



# Downtown San Diego Clean & Safe Board Trash Truck Options

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## Trash Truck Options

- Purchase
- Lease
- Finance

# Trash Truck Options - Draco vs. Trans-West

## Total Payment

	Draco		Trans-West		Variance
	8 yard	6 yard	8 yard	6 yard	
Purchase	\$98,623.73	\$92,996.56	\$102,880.78	\$98,492.96	\$201,373.74
Lease	\$120,470.52	\$114,816.20	\$121,484.67	\$116,559.63	\$238,044.30
<b>Finance (\$10k down)*</b>	<b>\$115,762.02</b>	<b>\$109,200.38</b>	<b>\$125,547.75</b>	<b>\$120,996.96</b>	<b>\$246,544.71</b>
		<b>Total</b>			<b>Total</b>
		\$191,620.29		\$235,286.71	\$201,373.74
		\$235,286.71		\$224,962.40	\$238,044.30
		\$224,962.40		\$246,544.71	\$246,544.71

## Monthly Payment

	Draco		Trans-West		Variance
	8 yard	6 yard	8 yard	6 yard	
Lease*	\$1,596.91	\$1,521.96	\$1,706.81	\$1,630.48	-\$218.42
Finance (\$10k down)	\$1,762.70	\$1,653.34	\$1,925.80	\$1,849.90	-\$359.66
		<b>Total</b>		<b>Total</b>	
		\$3,118.87		\$3,337.29	-\$218.42
		\$3,416.04		\$3,775.70	-\$359.66

\* Residual Value: Draco 25% vs Trans-West 20%

**Staff Recommendation: Finance both trash trucks from Draco with \$10,000 down per truck**

# Draco Breakdown

Truck Model	ISUZU NRR	ISUZU NPR
Compactor Model	New Way	New Way
	8 year	6 year
	ISUZU NRR	ISUZU NPR
	New Way	New Way
	(5 year power train warranty)	(2 year hydrolic and cylinder warranty)

Purchase			
	8 year	6 year	Total
Isuzu Truck	\$60,823.00	\$55,547.00	\$116,370.00
Compactor	\$40,318.85	\$39,543.23	\$79,862.08
Discounts	-\$10,376.96	-\$9,216.24	-\$19,593.20
Taxes and Fees	\$7,858.84	\$7,122.57	\$14,981.41
<b>Total Cost</b>	<b>\$98,623.73</b>	<b>\$92,996.56</b>	<b>\$191,620.29</b>

Lease			
	8 year	6 year	Total
Down Payment	\$0.00	\$0.00	\$0.00
Interest Rate	4.74%	4.74%	
Monthly Payment	\$1,596.91	\$1,521.96	\$3,118.87
60 Monthly Payments	\$95,814.58	\$91,317.46	\$187,132.03
Residual Value	\$24,655.94	\$23,498.74	\$190,250.90
<b>Total Cost</b>	<b>\$120,470.52</b>	<b>\$114,816.20</b>	<b>\$235,286.71</b>

No maximum mileage  
Monthly Payment includes 8% sales tax

Finance			
	8 year	6 year	Total
Down Payment	\$10,000.00	\$10,000.00	\$20,000.00
Interest Rate	4.16%	4.06%	
Monthly Payment	\$1,762.70	\$1,653.34	\$3,416.04
60 Monthly Payments	\$105,762.02	\$99,200.38	\$204,962.40
<b>Total Cost</b>	<b>\$115,762.02</b>	<b>\$109,200.38</b>	<b>\$224,962.40</b>

Monthly Payment includes 8% sales tax

Finance			
	8 year	6 year	Total
Down Payment	\$20,000.00	\$20,000.00	\$40,000.00
Interest Rate	3.97%	3.84%	
Monthly Payment	\$1,555.65	\$1,446.27	\$3,001.92
60 Monthly Payments	\$93,339.22	\$86,776.27	\$180,115.49
<b>Total Cost</b>	<b>\$113,339.22</b>	<b>\$106,776.27</b>	<b>\$220,115.49</b>

Monthly Payment includes 8% sales tax

Total Cost Comparison			
	8 year	6 year	Total
Purchase	\$98,623.73	\$92,996.56	\$191,620.29
Lease	\$120,470.52	\$114,816.20	\$235,286.71
Finance (\$10k down)	\$115,762.02	\$109,200.38	\$224,962.40
Finance (\$20k down)	\$113,339.22	\$106,776.27	\$220,115.49
<b>Variance</b>			
Lease vs. Purchase	\$43,666.42		
Lease vs. Finance (\$10k down)	\$10,324.31		
Lease vs. Finance (\$20k down)	\$15,171.22		
Finance (\$10k down) vs. Purchase	\$33,342.11		
Finance (\$20k down) vs. Purchase	\$28,495.20		

Monthly Payment Comparison			
	8 year	6 year	Total
Lease	\$1,596.91	\$1,521.96	\$3,118.87
Finance (\$10k down)	\$1,762.70	\$1,653.34	\$3,416.04
Finance (\$20k down)	\$1,555.65	\$1,446.27	\$3,001.92
<b>Variance</b>			
Lease vs. Finance (\$10k down)	-\$297.17		
Lease vs. Finance (\$20k down)	\$116.95		
Finance (\$10k down) vs. Finance (\$20k down)	\$414.12		

# Trans-West Breakdown

Truck Model	8 yard	6 yard	
Isuzu NRR	Isuzu NRR	Isuzu NPR	(3 year body warranty)
Compactor Model	New Way	New Way	(1 year hydraulic, 2 year cylinder warranty)

	8 yard	6 yard	Total
<b>Purchase</b>			
Isuzu Truck	\$48,938.00	\$48,938.00	\$97,876.00
Compactor	\$47,238.00	\$43,209.00	\$90,447.00
Discounts	-\$2,250.00	-\$2,250.00	-\$4,500.00
Taxes and Fees	\$8,954.78	\$8,595.96	\$17,550.74
<b>Total Cost</b>	<b>\$102,880.78</b>	<b>\$98,492.96</b>	<b>\$201,373.74</b>

	8 yard	6 yard	Total
<b>Lease</b>			
Down Payment	\$0.00	\$0.00	\$0.00
Interest Rate	9.67%	9.67%	
Monthly Payment	\$1,853.70	\$1,770.80	\$3,624.50
60 Monthly Payments	\$111,222.08	\$106,248.18	\$217,470.26
Residual Value (10%)	\$9,793.15	\$9,365.50	\$221,094.76
<b>Total Cost</b>	<b>\$121,015.23</b>	<b>\$115,613.68</b>	<b>\$236,628.91</b>

No maximum mileage  
Monthly Payment includes 8% sales tax

	8 yard	6 yard	Total
<b>Lease</b>			
Down Payment	\$0.00	\$0.00	\$0.00
Interest Rate	9.10%	9.24%	
Monthly Payment	\$1,706.81	\$1,630.48	\$3,337.28
60 Monthly Payments	\$102,408.37	\$97,828.63	\$200,236.99
Residual Value (20%)	\$19,076.30	\$18,731.00	\$37,807.30
<b>Total Cost</b>	<b>\$121,484.67</b>	<b>\$116,559.63</b>	<b>\$238,044.29</b>

No maximum mileage  
Monthly Payment includes 8% sales tax

	8 yard	6 yard	Total
<b>Finance</b>			
Down Payment	\$10,000.00	\$10,000.00	\$20,000.00
Interest Rate	4.99%	4.81%	
Monthly Payment	\$1,925.80	\$1,849.90	\$3,775.70
60 Monthly Payments	\$115,547.75	\$110,993.96	\$226,541.71
<b>Total Cost</b>	<b>\$125,547.75</b>	<b>\$120,993.96</b>	<b>\$246,541.71</b>

Monthly Payment includes 8% sales tax

Total Cost Comparison			
	8 yard	6 yard	Total
Purchase	\$102,880.78	\$98,492.96	\$201,373.74
Lease (10% Residual)	\$121,015.23	\$115,613.68	\$236,628.91
Lease (20% Residual)	\$121,484.67	\$116,559.63	\$238,044.30
Finance (\$10k down)	\$125,547.75	\$120,996.96	\$246,544.71
<b>Variance</b>			
Lease (10% Residual) vs. Purchase			\$35,255.17
Lease (20% Residual) vs. Purchase			\$36,670.56
Lease (10% Residual) vs. Finance			-\$9,915.80
Lease (20% Residual) vs. Finance			-\$8,500.41
Finance vs. Purchase			\$45,170.97

Monthly Payment Comparison			
	8 yard	6 yard	Total
Lease (10% Residual)	\$1,853.70	\$1,770.80	\$3,624.50
Lease (20% Residual)	\$1,706.81	\$1,630.48	\$3,337.28
Finance	\$1,925.80	\$1,849.90	\$3,775.70
<b>Variance</b>			
Lease (10% Residual) vs. Lease (20% Residual)			\$287.22
Lease (10% Residual) vs. Finance			-\$151.19
Lease (20% Residual) vs. Finance			-\$438.41



