

REQUEST FOR APPLICATIONS 2022-210

Permanent Supportive Housing Focusing On Best Practices And Funding For Tenancy Supports And Resident Services Coordination For High Utilizers Of Public Behavioral Health Systems

Issued By:

FLORIDA HOUSING FINANCE CORPORATION

Issued: _____, 2022

Due: _____, 2022

SECTION ONE INTRODUCTION

The Corporation is proposing to issue a Request for Applications (RFA) to fund the development of Permanent Supportive Housing that will include a three-year pilot component. A portion of the overall tenants to be served at the Developments funded through the RFA will house persons who are high utilizers of public behavioral health crisis services or are a high priority for diversion from acute health care services and institutional settings (High Utilizers). The focus of the pilot is on those High Utilizers who are facing housing instability due to their behavioral health care situation.

The immediate objective of this pilot is to divert High Utilizers served by Managing Entities from repeated emergency, in-patient residential and/or acute care service use. The longer-term objective is to create a collaborative approach to state-administered funding for both housing and services to build a replicable model for the future. In the first pilot of this type that the Corporation funded to incentivize braiding together housing and services funding, the focus was on persons with high needs/high costs who were experiencing chronic homelessness. In this new pilot, the Corporation continues this work, proposing to focus on those who are unable to meet literal homeless eligibility requirements and thus are unable to move through the local Continuum of Care system to access housing and services through that portal. Helping High Utilizer individuals in the behavioral healthcare system who face housing instability, but are not literally homeless, requires blending a different set of funding strategies to help them gain independence and stability in their communities.

This RFA will be open to Non-Profit Applicants that are experienced in working with and housing High Utilizers and have a funding and partnership commitment for resident services coordination, housing stability/tenancy supports and supportive services through a partnership with the Managing Entity in the region where the Permanent Supportive Housing will be built.

As the RFA details below, additional units will be required to be set aside for Homeless Households and qualifying populations under the HOME-American Rescue Plan (ARP) Program. After Year 15, the HOME-ARP units will transition to serve Persons with Special Needs and Homeless Households, as detailed below.

Applicants chosen under this pilot, including both the housing provider and Managing Entity, must commit to work with the Corporation throughout the Pilot Period through a series of collaborative peer conversations and written reports to develop and inform the Corporation and the Department of Children and Families about resident outcomes and best practice strategies for serving High Utilizers in Permanent Supportive Housing. Additional requirements of the Pilot Program are described in Exhibit I of the RFA.

Funding Available:

Estimated funding amounts:

- \$5,400,000 of Competitive Housing Credits (HC)
- \$21,600,000 of HOME-American Rescue Plan (HOME-ARP) Program Funds provided as a forgivable loan
- \$6,700,000 of National Housing Trust Funds (NHTF) provided as a forgivable loan

SECTION TWO DEFINITIONS

Capitalized terms within this RFA shall have the meaning as set forth in this RFA, in Exhibit B, Rule Chapters 67-48, F.A.C. (effective May 18, 2021) and 67-60, F.A.C., (effective July 8, 2018) or in applicable federal regulations.

SECTION THREE PROCEDURES AND PROVISIONS

Unless otherwise stated within the RFA, the Application package, forms and other information related to this RFA may be found on the RFA Webpage at <https://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2022/2022-210> (also available by clicking [here](#)).

A. Submission Requirements

1. Application Deadline

The Application Deadline is **3:00 p.m., Eastern Time, on _____, 2022.**

2. Completing the Application Package

a. Downloading and completing the documents provided by the Corporation

Download and complete the following documents found on the RFA Webpage:

- (1) The Application (Section Four, A. through C. of Exhibit A of the RFA);
- (2) The narrative description responses (Section Four, D. of Exhibit A of the RFA);
- (3) The Development Cost Pro Forma; and
- (4) The Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-2019) (“Principals Disclosure Form”). A Principals Disclosure Form that was approved during the Advance Review Process, which is described in Section Four A.3.c. of the RFA, may be used to satisfy this requirement.

The download process may take several minutes. Applicants should save these documents with a file name that is unique to the specific Application.

b. Creating the All Attachments Document

In addition to the documents described in a. above, the Application Package also includes one copy consisting of all of the applicable completed Attachments described in the RFA (“All Attachments Document”).

Compile all of the attachments described in the RFA into one pdf file separated by pages labeling each Attachment to create the All Attachments Document.

This may be accomplished by merging the documents using a computer program such as Adobe Acrobat Pro or by scanning all of the attachments together.

As described in Section Four, B.2., to be awarded 5 points, bookmark the pdf of the All Attachments Document before uploading. It is not necessary to bookmark the Exhibit A document, the Development Cost Pro Forma, or the Principal Disclosure Form. Acrobat Standard DC or Acrobat Pro DC are the programs required to create bookmarks.

Note: The Corporation has provided instructions on how to bookmark the Attachments as well as sample pages that may be used to separate the attachments on the RFA Webpage. If any of the attachments are not applicable, the Applicant should insert a page stating “Not Applicable” behind the separation page.

3. Uploading the Application Package

The Application Package consists of Exhibit A, the Development Cost Pro Forma, the Principal Disclosure Form, and the All Attachments Document. To upload the Application Package:

- a. Go to the RFA Webpage.
- b. Click the link to login and upload the Application Package. Note: A username and password must be entered. If the Applicant has not previously created a username and password, the Applicant will need to create one prior to the upload process.
- c. After successfully logging in, click “Upload Application Package.” Enter the Development Name and click “Browse” to locate the following completed documents saved on the Applicant’s computer:
 - (1) The Application (Exhibit A) in Excel format;
 - (2) The Development Cost Pro Forma in Excel format;
 - (3) The Principals Disclosure form in Excel format. (If the Applicant received an approved Principals Disclosure Form through the Advance Review Process, the approved form is what should be uploaded);
 - (4) The narrative description responses in a pdf format; and
 - (5) The All Attachments Document in a pdf format.

The average file size is 1.0 MB and may take a few minutes to upload. Larger files may take longer to upload. There is a file size limit of 15 MB, but this may be reduced without reducing the number of pages submitted. Examples of

factors that affect file size include the resolution of the scanner or scanning the documents in color or as a graphic/picture.

- d. After the documents are displayed in the Upload webpage, click “Upload Selected Files” to electronically submit the documents to the Corporation by the Application Deadline. Then the Uploaded Application (consisting of all four documents comprising the Application Package), and its assigned Response Number will be visible in the first column.

For scoring purposes, the Corporation will not consider any documentation beyond the Application Package that is uploaded as described above.

Note: If the Applicant clicks “Delete” prior to the Application Deadline, the Application will no longer be considered a Submitted Application and the Applicant will be required to upload the Application Package again in order for these documents to be considered an Uploaded Application. This will generate a new Response Number.

4. Submitting the Application Fee

- a. Application Fee

By the Application Deadline, provide to the Corporation the required non-refundable \$3,000 Application fee, payable to Florida Housing Finance Corporation via check, money order, ACH, or wire transfer.

To ensure that the Application Fee is processed for the correct online Application, the following is ***strongly recommended***: (i) provide the Application Fee at least 48 hours prior to the Application Deadline; (ii) whether paying by check, money order, ACH or wire transfer, include the Development Name, RFA number with the payment; and (iii) if paying by wire, include the Federal Reference Number, or if paying by ACH, include the Trace Number at question B.1 of Exhibit A.

Note: In the event that the online submission is not received, the payment will be refunded.

ACH Instructions:

BANK NAME: Wells Fargo
One Independent Drive, 8th Floor
Jacksonville, Florida 32202

ABA #: 121000248

ACCOUNT NAME: FHFC

ACCOUNT #: 4967822909

Wire Transfer Instructions:

BANK NAME: WELLS FARGO BANK, N.A.
420 MONTGOMERY STREET
SAN FRANCISCO 94104
United States of America (US)

ABA #: 121000248

ACCOUNT NAME: FHFC

ACCOUNT #: 4967822909

Check or Money Order Instructions:

Payable to: Florida Housing Finance Corporation

Mailing Address: Attn: Marisa Button
Florida Housing Finance Corporation
227 N. Bronough Street, Suite 5000
Tallahassee, Florida 32301

b. Assigning Lottery Numbers

After 3:00 p.m., Eastern Time, on the Application Deadline, each Application for which an electronically submitted copy and the Application Fee are received by the Application Deadline will be assigned an Application number. In addition, these Applications will be assigned a lottery number by having the Corporation's internal auditors run the total number of Applications received through a random number generator program.

c. Withdrawing an Application

Pursuant to subsection 67-60.004(2), F.A.C., any Applicant may request withdrawal of its Application from a competitive solicitation by filing a written notice of withdrawal with the Corporation Clerk. For purposes of the funding selection process, the Corporation shall not accept any Application withdrawal request that is submitted between 5:00 p.m., Eastern Time, on the last business day before the date the Review Committee meets to make its recommendations until after the Board has taken action on the Review Committee's recommendations, and such Application shall be included in the funding selection process as if no withdrawal request had been submitted. Any funding or allocation that becomes available after such withdrawal is accepted shall be

treated as Returned Funding and disposed of according to Section Five B. of the RFA.

