,000	\$1,079,650,000
Insurers (15%)	\$161,947,500	\$161,947,500	\$161,947,500	\$161,947,500	\$161,947,500
Professional(5%)	\$53,982,500	\$64,779,000	\$64,779,000	\$64,779,000	\$64,779,000
Facilities (40%)	\$431,860,000	\$431,860,000	\$431,860,000	\$431,860,000	\$431,860,000
Other(40%)	\$431,860,000	\$421,063,500	\$421,063,500	\$421,063,500	\$421,063,500
Expenditures					
Insurers	\$161,947,500	\$161,947,500	\$161,947,500	\$161,947,500	\$161,947,500
Professional Services	\$50,492,416	\$50,492,416	\$50,492,416	\$50,492,416	\$50,492,416
Building Construction System Development Capital Expenses	\$44,721,024				
Facilities	\$431,860,000	\$431,860,000	\$431,860,000	\$431,860,000	\$431,860,000
Administration, Marketing and Enrollment	\$3,780,000	\$3,780,000	\$3,780,000	\$3,780,000	\$3,780,000
Other	\$431,860,000	\$421,063,500	\$421,063,500	\$421,063,500	\$421,063,500
Total Expenditures	\$1,124,660,940	\$1,069,143,416	\$1,069,143,416	\$1,069,143,416	\$1,069,143,416
Net Revenue	-\$45,010,940	\$10,506,584	\$10,506,584	\$10,506,584	\$10,506,584
Provider Bonuses	0	\$4,202,634	\$4,202,634	\$4,202,634	\$4,202,634
Shareholder Distributions	0	\$3,151,975	\$3,151,975	\$3,151,975	\$3,151,975
Retained Earning		\$3,151,975	\$3,151,975	\$3,151,975	\$3,151,975
Loan Amount					
Loan Interest for 7 years paid each year to CDE and LL					
Loan Amortization Balance after yr 7 at 5% for 20 annual payments					
Market Value of an Enrolled Patient Population in Year 5	\$31,519,753	\$209 Pe	r Patient		
Property Value	\$50,000,000				
	\$81 \$10 753				

New Medical Office Building									Project:		CLS M
Webster, Texas									Project No:		21
	Percent								Date:		04/14/2
	Project Cost		Unit Cost		Hard Cost		Soft Cost		Paid to Date		Total
AND COST	4.50	· · · · ·	\$35.37 \$18		3,678,360 3,528,360	\$	-	\$	<b>3,528,360.00</b> 3,528,360	\$ S	3,678,3
Land Acquisition Off Site Utility Improvements	4.50	acre LS	\$18	\$ \$	3,528,360			>	3,528,360	\$	3,528,
Pre-Construction Consulting	0.0%		\$0	2	150,000	\$	*	\$		\$	130,
CONSTRUCTION COST	77%		\$337.25	s	35,074,516	\$		\$	-	\$	35,074,
Building Cost:	104,000			\$	-	\$	-	\$	-	\$	
Site Work	196,020	SF	\$2.25	\$	441,045	\$	÷.	\$	~	\$	441,
Site Paving & Walks	65,000	SF	\$5.75	\$	373,750	\$	-	\$	-	\$	373,
Structure: Shell	104,000	SF	\$185.00	\$	19,240,000	\$	2	\$	-	\$	19,240,
Common Areas	11,440	SF	\$95.00	\$	1,086,800	\$	8	\$		\$	1,086
Ambulatory Surgical Center	11,600	SF	\$285.00	\$	3,306,000	\$		\$	-	\$	3,306
Allowances (TI: Tenant Improvements)	80,960	sf	\$80.00	\$	6,476,800	\$	÷	\$	(iii)	\$	6,476,
Landscaping	1	LS		\$	115,000	\$		\$	-	\$	115
Contractor's Fee	8.0%	of	\$31,039,395	\$	2,483,152	\$		\$	2	\$	2,483
Owners Contingency	5.0%	of	\$31,039,395	\$	1,551,970	\$	5	\$	-	\$	1,551
QUIPMENT & FURNISHINGS.	1%		\$3.48	\$	<u>-</u>	\$	362,000	\$	( <b>4</b> /	\$	362
Signage & Graphics	1	LS	\$45,000	\$	1. 1.	\$	45,000	\$	2	\$	45
Equipment				\$		\$		\$		\$	
Low Voltage	1	LS	\$35,000	\$	-	\$	35,000	\$	-	\$	35
Emergency Generator & ATS	1	LS	\$115,000	\$	×	\$	115,000	\$		\$	115
Furnishings/ appliances	1	LS	\$135,000	\$	2	\$	135,000	\$	2	\$	135
	0	LS	\$0	\$	× .	\$	-	\$	-	\$	
Furnishings & Artwork- Unit	1	EA	\$0	\$		\$	-	\$		\$	
Security	1	EA	\$7,500	\$	*	\$	7,500	\$	-	\$	7
TV/Music/Data Systems	1	EA	\$24,500	\$	14 14	\$	24,500	\$	-2.	\$	24
ROFESSIONAL FEES	4%		\$15.91	\$		\$	1,654,389	\$		\$	1,654
Architects & Engineers	5.5%	of	\$28,747,716	\$	<i>3</i> .	\$	1,583,139	\$	-	\$	1,583,
MEP Design	inc above		0.006.00	\$	÷		inc	\$	(2) (2)	inc	
Structural Engineers	inc above			\$	12		inc	\$	- <u>1</u>	inc	
Interior Space Planning Tenant Improvements		SF		\$	5		By Suite	\$		By Suite	
Civil Engineer	4.50	AC	\$8,500.00	\$	-	\$	38,250	\$	-	\$	38
Graphics/Signage Consultant	1	LS		\$	8	\$	-	\$	-	\$	
Landscape Architect	inc above			\$	<u>ii</u>		inc	\$	-	inc	
Surveyor	4.50	AC	\$2,200.00	\$	-	\$	9,900	\$	-	\$	9
Geotechnical Engineer	6	EA	\$1,350.00	\$		\$	8,100	\$	-	\$	8
Environmental Study		EA		\$	8	\$		\$	-	\$	
Reimbursable Expenses	1	LS	\$15,000.00	\$	Ξ.	\$	15,000	\$	~	\$	15
DMINISTRATIVE COST	4%		\$17.91	\$		\$	1,778,081	\$	•	\$	1,863
Testing	1	LS	\$54,000	\$	*	\$	54,000	\$	-	\$	54
Permit Fees	0.5%		\$0	\$	-			\$		\$	85
Utility/ Impact Fees	1	LS	\$0	\$	-			\$	-	\$	
Real Estate Commissions	6.0%		\$2,428,800	\$	(T)	\$	145,728	\$	7	\$	145
Project Management	3.0%	of	\$35,074,516	\$	8	\$	1,052,235	\$		\$	1,052
Marketing Expenses	0.0%	of	\$0	\$	Ξ.	\$	-	\$	-	\$	
Taxes During Construction	1.0%		\$35,074,516	\$	9	\$	350,745	\$	-	\$	350
Insurance	0.5%		\$35,074,516	\$	÷	\$	175,373	\$	-	\$	175
Project Related Reimbursable Expenses	1	LS	\$0	\$	10	\$		\$		\$	
Relocation Expenses	1	LS	\$0	\$	*	\$	*	\$	-	\$	
Utilities	0	EA	\$0	\$	-	\$	-	\$	2	\$	
INANCING, LEGAL & CLOSING COSTS	6%		\$28.14		5	\$	224,862	\$	-	\$	2,926
Construction Loan Amount:	80.0%	of	\$42,632,347	\$	×.	\$	÷	\$	(m)	\$	34,105
Financing Fee	1.0%		\$34,105,878	\$	9	\$	8	\$	-	\$	341
	E 50/	of	\$34,446,936	\$	-	\$	-	\$	-	\$	1,278
Interest (18 month loan)	5.5%										
Interest (18 month loan) Appraisal	1	LS	\$15,500	\$		\$	Sec.	\$	5	\$	
Interest (18 month loan) Appraisal Special Inspection	5.5%	LS	\$650	\$	2	\$	- 11,700	\$	0 -	\$	
Interest (18 month Ioan) Appraisal Special Inspection Permanent Loan	1 18	LS	\$650 \$0	\$		\$	11,700	\$		\$ \$	
Interest (18 month Ioan) Appraisai Special Inspection Permanent Loan Financing Fee	1	LS LS of	\$650 \$0 \$0	\$ \$ \$		\$ \$ \$	11,700	\$ \$ \$	0 	\$ \$ \$	
Interest (18 month Ioan) Appraisal Special Inspection Permanent Loan	1 18	LS LS of LS	\$650 \$0	\$		\$	11,700 - -	\$		\$ \$	15, 11, 426