# DRACO ISUZU TRUCK CENTER

PAUL HOWARD | 619-287-7300 | PAUL\_DRACO@SBCGLOBAL.NET

Byrd

2016 Isuzu NRR DSL REG AT (NU254) 132.5" WB WHITE CAB IBT AIR PWL

## Quote Worksheet

	<b>MSRP</b>
Base Price	\$58,168.00
Dest Charge	\$1,125.00
Adjustments	\$0.00
Total Options	\$1,530.00
<b>Subtotal</b>	<b>\$60,823.00</b>
New Way Diamondback 8 Yd Rear Packer Ruckstell # 02411	\$41,518.85
Freight-Builder to San Diego	\$500.00
5 Year / 200,000 Miles Extended Power Train Warranty	\$300.00
2 Year / 60,000 Miles Covered Maintenance Program	\$0.00
New Owner--DISCOUNT	(\$1,000.00)
Draco Isuzu Truck Center--DISCOUNT	(\$1,000.00)
<b>Subtotal Pre-Tax Adjustments</b>	<b>\$40,318.85</b>
Less Customer Discount	(\$10,376.96)
<b>Subtotal Discount</b>	<b>(\$10,376.96)</b>
Trade-In	\$0.00
<b>Subtotal Trade-In</b>	<b>\$0.00</b>
<b>Taxable Price</b>	<b>\$90,764.89</b>
Tire Weight Tax	\$2.65
Sales Tax	8.00% \$7,261.19
<b>Subtotal Taxes</b>	<b>\$7,263.84</b>
Isuzu Financial Document Fee	\$595.00
Registration & Ca Exempt Plate	\$0.00
<b>Subtotal Post-Tax Adjustments</b>	<b>\$595.00</b>
<b>Total Sales Price</b>	<b>\$98,623.73</b>

### Comments:

THIS IS A 19,500 Lb GVW TRUCK

TRUCK EQUIPPED WITH RADIO / CD PLAYER

Paul Howard 2-8-16

Dealer Signature / Date

\_\_\_\_\_

Customer Signature / Date

Current report content is based on Data Version 1188, Feb 7, 2016 8:42:00 PM PST. Any performance-related calculations are offered solely as guidelines. Actual vehicle performance will depend on your operating conditions. All information, specifications and pricing in this application are based on the latest information available. Isuzu Commercial Truck of America reserves the right to discontinue or change, at any time, without prior notice, the pricing, specifications, options, materials, equipment, design and models.

# RUCKSTELL

CALIFORNIA SALES CO., INC.  
 P.O. Box 12543  
 Fresno, CA 93778

## Estimate

Date	Estimate #
1/13/2016	02411

Name / Address

DRACO ISUZU TRUCK CENTER  
 Downtown San Diego Clean and Safe

8 YD.

Rep	Requested by:	P.O. No.
EI	PAUL	

Item	Description	Qty	Cost	Total
Resale	8RL DIAMOND BACK NEWAY REAR LOADER W/ THE FOLLOWING AUTO TRANS ( HOT SHIFT PTO ) W/ GEAR PUMP AMBER STROBE LIGHT ( MOUNTED ON TOP OF BODY AT REAR ) SAFETY SHUT DOWN CURBSIDE DRIVER ALERT BUZZER CURBSIDE INTERLOCK ON FRONT ACCESS DOOR 5.6" COLOR FLAT SCREEN W/ AUDIO CAMERA SYSTEM SHOVEL AND BROOM RACK ( MOUNTED TO SIDE OF BODY ) 18" X 18" X 36" TOOL BOX ( PROVIDED ENOUGH FRAME CLEARANCE ) PLASTIC FENDERS SLIDE CYLINDER ROD COVERS 1 - YEAR HYDRAULIC WARRANTY 2- YEAR CYLINDER WARRANTY 1- YEAR BODY WARRANTY ACRYLIC URETHANE ENAMEL ( WHITE )	1	34,278.85	34,278.85
LABOR COSTS	LABOR TO INSTALL COMPLETE UNIT	36	90.00	3,240.00
Freight	Shipping	1	4,000.00	4,000.00

WARRANTY

Thank you for your business.

**Subtotal**

**Sales Tax (8.225%)**

**Total \$41,518.85**

BY \_\_\_\_\_

Signature

Phone #	559-233-3277	Fax #	559-233-9844	E-mail	info@ruckstell.com
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2016

2016 Isuzu NPR XD DSL REG AT (NY154) 109" WB WHITE CAB IBT AIR PWL (4)

### Quote Worksheet

	<b>MSRP</b>
Base Price	\$52,892.00
Dest Charge	\$1,125.00
Adjustments	\$0.00
Total Options	\$1,530.00
	<b>Subtotal</b>
	<b>\$55,547.00</b>
New Way Diamondback 6 Yd Rear Packer Ruckstell # 02419	\$40,748.23
Freight-Builder to San Diego	\$500.00
5 Year / 200,000 Miles Extended Power Train Warranty	\$300.00
2 Year / 60,000 Miles Covered Maintenance Program	\$0.00
New Owner--DISCOUNT	(\$1,000.00)
Draco Isuzu Truck Center--DISCOUNT	(\$1,005.00)
	<b>Subtotal Pre-Tax Adjustments</b>
	<b>\$39,543.23</b>
Less Customer Discount	(\$9,216.24)
	<b>Subtotal Discount</b>
	<b>(\$9,216.24)</b>
Trade-In	\$0.00
	<b>Subtotal Trade-In</b>
	<b>\$0.00</b>
	<b>Taxable Price</b>
	<b>\$85,873.99</b>
	\$2.65
Tire Weight Tax	8.00%
Sales Tax	\$6,869.92
	<b>Subtotal Taxes</b>
	<b>\$6,872.57</b>
	\$0.00
Registration & Ca Exempt Plate	\$250.00
Isuzu Financial Document Fee	\$250.00
	<b>Subtotal Post-Tax Adjustments</b>
	<b>\$250.00</b>
	<b>Total Sales Price</b>
	<b>\$92,996.56</b>

**Comments:**

THIS IS A 16,000 Lb GVW TRUCK

TRUCK EQUIPPED WITH RADIO / CD PLAYER

Paul Howard 2-25-16  
 Dealer Signature / Date

\_\_\_\_\_  
 Customer Signature / Date

Current report content is based on Data Version 1189, Feb 8, 2016 9:02:00 PM PST. Any performance-related calculations are offered solely as guidelines. Actual vehicle performance will depend on your operating conditions. All information, specifications and pricing in this application are based on the latest information available. Isuzu Commercial Truck of America reserves the right to discontinue or change, at any time, without prior notice, the pricing, specifications, options, materials, equipment, design and models.

# RUCKSTELL

CALIFORNIA SALES CO., INC.  
 P.O. Box 12543  
 Fresno, CA 93778

## Estimate

Date	Estimate #
1/26/2016	02419

Name / Address

DRACO ISUZU TRUCK CENTER

6 YARD

Rep	Requested by:	P.O. No.
EI	PAUL	

Item	Description	Qty	Cost	Total
Resale	6RL DIAMOND BACK NEWAY REAR LOADER W/ THE FOLLOWING AUTO TRANS ( HOT SHIFT PTO ) W/ GEAR PUMP AMBER STROBE LIGHT ( MOUNTED ON TOP OF BODY AT REAR ) SAFETY SHUT DOWN CURBSIDE DRIVER ALERT BUZZER CURBSIDE INTERLOCK ON FRONT ACCESS DOOR 5.6" COLOR FLAT SCREEN W/ AUDIO CAMERA SYSTEM SHOVEL AND BROOM RACK ( MOUNTED TO SIDE OF BODY ) 18" X 18" X 36" TOOL BOX ( PROVIDED ENOUGH FRAME CLEARANCE ) PLASTIC FENDERS SLIDE CYLINDER ROD COVERS 1 - YEAR HYDRAULIC WARRANTY 2 - YEAR CYLINDER WARRANTY 1 - YEAR BODY WARRANTY ACRYLIC URETHANE ENAMEL ( WHITE )	1	33,508.23	33,508.23
LABOR COSTS	LABOR TO INSTALL COMPLETE UNIT	36	90.00	3,240.00
Freight	Shipping	1	4,000.00	4,000.00
THIS QUOTE IS FOB FRESNO				
Thank you for your business.		<b>Subtotal</b>		
		<b>Sales Tax (8.225%)</b> —		
		<b>Total</b> \$40,748.23		

WARRANTY

BY \_\_\_\_\_

Signature

Phone #	559-233-3277	Fax #	559-233-9844	E-mail	info@ruckstell.com
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Byd.



Isuzu Finance of America, Inc.

# Isuzu TRAC Lease

Customer Proposal

2/8/2016

Congratulations! Isuzu Finance of America and Your Isuzu Dealer are pleased to present a TRAC lease proposal for your new commercial truck



### Isuzu TRAC Lease Benefits

- 1. Customizable lease allows flexibility
- 2. No mileage restrictions
- 3. At lease-end:
  - (1) purchase vehicle at stated residual
  - (2) refinance the truck
  - (3) trade-in for a new Isuzu

<b>X</b>
<b>Customer Acknowledgement</b>

**Monthly Payment** **\$1,478.62**

Dealer Contact  
 Customer **DOWNTOWN CLEAN & SAFE**  
 Vehicle Type **New Isuzu**

First Payment due at Lease Signing **\$1,478.62**  
plus sales tax

**Term (months): 60**

\*The above payment calculation does not include sales tax.  
 -Sales tax shall be added on the base monthly payment if sales tax is not included in capitalized cost or the monthly payment above.  
 -Applicable taxes will be confirmed on receipt of signed documentation, prior to payout. Cap Cost Reduction due (if any) not included above.