- B. This RFA does not commit the Corporation to award any funding to any Applicant or to pay any costs incurred in the preparation or delivery of an Application.
- C. The Corporation reserves the right to:
1. Waive Minor Irregularities; and
 2. Accept or reject any or all Applications received as a result of this RFA.
- D. Any interested party may submit any inquiry regarding this RFA in writing via e-mail at RFA_2022-210_Questions@floridahousing.org (also accessible by clicking [here](#)) with “Questions regarding RFA 2022-210” as the subject of the email. All inquiries are due by 5:00 p.m., Eastern Time, on _____, 2022. Phone calls or written inquiries other than at the above e-mail address will not be accepted. The Corporation expects to respond to all inquiries by 5:00 p.m., Eastern Time, on April 2, _____, 2022, and will post a copy of all inquiries received, and their answers, on the RFA Webpage. The Corporation will also send a copy of those inquiries and answers in writing to any interested party that requests a copy. The Corporation will determine the method of sending its answers, which may include regular United States mail, overnight delivery, fax, e-mail, or any combination of the above. No other means of communication, whether oral or written, shall be construed as an official response or statement from the Corporation.
- E. Any person who wishes to protest the specifications of this RFA must file a protest in compliance with Section 120.57(3), Fla. Stat., and Rule Chapter 28-110, F.A.C. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat., shall constitute a waiver of proceedings under Chapter 120, Fla. Stat.
- F. By submitting this Application, including all applicable attachments thereto, each Applicant agrees to the terms and conditions outlined in the RFA and certifies that:
1. **Public Records.** Any material submitted in response to this RFA is a public record. Section 119.071(1)(b)2, Fla. Stat. authorizes the Corporation to exempt this material from disclosure requirements; however, the Corporation intends to post the Applications to the RFA Webpage sooner than 30 days after the Application Deadline.
 2. **Noninterference.** At no time during the review and evaluation process, commencing with the Application Deadline and continuing until the Board renders a final decision on the RFA, may Applicants or their representatives contact Board members or Corporation staff, except Corporation legal staff, concerning their own or any other Applicant’s Application. If an Applicant or its representative does contact a Board or staff member in violation of this section, the Board shall, upon a determination that such contact was made in an attempt to influence the selection process, disqualify the Application.
 3. **Requirements.** Proposed Developments funded under this RFA will be subject to the requirements of the RFA, inclusive of all Exhibits, and all provisions of Rule Chapters 67-48, F.A.C., 67-60, F.A.C., and the Compliance requirements of Rule Chapter 67-53, F.A.C.

4. Modifications. Any modifications that occur to the Request for Application will be posted on the web site and may result in an extension of the deadline. It is the responsibility of the Applicant to check the website for any modifications prior to the Application Deadline.
- G. The Corporation expects to select one or more Applications to award the funding contemplated by this RFA. Any such Applications will be selected through the Corporation's review of each Application, considering the factors identified in this RFA.

SECTION FOUR INFORMATION TO BE PROVIDED IN APPLICATION

Provided below are the instructions to be used in completing Exhibit A of this RFA. Unless stated otherwise, all information requested in the RFA pertains to the Development proposed in this Application upon completion of the construction work.

A. Exhibit A Items

1. Review of Attachments

The Corporation will not review the substance of the documentation that is submitted as Attachments to this RFA during the Review Committee scoring process unless there is a reason to believe that any of the documents have been improperly executed. During Review Committee scoring, the Corporation will rely on the answers submitted by the Applicant in Exhibit A, the Development Cost Pro Forma, and the Principal Disclosure Form to determine whether an Applicant has met the requirements of this RFA. Additionally, the Corporation has no authority to, and will not, evaluate the validity or enforceability of any eligible site control documentation. If it is determined that the Attachments do not meet the RFA requirements, the Application may be deemed ineligible, and/or the Corporation may rescind the award, and all Principals of the Applicant may be subject to material misrepresentation, even if the Application was not selected for funding, was deemed ineligible, or was withdrawn.

2. Demographic Commitment

a. Demographic Commitments within Development

(1) High Utilizer Demographic Commitment

20 percent of the total units, or a minimum of 15 units, whichever is greater, must be set aside for High Utilizers for the entire Pilot Period. These units may not be the same as units set aside under the Homeless Household Demographic Commitment below, but may be the same units as those set aside under the HOME-ARP Demographic Commitment below.

The Pilot Period formally begins upon tenancy of the first High Utilizer resident. The Pilot Period will end no less than three years after a minimum of 90 percent of the High Utilizer units are initially occupied. After the Pilot Period and certain

reporting requirements are met, the pilot will be considered completed and this demographic commitment will end.

Additional requirements of the Pilot Program are described in Exhibit I of the RFA.

(2) Homeless Demographic Commitment

10 percent of the total units must be set aside for Homeless Households for the full 50-year Compliance Period. These units may not be the same units as those set aside under any other Demographic Commitment in this RFA

Note: Starting in Year 16, the units set aside for Homeless Households will increase to 25 percent of the total units for the remaining Compliance Period, as further explained in (4) below.

(3) HOME-ARP Units

45 percent of total units will be considered HOME-ARP, for a minimum of 15 years.

(a) HOME-ARP Qualifying Populations Demographic Commitment

At least 70 percent of the HOME-ARP units must be set aside to serve HOME-ARP Qualifying Populations for 15 years.

(i) HOME-ARP Qualifying Population groups (see Exhibit J of the RFA for the comprehensive list)

- Sheltered and unsheltered homeless populations;
- Currently housed populations at risk of homelessness;
- Other families requiring services or housing assistance or to prevent homelessness; and
- Those at greatest risk of housing instability or in unstable housing situations.

(ii) Rents for all HOME-ARP Qualifying Population households must be set at 30 percent of each individual household's income. This requirement is only for this portion of HOME-ARP units.

(iii) Under the HOME-ARP Qualifying Population Demographic Commitment, if the Applicant chooses to serve persons meeting the HOME-ARP Qualifying Populations homeless requirement, this must be in addition to the Homeless Demographic Commitment described above.

(b) No more than 30 percent of total HOME-ARP units may be set aside to serve persons up to 80 percent AMI, or as further restricted by Housing Credit unit limitations outlined in Section Four, 6.c. of the RFA.

(4) Persons with Special Needs and Homeless Households Demographic Commitment starting at Year 16

At the end of Year 15, when the HOME-ARP set-aside requirements end on the 45 percent of total units under this program, these units must begin serving Persons with Special Needs and Homeless Households, as defined in Exhibit B. Thus, starting in Year 16, 30 percent of total units in the property must serve Persons with Special Needs, and 25 percent of total units in the property must serve Homeless Households (this percentage includes the original 10 percent set-aside for Homeless Households required starting in Year 1).

For the Corporation to better understand the property proposed, Applicants must check the box or boxes at question 2.a.(4). of Exhibit A that specify the defined Persons with Special Needs population(s) who the Applicant proposes to serve:

- (a) Adult persons requiring independent living services in order to maintain housing or develop independent living skills and who have a Disabling Condition that currently impairs or is likely to impair their physical mobility;*
- (b) Persons receiving benefits under the Social Security Disability Insurance (SSDI) program or the Supplemental Security Income (SSI) program or from veterans' disability benefits;*

*Due to the likelihood that residents of the subpopulations described in (a) and (b) above may have Mobility Impairments, Applicants that select (a) and/or (b) above must, at a minimum, meet the accessibility, adaptability, universal design and visitability features requirements outlined in Section Four A.8.c.(1) of the RFA ("Level 1 Accessibility Requirements").

- (c) Adult persons requiring independent living services in order to maintain housing or develop independent living skills and who have a Disabling Condition that neither currently impairs nor is likely to impair their physical mobility, such as persons with a mental illness; **
- (d) Young adults formerly in foster care who are eligible for services under Sections 39.6251 and/or 409.1451, F.S.;** and/or
- (e) Survivors of domestic violence as defined in Section 741.28, F.S. **

**Because residents of the subpopulations described in (c), (d), and (e) above are less likely to have Mobility Impairments, Applicants that select (c) and/or (d) and/or (e) above and that do not also select (a) and/or (b) above must at a minimum meet the accessibility, adaptability, universal design and visitability features requirements outlined in Section Four A.8.c.(2) of the RFA ("Level 2 Accessibility Requirements").

Note: Units required to be set aside for Persons with Special Needs may not be the same as those units set aside to meet the Homeless Demographic Commitment described above.