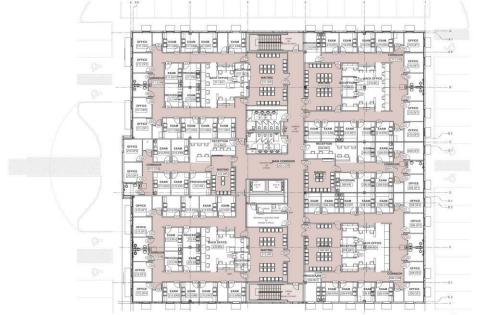
7.	DD Diamond Daviologment & Construction Gr	Aug. 11.05	700 General Fulke 200 Manutan	T. 11	and a second second days			 A CADILA		
Financing Required	80.0%				\$31,291,901		\$0			\$36,446,735
Equity Amount Required	20.0%				\$7,822,975		\$0			\$9,111,684
Funding Summary										
			Project Cost/SF		Hard Cost		Soft Cost	Paid to Date		Project Total
Project Budget (including FF+E)	100%		\$438.06	\$	39,114,876	\$	3,657,332	\$ 3,528,360	\$	45,558,419
Legal Costs	0.5%	of	\$42,632,347	\$	-	ş	213,162	\$ 	ş	213,162
Closing Costs	1.5%		\$42,632,347		8	\$	=	\$ ×	\$	639,485
Title Policy	1.0%		\$42,632,347		5	\$	5	\$ 10	\$	426,323
Appraisal	1	LS	\$0	\$		\$	2	\$ -	\$	1
Financing Fee	1.5%	of	\$0	\$	-	\$	¥	\$ -	\$	
Permanent Loan			\$0	\$	-	\$	-	\$ -	\$	1
Special Inspection	18	LS	\$650	\$	-	\$	11,700	\$ -	\$	11,700
Appraisal	1	LS	\$15,500	\$		\$		\$ 100	\$	15,500

### **Building Drawings**



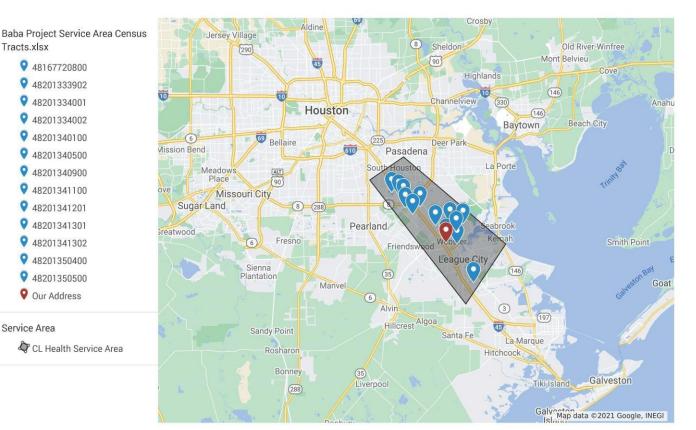
DIAMOND DEVELOPMENT GROUP

CLEAR LAKE SPECIALTIES WEBSTER, TEXAS



DIAMOND DEVELOPMENT GROUP CLEAR LAKE SPECIALTIES WEBSTER, TEXAS TYPICAL FLOOR PLAN

## Low Income Census Tracts



	This census tract is designated "severely distressed" because it meets three (3) of the items six (6) through sixteen (16) in the CDFI Fund's regulatory guidance (highlighted):
	in the obi i i thus s regulatory guidance (inginighted).
Demographics	<ol> <li>Census tracts with poverty rates greater than 30 percent</li> <li>Census tracts that (a) if located within a non-Metropolitan Area, have a median family income that does not exceed 60 percent of statewide median family income; or (b) if located within a Metropolitan Area, have a median family income that does not exceed 60 percent of the greater of statewide median family income of the Metropolitan Area median family income</li> <li>Census tracts with unemployment rates at least 1.5 times the national average (8.3% for 2011-2015 ACS Survey, 7.9% for 2006-2010 ACS Survey)</li> </ol>
	4. Census tracts that are located in counties not contained within a Metropolitan Statistical Area (MSA) (i.e., non-metropolitan counties), as defined pursuant to 44 U.S.C. 3504(e) and 31 U.S.C. 104(d) and Executive order 10253 (3 C.F.R. Part 1949-1953 Comp., p.758), as amended, with respect to the 2010 Census and as made available by the CDFI Fund
	5. As permitted by IRS and related CDFI Fund guidance materials, projects serving Targeted Populations to the extent that: (a) such projects are 60% owned by Iow-income persons (LIPs); or (b) at least 60% of the projects' employees are LIPs; or (c) at least 60% of the projects' gross income is derived from sales, rentals, services, or other transactions to customers who are LIP
	6. Census tracts with one of the following: (a) poverty rates greater than 25% or (b) if located within a non-Metropolitan Area, median family income that does not exceed 70% of statewide median family income, or, if located within a Metropolitan Area, median family income that does not exceed 70% of the greater of the statewide median family income or the Metropolitan Area median family income; or (c) unemployment rates at least 1.25 times the national average
	7. U.S. Small Business Administration (SBA) designated HUB Zones, to the extent that the QLICIs will support businesses that obtain HUB Zone certification from the SBA
	8. Brownfield sites as defined under 42 U.S.C. 9601(39)
	9. Areas encompassed by a HOPE VI redevelopment plan
	10. Federally designated as Indian Reservations, Off-Reservation Trust Lands or Alaskan Native Village Statistical Areas, or Hawaiian Homelands
	11. Areas designated as distressed by the Appalachian Regional Commission or Delta Regional Authority
	12. Colonias areas as designated by the U.S. Department of Housing and Urban Development
	<ol> <li>Federally Designated medically underserved areas, to the extent that QLICI activities will support health related services*</li> <li>Federally designated Promise Zones, Impacted Coal Counties, base realignment and closure areas, State enterprise zone pro-</li> </ol>
	grams, or other similar state/local programs targeted towards particularly economically distressed communities 15. Counties for which the Federal Emergency Management Agency (FEMA) has (a) issued a "major disaster declaration" and (b) made a determination that such County is eligible for both "individual and public assistance," provided that the initial project investment was
	made within 36 months of the disaster declaration
	16. A census tract identified as a Food Desert, which must either: 1) be census tract determined to be a Food Desert by the U.S. Department of Agriculture (USDA), as identified in USDA's Food Desert Locator Tool; or 2) a census tract that qualifies as a Low
	Department of Agriculture (USDA), as identified in USDA's Food Desert Locator root, of 2) a census tract that qualities as a Low Income Community and has been identified as having low access to a supermarket or grocery store through a methodology that has
	been adopted for use by another government agency, to the extent QLICI activities will increase access to healthy food
	"Below is the Federal designation of this census tract as a "Medically Underserved Area."
	Source: US Dept. of HHS/Health Resources & Services Administration (HRSA):