**Additional Options:**

Priority Service Maintenance Cost per mon Ask for details.  
 GAP/Total Loss Protection Get a quote.  
 Extended Warranty \$300.00 included

**Total Capitalized Cost** **\$98,623.74**

**Stated Residual Value:** **\$24,655.94**

This is not a credit approval or an offer of credit. All transactions are subject to credit review and approval by Isuzu Finance of America, Inc.



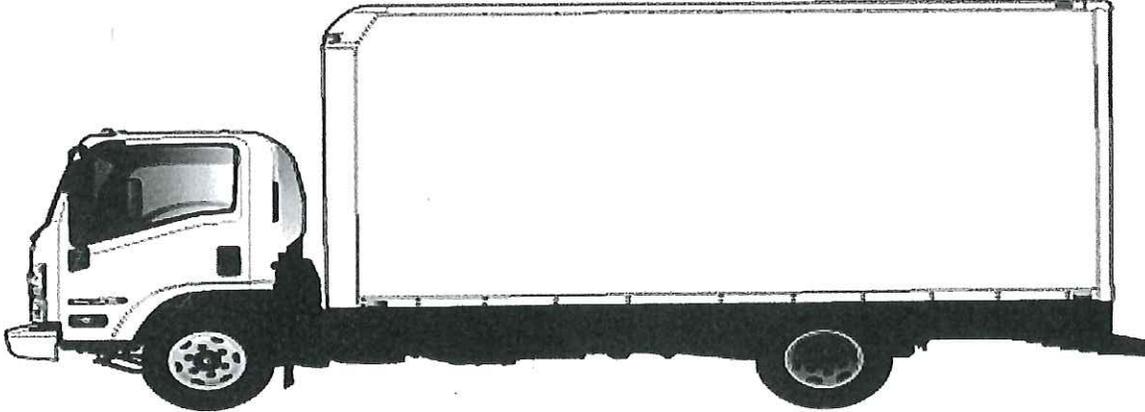
Isuzu Finance  
of America, Inc.

8 yd

## Customer Proposal

2/8/2016

Congratulations! Isuzu Finance of America and Your Isuzu Dealer are pleased to present this proposal for the financing of your commercial truck



**Monthly Payment**

**\$1,632.13**

*-Applicable taxes will be confirmed on receipt of signed documentation, prior to payout. Down payment/trade-in due (if any) not included above.*

Dealer Contact	
Customer	WNTOWN SAFE & CLEAN
Vehicle Make	Isuzu
Model	NPR/NPR-HD/NQR/NRR
Model Year:	2016
Body Type	Bodies - Not Refrigerated
Annual Percentage Rate	<b>4.16%</b>
<b>Term (months):</b>	<b>60</b>

**Additional Options:**

Services & Warranties	\$0.00
<b>Total Amount Financed</b>	<b>\$88,278.73</b>

**\$10,000.00 DOWN**

This is not an approval of credit. All transactions are subject to credit review and final credit approval/decline.



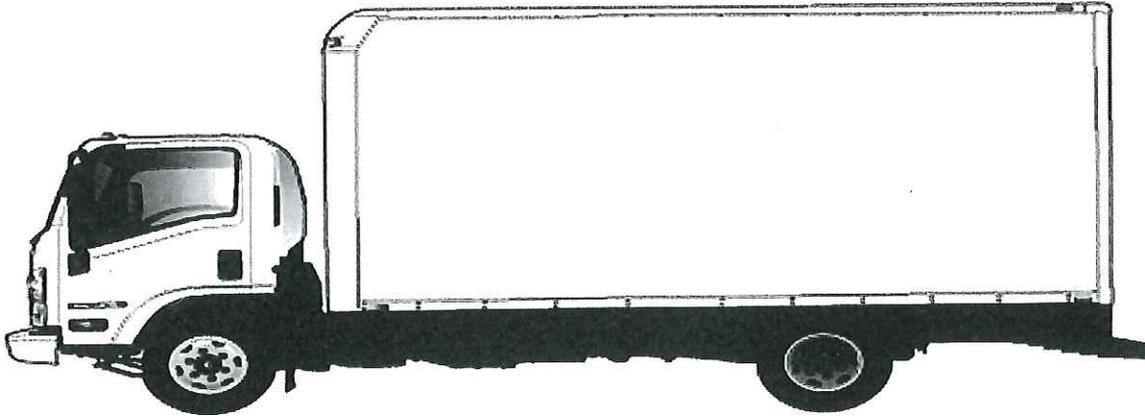
Isuzu Finance  
of America, Inc.

8 yd

## Customer Proposal

2/8/2016

Congratulations! Isuzu Finance of America and Your Isuzu Dealer are pleased to present this proposal for the financing of your commercial truck



**Monthly Payment**

**\$1,440.42**

*-Applicable taxes will be confirmed on receipt of signed documentation, prior to payout. Down payment/trade-in due (if any) not included above.*

Dealer Contact	
Customer	WNTOWN SAFE & CLEAN
Vehicle Make	Isuzu
Model	NPR/NPR-HD/NQR/NRR
Model Year:	2016
Body Type	Bodies - Not Refrigerated
Annual Percentage Rate	<b>3.97%</b>
<b>Term (months):</b>	<b>60</b>

<b>Additional Options:</b>	
Services & Warranties	\$0.00
<b>Total Amount Financed</b>	<b>\$78,278.73</b>

**\$ 20,000.00 DOWN**

This is not an approval of credit. All transactions are subject to credit review and final credit approval/decline.



# DRACO ISUZU TRUCK CENTER

PAUL HOWARD | 619-287-7300 | PAUL\_DRACO@SBCGLOBAL.NET

6yd

2016 Isuzu NPR XD DSL REG AT (NY154) 109" WB WHITE CAB IBT AIR PWL (4)

## Quote Worksheet

	MSRP
Base Price	\$52,892.00
Dest Charge	\$1,125.00
Adjustments	\$0.00
Total Options	\$1,530.00
<b>Subtotal</b>	<b>\$55,547.00</b>
New Way Diamondback 6 Yd Rear Packer Ruckstell # 02419	\$40,748.23
Freight-Builder to San Diego	\$500.00
5 Year / 200,000 Miles Extended Power Train Warranty	\$300.00
2 Year / 60,000 Miles Covered Maintenance Program	\$0.00
New Owner--DISCOUNT	(\$1,000.00)
Draco Isuzu Truck Center--DISCOUNT	(\$1,005.00)
<b>Subtotal Pre-Tax Adjustments</b>	<b>\$39,543.23</b>
Less Customer Discount	(\$9,216.24)
<b>Subtotal Discount</b>	<b>(\$9,216.24)</b>
Trade-In	\$0.00
<b>Subtotal Trade-In</b>	<b>\$0.00</b>
<b>Taxable Price</b>	<b>\$85,873.99</b>
Tire Weight Tax	\$2.65
Sales Tax	8.00% \$6,869.92
<b>Subtotal Taxes</b>	<b>\$6,872.57</b>
Registration & Ca Exempt Plate	\$0.00
Isuzu Financial Document Fee	\$250.00
<b>Subtotal Post-Tax Adjustments</b>	<b>\$250.00</b>
<b>Total Sales Price</b>	<b>\$92,996.56</b>

### Comments:

THIS IS A 16,000 Lb GVW TRUCK

TRUCK EQUIPPED WITH RADIO / CD PLAYER

Dealer Signature / Date

Customer Signature / Date

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2016 Isuzu NPR XD DSL REG AT (NY154) 109" WB WHITE CAB IBT AIR PWL (4)

**ENGINE**

CODE	DESCRIPTION	Invoice	MSRP
I1B	4HK1-TC, diesel engine 317 CID (5.19L), 215 HP at 2550 RPM: 452 ft-lb gross torque at 1850 RPM. 4 cylinder, 16 valve, four cycle, overhead cam, turbocharged, inter-cooled, water cooled EGR valve, direct injection, electronically controlled common rail fuel system and engine cruise control. Oil level check switch and light. Engine Warning system with audible warning for low oil pressure, high coolant temperature, and low coolant level. Rear engine cover. (STD)	Inc.	Inc.

**REAR TIRES**

CODE	DESCRIPTION	Invoice	MSRP
I5H/I34	Rear tires, 225/70R19.5F (12 ply) LRR (low rolling resistance) tubeless steel belted radial, all season (STD)	Inc.	Inc.

**FRONT TIRES**

CODE	DESCRIPTION	Invoice	MSRP
I5H/I69	Front tires, 225/70R19.5F (12 ply) LRR (low rolling resistance) tubeless steel belted radial, all season (STD)	Inc.	Inc.

**WHEELBASE**

CODE	DESCRIPTION	Invoice	MSRP
IA8	Wheelbase, 109" (276.9 cm) includes ladder type channel frame. Full C section straight frame 33.5 inches (85.1 cm) wide. Yield strength 44,000 psi, section modulus 7.20 cu. in. and RBM 316,800 lb-ft/in per rail. (STD)	Inc.	Inc.

**ADDITIONAL OPTIONS**

CODE	DESCRIPTION	Invoice	MSRP
IF6	Fire extinguisher & triangle kit mounted in rear organizer	\$66.00	\$88.00
UZF	Back up alarm	\$84.00	\$112.00

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Isuzu Finance  
of America, Inc.