At the end of Year 15, when the HOME-ARP set-aside requirements and HOME-ARP Qualifying Populations rent restrictions end on the 45 percent of total units under this program, these households may be allowed to occupy the unit with an indefinite length of stay as long as the tenant complies with lease requirements including the Housing Credit Unit rent restrictions.

- b. Demographic Populations to Be Served. Applicants must include in their application a narrative describing in detail the demographic subpopulation(s) to be served over the compliance period, with particular attention to the Managing Entity's priorities for the High Utilizer population(s) to be served. This information will be considered by the Corporation when reviewing and scoring how the proposed Development will assist the intended residents.

The Applicant's description(s) is limited to no more than two typed pages within the text box at question 2.b. of Exhibit A. Note: Although the online Application system allows for more than two pages, any portion of the description that is beyond two pages will not be considered.

- c. Examples of how the Demographic Commitments might be met for a 100-unit Development

Example A: (in which units meet overlapping demographic commitments as little as possible)

Years 1 - 3

- 20 units meet the High Utilizer commitment
- 32 units meet the HOME-ARP Qualifying Populations commitment
- 13 units are HOME-ARP with no demographic commitment
- 10 units meet the Homeless commitment
- The remaining units (25) may serve any demographic group, including families and elders

Years 4 – 15

- 32 units meet the HOME-ARP Qualifying Populations commitment, and are no longer required to meet the High Utilizer Commitment
- 13 units are HOME-ARP with no demographic commitment
- 10 units meet the Homeless commitment
- The remaining units (45) may serve any demographic group, including families and elders

Years 16 – 50

- 30 units meet the Persons with Special Needs commitment
- 25 units meet the Homeless commitment
- The remaining units (45) may serve any demographic group, including families and elders

Example B: (in which units meet overlapping demographic commitments as much as allowable)

Years 1 – 3

- 20 units meet both the High Utilizer and HOME-ARP Qualifying Populations commitment (the same units meet both commitments)
- 12 units meet the HOME-ARP Qualifying Populations commitment
- 13 units are HOME-ARP with no demographic commitment
- 10 units meet the Homeless commitment
- The remaining units (45) may serve any demographic group, including families and elders

Years 4 – 15

Same as Example A

Years 16 – 50

Same as Example A

Example C: (in which some units meet overlapping demographic commitments)

Years 1 - 3

- 8 units meet the High Utilizer commitment
- 12 units meet both the High Utilizer and HOME-ARP Qualifying Populations commitment (the same units meet both commitments)
- 20 units meet the HOME-ARP Qualifying Populations commitment
- 13 units are HOME-ARP with no demographic commitment
- 10 units meet the Homeless commitment
- The remaining units (37) may serve any demographic group, including families and elders

Years 4 – 15

Same as Example A (once the High Utilizer demographic commitment ends, the 8 units that met the High Utilizer commitment are merged with the 37 units that may serve any demographic group, including families and elders.)

Years 16 – 50

Same as Example A

3. Applicant/Developer/Management Company/Contact Person

Per subsection 67-48.002(94), F.A.C., the Applicant, Developer(s) and all Principals of the Applicant and Developers that are not a natural person must be a legally formed entity as of the Application deadline.

a. Applicant Information

- (1) Only Non-Profit Applicants are eligible for funding. State the name of the Non-Profit Applicant.
- (2) The Applicant must be a legally formed entity [i.e., limited partnership, limited liability company, etc.] qualified to do business in the state of Florida as of the Application Deadline. Include, as **Attachment 1** to Exhibit A, evidence from the Florida Department of State, Division of Corporations, that the Applicant satisfies the foregoing requirements. Such evidence may be in the form of a certificate of status or other reasonably reliable information or documentation issued, published or made available by the Florida Department of State, Division of Corporations.

(3) Non-Profit Applicant Qualifications

Provide the following information for the Non-Profit entity that meets the definition stated in Rule Chapter 67-48, F.A.C. as **Attachment 2**:

- (a) The Corporation-approved* Executive Director Certification of Non-Profit Entity Qualifications Form (Rev. 10-2021) and the Executive Director Certification of Non-Profit Material Participation form (Rev. 10-2021); or
- (b) All of the following:
 - The IRS determination letter demonstrating that the Non-Profit entity is organized under 501(c)(3) or 501(c)(4) and also has been in existence at least three years prior to the issue date of this RFA;
 - A description/explanation of how the Non-Profit entity is substantially and materially participating in the management and operation of the Development (i.e., the role of the Non-Profit). This requirement may be met by providing a properly executed Executive Director Certification of Non-Profit Material Participation form (Rev. 10-2021);
 - The names and addresses of the members of the governing board of the Non-Profit entity; and
 - The articles of incorporation or the IRS Form 990 most recently filed with the IRS, but no earlier than 2020, demonstrating that, as of the Application Deadline, one of the purposes of the Non-Profit entity is to foster low-income housing.

The Applicant must remain a Non-Profit entity and the Non-Profit entity must (i) receive at least 25 percent of the Developer's fee, exclusive of the portion of the Developer Fee that will fund the Operating Deficit Reserve; and (ii) contractually ensure that it substantially and materially participates in the management and operation of the Development throughout the Compliance Period.

The Applicant's Non-Profit status will be verified during credit underwriting. If this cannot be verified, the Applicant will no longer be considered a Non-Profit Applicant and funding awarded under this RFA may be rescinded.

- (4) Goal to fund one Application submitted by an Applicant that qualifies as a 100% Non-Profit Applicant

There is a goal to fund one Application that qualifies as a 100% Non-Profit Applicant as defined in Exhibit B. To qualify for this goal, confirm that the Application qualifies in Exhibit A of this RFA.

- (5) Homeless Assistance Continuum of Care Requirements for All Applicants

All Applicants must meet the following requirements specific to its commitment, pursuant to this RFA, to serve Homeless households:

- (a) Provide documentation that the Applicant informed the jurisdiction's Local Homeless Assistance Continuum of Care lead agency head of its intent to apply for funding to develop housing pursuant to this RFA must be submitted as **Attachment 2**;
- (b) Have an executed agreement to participate in the Continuum of Care's Homeless Management Information System (HMIS); and will contribute data on the Development's tenants to the Continuum of Care's HMIS data system or, if serving Survivors of Domestic Violence, is providing aggregate data reports to the Continuum of Care. The executed agreement shall be required at least 6 months prior to the expected placed in service date; and
- (c) Commit to be a housing provider in the Local Homeless Assistance Continuum of Care's Coordinated Entry System as required by the U.S. Department of Housing and Urban Development. The Applicant must utilize the Continuum's Coordinated Entry System for a minimum of 10 percent of the total units at the proposed Development throughout the entire Compliance Period, unless the Corporation approves another approach to meet this demographic commitment.

b. Developer Information

- (1) State the name of each Developer, including all co-Developers.
- (2) Each Developer entity identified (that is not a natural person, Local Government, or Public Housing Authority) must be a legally formed entity

qualified to do business in the state of Florida as of the Application Deadline. For each stated Developer entity that is not a natural person, Local Government, or Public Housing Authority, provide, as **Attachment 3** to Exhibit A, evidence from the Florida Department of State, Division of Corporations, that the Developer satisfies the foregoing requirements. Such evidence may be in the form of a certificate of status or other reasonably reliable information or documentation issued, published or made available by the Florida Department of State, Division of Corporations.

(3) Developer Experience

(a) Required Developer Experience

A natural person Principal of at least one experienced Developer entity, which must be disclosed on the Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-2019) outlined below, must have, since January 1, 2002 completed at least three affordable rental housing developments, at least one of which was financed utilizing low-income housing tax credits pursuant to Section 42, IRC, and completed since January 1, 2012. At least one of the three completed developments must consist of a total number of units no less than 50 percent of the total number of units in the proposed Development.

The individual meeting the Developer Experience requirements must be disclosed on the Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-2019) and must remain with the Development until the release of the operating deficit guarantee set forth in subsection 67-48.0072(18), F.A.C.

For purposes of this provision, completed development means (i) that the temporary or final certificate of occupancy has been issued for at least one unit in one of the residential apartment buildings within the development, or (ii) that at least one IRS Form 8609 has been issued for one of the residential apartment buildings within the development. As used in this section, a Housing Credit development that contains multiple buildings is a single development regardless of the number of buildings within the development for which an IRS Form 8609 has been issued.

If the experience of a natural person Principal for a Developer entity listed in this Application was acquired from a previous affordable housing Developer entity, the natural person Principal must have also been a Principal of that previous Developer entity as the term Principal was defined by the Corporation at that time.

Required Developer Prior Experience

Complete the prior experience chart for each natural person Principal intending to meet the required Developer experience reflecting the

information for the three completed affordable rental housing developments, one of which must be a Housing Credit development.