#### Healthcare Access and Impact On Vulnerable Communities

#### Healthcare Disparity & Access:

Implicit to the methodology of establishing the NMTC qualified census tract as severely distressed because, among other criteria, it is a "medically underserved area (MUA)" is the estimation of Medicaid eligible patients and uninsured patients in the target area. This catchment area is populated with an exceptionally large percentage of residents who are Medicaid eligible.

The Brazoria County Public Health Department has concluded that residents living within the NMTC qualified census tract and surrounding zip codes are consistently reporting higher rates of incidence and prevalence of negative health indicators. The conclusion of their research is that Zip Codes are more important than genetics wherein even short travel distances contribute to large disparities in health. This Project will shorten that distance.

These target community groups were reviewed as to their health characteristics by zip code and other demographics such as race, ethnicity etc. (Please see attached Table 1)

The Health Literacy of these residents will be further developed by this Project. Health Literacy is defined by HHS as "the increased capacity of individuals to obtain and process and understand basic health information and services to make appropriate health care decisions as to prevention and treatment of illness".

Low health literacy is disproportionally affecting the individuals and groups living in the Project service area including the poor, racial and ethnic minorities, senior citizens and new arrival immigrants.

This Project will allow residents a one-stop location where they can address many of their healthcare needs, e.g., poor physical health, poor mental health, no health insurance, diabetes, obesity, high blood pressure, asthma, binge alcohol drinking, smoking, and heart disease.

#### Economic Development Impact:

The Alvin Community Hospital Project will impact the local community in several ways: by creating numerous temporary and permanent jobs, by attracting healthcare firms to establish a presence as lessees in the Project, and by attracting a regular flow of traffic to the facility, and by stimulating competitive and complementary business activity in the facility and the surrounding area.

The QALICB's plan to construct an 8,500 square feet Ambulatory Surgical Center and adjoining Medical Business Office Building for a total of 50,000 square feet in a three-phase project will create numerous temporary and permanent jobs. Over 300 temporary jobs will be created for each of the three construction phases (approximately 5-7 months for each phase). The total direct permanent jobs created is estimated to exceed 30 jobs with minimum requirement of 15 jobs created for the opening of the facility, and a total of 100 jobs will be created by the end of the seven-year NMTC period.

The facility will create opportunities for low-income residents of the surrounding community in several ways. First, the facility will require continuous onsite security, maintenance, customer service, information technology, and housekeeping personnel, which will be filled by newly created local jobs. Second, the **Project** will provide healthcare services to residents within the low-income targeted community census tracts.

The potential ancillary activity anticipated to be generated will range from the daily and weekly traffic of vendors and suppliers for the tenants to the establishment of office footprints for vendors with maintenance and technology-related personnel in proximity to the site. This traffic will, in turn, be an element to stimulate the local retail activity that will ultimately be required to increase the attractiveness of the area for further office and residential development.

The new construction portion of this Project will be LEED-certified, with a minimum of LEED Silver certification, which will be driven by the Digital Realty development and construction team. The facility will be highly efficient, with a priority given to water and energy efficiency, sustainable maintenance and management practices, and the optimization of environmental factors for occupants. Specific actions range from the management of the childed water system to the availability of blke racks and showers to window placement for visual communication and lighting.

The Project will employ the local minority population in a number of positions in both the construction phase as well as the permanent jobs created. During the construction phase, there will be extensive use of skilled and unskilled trades ranging from cleanup crews to electricians to HVAC personnel and plumbers. The permanent jobs will include numerous positions for maintenance, housekeeping, security, and customer service roles, at least five of which will have a 24x7x385 requirement. Furthermore, these positions will provide the opportunity for personnel to movie into related engineering and marketing roles through career development in conjunction with the educational opportunities with local community colleges, such as Houston Community College and ITT Technical Institute.

Because the Project requires a high level of security, the security outside and inside the facility will be very visible, which will be complementary to the City of Alvin and the Projects commitment to improve stability, reduce crime, and change the local perception regarding the overall security of the Alvin area.

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## **Job Creation & Economic Impact**

The Communities within our targeted zip codes / distressed census tract, are a typical inner city urban mix of empty commercial spaces, low-income housing, struggling small businesses and an almost total absence of big box retailers. These are communities where residents have to commute to work and are forced to deal with barriers to many services such as education and healthcare. This Project will prioritize the hiring of full and part time employees from within these communities with the added benefit to the residents of reducing their commuting travel time. These communities are also experiencing a large surge of new arrival immigrants with their own health care needs and the existing health system is being overwhelmed by these new residents.

This Project will create a number of direct jobs (in the aggregate and average after financing) that will be created and maintained through the Project QLICIs. Temporary jobs (e.g., construction) and permanent jobs. These projections include job creation numbers that new construction within the Health Care sector have historically achieved.

#### Data:

Construction Part Time	Skilled - 84	Unskilled - 280
Health Care Part Time	Skilled - 24	Unskilled - 44
Health Care Full Time	Skilled - 24	Unskilled - 8
Ancillary Services Full Time	Skilled - 40	
Real Estate Support	Skilled -0	Unskilled- 8

Total

172 Jobs Created 340 Jobs Created

15

### **Project #4 MPCL Senior Living**

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				CONTRACTOR OF THE OWNER OWNE	
Contraction of the local division of the loc				SIDE ELEVATIO	

JOHN AUDUBON APARTMENTS Houston, Texas Schematic Elevations

DEVELOPMENT GROUP ARGUITECTURE RANNING CONTRACTORY THE COLOR CONTR

MPCL Senior Living

Executive Summary

#### MPCL Senior Living Loan Request Structure

• Borrower: Limited Partnership that will bring Assisted Living and Skilled Nursing to the community.