# Isuzu TRAC Lease Customer Proposal

2/9/2016

Congratulations! Isuzu Finance of America and Your Isuzu Dealer are pleased to present a TRAC lease proposal for your new commercial truck



### Isuzu TRAC Lease Benefits

1. Customizable lease allows flexibility
2. No mileage restrictions
3. At lease-end:
  - (1) purchase vehicle at stated residual
  - (2) refinance the truck
  - (3) trade-in for a new Isuzu

<b>X</b>
<b>Customer Acknowledgement</b>

**Monthly Payment** **\$1,409.22**

Dealer Contact  
Customer                      DOWNTOWN CLEAN & SAFE  
Vehicle Type                New Isuzu

First Payment due at Lease Signing                      \$1,409.22

**Term (months):**    60

\*The above payment calculation does not include sales tax.  
-Sales tax shall be added on the base monthly payment if sales tax is not included in capitalized cost or the monthly payment above.  
-Applicable taxes will be confirmed on receipt of signed documentation, prior to payout. Cap Cost Reduction due (if any) not included above.

**Additional Options:**

Priority Service Maintenance Cost per month  
GAP/Total Loss Protection  
Extended Warranty

Ask for details.  
Get a quote.  
\$300.00 included

**Total Capitalized Cost**                      \$93,994.96

**25% RESIDUAL**  
**Stated Residual Value: \$23,498.74**

This is not a credit approval or an offer of credit. All transactions are subject to credit review and approval by Isuzu Finance of America, Inc.



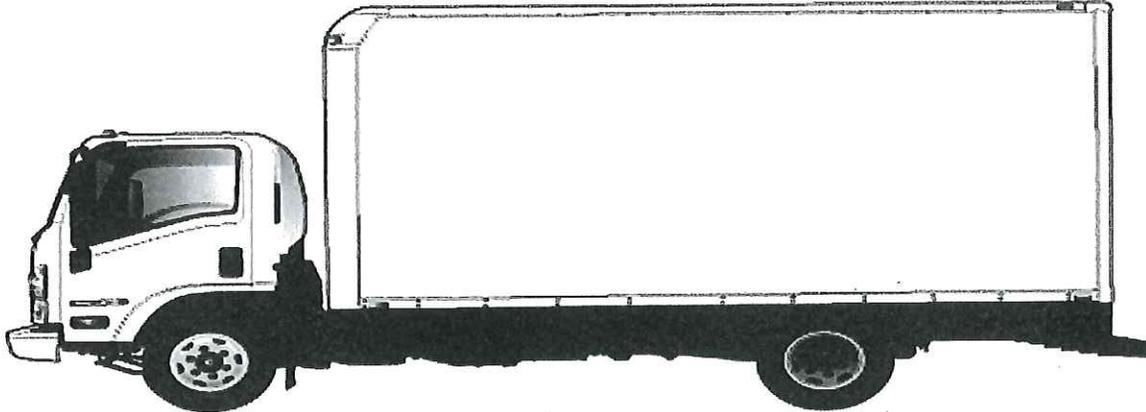
Isuzu Finance  
of America, Inc.

*loyd*

## Customer Proposal

2/9/2016

Congratulations! Isuzu Finance of America and Your Isuzu Dealer are pleased to present this proposal for the financing of your commercial truck



**Monthly Payment**

**\$1,530.87**

*-Applicable taxes will be confirmed on receipt of signed documentation, prior to payout. Down payment/trade-in due (if any) not included above.*

Dealer Contact	
Customer	WNTOWN CLEAN & SAFE
Vehicle Make	Isuzu
Model	NPR/NPR-HD/NQR/NRR
Model Year:	2016
Body Type	Bodies - Not Refrigerated
Annual Percentage Rate	<b>4.06%</b>
<b>Term (months):</b>	<b>60</b>

**Additional Options:**

Services & Warranties	\$0.00
<b>Total Amount Financed</b>	<b>\$82,996.56</b>

**\$10,000.00 DOWN**

This is not an approval of credit. All transactions are subject to credit review and final credit approval/decline.



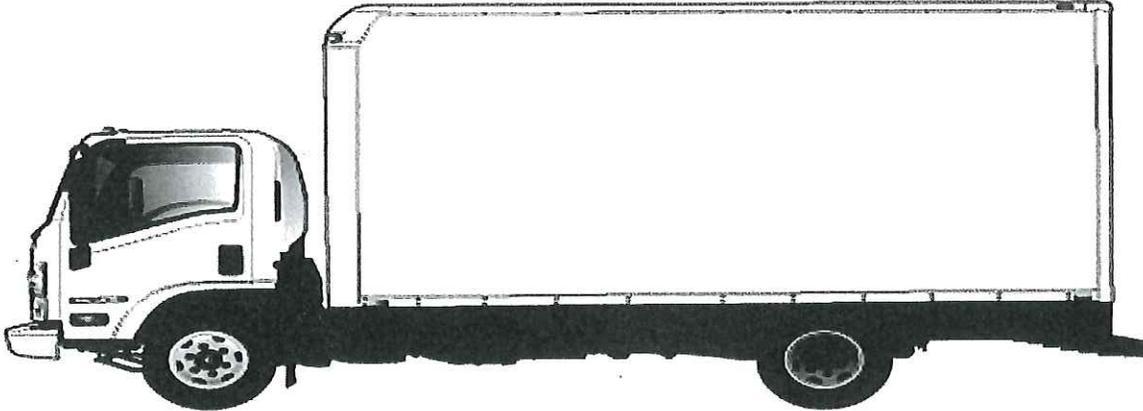
Isuzu Finance  
of America, Inc.

*Wayd*

## Customer Proposal

2/9/2016

Congratulations! Isuzu Finance of America and Your Isuzu Dealer are pleased to present this proposal for the financing of your commercial truck



**Monthly Payment**

**\$1,339.14**

*-Applicable taxes will be confirmed on receipt of signed documentation, prior to payout. Down payment/trade-in due (if any) not included above.*

Dealer Contact	
Customer	WNTOWN CLEAN & SAFE
Vehicle Make	Isuzu
Model	NPR/NPR-HD/NQR/NRR
Model Year:	2016
Body Type	Bodies - Not Refrigerated
Annual Percentage Rate	<b>3.84%</b>
<b>Term (months):</b>	<b>60</b>

**Additional Options:**

Services & Warranties	\$0.00
<b>Total Amount Financed</b>	<b>\$72,996.56</b>

**\$ 20,000.00 DOWN**

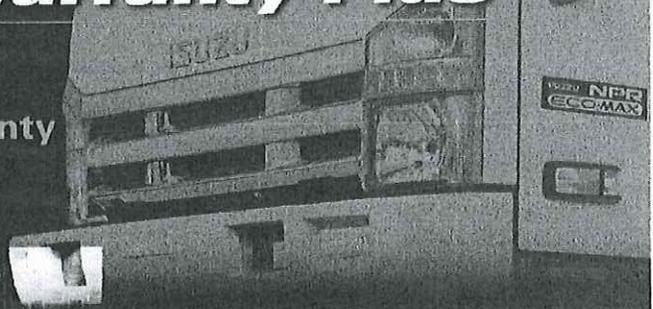
This is not an approval of credit. All transactions are subject to credit review and final credit approval/decline.

# Isuzu Extended Warranty Plus

	New Truck Warranty	60 Months / 150,000 Mi.	60 Months / 200,000 Mi.	60 Months / 250,000 Mi.
Basic				
Engine				
• Transmission				
• Drive Axle				
• Driveshaft				
• Front Axle I-Beam				
• Crossmembers				
• Flywheel Housing				
• Clutch Housing				
Frame Rails				
Emissions - Federal				
Corrosion				
Fuel Injectors				
Turbocharger				
Alternator				
Starter				
Water Pump				
Roadside Assistance				

## Extended Warranty Plus Includes:

- Alternator
- Cylinder Block
- Cylinder Head
- Flywheel
- Fuel Injectors
- Intake Manifold
- Oil Pan
- Rear Drive Axle
- Roadside Assistance and Towing for Warrantable Repairs
- Starter
- Transmission
- Turbocharger
- Water Pump



Optional Terms: 60 Mo./150,000 Mi.

	Years	0	1	2	3	4	5
New Truck Warranty							
Extended Warranty Plus							

UNLIMITED MILES  
60 MONTHS / 150,000 MILES

Optional Terms: 60 Mo./200,000 Mi.

	Years	0	1	2	3	4	5
New Truck Warranty							
Extended Warranty Plus							

UNLIMITED MILES  
60 MONTHS / 200,000 MILES

Optional Terms: 60 Mo./250,000 Mi.

	Years	0	1	2	3	4	5
New Truck Warranty							
Extended Warranty Plus							

UNLIMITED MILES  
60 MONTHS / 250,000 MILES



\*Roach - commercial van eligible for 60 months/150,000 miles warranty only.

Extended warranties are based upon time or mileage whichever comes first.

### DIESEL EXTENDED WARRANTY PLUS PROTECTION

When purchasing a new commercial truck, the long-term, trouble-free operation of your vehicle is certainly a consideration in making your decision. Isuzu further enhances the long-term operation of your new diesel truck with Extended Warranty Plus coverage plans.