(b) Developer Experience Withdrawal Disincentive (5 points)

(i) To be awarded five points in this RFA

Applications will be awarded five points if no Principal named in this RFA is also listed as a Developer, co-Developer or Principal of the Developer named on the Principals Disclosure Form included in RFA 2020-103, 2020-106, 2020-201, 2020-202, 2020-203, and 2020-204, 2020-208, 2020-211, 2021-103, 2021-106, 2021-201, 2021-202, 2021-203, 2021-204, 2021-208, or 2021-211 where an Application has been withdrawn any time subsequent to the applicable RFA's Application Deadline, but on or before the execution of the Carryover Allocation Agreement(s) and payment of the Administrative Fee(s) for such Application(s).

For purposes of scoring this RFA, the Committee shall consider all such withdrawals that are made available to the Committee prior to the date that the Committee meets to make a recommendation to the Board.

(ii) The Withdrawal Disincentive as a Point Item in Future RFAs

In an effort to encourage the submission of quality Applications, the Corporation will award points for Developer experience in certain future RFAs. Applicants and Developers are on notice that any Application submitted in this RFA that is withdrawn any time subsequent to the Application Deadline but on or before the execution of the Carryover Allocation Agreement and payment of the Administrative fee will (if the future RFA so provides) result in a point reduction in the scoring of Developer experience in future Applications in which the Developer, Co-Developer or any Principal of the Developer(s) named in the Developer section of the Principals of the Applicant and Developer(s) Disclosure Form of the withdrawn Application is named for purposes of satisfying the Developer experience requirement in the future Application.

Note: As used herein, an Application withdrawal includes a withdrawal of an Application (or the funding under such Application) initiated or made by the Applicant or by the Corporation itself where such withdrawal by the Corporation is the result of the Applicant's failure to act in accordance with the terms of the RFA or to pay fees in a timely manner as required by the RFA. If an Applicant rejects or declines an invitation to enter credit underwriting within the deadline set forth in

this RFA, this will be considered a withdrawal for the purposes of the withdrawal disincentive.

(c) Prior Development Experience a Point Item in Future RFAs

The Corporation will award points for Development Experience in certain RFAs beginning with the 2022/2023 RFA Cycle. Notice is given that any Principal of an Applicant and/or Developer(s) of any non-HUD financed Development* or any non-RD financed Development** funded in this RFA that also receives Board approval for any of (i) - (iii) below will be deemed ineligible for Development Experience points for exactly 2 years, commencing on the date of the Board's approval:

- (i) More than one exchange of credits, as outlined in the Qualified Allocation Plan, for the same non-HUD financed Development* or any non-RD financed Development** awarded since the Application Deadline of this RFA;
- (ii) At least one exchange of credits requiring Board approval, as outlined in the Qualified Allocation Plan, for two or more non-HUD financed Developments* or any non-RD financed Development** funded in RFAs 2020-103, 2020-106, 2020-201, 2020-202, 2020-203, and 2020-204, 2020-208, 2020-211, 2021-103, 2021-106, 2021-201, 2021-202, 2021-203, 2021-204, 2021-208, or 2021-211; or
- (iii) A waiver to Rule 67-48, F.A.C., extending the firm commitment deadline of a non-HUD financed Development* or any non-RD financed Development** awarded since the Application Deadline of this RFA.

*A HUD financed Development is a Development that has received construction and/or permanent loan financing from HUD. All Developments without construction and/or permanent loan financing from HUD, which may include those with HUD subsidy funding such as PBRA, are considered non-HUD financed Developments. Additionally, Developments with HOME funding and NHTF funding would not be considered HUD financed Developments if the Development would otherwise be classified as a non-HUD financed Development.

** An RD financed Development means a Development that has received construction and/or permanent loan financing from Rural Development (RD) within the United States Department of Agriculture (USDA). All Developments without construction and/or permanent loan financing from RD, which may include those with RD subsidy funding such as PBRA, are considered non-RD financed Developments.

c. Principals Disclosure for the Applicant and for each Developer (5 points)

(1) Eligibility Requirements

To meet the submission requirements, upload the Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-2019) (“Principals Disclosure Form”) as outlined in Section Three above. Prior versions of the Principal Disclosure Form will not be accepted.

To meet eligibility requirements, the Principals Disclosure Form must identify, pursuant to subsections 67-48.002(94), 67-48.0075(8) and 67-48.0075(9), F.A.C., the Principals of the Applicant and Developer(s) as of the Application Deadline. A Principals Disclosure Form should not include, for any organizational structure, any type of entity that is not specifically included in the Rule definition of Principals. Per subsection 67-48.002(94), F.A.C., any Principal other than a natural person must be a legally formed entity as of the Application deadline.

For Housing Credits, the investor limited partner of an Applicant limited partnership or the investor member of an Applicant limited liability company (or a placeholder for the investor) must be identified on the Principal Disclosure Form.

(2) Approval during Advance Review Process (5 Points)

Applicants will receive 5 points if the uploaded Principal Disclosure Form is either (a) stamped “Approved” at least 14 Calendar Days prior to the Application Deadline; or (b) stamped “Received” by the Corporation at least 14 Calendar Days prior to the Application Deadline AND stamped “Approved” prior to the Application Deadline.

To document these dates, the Corporation will stamp the Principal Disclosure Form on the date it is received and the date it is approved. If a Principal Disclosure Form has been approved, but the Applicant must change the form for any reason, the form may be edited and resubmitted for approval, but the form will receive a new stamp reflecting the date the Corporation received the revised form. Likewise, if a form is returned to the Applicant for correction, the Applicant may make corrections and resubmit the form, but the date of the resubmission will be reflected as the date received. If a Principal Disclosure Form is submitted for an RFA with a “Received” date that is within 14 Calendar Days of the Application Deadline, the Applicant will not be eligible for the 5 Advance Review points.

The Advance Review Process for Disclosure of Applicant and Developer Principals is available on the RFA Webpage and also includes samples which may assist the Applicant in completing the required Principals Disclosure Form.

Note: It is the sole responsibility of the Applicant to review the Advance Review Process procedures and to submit any Principals Disclosure Form for review in a timely manner in order to meet the Application Deadline.

- (3) Material and non-material changes to the Applicant entity or Developer entity
- (a) For purposes of the following, a material change shall mean 33.3 percent or more of the Applicant, a general partner of the Applicant, or a non-investor member of the Applicant, and a non-material change shall mean less than 33.3 percent of the Applicant, a general partner of the Applicant, or a non-investor member of the Applicant.
 - (b) The name of the Applicant entity or Developer entity stated in the Application may be changed only by written request of an Applicant to Corporation staff and approval of the Corporation after the Applicant has been invited to enter credit underwriting.
 - (c) The Applicant entity shall be the recipient of the Housing Credits, and the borrowing entity for the loan(s) and cannot be changed in any way (materially or non-materially) until after the closing of the loan(s). After loan closing, (i) any material change will require review and approval of the Credit Underwriter, as well as approval of the Board prior to the change, and (ii) any non-material change will require review and approval of the Corporation, as well as approval of the Board prior to the change. Changes to the Applicant entity (material or non-material) prior to the loan closing or without Board approval after the loan closing may result in disqualification from receiving funding and may be deemed a material misrepresentation. The Applicant must comply with Principal disclosure requirements outlined in Rule Chapter 67-48, F.A.C. for the duration of the Compliance Period. Changes to the investor limited partner of an Applicant limited partnership or the investor-member of an Applicant limited liability company owning the syndicating interest therein will not result in disqualification; however, the Corporation must be notified of the change. Changes to the officers or directors of a Public Housing Authority or a non-profit entity will not result in disqualification; however, the change must be approved by the Corporation.
 - (d) The Principals of each Developer identified in the Application, including all co-Developers, may be changed only by written request of an Applicant to Corporation staff and approval of the Board after the Applicant has been invited to enter credit underwriting. In addition, any allowable replacement of an experienced Principal of a Developer entity must meet the experience requirements that were met by the original Principal.

d. General Management Company Information

Identify the Management Company and provide the requested contact information.

e. Community-Based Board of Directors Requirement

The Applicant must commit to structuring the Board of Directors affiliated with the Non-Profit entity that is part of the Applicant entity with a majority (at least 50 percent, plus one) of individuals that are Non-Related Board Members to: 1) Any tenants or applicants for tenancy; 2) Any compensated management or staff of the Non-Profit; or 3) Any other members of the Board.

For this RFA, Non-Related Board Members means that these Board members and the Board Chair must not be related to, in a guardian role of, or in any way be a significant other of the groups listed above.

The Board and property manager shall not allow persons who are legally or informally related to current residents of or applicants for tenancy at the Development to be employees or volunteers in positions that make decisions related to the Development's operations, tenant application and selection, or coordination or provision of supportive services.

A Non-Profit Applicant must have bylaws that facilitate and ensure objective and experienced governance of the Non-Profit. The structure and operation of the Non-Profit, including both day-to-day administration and Board functions, may not be overseen by membership driven decisions.

f. Managing Entity

(1) Region

The proposed Development must be located in the partner Managing Entity's region. The region of the Managing Entity will be used in the Managing Entity Award Tally during the Funding Selection Process described in Section Five of this RFA.