#### **Owners/Managers**

Dr. Mohammad Baba, MD, President Scham Abdalla Abdul Abdellatif

- Consultants: James Blair Korndorffer (Architect), Timothy Dixon (General Contractor). & Bret Schulte (Attorney). Don McCormick, (Health Systems Consultant),
- Guarantors are the owners of 20% or more of the stock in the following companies and their guaranties are proportional to their investments in the respective companies:
  - **Guarantors to provide primary cash for repay and provide a cash flow analysis to demonstrate the ability to repay loans.** Project Total Cost: \$79,592,407

• Uses per the client – \$72,592,407 - Development and Constru	
	uction Cost
\$ 6,751,939 - Construction Interest	
\$ 143,000 - Construction Fin Fees	
Sources of Payment \$ 67,905,961 - Debt	
\$ 10,627,155 - Equity	
\$ 964,229 - Lease-up Income	

#### Term:

- Interest Reserve: Full 36 months of interest payments suggested
- Rate: 3.5% with a 1.00% floor
- Collateral: 80% LTV & 1<sup>st</sup> line position on DOT located at 1394 St Hwy 3 Res A2 Houston, TX 77059 Corporation Charter 801203996 charters in Texas on 12/11/2009
- Property is 3.9 Acres and 211 spaces paved parking lot and the facility is 7 stories with NRA SF of 151,660
- Appraisal estimates the as is value to be the land made ready for the construction of the new 7 story facility and parking. The completed facility will have real estate value of \$ 85,000,000. The owner equity at that time will be approximately \$ 20,000,000.
- <u>Dr. Mohamed Baba, manager of MPCL</u>, can make the decision to place the property as collateral on the loan.
- PRS (Primary Source of Repayment) Corporate entities named and the 20% owners as personal guarantors.
- 10-year cash flow projection for MPCL will pay back the interest and loan.

#### MPCL Senior Living (MPCL) Narrative

MPCL Project in Houston Texas is in the Southeast corner of Harris county at Hwy 3 and Clear Lake Blvd. Numerous census tracts in the service are within a five-mile radius of the Assisted Living Facility are in an economic distressed Opportunity Zone by the Community Development Financial Institutions Fund (CDFI). The census tracts in the service area that are qualified Low Income are:

48167720800, 48201333902, 48201334001, 48201334002, 48201340100, 48201340500, 48201340900, 48201341100, 48201341201, 48201341301, 48201341302, 48201350400, 48201350500.

This project will address the needs of the zone by building and operating an assisted living supported by a multi-specialty clinic and skilled nursing in which the aims are: (1) better access to care, (2) better health care outcomes and (3) lower professional, hospital, and ancillary costs. The property is in a perfect location for both the tenants and the providers. The facility as designed will serve populations which currently are medically underserved and have Medicare, Medicaid and private funds to cover both facility costs and services. The target population in the service area is more than 100,000 with a growth that will add 2,000 more people in the next few years. MPCL project will benefit the local economy through an increased tax base and more than 35 permanent jobs. The construction will take about 18 months. The hard and soft cost of the completed project could be as much as \$80,000,000. The property will have a net equity value of \$8.000.000 before construction and as much as \$90,000,000 after construction is completed and the facility is financed and operational. This equity will qualify for conventional construction and operational loans. MPCL is a for-profit and will own the facilities. Money from patients for health care goes through the HIPs and MSOs that pay MPCL for use of their facilities and services. MPCL will put up the property for collateral with the Lenders for the construction, equipment, and long-term loans and secondarily with investors for the seed capital and initial operating funds. MPCL will invest its own capital in the project including the purchase at no discount of the Tax Credits allocated to the CDE. The owners of MPCL have operated medical practices, facilities and health plans for over twenty years. The long-term experience of our group is a source of trust to create this Assisted Living System.

Managers of MPCL Dr. Mohammad Baba, MD, President Jeanne Frazier, MBA-HM, Chief Operating Officer

# MPCL Summary of Costs, Loans, and Values

DESCRIPTION		Unit Type:	SF	TIMING					PROPERTY LEVEL RETURNS AND	VALUE - UNLEV	/ERED	Monthly	Annu
nvestment Name		John Audul	on Sr Living	Analysis Period (1- 10 Years)		120 Months		10 Years	Unlevered IRR			8.07%	8.44
Property Type			Apartment	Analysis Start Date		Month 1	1-Jan-22	Jan-2022	Unlevered EMx			1.85X	1.85
USA	HoustonC	GalvestonBrazor	ia, TX CMSA	Growth Begin Month		Month 13	Month 13	Jan-2024	Avg. Free-and-Clear Return (CFO)	)		4.76%	4.79
Address		Clear La	ke City Blvd	Operation Length		8.0 Years		96 Months	Present Value Discounted @ 7.5	0%		N/A	N/
Tity Houston		State	TX	Analysis End Date		Month 120		Dec-2031	Year 4 Stabilized Value @ 5.15%	NOI Cap Rate			81,953,41
County Harris County		Zip Code	77059	Residual End Date		Month 132		Dec-2032					
kcres 3.9		NRA SF	151,660										
arking 211 Spaces	1.4:1000 SF	GBA SF	259,734	Development Length (0-60 Mo.)				24 Months	PROPERTY LEVEL RISK AND RETU	RNS - LEVERED	)	Monthly	Annu
Juildings 1.0	Av	g. # of Stories	7.0	Development Start Date		Month 1	1-Jan-22	Jan-2022	Levered IRR			16.51%	17.44
ear Built 2023	Ye	ear Renovated	NA	Development End Date		Month 24	31-Dec-23	Dec-2023	Levered EMx			3.81X	3.85
				Operations Begin Date		Month 25	1-Jan-24	Jan-2024	Avg. Cash-on-Cash Return (CFAF)	Ē		5.31%	5.37
				Stabilization Date		Month 33	1-Sep-24	Sep-2024	Min. DSCR			1.03X	1.07
				Investment Period		Month 120		10.0 Years	Avg. DSCR			1.20X	1.28
THE STATE	100	internal data		Stabilized Data	8 Months	Year 4			Year 4 DSCR			1.31X	1.31
THE NEW DOCTOR OF THE OWNER OWNE	- TITLITIC		State and						Min Debt Yield			5.76%	2.24
an hay to see see why co	CED HAD CO JAN . C		AU 10	VALUATION ASSUMPTIONS			Apartment Rat	Assumptions	Avg. Debt Yield			6.97%	6.41
THE REAL PROPERTY AND ADDRESS OF	1111 (AND 11 (AND 1			RATES ARE NOT ACCURATE, SET	UP RATE MATRIX		Cap Rate		Year 4 Debt Yield			6.21%	6.21
THE NEW TO LED THE PLATE	COLUMN CLARK			Base Rate			5.00%		DEVELOPMENT RETURN		YOC	MKT CAP	Dev. Sprea
THE REAL PROPERTY AND ADDRESS OF	III IIIIII		and the second	Adjustment			0.00%		Development Yield		5.37%	5.15%	22 bp
and the second s			and the second	Adjusted Rate			5.00%		Development Cost (Net of Lease-	up Income)		% of Cost	78,533,11
	THE PARTY OF	A CONTRACTOR OF STREET		Ann. Chg. Cap Rate			5.0 bps		Stabilized Value			104.36%	81,953,48
									PARTNERSHIP LEVEL RETURNS - L	EVERED	Annual	Sponsor	LP Investo
									Levered IRR			29.41%	15.22
NCLUDE MODULES?									Levered EMx			9.24X	3.25
ORI Module		FALSE	No						Contributions			1,127,668	10,149,008
MF Module		TRUE	Yes						Distributions			10,419,620	33,012,478
Permanent Financing Module		TRUE	Yes						Net Profit			9,291,953	22,863,47
Development Module		TRUE	Yes		NOI vs.	CFO							
Residual Land Value Analysis I	Module	FALSE	No										
Ground Lease Valuation Mod	ule	FALSE	No	6,000,000									
Double Promote (Investors in	Sponsor)	FALSE	No	5,000,000		-	_						
				4,000,000									
				3.000.000									
NAVIGATION				2,000,000									
										INF	TIAL INVESTMENT		
VIF Tabs		TRUE	Show	1,000,000					SOURCES /Unit	AMOUNT	USES	/Unit	AMOUN
Development Tabs		TRUE	Show	· · · · · · · · · · · · · · · · · · ·						67,905,961	Dev. Cost	394,524	72,592,40
Report Tabs		TRUE	Show	test test test	3 1 5	1 <sup>6</sup>	1 18 1	4.		10,627,155	Const. Interest	36,750	6,761,93
Calculation Tabs		FALSE	Hide	102 102 102	100 100	100 100	100 100	100	Lease-up Income 5,240	964,229	Const. Fin. Fees	777	143,00
Rate Matrix Setup		FALSE	Hide						Total Sources 432.051	79.497.345	Total Uses	432.051	79,497,349