### DIESEL EXTENDED WARRANTY PLUS COVERAGE

Isuzu's Extended Warranty Plus coverage automatically continues upon the expiration of the standard New Truck Limited Warranty. You can choose an Extended Warranty Plus term up to 60-months or 250,000 miles (depending on model). The Extended Warranty Plus coverage includes program parts for manufacturer defects and installation labor during the contract coverage period. See your authorized Isuzu dealer for complete details.

### ELIGIBLE ISUZU DIESEL VEHICLES

Isuzu's Extended Warranty Plus coverage is available on all new and unused N-Series diesel trucks. Extended Warranty Plus coverage is also available on all new and unused Reach™ commercial vans. Extended Warranty Plus coverage may be purchased through your authorized selling Isuzu dealer at the time of sale or within the first 12 months of ownership.

### TOWING COVERAGE

Our program also provides 24-hour emergency Roadside Assistance, including towing to the nearest dealer for no additional cost.

### ROADSIDE ASSISTANCE

Isuzu trucks are built to be the highest quality, most reliable trucks in the industry. That's why the truck manufacturer with one of the strongest roadside assistance programs ever offered for medium-duty trucks.

With any Isuzu vehicle warranty, if your Isuzu truck experiences a mechanical breakdown anywhere in the United States, just call our 24-hour toll-free number 866-441-9659 anytime day or night, 365 days a year. A service vehicle will be dispatched to provide minor roadside repairs or tow your truck to the nearest dealer for service.



## N-Series Diesel Extended Warranty Plus



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ISUZU  
**60000**  
COVERED MAINTENANCE

**24**  
MONTHS  
**60K**  
DIESEL

**DRY SERVICE  
4,000 MILES**

- IN CAB INSPECTION\*  
*Download and print Vehicle Health Report*  
*- Scan all control modules for diagnostic codes*
- EXTERIOR INSPECTION\*
- UNDER CAB AND BODY INSPECTION\*  
*Check engine oil level and top off all fluids*  
*Check engine operation and exhaust system*  
*Check tire condition*  
*Adjust tire pressure, check valves and caps*  
*16" tires = 80 PSI 19.5" tires = 95 PSI*  
*Torque rear body mounts*

**A SERVICE  
10,000 MILES**

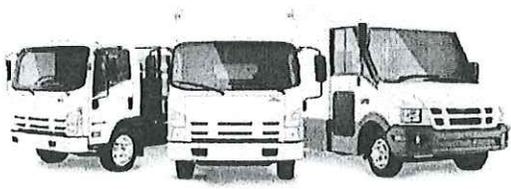
- IN CAB INSPECTION\*  
*Download and print Vehicle Health Report*  
*- Scan all control modules for diagnostic codes*
- EXTERIOR INSPECTION\*
- UNDER CAB AND BODY INSPECTION\*
- LIFT VEHICLE\*
- UNDER CHASSIS\*  
*Drain engine oil, remove and replace oil filter*  
*Replace fuel filter(s)*  
*Add engine oil and top off all fluids*  
*Check air filter restriction gauge*  
*Every 30,000 miles replace air filter element*  
*Lube king pins, u-joints, sleeve, center bearing(s)*  
*Check leaf spring and rear body u-bolt torques*  
*Check exhaust, DPF/ISCR system*  
*Inspect brake system*  
*Rotate tires, torque studs/nuts (360 ft-lb)*  
*16" tires = 80 PSI 19.5" tires = 95 PSI*

**A/B SERVICE  
50,000 MILES**

- IN CAB INSPECTION\*  
*Download and print Vehicle Health Report*  
*- Scan all control modules for diagnostic codes*
- EXTERIOR INSPECTION\*
- UNDER CAB AND BODY INSPECTION\*
- LIFT VEHICLE\*
- UNDER CHASSIS\*
- INCLUDES "A" SERVICE PROCEDURES, PLUS:  
*Replace automatic transmission fluid*  
*Replace differential fluid*  
*Clean inside and outside A/C Filters*  
*Replace wiper blades*  
*Drain and replace coolant*  
*Adjust valves, replace EGR gaskets*  
*Check fan blade, fan clutch and shroud seal*  
*Pack wheel bearings and replace seals*

**4,000 miles Dry Service**  
**10,000 miles A Service**  
**20,000 miles A Service**  
**30,000 miles A Service**  
**40,000 miles A Service**  
**50,000 miles A/B Service**  
**60,000 miles A Service**

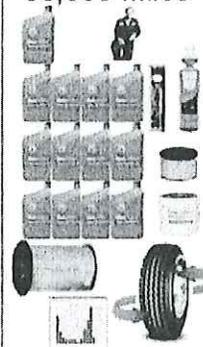
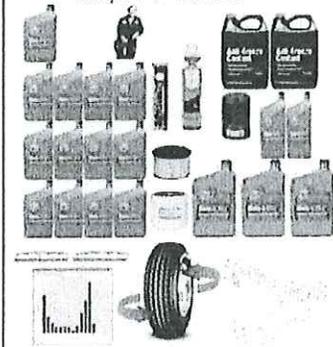
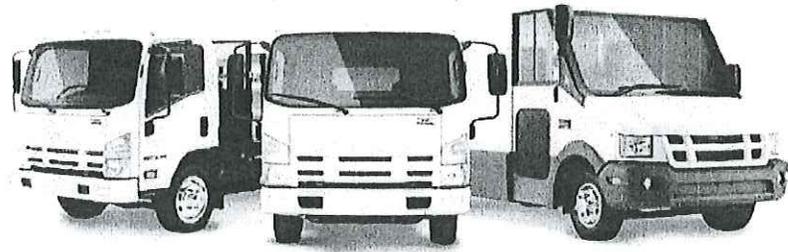
*The 24 months/60,000 miles covered maintenance program covers factory-recommended maintenance for the first 24 months or 60,000 miles, whichever comes first.*



\*See On-Vehicle Maintenance form for complete details.  
\*\*Extreme or severe usage / applications may not apply. See dealer for details.

# What's Included?

## 24 Months/60,000 Miles Covered Maintenance Program Items

10,000 miles	20,000 miles	30,000 miles	40,000 miles	50,000 miles
				
60,000 miles				



Purchase Byd



NEW TRUCKS (310) 984-3950  
USED TRUCKS (310) 984-3970

PARTS SERVICE (310) 984-3930  
(310) 984-3940

IS A DIVISION OF VELOCITY VEHICLE GROUP

21107 S. Chico Street, Carson CA 90745

www.SouthBayTruckCenter.com

David Pratt - tel: 909-770-5195 - mobile: 951-515-4352 - email: dpratt@trans-west.com

Purchaser's Name(s) DOWNTOWN SAN DIEGO PARTNERSHIP, CLEAN AND SAFE PRO DE-31504-4/2015-4765  
 Address 1111 6th AVE Stock # IS302445  
 City SAN DIEGO State CA Date 01/05/2016  
 County San Diego Zip 92101 Bus Phone (619)234-8900  
 Cell Phone 619-274-3123  
 Fax Phone

New/Used New	Make ISUZU	Model NU2	Year 2016	Color WHITE	To Be Delivered On Or About 3/18/2016
Type of Vehicle CHASSIS	Serial Number JALE5W165G7302445		Mileage 8		

<b>Cash Price Of Base Vehicle</b>		\$48,938.00
Additional Options:	8YD Rear Loader painted white.	\$47,238.00

Both chassis and body are in stock.  
Options:  
Extended warranty one year \$2379.00  
Additional training per trip \$530.00

FET Tire Credit \$0.00  
County San Diego  
GVWR/GCWR 19500

Doc Fee / Prep Fee	\$65.00
Total	\$96,241.00
California Tire Recycle Fee	\$10.50
FET	
Sales Tax 8.000%	\$7,699.28
Est. License/Registration Fee	\$1,180.00
O/S Delivery Fee	\$200.00
Total Cash Delivered Price	\$105,330.78

Cash down	Check/PO#	Deposit on Order	
payment		Rebates	\$2,250.00

Description Of Trade-In				Appraisal Allow. For Used Vehicle Trade		
Make	Model	Type	Year	Quantity	Less Balance Owning to	
Eng. No.	VIN No.		License No	Trade in Allowance		
<b>Amount Due Upon Delivery</b>						<b>\$102,880.78</b>

ONLY THOSE ITEMS AND SERVICES SPECIFICALLY WRITTEN ON THIS ORDER ARE INCLUDED IN THE STATED PRICE. ANY OTHER AGREEMENTS, UNLESS IN WRITING, ARE NOT BINDING ON SELLER.

The first and second pages of this Order comprise the entire agreement affecting this purchase and no other agreement or understanding of any nature concerning this purchase has been made or entered into, or will be recognized. I hereby certify that no credit has been extended to me for the purchase of this motor vehicle except as appears in writing on the face of this agreement.

I have read and understand the second page of this agreement and agree to it as a part of this order the same as if it were printed above my signature. I certify that I am of legal age, or older, that I have legal capacity and authority to execute this agreement on behalf of my company, and hereby acknowledge receipt of a copy of this order.