(a) Big Bend Community Based Care, Inc. d/b/a NWF Health Network

Serving Bay, Calhoun, Escambia, Franklin, Gadsden, Gulf, Holmes, Jackson, Jefferson, Leon, Liberty, Madison, Okaloosa, Santa Rosa, Taylor, Wakulla, Walton, and Washington counties

(b) Broward Behavioral Health Coalition

Serving Broward county

(c) Central Florida Behavioral Health Network, Inc.

Serving Charlotte, Collier, DeSoto, Glades, Hardee, Highlands, Hendry, Hillsborough, Lee, Manatee, Pasco, Pinellas, Polk and Sarasota counties

(d) Central Florida Cares Health System

Serving Brevard, Orange, Osceola and Seminole counties

(e) Lutheran Services Florida

Serving Alachua, Baker, Bradford, Citrus, Clay, Columbia, Dixie, Duval, Flagler, Gilchrist, Hamilton, Hernando, Lake, Lafayette, Levy, Marion, Nassau, Putnam, St. Johns, Sumter, Suwannee, Union and Volusia counties

- (f) South Florida Behavioral Health Network, Inc. d/b/a Thriving Mind South Florida

Serving Miami-Dade and Monroe counties

- (g) Southeast Florida Behavioral Health Network

Serving Indian River, Martin, Okeechobee, Palm Beach and St. Lucie counties

(2) Managing Entity Contact Information

- (a) Enter the information for the required contact information for the Managing Entity Chief Executive Officer.
- (b) A separate Managing Entity Operational Contact Person may be included, if desired. If provided, the Managing Entity Operational Contact Person will be the recipient of any general correspondence associated with the Pilot activities that does not require a signature. If an Managing Entity Operational Contact Person is not provided, the Chief Executive Officer will be the recipient of any such documentation.

(3) Memorandum of Agreement (MOA) form

Provide the Memorandum of Agreement to Provide Permanent Supportive Housing, Ensure Access to Housing Stability Supports and Behavioral Health Care Services, and Execute the Pilot Evaluation (Form Rev. ____-2022) as **Attachment 3** to Exhibit A. This Agreement must be executed by both the Authorized Principal Representative stated at question g.(1) of Exhibit A and the Managing Entity Chief Executive Officer stated at question f.(2) of Exhibit A.

This MOA is not binding until executed by the Corporation during the credit underwriting process for funded Applications and will be effective upon that signature date. For scoring purposes, it is an expression of cooperation for the purpose of providing services to residents and coordinating activities to the extent possible. No contract rights attach to this MOA for any of the parties or for any third-party benefits. A party may terminate its involvement in the MOA upon approval from the Corporation's Board of Directors.

g. Contact Person

- (1) Enter the information for the required Authorized Principal Representative. The Authorized Principal Representative must meet the following criteria:

- (a) Must be a natural person Principal of at least one Non-Profit entity of the Applicant listed on the Principal Disclosure Form;
 - (b) Must have signature authority to bind the Applicant entity;
 - (c) Must sign the Applicant Certification and Acknowledgement section of Exhibit A;
 - (d) Must sign the Memorandum of Agreement to Provide Permanent Supportive Housing, Ensure Access to Housing Stability Supports and Behavioral Health Care Services, and Execute the Pilot Evaluation (Form ___-2022);
 - (e) Must sign the Florida Housing Finance Corporation Resident Community-Based Services Coordination Provider Or Principal Of Resident Community-Based Services Coordination Provider Certification form (Form Rev. 10-2021); and
 - (f) If funded, will be the recipient of all future documentation that requires a signature.
- (2) A separate Operational Contact Person may be included, if desired. If provided, the Operational Contact Person will be the recipient of any general correspondence associated with the Development activities that does not require a signature. If an Operational Contact Person is not provided, the Authorized Principal Representative will be the recipient of any such documentation.

4. General Proposed Development Information

- a. State the name of the proposed Development.
- b. Development Category

The proposed Development must consist entirely of new construction. Rehabilitation of existing units is not allowed. For purposes of this RFA, creation of new housing means that the proposed Development and the entire Development site is not currently contractually or otherwise legally obligated to provide affordable or public housing for individuals or families pursuant to any written instrument, rule, regulation or law. All New Construction Developments are considered to be creating new affordable housing.

- c. Development Type

Select the Development Type for the proposed Development. For mixed-type Developments, indicate the type that will comprise the majority of the units in the Development.

- Garden Apartments (a building comprised of 1, 2 or 3 stories, with or without an elevator)

- Duplexes
- Quadraplexes
- Mid-Rise, 4-stories (a building comprised of 4 stories and each residential building must have at least one elevator)
- Mid-Rise, 5 to 6-stories (a building comprised of 5 or 6 stories and each residential building must have at least one elevator)
- High-Rise (a building comprised of 7 or more stories and each residential building must have at least one elevator)

For purposes of determining the number of stories, each floor in the building(s) should be counted regardless of whether it will consist of retail, commercial, parking, utility, or residential.

Note: Any dwelling unit that consists of more than one story, (e.g. Townhouse), is prohibited. Also, Group homes, Assisted Living Facilities, and other specialized licensed residential facilities, or units within a condominium complex are not eligible for funding in this RFA.

d. Enhanced Structural Systems (“ESS”) Construction Qualifications

To qualify as “Enhanced Structural Systems Construction” or “ESS Construction” for purposes of the Total Development Cost Limitation calculation and the Leveraging calculation, the proposed Development must meet at least one of the specifications listed below.

- (1) For all new construction buildings, all of the following structural elements must consist of 100 percent poured concrete/masonry, 100 percent steel, or a combination adding up to 100 percent of concrete/masonry and steel, as verified during credit underwriting: all exterior walls and other external load-bearing elements, as well as the floor of the lowest story of the building that contains residential, commercial or storage space (other than parking), and any under-floor/under-ground supports for that lowest story’s floor.
- (2) Any new construction buildings with the Development Type of Mid-Rise (4, 5 or 6 story) that utilize a ESS Podium Structure shall qualify as “ESS Construction.” New construction buildings of other Development Types that utilize a ESS Podium Structure must meet the requirements in (1) above in order to qualify as “ESS Construction.” In this event, the top surface of the podium itself shall be considered to be the floor of the lowest story of the building that contains residential, commercial or storage space (other than parking).

For the purposes of determining “ESS Construction,” there is no requirement regarding the materials to be used in the roof of the building.

The term “ESS Podium Structure” shall mean a non-residential support structure underneath the rental units constructed solely of concrete/masonry, steel, or some combination of concrete/masonry and steel together, and where said structure under the rental units must utilize at least 85 percent of the square

footage for parking or non-commercial utility/ancillary building uses only. Up to 15 percent of the square footage can be used for other non-residential purposes.

These qualifying criteria specifically exclude face brick or brick veneer from qualifying as ESS Construction for purposes of this RFA unless the proposed Development otherwise meets the requirements in (1) or (2) above.

For purposes of this RFA, the Corporation will consider an Application to be ESS Construction if the answer to question 4.d. of Exhibit A is “Yes.” This will be verified during the credit underwriting process. If this cannot be verified the Development will no longer be considered ESS Construction, and funding awarded under this RFA may be rescinded.

- e. Breakdown of number of units

Complete the chart in Exhibit A of the RFA reflecting the appropriate breakdown reflecting the number of units within each of the Development Categories, Development Types, or ESS/non-ESS Construction, for purposes of the Total Development Cost Per Unit Limitation calculation.

5. Location of Proposed Development

- a. Indicate the county where the proposed Development will be located.

Large, Medium and Small County Geographic Categories

| Large | Medium | | Small | |
|--------------|--------------|------------|-----------|------------|
| Broward | Alachua | Manatee | Baker | Jefferson |
| Duval | Bay | Marion | Bradford | Lafayette |
| Hillsborough | Brevard | Martin | Calhoun | Levy |
| Miami-Dade | Charlotte | Okaloosa | Columbia | Liberty |
| Orange | Citrus | Osceola | De Soto | Madison |
| Palm Beach | Clay | Pasco | Dixie | Monroe |
| Pinellas | Collier | Polk | Franklin | Nassau |
| | Escambia | St. Johns | Gadsden | Okeechobee |
| | Flagler | St. Lucie | Gilchrist | Putnam |
| | Hernando | Santa Rosa | Glades | Suwannee |
| | Highlands | Sarasota | Gulf | Taylor |
| | Indian River | Seminole | Hamilton | Union |
| | Lake | Sumter | Hardee | Wakulla |
| | Lee | Volusia | Hendry | Walton |
| | Leon | | Holmes | Washington |
| | | | Jackson | |

- b. Provide the Address of the Development site

Indicate (1) the address number, street name, and name of city, and/or (2) the street name, closest designated intersection, and either name of city or unincorporated area of county.