Confidential

7/23/2021



Confidential

7/23/2021

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	Apartment					Trended										Total Units:	184
Year Year Endior	YE Actual Dec-2019	YE Actual Dec-2020	YE Actual Dec-2021	Year 4 Analysis CAGR		Stabilized	Year 1 Dec-2022	Year 2 Dec-2023	Year 3 Dec-2024	Year 4 Dec-2025	Year 5 Dec-2026	Year 6 Dec-2027	Year 7 Dec-2028	Year 8 Dec-2029	Year 9 Dec-2030	Year 10 Dec-2031	Reside Year =
Physical Occupancy	100%	100%	100%	Pillugaa Chait	2	100%	0%	0%	77%	100%	100%	100%	100%	100%	100%	100%	1001 -
Economic Occupancy	100%	100%	100%			93%	0%	0%	66%	94%	94%	54%	34%	54%	94%	94%	-
Utility Expense Recovery %	0%	0%	0%			59%	0%	0%	51%	59%	59%	59%	59%	59%	59%	59%	5
Rental Revenue				/Unit/Mo CAGR	<u>/SE</u>	1010000000			Martinessonal	press nessage	courses and a later	Sector Common	WINDOWS CONTROL	March Color Containing	Statistics with the s	branner manner	100011-00000
Gross Potential Rent				4,265 3.0%	5.17	9,416,845			8,889,478	9,416,845	9,699,351	9,990,331	10,290,041	10,598,743	10,916,705	11,244,206	11,581,53
Concessions				37	0.04	81,253	*		740,790	77		1.0		-	•		
Downtime Vacancy / Loss-to-Market		·		<u>47</u>	0.06	103,128	<u> </u>	<u> </u>	1,969,612	103,128	106,222	109,408	112,690	116,071	119,553	123,140	126,8
Total Rental Revenue	\$0	\$0	\$0	4,181 3.2%	5.07	9,232,464		(C)	6,179,076	9,313,718	9,593,129	9,880,923	10,177,351	10,482,671	10,797,152	11,121,066	11,454,69
Other Income				/Unit/Me CAGR	% Fixed												
Utility Reimbursement (RUBS)				60 2.0%	0%	132,480			106,620	140,589	143,401	146,269	149,194	152,178	155,221	158,326	161,49
Parking Income	1.00			7 2.0%	0%	15,000			12,072	15,918	16,236	16,561	16,892	17,230	17,575	17,926	18,21
Storage Income Other Income				0 2.0%	0%	3	S			1	2						
Total Other Income	\$0	\$0	50	<u>0</u> 2.0% 67 3.0%	0%	147.480	1.51		118,692	156,507	159,637	162.830	166.086	169,408	172,796	176,252	179,7
Total Potential Gross Income	50	\$0 \$0	\$0 \$0	/Unit/Mp		9,379,944			6,297,768	9,470,225	9,752,766	10,043,753	10,343,437	10,652,080	10,969,948	11,297,318	11,634,47
General Vacancy	20	<b>\$0</b>	30	212 5.0%	% Vacant	468,997			314,888	473,511	487,638	502,188	517,172	532,604	548,497	564,866	581.77
Effective Gross Income	\$0	\$0	\$0	4.036 3.1%	4.90	8,910,947	100		5,982,880	8,996,714	9,265,128	9,541,565	9,826,265	10,119,476	10,421,450	10,732,452	11,052,75
Effective Gross Income	50	50	50	4,036 3.1%	4.90	8,910,947		. •	5,982,880	8,996,714	9,265,128	9,541,565	9,826,265	10,119,476	10,421,450	10,732,452	11,052,75
Operating Expenses				Unit CAGR	% Fixed												
Payroll				7,880 2.0%	75%	1,450,000			1,423,176	1,538,752	1,569,527	1,600,917	1,632,936	1,665,594	1,698,906	1,732,884	1,767,54
Advertising & Marketing		-		334 2.0%	250%	61,500			85,718	65,264	66,570	67,901	69,259	70,644	72,057	73,498	74,96
General & Administrative				381 2.0%	75%	70,107			68,810	74,398	75,886	77,404	78,952	80,531	82,142	83,784	85,46
Utilities	۲	-		1,228 2.0%	50%	226,000			208,508	239,833	244,630	249,522	254,513	259,603	264,795	270,091	275,49
Repairs & Maintenance		-		992 2.0%	75%	182,500	(A)		179,124	193,670	197,544	201,495	205,525	209,635	213,828	218,104	222,46
Service Contracts	*			163 2.0%	100%	30,000			31,212	31,836	32,473	33,122	33,785	34,461	35,150	35,853	36,57
Management Fee	-	-		2,636 3.0%	% of EGI	485,000		-	179,486	269,901	277,954	286,247	294,788	303,584	312,644	321,974	331,58
Make Ready		*		329 2.0%		60,531	(*)		19,781	60,531	61,742	62,977	64,236	65,521	66,831	68,168	69,63
Taxes		-		10,759 2.0%	100%	1,979,705		18	2,059,685	2,100,878	2,142,896	2,185,754	2,229,469	2,274,058	2,319,539	2,365,930	2,413,24
Insurance				788 2.0%	100%	145,000			150,858	153,875	156,953	160,092	163,294	166,559	169,891	173,288	176.7
Total Operating Expenses	\$0	\$0	\$0	25,491 2.2%		4,690,343			4,406,358	4,728,940	4,826,173	4,925,431	5,026,755	5,130,191	5,235,782	5,343,575	5,453,61
Net Operating Income	\$0	\$0	\$0	47.4% 4.2%		4,220,604	8		1,576,521	4,267,774	4,438,955	4,616,135	4,799,510	4,989,285	5,185,668	5,388,877	5,599,13
Capital Expenditures				NOI CAGR													
Other CapEx	(			0.2% 2.0%		10,000			10,404	10,612	10,824	11,041	11,262	11,487	11,717	11,951	12,19
Capital Reserve	-			1.1% 2.0%		46,000		-	47,858	48,816	49,792	50,788	51,803	52,840	53,896	54,974	56,0
Total Capital Expenditures	\$0	\$0	\$0	1.3%		56,000			58,262	59,428	60,616	61,829	63,065	64,326	65,613	66,925	68,20
Total Expenses	\$0	\$0	\$0	EGI CAGR		4,746,343		6	4,464,621	4,788,367	4,886,789	4,987,259	5,089,820	5,194,517	5,301,395	5,410,500	5,521,81
Cash Flow from Operations	\$0	50	\$0	45.7% 4.2%	1	4.164.604			1.518.259	4.208.346	4.378.339	4.554.306	4,736,445	4,924,958	5.120.055	5.321.952	5,530,83