OWNTOWN SAN DIEGO PARTNERSHIP, CLEAN AND SAFE PR

David Pratt

Purchaser's Name

Sales Person

Purchaser's Signature

Approved By:

This order is not valid unless signed and accepted by dealer

Purchase Log 1



NEW TRUCKS (310) 984-3950  
USED TRUCKS (310) 984-3970

PARTS SERVICE (310) 984-3930  
(310) 984-3940

IS A DIVISION OF VELOCITY VEHICLE GROUP

21107 S. Chico Street, Carson CA 90745

www.SouthBayTruckCenter.com

David Pratt - tel: 909-770-5195 - mobile: 951-515-4352 - email: dpratt@trans-west.com

Purchaser's Name(s) DOWNTOWN SAN DIEGO PARTNERSHIP, CLEAN AND SAFE PRO DE-31504-3/2015-4765  
 Address 1111 6th AVE Stock # IS302445  
 City SAN DIEGO State CA Date 01/05/2016  
 County San Diego Zip 92101 Bus Phone (619)234-8900  
 Cell Phone 619-274-3123  
 Fax Phone

New/Used New	Make ISUZU	Model NU2	Year 2016	Color WHITE	To Be Delivered On Or About 3/18/2016
Type of Vehicle CHASSIS	Serial Number JALE5W165G7302445		Mileage 8		

<b>Cash Price Of Base Vehicle</b>	\$48,938.00
Additional Options: 6YD Rear Loader.	\$43,209.00

Both chassis and body are in stock.  
 Options:  
 Extended warranty one year \$2379.00  
 Additional training per trip \$530.00

FET Tire Credit \$0.00  
 County San Diego  
 GVWR/GCWR 19500

Doc Fee / Prep Fee	\$65.00
Total	\$92,212.00
California Tire Recycle Fee	
FET	
Sales Tax 8.000%	\$7,376.96
Est. License/Registration Fee	\$1,154.00
O/S Delivery Fee	\$200.00
Total Cash Delivered Price	\$100,942.96

Cash down	Check/PO#	Deposit on Order	
payment		Rebates	\$2,250.00

Description Of Trade-In				Appraisal Allow. For Used Vehicle Trade		
Make	Model	Type	Year	Quantity	Less Balance Owning to	
Eng. No.	VIN No.		License No	Trade in Allowance		
					<b>Amount Due Upon Delivery</b>	\$98,492.96

**ONLY THOSE ITEMS AND SERVICES SPECIFICALLY WRITTEN ON THIS ORDER ARE INCLUDED IN THE STATED PRICE. ANY OTHER AGREEMENTS, UNLESS IN WRITING, ARE NOT BINDING ON SELLER.**

The first and second pages of this Order comprise the entire agreement affecting this purchase and no other agreement or understanding of any nature concerning this purchase has been made or entered into, or will be recognized. I hereby certify that no credit has been extended to me for the purchase of this motor vehicle except as appears in writing on the face of this agreement.

I have read and understand the second page of this agreement and agree to it as a part of this order the same as if it were printed above my signature. I certify that I am of legal age, or older, that I have legal capacity and authority to execute this agreement on behalf of my company, and hereby acknowledge receipt of a copy of this order.

DOWNTOWN SAN DIEGO PARTNERSHIP, CLEAN AND SAFE PR David Pratt

Purchaser's Name

Sales Person

Purchaser's Signature

Approved By:

This order is not valid unless signed and accepted by dealer



Lease 8 yd & 6 yd

# Preliminary Proposal

February 9, 2016

Downtown San Diego Partnership, Inc.  
1111 6<sup>th</sup> Ave  
San Diego, CA 92101

## PROPOSAL

Please accept this as Crossroads Equipment Lease & Finance, LLC's Preliminary Proposal relative to the financing opportunity delineated below. This Preliminary Proposal sets forth the broad terms and provisions of the transaction. The Proposal is subject to full review of a complete credit package, negotiation, execution and delivery of documentation which embodies such terms and provisions and contains other terms, conditions and provisions satisfactory to Creditor and typically contained in documents utilized in similar transactions. Terms are subject to change, as this Preliminary Proposal is not an offer to extend credit, nor is it meant to imply final credit approval.

- BORROWER:** Downtown San Diego Partnership, Inc.
- GUARANTOR(S):** NA
- CREDITOR:** Crossroads Equipment Lease & Finance, LLC, and its assigns or nominees.
- DEALER:** South Bay Truck Center
- EQUIPMENT:** (2) Isuzu – NU2 one 8 Yrd dump, one 6 Yrd dump
- STRUCTURE:** TRAC Lease
- EQUIPMENT COST:** \$ 97,931.50 (8 Yrd) :: \$93,655.00 (6 Yrd) (( Without Sales tax taxed on payments))
- CAP COST REDUCTION:** \$ 2,250.00 (tax of Cap Cost Reduction is \$180.00)
- SECURITY DEPOSIT:** \$ equal to the last payment
- CAPITALIZED COST:** \$ 95,381.50 (8 Yrd) :: \$91,116.00 (6 Yrd)
- TERM:** 60 months
- TRAC:** 20% TRAC :: 10% TRAC :: \$101.00 TRAC
- PRICING:** 0.016569 @ 20% TRAC :: 0.017995 @ 10% TRAC :: 0.019406 @ \$101.00 TRAC  
All payments plus California State Use tax of 8.00%.  
**Take the payment factor times the Capitalized Cost to determine the base monthly payment. Sales tax is then added to this amount. If you want to lower your payment increase the Capitalized Cost Reduction (more money upfront) (remember all Cap Cost Reductions are taxed at normal sales tax rates)**
- FEES & EXPENSES:** An acquisition fee of \$495.00 will be charged per lease transaction due at signing.



Finance  
8 yd & 6 yd

## Preliminary Proposal

February 16, 2016

Downtown San Diego Partnership, Inc.  
1111 6<sup>th</sup> Ave  
San Diego, CA 92101

### PROPOSAL

Please accept this as Crossroads Equipment Lease & Finance, LLC's Preliminary Proposal relative to the financing opportunity delineated below. This Preliminary Proposal sets forth the broad terms and provisions of the transaction. The Proposal is subject to full review of a complete credit package, negotiation, execution and delivery of documentation which embodies such terms and provisions and contains other terms, conditions and provisions satisfactory to Creditor and typically contained in documents utilized in similar transactions. Terms are subject to change, as this Preliminary Proposal is not an offer to extend credit, nor is it meant to imply final credit approval.

**BORROWER:** Downtown San Diego Partnership, Inc.

**GUARANTOR(S):** NA

**CREDITOR:** Crossroads Equipment Lease & Finance, LLC, and its assigns or nominees.

**DEALER:** South Bay Truck Center

**EQUIPMENT:** (2) Isuzu – NU2 one 8 Yrd Dump, one 6 Yrd Dump

**STRUCTURE:** Commercial Loan

**EQUIPMENT COST:** \$ 105,330.78 (8 Yrd) and \$ 100,942.96 (6 Yrd)

**DOWN PAYMENT:** \$ 2,250.00 (Rebate) per truck

**SECURITY DEPOSIT:** \$ Equal to the last payment

**FINANCED AMOUNT:** \$ 102,080.78 (8 Yrd) and \$ 98,492.96 (6 Yrd)

**TERM:** 60 months

**PRICING (FACTOR):** **0.019356 Payment Factor. Take the payment factor times the Financed Amount to get the monthly payment. Subtract any amount of down payment desired from the equipment cost (include the rebates) to come up with the desired Financed Amount then multiply that by the payment factor to get your monthly payment.**

**FEES & EXPENSES:** An acquisition fee of \$495.00 will be charged per lease transaction due at signing.

**PROPOSAL GOOD FOR:** 30 Days from the date of this Letter



## *The 1,000 Homeless Veterans Initiative*

With a long-standing commitment to homeless military Veterans, the San Diego Housing Commission (SDHC) and the City of San Diego (City) are partnering on **The 1,000 Homeless Veterans Initiative** to provide housing opportunities for up to 1,000 homeless Veterans in the city within one year, a new initiative of **HOUSING FIRST – SAN DIEGO**, SDHC's landmark three-year Homelessness Action plan.

The initiative will invest close to \$12.5 million in Federal, City and SDHC resources to provide housing in the city (ZIP codes that begin with 921) for Veterans who are living on the streets or living in shelters. San Diego Mayor Kevin Faulconer first announced the initiative, which includes the Housing Our Heroes Campaign, a collaborative landlord-outreach effort, during his State of the City address in January.

**The 1,000 Homeless Veterans Initiative** has four program components:

1. **Landlord Outreach**
2. **Rapid Re-housing Assistance**
3. **SDHC Federal VASH Vouchers**
4. **SDHC Federal Housing Vouchers with Supportive Services**

**The 1,000 Homeless Veterans Initiative** will assist:

- 300 chronically homeless Veterans with an honorable discharge and a disabling condition who need supportive services and who qualify for the Veterans Affairs Supportive Housing (VASH) voucher program of the U.S. Department of Housing and Urban Development (HUD), which is administered by SDHC;
- 100 Veterans who are eligible for the HUD Sponsor-Based Housing Voucher program, which is administered by SDHC. Veterans will receive supportive services, such as case management; and
- Up to 600 additional homeless Veterans who will be provided with housing opportunities through the Rapid Re-housing Assistance program. Homeless Veterans need not have an honorable discharge to be eligible for Rapid Re-housing financial rental assistance.

All participants of **The 1,000 Homeless Veterans Initiative** must be referred by SDHC partner agencies or organizations that provide supportive services to homeless San Diegans.