- c. Scattered sites are not eligible for funding in this RFA

d. Latitude/Longitude Coordinates

Provide a Development Location Point stated in decimal degrees, rounded to at least the sixth decimal place.

Note: 30.443900, -84.283960 is an example of decimal degrees format, represented to six decimal places.

e. Confirmation that the proposed Development is not located in a known flood zone or wetland area

All successful Applicants will be awarded NHTF Funding for the required NHTF Units, and therefore will be required to comply with the HUD environmental requirements as provided in 24 CFR 93.301(f)(1) and (2).

Confirm that the proposed Development is not located in a known flood zone or wetland area by providing, as **Attachment 5**, evidence dated within six months of the Application Deadline. This evidence may be in the form of printed information from the following websites confirming that the Development Location Point is located outside of the flood zone and wetland areas.

- Mapping software from the National Wetlands Inventory can be found at the webpage <https://www.fws.gov/wetlands/> (which is also available [here](#)).
- Mapping software from the FEMA Flood Map Service Center can be found at the webpage <https://msc.fema.gov/portal/home> (which is also available [here](#)).

The Development's location within a flood zone or wetland area is subject to further verification in credit underwriting.

Note: Applicants will not be charged a fee for the environmental review.

6. **Units and Buildings**

a. State the total number of units that will be in the proposed Development upon completion. The total units include all Set-Aside Units and Manager Units as described in Rule Chapter 67-53, F.A.C, and if applicable, market rate units.

Proposed Developments must consist of a minimum of 60 total units. Shared Housing is not allowed.

Note: The total number of units stated in the Application may be increased, up to any applicable allowable limit, after the Applicant has been invited to enter credit underwriting, subject to written request of an Applicant to Corporation staff and approval of the Corporation.

b. If there are existing occupied units and if the Development is funded, a plan for relocation of existing tenants will be required to be provided to the Credit Underwriter, as outlined in Exhibit D.

c. Set-Aside Commitments

(1) Minimum Set-Aside Commitments per Section 42 of the IRC

Per Section 42 of the IRC, elect one of the following minimum set-aside commitments:

- 20% of the units at 50% or less of the Area Median Income (AMI)
- 40% of the units at 60% or less of the AMI
- Average Income Test

Note: Choosing the 20 percent at 50 percent AMI or less minimum set-aside will restrict ALL Set-Aside Units at 50 percent or less of the AMI. Applicants may select the 40 percent at 60 percent AMI or less minimum set-aside without committing to set aside any of the units at the 60 percent AMI level. For example, an Applicant may commit to set aside 40 percent at 50 percent AMI and this would also be considered 40 percent at 60 percent AMI or less.

The Average Income Test requires that (a) forty percent or more of the residential units in the Development be both rent-restricted and occupied by individuals whose income does not exceed the imputed income limitation designated by the Applicant with respect to the respective unit, subject to the special rules relating to income limitation which (b) require the Applicant to designate the imputed income limitation of each unit taken into account under (a) above, such that the average of the imputed income limitations of all units designated by the Applicant shall not exceed 60 percent of the area median income. The designated imputed income limitation of any such unit shall be in 10-percent increments as follows: 20 percent, 30 percent, 40 percent, 50 percent, 60 percent, 70 percent, or 80 percent of the area median income.

(2) Set-Aside Commitments per Corporation Requirements

The Corporation has additional minimum set-aside requirements beyond those required by Section 42 of the IRC which must be reflected on the Total Set-Aside Breakdown Chart, as outlined below:

(a) Total Income Set-Aside Commitment

- (i) If the Average Income Test is not selected, set aside a total of at least 80 percent of the Development's total units at 60 percent AMI or less; or
- (ii) If the Average Income Test is selected, set aside a total of at least 80 percent of the Development's total units at 80 percent AMI or less, but the Average AMI of the Qualifying Housing Credit Units cannot exceed 60 percent.

(b) Extremely Low Income (ELI) Set-Aside Requirements

The proposed Development must set aside a required percentage of total units for ELI Households. For purposes of this RFA, all ELI Households are set aside at 30 percent AMI or less.

- (i) If the Average Income Test is selected, at least 15 percent of total units must be set aside to serve Extremely Low Income (ELI) Households at 30 percent AMI or less.
- (ii) If the Average Income Test is not selected, at least 10 percent of the total units in the proposed Development must be set aside to serve ELI Households at 30 percent AMI or less.

(c) National Housing Trust Fund (NHTF) Unit requirements

In addition to the ELI Set-Aside Units, an additional 10 percent of the total units in the proposed Development must be set aside to serve households at 30 percent AMI or less and will be deemed NHTF Units. NHTF Units have other requirements stated below:

- There are no additional income restrictions associated with the NHTF Units;
- All required NHTF Units will be eligible for forgivable NHTF loan funding as outlined in Section Four, A.10.(a)(4) and Exhibit H of the RFA.
- All NHTF Units must be set aside for 30 years;
- After 30 years, all of the NHTF Units may convert to serve residents at or below 60 percent AMI; and
- For purposes of the Average Income Test, NHTF Units will be treated as 60 percent AMI units.

(d) Tenant Selection Plan

Unless the Development meets an exception outlined in (i) below, a Tenant Selection Plan must be submitted to the Corporation for approval within 21 Calendar Days of the date of the invitation to enter credit underwriting. The Tenant Selection Plan must be approved by the Corporation and, if required, HUD prior to the completion of the final credit underwriting report.

Note: The Tenant Selection Plan does not apply to the High Utilizer Units for the period that High Utilizer Units are part of the proposed Development.

- (i) Exceptions to Tenant Selection Plan requirements

- Developments financed with HUD Section 811;
- Developments financed with a United States Department of Agriculture RD program.

All other Applications must achieve Corporation approval and, if required, HUD approval prior to the completion of the final credit underwriting report.

(ii) Achieving Corporation approval

To achieve approval by the Corporation, the Tenant Selection Plan must be submitted by the owner to the Corporation for approval within 21 Calendar Days of the date of the invitation to enter credit underwriting.

The Tenant Selection Plan Guidelines and Tenant Selection Plan Checklist can be found on the webpage <https://www.floridahousing.org/developers-multifamily-programs/competitive> (also available by clicking [here](#)). Exhibit G of the RFA also describes requirements for tenant selection policies.

(iii) Achieving HUD approval, if required

In addition to the Corporation's approval, if HUD approval is required because a Development has a Housing Assistance Payment and/or an Annual Contributions Contract with HUD, HUD approval of the Tenant Selection Plan must be demonstrated to the Corporation prior to the completion of the final credit underwriting report.

HUD's approval process may take several months. Owner's should send the Corporation-approved Tenant Selection Plan to HUD for approval as soon as possible to meet this requirement.

(3) Total Set-Aside Breakdown Chart

(a) Completing the Total Set-Aside Breakdown Chart if not committing to the Average Income Test

Indicate on the chart at 6.c.(2)(a) of Exhibit A the percentage of residential units, stated in whole numbers, to be set aside at each selected AMI level. If the Total Set-Aside Breakdown Chart reflects that either the Total Set-Aside Percentage or the ELI commitment does not meet the Set-Aside requirements, this Application will not be eligible for funding.

Methodology Used by the Corporation to Convert the Percentage of Total Units to Set-Aside Units and, if applicable, Market Rate Units

- (i) First, calculate of the number of Set-Aside Units for the lowest AMI level commitment.

The percentage associated with the lowest AMI level that the Applicant commits to will be multiplied by the total units, rounded up to the next whole unit. The result will be the number of Set-Aside Units at the lowest AMI level commitment.

- (ii) Then, calculate the number of Set-Aside Units for the second lowest AMI level.

The percentage associated with the second lowest AMI level that the Applicant commits to will be first added to the percentage associated with the lowest AMI level commitment. These percentages, added together, will be multiplied by the total units, rounded up to the next whole unit.

The number of units calculated in (i) above will be subtracted from the result to calculate the number of Set-Aside Units at the second lowest AMI level commitment.

- (iii) Then, calculate the number of Set-Aside Units for each remaining AMI level, if applicable.

Starting with the third lowest AMI level remaining, the number of Set-Aside Units for each of the remaining AMI levels will be calculated using the same methodology described in (ii) above.

- (iv) Finally, calculate market-rate units, if applicable

To calculate the number of market-rate units, the total number of Set-Aside Units will be subtracted from the total number of units.

- (b) Completing the Total Set-Aside Breakdown Chart if committing to the Average Income Test

If committing to the Average Income Test, Applicants must indicate on the chart at 6.c.(2)(b) of Exhibit A the number of Set-Aside Units, stated in whole numbers, to be set aside at each selected AMI level.

Note: Because NHTF Units are set aside for 30 years, Applicants should not represent any NHTF Units in this chart.