7/23/2021

#### JOHN AUDUBON SR LIVING

### MULTIFAMILY UNIT MIX

ASS	SUMPT	IONS							-								Apa rtment
		U	nit Types:	7	Date of RR: 1	-Jan -20							LeasedUnits	69	37.5%		
			Unit.::	184						2 35	Rent / SF APT		Vacant Units Tota I Units	ill 184	100.0%		
UNI	TMIX									2.00			Total Office	101	100.070		GROW
							Units Leased	Vacan t						Roll to	M arket		Mkt. Rent
	Unit			Unit Siz.e		%of	as of Month	Units as.of	Occ . as o	f Leas.e-Up Pa	ace 1st Gen. Rent	1st Gen. Rent	Roll to	market	Ren t	Market Rent	Growt h
•	Type		Bat hs	(SF	Tot al Units	Tota 1	25	Month 25	Month 25	Units/ Mo	/ Unit / Mo.	/ SF/ Mo.	mar ket	month	/Unit/ MO.	/ SF/ Mo.	Method
		0f®	f i	824	184		69	11.5	37.5%	15 per month	4,165	5.05			4,020	4.88	
	Al	1.0	1.0	650	24	13.0%	8	16	33.3%	2.09	1,528	2.35	In Month		1,528	2.35	Inc.%/Yr.
	A2	2.0	2.0	1,360	56	30.4%	20	36	35.7%	4.70	3,196	2.35	Yes		3,196	2.35	1nc. %/Yr.
	A3	3.0	2.0	1,470	12	6.5%	5	7	41.7%	0.91	3,455	2.35	Yes		3,455	2.35	tnc.%/Yr.
4	ALFI	2.0	1.0	710	30	16.3 %	10	20	33.3%	2.61	5,700	8.03	Yes		5,700	8.03	Inc. %/Yr.
5	ALFE	2.0	1.0	355	28	15.2 %	10	18	35.7%	2.35	4,300	12.11	Yes		4,300	12.11	1nc. %/Yr.
6	MC	2.0	1.0	340	16	8.7%	12		75.0%	0.52	6,100	17.94	Yes		6.100	17.94	tnc.%/Yr.
7	SNF	2.0	1.0	310	18	9.8%	4	14	22.2%	1.83	5.200	16.77	Yes		5,200	16.77	Inc.% /Yr.

RISK, RETURN, AND VALUATION	ANNUAL											Net Rer	ntable Area (SF)	151,660
Yea		Stabilized	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Reversio
Year Endin		Year = 4	Dec-2021	Dec-2022	Dec-2023	Dec-2024	Dec-2025	Dec-2026	Dec-2027	Dec-2028	Dec-2029	Dec-2030	Dec-2031	Year = 1
NOI Cap Rate	5.0 bps	5.1.5%		5.00%	5.05%	5.10%	5.15%	5.20%	5,25%	5.30%	5.35%	5.40%	5.45%	5.50
Gross Property Value - Ground Lease Value		81,953,484		-		30,912,184	82,869,392	85,364,520	87,926,378	90,556,797	93,257,659	96,030,893	98,878,484	101,802,464
Net Property Value		81,953,484				30,912,184	82,869,392	85,364,520	87,926,378	90,556,797	93,257,659	96,030,893	98,878,484	101,802,464
Net Operating Income - Capital Expenditures		4,220,604 (56,000)		-		1,576,521 (58,262)	4,267,774 (59,428)	4,438,955 (60,616)	4,616,135 (61,829)	4,799,510 (63,065)	4,989,285 (64,326)	5,185,668 (65,613)	5,388,877 (66,925)	5,599,136 (68,264
Cash Flow from Operations		4,164,604			-	1,518,259	4,208,346	4,378,339	4,554,306	4,736,445	4,924,958	5,120,055	5,321,952	5,530,872
- Ground Lease Payment						-	-		-	-	-		-	
Total Investment Costs (w/o C	onst. Interest)		-	(37,180,203)	(35,412,203)	-	-			-				
Gross Reversion Value			-			-	-	-	-	-	-	-	101,802,464	
Selling Costs @ Reversion	2.0%						š .						(2,036,049)	
Unlevered Cash Flow			-	(37,180,203)	(35,412,203)	1,518,259	4,208,346	4,378,339	4,554,306	4,736,445	4,924,958	5,120,055	105,088,367	
Unlevered IRR (Annual)		8.44%												
Unlevered EMx (Annual)		1.85X												
Free-and-Clear Return (CFO) Present Value	Discount Rate 7.5%			0.00%	0.00%	2.09%	5.80%	6.03%	6.27%	6.52%	6.78%	7.05%	7.33%	
Cash Flow from Operations				-		1,518,259	4,208,346	4,378,339	4,554,306	4,736,445	4,924,958	5,120,055	5,321,952	
- Ground Lease Payment						-	-		(*)	-		-		
- Debt Service						(804,685)	(3,218,741)	(3,474,507)	(4,241,804)	(4,241,804)	(4,241,804)	(4,241,804)	(4,241,804)	
Cash Flow After Financing	Year = 4		vlin.	-	-	713,574	989,605	903,832	312,502	494,641	683,154	878,251	1,080,148	
DSCR (CFO)	1.31X	1.28X 1	.07X	N/A	N/A	1.89X	1.31X	1.26X	1.07X	1.12X	1.16X	1.21X	1.25X	
Debt Yield (CFO)	6.21%	6.41% 2	2.24%	N/A	N/A	2.2%	6.2%	6.5%	6.7%	7.0%	7.3%	7.6%	7.9%	
Total Investment Costs (w/Cor	st. Interest}		-	(37,627,425)	(38,835,186)	(3,034,734)						-		
Gross Reversion Value	Cost %												101,802,464	
Selling Costs @ Reversion	2.0%		-		-			-		-			(2,036,049)	
Construction Financing (Draws	+ Op. Shortfall 8	Int. Reserve)	-	27,000,270	38,835,186	2,492,270	-	-	-	-		-	-	
Construction Financing Payoff			-		-	(67,905,961)	-	-	-	-		-	-	
Permanent Financing Funding			-	-	-	67,762,961	-	-	1.00		-	-	-	
Permanent Financing Fees			1.00	-		(677,630)	-	-	-	-		-	-	
Permanent Financing Payoff			-	-	-	-	-	-	14		-	-	(61,676,451)	
Levered Cash Flow Levered IRR (Annual)		17.44%	-	(10,627,155)	0	(649,521)	989,605	903,832	312,502	494,641	683,154	878,251	39,170,112	
Levered EMx (Annual)		3.85X												
		5.37%		0.00%	0.00%	6.33%	8.78%	8.02%	2.77%	4.39%	6.06%	7.79%	9.58%	