It is important that homeless Veterans add their names to a database that assesses their housing needs and vulnerability, which will help identify those homeless Veterans who are most in need. Agencies that will be able to add homeless Veterans to this Coordinated Assessment database, and that are located in the downtown area, are the Neil Good Day Center and The Joan Kroc Center at Father Joe's Villages.

Between 1,000 to 1,600 homeless individuals in the city are U.S. military Veterans, men and women who served their country, but they don't have a place to call home, according to data extrapolated from a U.S. Department of Veterans Affairs (VA) analysis of the annual Homeless Point-in-Time Counts, required by HUD, which were conducted January 23, 2015, and January 23, 2014, as well as internal VA data.

**The 1,000 Homeless Veterans Initiative** follows the Housing First model – to provide housing as quickly as possible, with supportive services as needed.



## The 1,000 Homeless Veterans Initiative

### 1. Landlord Outreach

**Budget:** \$4,408,551

**Homeless Veterans Assisted:** All homeless Veterans.

Landlords who rent their units to homeless Veterans are important partners in **The 1,000 Homeless Veterans Initiative**. A low rental vacancy rate (currently 2.8 percent in the city, according to the San Diego County Apartment Association) and tight competition for affordable and market-rate apartments make it difficult for homeless Veterans to obtain rental housing.

This program provides incentives for landlords who rent to homeless Veterans in the city, such as:

- **Incentive Payments for Landlords** – Landlords will receive \$500 for the first apartment they rent to a homeless Veteran and \$250 for each additional unit.
  - **Budget:** Up to \$677,500 total
- **Security Deposit & Utility Assistance** – An average of \$1,500 in security deposits and \$100 in utility assistance per unit.
  - **Budget:** Up to \$1,470,000 total
- **Landlord Contingency Fund** – Funds will be set aside to help landlords cover expenses, such as repairs that exceed security deposits upon move-out, or to cover rent due to unforeseen vacancies.
  - **Budget:** Up to \$1 million total
- **Landlord Liaison:** SDHC will provide dedicated housing specialists to answer landlords' questions, as well as to provide credit report and application assistance for homeless Veterans. SDHC will also coordinate recruitment fairs and training sessions for landlords, service providers and tenants; and pre-inspect units to be rented to homeless Veterans

*For more information: email [HousingOurHeroes@sdhc.org](mailto:HousingOurHeroes@sdhc.org) or call (619) 578-7768*

**Funding Sources:** A grant from the City of San Diego resulting from the ground lease of San Diego Square; proceeds from the pending sale of Hotel Metro; HUD VASH Voucher Administration Fees; and HUD Extraordinary Administrative Fees for VASH vouchers.



*HUD Secretary Julián Castro (right) speaking with landlord and U.S. Navy Veteran Chris Blatt (left) and U.S. Navy Veteran Leo, a VASH voucher recipient (center)*



## The 1,000 Homeless Veterans Initiative

### 2. Rapid Re-housing Assistance

**Budget:** \$1,967,250

**Homeless Veterans Assisted:** Homeless Veterans and their families who become homeless because of an unexpected life experience, such as a job loss, domestic violence, or a medical crisis. Homeless Veterans need not have an honorable discharge to be eligible for this assistance.

Rapid Re-housing funds are awarded to nonprofit or for-profit service providers who apply for these funds through a competitive Notice of Funding Availability. The service providers will make these payments directly to the landlord;

- **Rental Payment Assistance** – Financial assistance varies; on average four to six months may be all that a homeless Veteran needs. However, in cases of extreme hardship, the funds may cover up to two years of rental payments.
- **Up-front Move-in Costs** – First and last month's rent, security deposits of \$1,500 on average per household, and utility deposit assistance of \$100 on average per household.

Nonprofit or for-profit service providers may also use these funds to provide case management and supportive services, such as mental health care, or to purchase furniture and/or move-in kits for homeless Veterans.

***Funding Sources:** A grant from the City of San Diego, resulting from the ground lease of San Diego Square, and proceeds from the pending sale of Hotel Metro*



*Homeless Point-in-Time Count – 1.29.16*



## *The 1,000 Homeless Veterans Initiative*

### 3. SDHC Federal VASH Vouchers

**Budget:** \$2,685,600

**Homeless Veterans Assisted:** Chronically homeless Veterans with an honorable discharge and a disabling condition who need supportive services.

Additionally, 300 existing Federal HUD VASH vouchers are part of **The 1,000 Homeless Veterans Initiative**.

VASH vouchers provide rental assistance to honorably discharged Veterans experiencing chronic homelessness while also having a disability.

SDHC obtained a waiver from HUD that allows for a 20 percent higher rent payment amount with a VASH voucher, effective February 1, 2016.

For example, the rent payment amount for a 1-bedroom apartment with a VASH voucher is now \$1,288 a month—up from \$1,074 a month.

SDHC partners with the VA San Diego Healthcare System to provide VASH vouchers.

The VA provides clinical health and case management services to VASH voucher recipients.

The local VA identifies Veterans who qualify for VASH vouchers. SDHC confirms their eligibility and enrolls them in the VASH voucher program.

The VASH voucher program is similar to the Section 8 Housing Choice Voucher program, in which participants pay a portion of their rental costs.

*Funding Sources:* HUD VASH funding

### 4. SDHC Federal Housing Vouchers with Supportive Services

**Budget:** \$3,410,800

**Homeless Veterans Assisted:** Homeless Veterans who are not eligible for Federal VASH vouchers.

Housing, combined with supportive services, such as mental health counseling; substance abuse treatment programs; and independent living skills classes help homeless Veterans begin to rebuild their lives.

Through a competitive Request for Proposals, SDHC will award 100 Sponsor-Based Housing Vouchers to nonprofit or for-profit organizations, or “sponsors,” that provide supportive services to homeless San Diegans.

SDHC will also help pay for the supportive services.

*Funding Sources:* HUD Sponsor-Based Housing Vouchers and proceeds from the pending sale of Hotel Metro

## **Funding Approval Actions Required**

SDHC Board of Commissioners – February 12, 2016

San Diego City Council – March 1, 2016



## The 1,000 Homeless Veterans Initiative

### Funding Sources

**Extraordinary Administrative Fees for VASH Vouchers:** A HUD program that supports the cost of administering VASH voucher programs, including landlord outreach activities, housing search assistance, pre-inspections of housing units, and additional services to ensure that VASH clients can move into their new homes as quickly as possible. — \$365,000

**HUD VASH Voucher Administration Fees:** — \$160,801

**HUD VASH Rental Assistance:** — \$2,685,600

**HUD Sponsor-Based Housing Voucher Rental Assistance** \$2,260,800

**San Diego Square** – A grant from the City of San Diego resulting from the ground lease of San Diego Square — \$4 million

**Hotel Metro** – Projected proceeds from SDHC’s impending sale of Hotel Metro. — \$3 million

### Program Definitions

**Veterans Affairs Supportive Housing (VASH) Vouchers:** A HUD program, with supportive services from the VA, to provide monthly rental assistance to chronically homeless, honorably discharged Veterans with a disabling condition, who served in the military for at least two years. Additionally, qualifying criteria require that the Veterans or members of their household cannot be registered sex offenders. Participating Veterans must be able to complete activities of daily living and live independently in the community with case management and supportive services. SDHC administers this Federal program locally.

**Income eligibility:** *Up to 80 percent of the San Diego Area Median Income (\$45,400 a year for one person in 2015)*

**Sponsor-Based Housing Vouchers:** A HUD program that awards rental housing vouchers to nonprofit or for-profit organizations, or “sponsors” that provide supportive services to homeless individuals and families. This program can provide rental assistance for Veterans who do not qualify for VASH vouchers. SDHC administers this program locally, awarding housing vouchers to the sponsors through a competitive process.

**Income eligibility:** *Up to 80 percent of the San Diego Area Median Income (\$45,400 a year for one person in 2015)*

**Rapid Re-housing Assistance:** An SDHC program to help homeless Veterans and their families obtain a stable home as quickly as possible. The program is for Veterans who have become homeless because of an unexpected life experience, such as a job loss, domestic violence, or a medical crisis. Homeless Veterans need not have an honorable discharge to be eligible for this Rapid Re-housing Assistance.

**Income eligibility:** *There are no income requirements for this program.*



## About SDHC's HOUSING FIRST – SAN DIEGO

**HOUSING FIRST – SAN DIEGO**, SDHC's three-year Homelessness Action Plan (2014-17) will impact the lives of as many as 1,500 homeless San Diegans.

Applying the power of its Federal, State and Local housing resources toward the goal of addressing homelessness, SDHC is a driving force in the implementation of the national Housing First model in the city of San Diego – to provide homeless individuals with housing as quickly as possible, with supportive services as needed.

**HOUSING FIRST – SAN DIEGO** was announced on November 12, 2014 as a five-point action plan:

1. **Award Development Funds** – Up to \$30 million
2. **Commit up to 1,500 Federal Rental Housing Vouchers**
3. **Renovate Hotel Churchill** – 72 Units of Permanent Supportive Housing
4. **Invest “Moving to Work” Federal Funds to Acquire Property**
5. **Dedicate SDHC-owned Housing Units** – 25 for Homeless San Diegans

On December 3, 2015, SDHC announced new initiatives for the second year of **HOUSING FIRST – SAN DIEGO**:

1. **The Guardian Scholars Program at San Diego State University (SDSU)** – Rental assistance for up to 100 students who have been homeless or at risk of homelessness.
2. **The Monarch School Project** – Federal housing vouchers for 25 families with students impacted by homelessness.
3. **Award Development Funds** – For the second consecutive year, up to \$10 million will be awarded to developers to create Permanent Supportive Housing or convert existing transitional housing to Permanent Supportive Housing, along with up to 300 Federal housing vouchers.