The Corporation will verify that the number of units set aside at the ELI level meets the ELI minimum requirements by dividing the number of

units that are set-aside at 30 percent AMI, or less, by the total number of units. The Corporation will also verify the overall Set-Aside Commitment of all units by adding all Set-Aside Units and then dividing this sum by the total number of units. Exhibit A provides a calculation of the Average AMI of the Qualifying Housing Credit Units using the methodology below.

Note: After entering the number of units into Exhibit A, the percentage of total units is calculated, which may reflect numbers represented with decimal places instead of whole numbers. This is acceptable for the Average Income Test calculation.

If the Total Set-Aside Breakdown Chart reflects that the Average AMI of the Qualifying Housing Credit Units exceeds 60 percent, and/or if the number of Set-Aside Units set aside at 30 percent AMI, or less, is not equal to or greater than the required ELI commitment, and/or the overall Set-Aside Commitment requirement is not met, this Application will not be eligible for funding.

Calculation of the Average AMI of the Qualifying Housing Credit Units for the Average Income Test

- (i) First, state the total number of Set-Aside Units at each AMI commitment.
- (ii) Then, at each AMI commitment, multiply the number of Set-Aside Units by the AMI percentage (e.g., a commitment of 13 Set-Aside Units at 30 percent AMI would be calculated as follows: $13 \times 0.30 = 3.9$).
- (iii) Repeat this calculation at each AMI level. Then add the results together.
- (iv) Divide the number calculated in (iii) by the total number of Set-Aside Units stated in (i).
- (v) This number must be equal to or less than 60 percent to meet the eligibility requirement. If the Average AMI of the Qualifying Housing Credit Units exceeds 60 percent, this Application will not be eligible for funding.

Where reasonably possible, keep the unit mix consistent across each committed AMI level.

The above ELI and all other set-aside commitments must be taken into account during any pre-leasing and leasing activities.

d. Unit Mix

Completing the Unit Mix Chart

Complete the Unit Mix Chart listing the total number of bedrooms per unit, the total number of bathrooms per unit (including half-baths, if applicable), the total number of units per bedroom type, and the number of units that are ELI Set-Aside units. All units in the proposed Development must be listed, including all manager/employee units, if applicable.

All of the following requirements must be met:

- At least 40 percent of the units must be one-bedroom units.
- No single-room occupancy (SRO) units or units with four or more bedrooms will be permitted. Units must consist of Zero, one, two, or three bedrooms only. No more than 20 percent of the total units may be comprised of Zero Bedroom units, meaning the unit is a single person occupancy unit of at least 350 square feet that includes a private full bathroom and a vertical closet for clothing. The unit shall include a kitchen with a refrigerator, stove and sink, as defined in Rule 67-48.002(119), F.A.C.
- No more than 10 percent of the total units may be comprised of three-bedroom units.

Note: During credit underwriting, the credit underwriter will verify that the ELI Set-Aside units are distributed across the unit mix on a pro-rata basis.

d. Number of Buildings

State the anticipated number of residential buildings.

The number of residential buildings stated in the Application may be changed only by written request of an Applicant to Corporation staff after the Applicant has been invited to enter credit underwriting.

e. Compliance Period

(1) Demographic Commitments within Development

(a) High Utilizer Demographic Commitment

20 percent of the total units, or a minimum of 15 units, whichever is greater, must be set aside for High Utilizers for a minimum of three years.

The Pilot Period formally begins upon tenancy of the first High Utilizer resident. The Pilot Period will end no less than three years after a minimum of 90 percent of the High Utilizer units are initially occupied. Once the three-year period is completed, should the units also serve another Demographic Commitment, such as HOME-ARP, the units will continue with the income or Demographic restrictions that remain

(b) Homeless Demographic Commitment

10 percent of the total units must be set aside for Homeless Households for the full 50-year compliance period.

(c) HOME-ARP Units

45 percent of total units will be considered HOME-ARP, for a 15-year compliance period.

(i) HOME-ARP Qualifying Populations Demographic Commitment

At least 70 percent of the HOME-ARP units must be set aside to serve HOME-ARP Qualifying Populations.

(ii) No more than 30 percent of total HOME-ARP units may be set aside to serve persons up to 80 percent AMI, or as further restricted by Housing Credit unit limitations outlined in Section Four, 6.c. of the RFA.

(d) Persons with Special Needs and Homeless Households Demographic Commitment

At the end of Year 15, when the HOME-ARP set-aside requirements and HOME-ARP Qualifying Populations rent restrictions end on the 45 percent of total units under this program, these households may be allowed to occupy the unit with an indefinite length of stay as long as the tenant complies with lease requirements including the Housing Credit Unit rent restrictions. As the household change occurs, the units will begin serving the Homeless Households and Persons with Special Needs subpopulation(s) committed to at question 2.b. of Exhibit A to the RFA for the remainder of the Compliance Period.

(e) NHTF Units

All NHTF Units must be set aside for 30 years.

(2) Applicants must irrevocably commit to the income set-aside commitments for a minimum of 50 years unless otherwise stated above.

These commitments will also be reflected in the Extended Use Agreement and the Land Use Restriction Agreement. In submitting its Application, the Applicant knowingly, voluntarily and irrevocably commits to waive, and does hereby waive, for the duration of the 50-year set aside period the option to convert to market, including any option or right to submit a request for a qualified contract, after year 14, and any other option, right or process available to the Applicant to terminate (or that would result in the termination of) the 50-year set aside period at any time prior to the expiration of its full term.

Note: The Compliance Period committed to in this section includes the units set aside for the Demographic Commitments made in this RFA, which includes the commitments for ELI Households. Although the percentage of units committed to must remain in effect for the entire Compliance Period, the particular units designated for the

Demographic Commitment and AMI commitment must not be limited to the same units throughout the Compliance Period. Doing so may cause the Development to be in noncompliance.

7. Readiness to Proceed

a. Site Control

Demonstrate site control by providing, as **Attachment 6** to Exhibit A, the documentation required in Items (1), (2), and/or (3), as indicated below, demonstrating that it is a party to an eligible contract or lease, or is the owner of the subject property. Such documentation must include all relevant intermediate contracts, agreements, assignments, options, conveyances, intermediate leases, and subleases.

- (1) An eligible contract must meet all of the following conditions:
 - (a) It must have a term that does not expire before a date that is six months after the Application Deadline, or that contains extension options exercisable by the purchaser and conditioned solely upon payment of additional monies which, if exercised, would extend the term to a date that is not earlier than a date that is six months after the Application Deadline;
 - (b) It must specifically state that the buyer's remedy for default on the part of the seller includes or is specific performance;
 - (c) The Applicant must be the buyer unless there is an assignment of the eligible contract, signed by the assignor and the assignee, which assigns all of the buyer's rights, title and interests in the eligible contract to the Applicant; and
 - (d) The owner of the subject property must be the seller, or is a party to one or more intermediate contracts, agreements, assignments, options, or conveyances between or among the owner, the Applicant, or other parties, that have the effect of assigning the owner's right to sell the property to the seller. Any intermediate contract must meet the criteria for an eligible contract in (a) and (b) above.
- (2) Proof of Ownership through a recorded document such as a Deed or Certificate of Title – The documentation must be recorded in the county in which the property is located and show the Applicant as the sole Grantee.
- (3) Lease - The lease must have an unexpired term of at least 50 years after the Application Deadline and the lessee must be the Applicant. The owner of the subject property must be a party to the lease, or a party to one or more intermediate leases, subleases, agreements, or assignments, between or among the owner, the Applicant, or other parties, that have the effect of assigning the owner's right to lease the property for at least 50 years to the lessee.

b. Ability to Proceed

Demonstrate the following Ability to Proceed elements as of Application Deadline, for the entire proposed Development site as outlined below. The Florida Housing Ability to Proceed Verification forms are provided on the RFA Webpage. Note: The Applicant may include the Florida Housing Ability to Proceed Verification forms that were included in a previous RFA submission for the same proposed Development, provided (i) the form(s) used for this RFA are labeled Form Rev. 06-2020, (ii) the forms are dated within 12 months of the Application Deadline, (iii) none of the information entered on the form and certified to by the signatory has changed in any way, and (iv) the requirements outlined in this RFA are met. If the Applicant provides any prior version of the Florida Housing Ability to Proceed Verification form(s), the form(s) will not be considered.

(1) **Appropriate Zoning.** Demonstrate that as of the Application Deadline the entire proposed Development site is appropriately zoned and consistent with local land use regulations regarding density and intended use or that the proposed Development site is legally non-conforming by providing, as **Attachment 7** to Exhibit A, the applicable properly completed and executed verification form:

- (a) The Florida Housing Finance Corporation Local Government Verification that Development is Consistent with Zoning and Land Use Regulations form (Form Rev. 06-20); or
- (b) The Florida Housing Finance Corporation Local Government Verification that Permits are Not Required for this Development form (Form Rev. 06-20).