Confidential

7/23/2021

PARTNERSHIP LEVEL CASH FLOW													John Audul	oon Sr Livin
PARTNERSHIP LEVEL RETURNS - EQUITY WATER	FALL ASSUMPTIC	ONS											Net Rentable A	rea: 151,660 §
Promote Structure Method Return of Capital		IRR Pari Passu												
Equity Contributions	%	Amount												
Sponsor	10.0%	1,127,668							Error Check: C	ж				
LP Investors	90.0%	10,149,008							Profit Dist.: 3	2.155MM				
Total Equity	Annual	11,276,676							Net BTCF: 3					
					1	-		,	Her bron b	Lizoonnin				
						Distributio								
Promote Structure (IRR Hurdles)				Promote Structure Incentiv	e Breakdown	Sponsor %	LP %	Notes						
Hurdle 1 (Preferred Return)			Up to 8.0% IRR to LP	Sponsor Promote		10.0%	90.0%	Pref prorata to LP,						
Hurdle 2			up to 12.0% IRR to LP	30.0%	1	37.0%	63.0%	Prorata to LP/Spo						
Hurdle 3			up to 15.0% IRR to LP	30.0%		37.0%	63.0%	63.0%/37.0% to 1.						
Hurdle 4		> 15.0% IRR to LP		30.0%	1	37,0%	63.0%	63.0%/37.0% to 1.	5.0%, Then 63.0	%/37.0% therea	after			
Monthly Hurdle Rate Calculation Method		XIRR()												
Sponsor Fees	%	Calculated on	Fee Amount	Frequency										
Sponsor Asset Mgmt Fee (Monthly)	0.0%	6,282,927	-	Monthly										
Sponsor Acquisition Fee	0.0%	79,497,345	1	Once at Analysis Start										
Sponsor Disposition Fee	0.0%	101,802,464	3	Once at Analysis End										
PARTNERSHIP LEVEL RETURNS ANNUAL - EQUIT	A LE ATTRE ALL													
IT IS RECOMMENDED TO USE MONTHLY CASH F		ELODMENT MODULE	E ACTIVATED											
Summary of Investor Level Returns	LOW WITCH DEV	LEOPMENT MODULE	DACITVATED	Year 0	Year1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year S	Year 9	Year
Limited Partner (LP) Returns				Tearo	Tearr	1601.2	rear.	Ical 4	Tears	Tear o	TCOL 7	Teal 5	Tear 5	rear.
Preferred Return		8,585,178												
Return of Capital		10,149,008												
Excess Cash Flow		14,178,291												
Total LP Distributions		33,012,478			227	0		890,645	813,449	281,252	445,177	614,839	790,426	29,176,69
Total LP Contributions		10,149,008			9,564,440	U	584,568		013,443	201,252		014,053	7 30,428	23,170,03
Total LP Profit		22,863,470			5,504,440	-	534,503							
LP IRR		15.22%			(9,564,440)	0	(584,568	890,645	813,449	281,252	445,177	614,839	790,426	29,176,69
LP Equity Multiple		3.25x			(3,304,440)	0	1204,200	030,045	015,445	201,252	443,177	014,033	750,420	23,170,03
		3.234												
Sponsor Returns		100000000000000000000000000000000000000												
Preferred Return		965,020												
Return of Capital		1,127,668												
Excess Cash Flow		1,575,366												
Promote		6,751,567				23								
Total Sponsor Distributions		10,419,620		•	000 100 1000 1000	0		98,961	90,383	31,250	49,464	68,315	87,825	9,993,42
Total Sponsor Contributions		1,127,658		-	1,052,715	-	64,952	-	-		1	-		
Total Sponsor Profit		9,291,953												
		29.41%					(64,952	98,961	90,383	31,250	49,464	68,315	87,825	9,993,42
Sponsor IRR Sponsor Equity Multiple		9.24x		-	(1,062,716)	0	104,952	1 99'301	90,383	31,250	49,404	05,315	37,325	3,333,44

# **Building Drawings**



SIDE ELEVATION

JOHN AUDUBON APARTMENTS HOUSTON, TEXAS SCHEMATIC ELEVATIONS



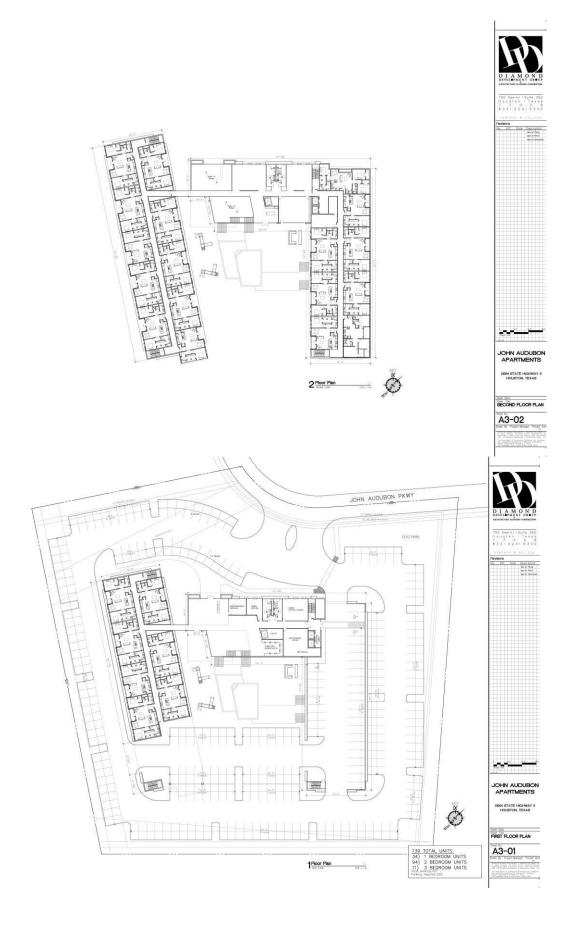


JOHN AUDUBON APARTMENTS HOUSTON, TEXAS SCHEMATIC SITE PLAN



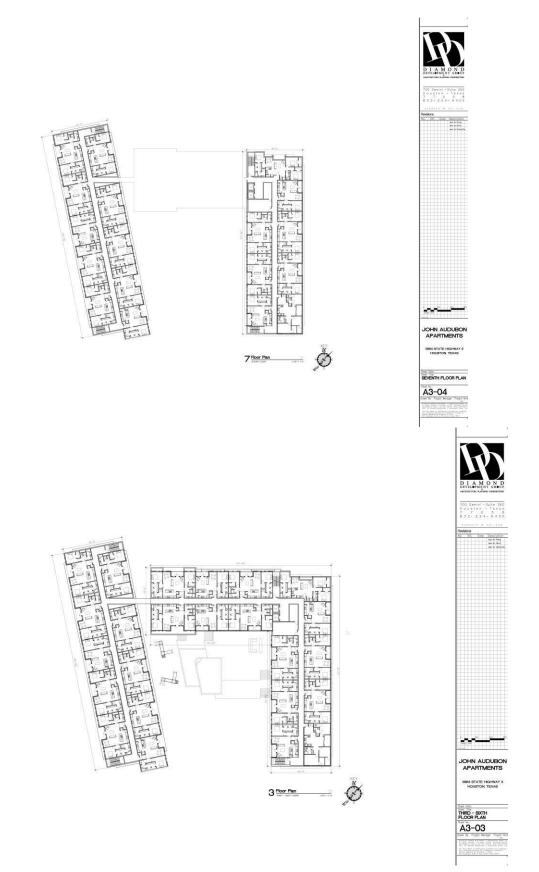






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# Low Income Census Tracts



## **Demographics**

This census tract is designated "severely distressed" because it meets three (3) of the items six (6) through sixteen (16) in the CDFI Fund's regulatory guidance (highlighted):