**The 1,000 Homeless Veterans Initiative** is the fourth new initiative announced as part of **HOUSING FIRST – SAN DIEGO**'s second year.



*Mayor Kevin Faulconer (podium), then-City Council President Todd Gloria (to the Mayor's left), SDHC President & CEO Richard C. Gentry (to the Mayor's right), and partners at the HOUSING FIRST – SAN DIEGO News Conference – 11.12.14*



## About SDHC's HOUSING FIRST – SAN DIEGO (Cont.)

### HOUSING FIRST – SAN DIEGO, First-year Accomplishments:

1. **Award Development Funds** – SDHC awarded \$8.2 million toward the construction of two new developments, Cypress Apartments in Downtown San Diego, which provides 62 permanent supportive housing units for homeless individuals and one manager's unit, and Talmadge Gateway Apartments in City Heights, which provides 59 permanent supportive housing units for homeless seniors and one manager's unit.
2. **Commit up to 1,500 Federal Rental Housing Vouchers** – SDHC awarded 180 new Federal rental housing vouchers to assist homeless and formerly homeless San Diegans. These vouchers will provide rental assistance for residents at: Cypress Apartments; Talmadge Gateway; as well as Alpha Square, a new construction development in the East Village neighborhood of Downtown San Diego that held its grand opening on November 18.
3. **Renovate Hotel Churchill** – Construction kicked off on June 30, 2015, and will be completed in June 2016. Hotel Churchill will remain affordable for 65 years. The \$20.5 million rehabilitation by SDHC and its nonprofit affiliate, Housing Development Partners (HDP), will set aside 72 units of Permanent Supportive Housing: 56 units for homeless Veterans; 8 units for youth aging out of the foster care system; and 8 units for adults exiting the corrections system who will also need supportive services.



*(Left to Right) U.S. Representative Scott Peters, Speaker of the California State Assembly Toni Atkins, SDHC President & CEO Richard C. Gentry, San Diego City Councilmember Todd Gloria, and HUD Secretary Julián Castro  
Hotel Churchill Tour – 10.19.15*

4. **Invest “Moving to Work” Federal Funds to Acquire Property** – SDHC invested \$15 million in Federal “Moving to Work” funds to create affordable rental housing for low-income and homeless individuals. On May 1, 2015, SDHC purchased Village North Senior Garden Apartments (Village North) in the Clairemont Mesa community. Twenty percent of the apartments at Village North – 24 units – are being set aside for homeless seniors.
5. **Dedicate SDHC-owned Housing Units** – SDHC is one of the first public housing agencies in the nation to commit affordable rental housing that it owns (25 units) for homeless San Diegans. Between this program's launch on January 1, 2015, through October 31, 2015, this rapid re-housing component of HOUSING FIRST - SAN DIEGO assisted 31 homeless families, including five that became financially self-reliant and were able to move to permanent housing. This continuing commitment is an annual rental value of \$348,000.



# The 1,000 Homeless Veterans Initiative

## Housing Our Heroes – Landlord Outreach Campaign

During his State of the City Address, San Diego Mayor Kevin Faulconer announced the Housing Our Heroes Campaign, a landlord-outreach collaborative effort to provide housing opportunities for 1,000 homeless Veterans within a year. It is part of The 1,000 Homeless Veterans Initiative of the San Diego Housing Commission's (SDHC) HOUSING FIRST – SAN DIEGO, SDHC's three-year Homelessness Action Plan (2014-17).

The initiative will invest close to \$12.5 million in Federal, City, and SDHC resources to provide housing opportunities for homeless Veterans in the city who are living on the streets or in shelters.

The 1,000 Homeless Veterans Initiative's four program components are:

1. **Landlord Outreach**
2. **Rapid Re-housing Assistance**
3. **SDHC Federal VASH Vouchers**
4. **SDHC Federal Housing Vouchers with Supportive Services**

### 1. Landlord Outreach

**Budget:** \$4,408,551

**Homeless Veterans Assisted:** All homeless Veterans

This program will reach out to landlords who have rental units in the city (ZIP codes that begin with 921) and encourage them to rent to homeless Veterans.

This program provides incentives for landlords who rent to homeless Veterans in the city:

- **Incentive Payments for Landlords** – Landlords will receive \$500 for the first apartment they rent to a homeless Veteran and \$250 for each additional unit.
  - **Budget:** Up to \$677,500 total
- **Security Deposit & Utility Assistance** – An average of \$1,500 in security deposits and \$100 in utility assistance per household.
  - **Budget:** Up to \$1,470,000 total
- **Landlord Contingency Fund** – Funds will be set aside to help landlords cover expenses, such as repairs that exceed security deposits upon move-out or to cover rent due to unforeseen vacancies.
  - **Budget:** Up to \$1 million total
- **Landlord Liaison** – SDHC will provide dedicated housing specialists to answer landlord's questions, as well as to provide credit report and application assistance for homeless Veterans

*For more information: email [HousingOurHeroes@sdhc.org](mailto:HousingOurHeroes@sdhc.org) or call (619) 578-7768*





## *The 1,000 Homeless Veterans Initiative Housing Our Heroes – Landlord Outreach Campaign (Cont.)*

The 1,000 Homeless Veterans Initiative of SDHC's HOUSING FIRST - SAN DIEGO Homelessness Action Plan follows the Housing First model - to provide housing as quickly as possible, with supportive services as needed.

In addition to Landlord Outreach, the other three critical program components of The 1,000 Homeless Veterans Initiative are:

### **2. Rapid Re-Housing Assistance**

**Homeless Veterans Assisted:** Up to 600 homeless Veterans will be provided housing opportunities with supportive services. Veterans need not have honorable discharge to be eligible.

**Program provides:** Rental payments to Veterans and their families who become homeless because of an unexpected life experience, such as a job loss, domestic violence, or medical crisis. The program will cover up-front move-in costs, such as security deposits and utility deposits. The funds will also be used to provide supportive services, such as case management and client outreach. Rapid Re-housing funds are awarded to nonprofit or for-profit organizations who apply for these funds through a competitive Notice of Funding Availability. These funds are paid directly to the landlord. **Budget:** \$1,967,250

### **3. SDHC Federal VASH Vouchers**

**Homeless Veterans Assisted:** 300 chronically homeless Veterans with an honorable discharge and a disabling condition who need supportive services and who qualify for the Veterans Affairs Supportive Housing (VASH) voucher program of the U.S. Department of Housing and Urban Development (HUD).

**Program provides:** Rental housing vouchers from the HUD VASH voucher program, which provides rental assistance administered by SDHC and supportive services through the VA San Diego Healthcare System. To help homeless Veterans find an apartment, SDHC obtained a waiver from HUD that allows for a 20 percent higher rent payment amount for a VASH Voucher, effective February 1, 2016. **Budget:** \$2,685,600

### **4. SDHC Federal Housing Vouchers with Supportive Services**

**Homeless Veterans Assisted:** 100 homeless Veterans who are not eligible for the Federal VASH Vouchers.

**Program provides:** Housing for homeless Veterans with supportive services, such as mental health counseling, substance abuse treatment programs, job training skills and health services. SDHC will award Federal HUD Sponsor-Based Housing Vouchers to nonprofit or for-profit organizations – chosen through a competitive process – to provide rental assistance to homeless Veterans to help pay for their housing. SDHC will also help pay for the supportive services. **Budget:** \$3,410,800

All participants of The 1,000 Homeless Veterans Initiative must be referred by SDHC partner agencies or organizations that provide supportive services to homeless San Diegans.

It is important that homeless Veterans add their names to a database that assesses their housing needs and vulnerability, which will help identify those who are most in need. Agencies that will be able to add homeless Veterans to this Coordinated Assessment database, and are located in the downtown area, are Neil Good Day Center and The Joan Kroc Center at Father Joe's Villages.

***Funding Sources:** A grant from the City of San Diego resulting from the ground lease of San Diego Square; proceeds from the pending sale of Hotel Metro; HUD VASH Voucher Administration Fees; HUD Extraordinary Administrative Fees for VASH Vouchers; HUD VASH Rental Assistance; and HUD Sponsor-Based Housing Voucher Rental Assistance.*



# OPENING DAY NEIGHBORHOOD CLEAN UP



The San Diego Padres and the Downtown San Diego Partnership have teamed up for a community clean up fit for the major leagues! Bring friends, family members and colleagues to lend a hand as we get ready for baseball season in Downtown San Diego.



**PADRES**  
VOLUNTEER TEAM  
TOYOTA

**PETCO PARK TAILGATE LOT**  
**WEDNESDAY, MARCH 23, 11AM - 4PM**  
**[www.downtownsandiego.org](http://www.downtownsandiego.org)**

Sign up by March 16, 2015 [INFO@IMPROVEDTSD.ORG](mailto:INFO@IMPROVEDTSD.ORG)

# LEARN HOW TO MAKE A VERTICAL GARDEN



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