



WOMEN'S SUSTAINABLE DEVELOPMENT INITIATIVE

PRO FORMA BASICS

2022

MISSION

The Women's Sustainable Development Initiative (WSDI) is a Michigan non-profit corporation whose mission is to support emerging women commercial real estate developers working on projects located in low-income communities that incorporate environmental, social and governance (ESG) components, with a priority focus on women developers that are black, indigenous or persons of color (BIPOC).

CONTACT & MEDIA

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www.womendevlop.org

Facebook: <https://www.facebook.com/WSDIwomendevlop>

FOUNDING BOARD OF DIRECTORS

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PRO FORMA TYPES

Mixed-Use/Multi-Family/Commercial/Industrial

- MEDC Pro Forma

https://www.miplace.org/4a1efd/globalassets/documents/mcrp/workbook_v4.0.zip

Affordable Housing

- MSHDA Pro forma

<https://www.michigan.gov/mshda/developers/lihtc/spotlight/mshdas-combined-application-for-rental-housing-programs>

For Sale Residential

- Make your own
- Ask me for mine



PRO FORMA COMPONENTS

- Revenue
- Operating Expenses
- Uses
- Sources
- Cashflow



REVENUE

Types

- Residential rents (minus vacancy)
- Commercial/Retail lease payments (minus vacancy)
- Parking
- Laundry facilities
- Storage
- Hospitality - hotel
- Conference spaces
- Other (geothermal, solar, etc....)



OPERATING EXPENSES

Administrative Expenses

Expenses related to management of the rental space (management fee), marketing, legal and accounting expenses incurred, etc.

Utilities

This section should include natural gas, electricity, water and sewer usage. This section should not be underestimated. Ensure that you have negotiated the responsibility for each utility with your commercial and residential tenants.

Maintenance/Repairs

This category assumes annual regular maintenance costs for things like pest control, snow removal, lawn or parking lot maintenance, janitorial services, elevator updates, etc. This would not include new equipment - that is a capital expense.

Real Estate Taxes & Tax Abatements

An assessment of future taxes, usually obtained through the local Assessor's office. If a tax abatement is available, it will be reflected here.