1. Census tracts with poverty rates greater than 30 percent 2. Census tracts that (a) if located within a non-Metropolitan Area, have a median family income that does not exceed 60 percent of statewide median family income; or (b) if located within a Metropolitan Area, have a median family income that does not exceed 60 percent of the greater of statewide median family income of the Metropolitan Are median family income 3. Census tracts with unemployment rates at least 1.5 times the national average (8.3% for 2011-2015 ACS Survey, 7.9% for 2006-2010 ACS Survey)

4. Census tracts that are located in counties not contained within a Metropolitan Statistical Area (MSA) (i.e., non-metropolitan counties), as defined pursuant to 44 U.S.C. 3504(e) and 31 U.S.C. 104(d) and Executive order 10253 (3 C.F.R. Part 1949-1953 Comp., p.758), as

as defined plasming by General and State (Constantial and State)) and the state (Constantial and State (Constantial and State)) and the state (Constantial and State) and State) and State (Constantian and State) and State) and State

6. Census tracts with one of the following: (a) poverty rates greater than 25% or (b) if located within a non-Metropolitan Area, median family income that does not exceed 70% of statewide median family income, or, if located within a Metropolitan Area, median family income that does not exceed 70% of the greater of the statewide median family income or the Metropolitan Area median family income; or (c) unemployment rates at least 1.25 times the national average 7. U.S. Small Business Administration (SBA) designated HUB Zones, to the extent that the QLICIs will support businesses that obtain

HUB Zone certification from the SBA

8. Brownfield sites as defined under 42 U.S.C. 9601(39)

 Areas encompassed by a HOPE VI redevelopment plan
 Federally designated as Indian Reservations, Off-Reservation Trust Lands or Alaskan Native Village Statistical Areas, or Hawaiian Homelands

11. Areas designated as distressed by the Appalachian Regional Commission or Delta Regional Authority

Colonias areas as designated by the U.S. Department of Housing and Urban Development

## **Healthcare Access and** Impact On Vulnerable Communities

#### Healthcare Disparity & Access:

Implicit to the methodology of establishing the NMTC qualified census tract as severely distressed because, among other criteria, it is a "medically underserved area (MUA)" is the estimation of Medicaid eligible patients and uninsured patients in the target area. This catchment area is populated with an exceptionally large percentage of residents who are Medicaid eligible.

The Brazoria County Public Health Department has concluded that residents living within the NMTC qualified census tract and surrounding zip codes are consistently reporting higher rates of inclusion a county i which read to explain the trans concluded that respects the ring within the INN IC qualified census tract and surrounding zip codes are consistently reporting higher rates of incidence and prevalence of negative health indicators. The conclusion of their research is that Zip Codes are more important than genetics wherein even short travel distances contribute to large disparities in health. This Project will shorten that distance.

target community groups were reviewed as to their health characteristics by zip code and other demographics such as race, ethnicity etc. (Please see attached Table 1)

The Health Literacy of these residents will be further developed by this Project. Health Literacy is defined by HHS as "the increased capacity of individuals to obtain and process and understand basic health information and services to make appropriate health care decisions as to prevention and treatment of illness".

Low health literacy is disproportionally affecting the individuals and groups living in the Project service area including the poor, racial and ethnic minorities, senior citizens and new arrival immigrants.

This Project will allow residents a one-stop location where they can address many of their healthcare needs, e.g., poor physical health, poor mental health, no health insurance, diabetes, obesity, high blood pressure, asthma, binge alcohol drinking, smoking, and heart disease

#### Economic Development Impact:

The Alvin Community Hospital Project will impact the local community in several ways: by creating numerous temporary and permanent jobs, by attracting healthcare firms to establish a presence as lessees in the Project, and by attracting a regular flow of traffic to the facility, and by stimulating competitive and complementary business activity in the facility and the surrounding area.

The QALICB's plan to construct an 8,500 square feet Ambulatory Surgical Center and adjoining Medical Business Office Building for a total of 50,000 square feet in a three-phase project will create numerous temporary and permanent jobs. Over 300 temporary jobs will be created for each of the three construction phases (approximately 5-7 months for each phase). The total direct permanent jobs created is estimated to exceed 30 jobs with minimum requirement of 15 jobs created for the opening of the facility, and a total of 100 jobs will be created by the end of the seven-year NMTC received.

The facility will create opportunities for low-income residents of the surrounding community in several ways. First, the facility will require continuous onsite security, maintenance, customer service, information technology, and housekeeping personnel, which will be filled by newly created local jobs. Second, the **Project** will provide healthcare services to residents within the low-income targeted community census tracts

The potential ancillary activity anticipated to be generated will range from the daily and weekly traffic of vendors and suppliers for the tenants to the establishment of office footprints for vendors with maintenance and technology-related personnel in proximity to the site. This traffic will, in turn, be an element to stimulate the local retail activity that will ultimately be required to increase the attractiveness of the area for further office and residential development.

The new construction portion of this Project will be LEED-certified, with a minimum of LEED Silver certification, which will be driven by the Digital Realty development and construction team. The facility will be highly efficient, with a priority given to water and energy efficiency, sustainable maintenance and management practices, and the optimization of environmental factors for occupants. Specific actions range from the management of the chilled water system to the availability of bike racks and showers to window placement for visual communication and lighting.

The Project will employ the local minority population in a number of positions in both the construction phase as well as the permanent jobs created. During the construction phase, there will be extensive use of skilled and unskilled trades ranging from cleanup crews to electricians to HVAC personnel and plumbers. The permanent jobs will include numerous positions for maintenance, housekeeping, security, and customer service roles, at least five of which will have a 24x7x365 requirement. Furthermore, these positions will provide the opportunity for personnel to move into related engineering and marketing roles through career development in conjunction with the educational opportunities with local community colleges, such as Houston Community College and ITT Technical Institute.

Because the Project requires a high level of security, the security outside and inside the facility will be very visible, which will be complementary to the City of Alvin and the Projects commitment to improve stability, reduce crime, and change the local perception regarding the overall security of the Alvin area.

# **Job Creation & Economic Impact**

The Communities within our targeted zip codes / distressed census tract, are a typical inner city urban mix of empty commercial spaces, low-income housing, struggling small businesses and an almost total absence of big box retailers. These are communities where residents have to commute to work and are forced to deal with barriers to many services such as education and healthcare. This Project will prioritize the hiring of full and part time employees from within these communities with the added benefit to the residents of reducing their commuting travel time. These communities are also experiencing a large surge of new arrival immigrants with their own health care needs and the existing health system is being overwhelmed by these new residents.

This Project will create a number of direct jobs (in the aggregate and average after financing) that will be created and maintained through the Project QLICIs. Temporary jobs (e.g., construction) and permanent jobs. These projections include job creation numbers that new construction within the Health Care sector have historically achieved.

### Data:

	476 1 1 6 1 1	
Real Estate Support	Skilled -0	Unskilled- 8
Ancillary Services Full Time	Skilled - 40	
Health Care Full Time	Skilled - 24	Unskilled - 8
Health Care Part Time	Skilled - 24	Unskilled - 44
Construction Part Time	Skilled - 84	Unskilled - 280

Total

172 Jobs Created 340 Jobs Created