Note: With regard to the terms “Rate of Growth Ordinance (ROGO)” and “Building Permit Allocation System (BPAS),” as used by different jurisdictions within the Florida Keys Area of Critical State Concern, for purposes of the verification forms outlined in (a) and (b) above, all references on these forms to “Rate of Growth Ordinance (ROGO)” shall be considered by the Corporation to have the same meaning as “Building Permit Allocation System (BPAS).”

(2) **Availability of Water.** Demonstrate that as of the Application Deadline water is available to the entire proposed Development site by providing as **Attachment 8** to Exhibit A:

- (a) The properly completed and executed Florida Housing Finance Corporation Verification of Availability of Infrastructure – Water form (Form Rev. 06-20); or
- (b) Documentation from the water service provider that contains the Development location and the number of units and is dated within 12 months of the Application Deadline. The documentation may not be signed by the Applicant, by any related parties of the Applicant, by any

Principals or Financial Beneficiaries of the Applicant, or by any local elected officials.

- (3) Availability of Sewer. Demonstrate that as of the Application Deadline sewer capacity, package treatment or septic tank service is available to the entire proposed Development site by providing as **Attachment 9** to Exhibit A:
- (a) The properly completed and executed Florida Housing Finance Corporation Verification of Availability of Infrastructure – Sewer Capacity, Package Treatment, or Septic Tank form (Form Rev. 06-20); or
 - (b) Documentation from the waste treatment service provider that contains the Development location, the number of units, and is dated within 12 months of the Application Deadline. The documentation may not be signed by the Applicant, by any related parties of the Applicant, by any Principals or Financial Beneficiaries of the Applicant, or by any local elected officials.

8. Construction Features

All units are expected to meet all requirements as outlined below. The quality of the construction features committed to by the Applicant is subject to approval of the Board of Directors.

a. Federal Requirements and State Building Code Requirements for all Developments

All proposed Developments must meet all federal requirements and state building code requirements, including the following, incorporating the most recent amendments, regulations and rules:

- Florida Accessibility Code for Building Construction as adopted pursuant to Section 553.503, Florida Statutes;
- The Fair Housing Act as implemented by 24 CFR 100;
- Section 504 of the Rehabilitation Act of 1973*; and
- Titles II and III of the Americans with Disabilities Act of 1990 as implemented by 28 CFR 35.

The above documents are available on the RFA Webpage.

*All Developments must comply with Section 504 of the Rehabilitation Act of 1973, as implemented by 24 CFR Part 8 (“Section 504 and its related regulations”). All Developments must meet accessibility standards of Section 504. Section 504 accessibility standards require a minimum of 5 percent of the total dwelling units, but not fewer than one unit, to be accessible for individuals with mobility impairments. An additional 2 percent of the total units, but not fewer than one unit, must be accessible for persons with hearing or vision impairments. All of the accessible units must be equally distributed among different unit sizes and Development types and must be dispersed on all accessible routes throughout the Development.

To the extent that a Development is not otherwise subject to Section 504 and its related regulations, the Development shall nevertheless comply with Section 504 and its related regulations as requirements of the Corporation funding program to the same extent as if the Development were subject to Section 504 and its related regulations in all respects. To that end, all Corporation funding shall be deemed “Federal financial

assistance” within the meaning of that term as used in Section 504 and its related regulations for all Developments.

Note: Section 504 of the Rehabilitation Act of 1973 requirements are met through the Applicant’s commitment to meet either the Level 1 or Level 2 requirements described in c. below.

b. General Features

(1) The following General Features must be provided for all proposed Developments:

- Termite prevention;
- Pest control;
- Window covering for each window and glass door inside each unit;
- Cable or satellite TV hook-up in each unit and, if the Development offers cable or satellite TV service to the residents, the price cannot exceed the market rate for service of similar quality available to the Development’s residents from a primary provider of cable or satellite TV;
- At least two full bathrooms in all 3 bedroom or larger new construction units;
- Washer and dryer hook ups in each of the Development’s units or an onsite laundry facility for resident use. If the proposed Development will have an onsite laundry facility, the following requirements must be met:
 - There must be a minimum of one Energy Star certified washer and one Energy Star certified or commercial grade dryer per every 15 units. To determine the required number of washers and dryers for the onsite laundry facility; divide the total number of the Development’s units by 15, and then round the equation’s total up to the nearest whole number;
 - At least one washing machine and one dryer shall be front loading that meets the accessibility standards of Section 504;
- At least two full bathrooms in all 3 bedroom or larger new construction units; and
- Bathtub with shower in at least one bathroom in at least 90 percent of the new construction units.

(2) All proposed Developments must include the following general features on the site.

- A full-size range and oven must be incorporated in all units.
- A Community Building/dedicated space that includes:
 - At least one private office space with a door for resident purposes such as meeting with case managers and/or counselors; and
 - At least one enclosed training room with a door to conduct group training and educational activities for residents.

c. Required Accessibility Features

Federal and state law and building code regulations requires that programs, activities, and facilities be readily accessible to and usable by persons with disabilities. The Corporation requires that the design, construction, or alteration of its financed Developments be in compliance with federal and state accessibility requirements. When more than one law and accessibility standard applies, the Applicant shall comply with the standard (2010 ADA Standards, Section 504, Fair Housing Act, or Florida Building Code, Accessibility) whichever affords the greater level of accessibility for the residents and visitors. Areas required to be made accessible to mobility-impaired residents and their visitors, including those in wheelchairs, shall include, but not be limited to, accessible routes and entrances, paths of travel, primary function areas, parking, trash bins, mail and package receiving areas for residents, pool and other amenities, including paths of travel to amenities and laundry rooms, including washers and dryers.

(1) Level 1 Accessibility Requirements

All Applicants that selected the Persons with Special Needs population of (a) Adult persons requiring independent living services in order to maintain housing or develop independent living skills and who have a Disabling Condition that currently impairs or is likely to impair their physical mobility at question 2.b.(1) of Exhibit A; and/or (b) Persons receiving benefits under the Social Security Disability Insurance (SSDI) program or the Supplemental Security Income (SSI) program or from veterans' disability benefits at question 2.b.(2) of Exhibit A shall be required to do the following:

- (a) Set aside a minimum of 15 percent of the total units, rounded up, as fully accessible units in accordance with the 2010 ADA Standards for Accessible Design, regardless of whether the proposed Development consists of new construction or Substantial Rehabilitation. These fully accessible units must (A) be on an accessible route and provide mobility features that comply with the residential dwelling units provision of the 2010 ADA Standards for Accessible Design; and (B) be equally distributed among different unit sizes and Development types and must be dispersed on all accessible routes throughout the Development; and
- (b) Set aside at least an additional 5 percent of the total units, rounded up, to be accessible to persons with visual and hearing impairments in accordance with the 2010 ADA Standards for Accessible Design, regardless of whether the proposed Development consists of new construction or Substantial Rehabilitation. The units that are accessible to persons with visual and hearing impairments shall comply with the communication features described for Residential Dwelling units with Communication Features in the 2010 ADA Standards for Accessible Design.

The 2010 ADA Standard for Accessible Design can be found at <http://www.ada.gov/regs2010/2010ADASTandards/2010ADASTandards.htm> (also accessible by clicking [here](#)).

(2) Level 2 Accessibility Requirements

All Applicants that did not select the Persons with Special Needs population of (a) Adult persons requiring independent living services in order to maintain housing or develop independent living skills and who have a Disabling Condition that currently impairs or is likely to impair their physical mobility at question 2.b.(1) of Exhibit A; and/or (b) Persons receiving benefits under the Social Security Disability Insurance (SSDI) program or the Supplemental Security Income (SSI) program or from veterans' disability benefits at question 2.b.(2) of Exhibit A shall be required to do the following:

- (a) Set aside a minimum of five percent of the total units, rounded up, as fully accessible units in accordance with the 2010 ADA Standards for Accessible Design, regardless of whether the proposed Development consists of new construction or Substantial Rehabilitation. These fully accessible units must (A) be on an accessible route and provide mobility features that comply with the residential dwelling units provision of the 2010 ADA Standards for Accessible Design*; and (B) be equally distributed among different unit sizes and Development types and must be dispersed throughout the Development (not located in the same area, or on a single floor); and
- (b) Set aside at least one additional unit to be accessible to persons with visual and hearing impairments in accordance with the 2010 ADA Standards for Accessible Design,* regardless of whether the proposed Development consists of new construction or Substantial Rehabilitation. The unit(s) that is accessible to persons with visual and hearing impairments shall comply with the communication features described for Residential Dwelling Units with Communication Features in the 2010 ADA Standards for Accessible Design*.

*The 2010 ADA Standard for Accessible Design can be found at <http://www.ada.gov/regs2010/2010ADASTandards/2010ADASTandards.htm> (also accessible by clicking [here](#)).

d. Required Green Building Features in all Developments

- (1) All new construction units and, as applicable, all common areas must have the features listed below:
 - Low or No-VOC paint for all interior walls (Low-VOC means 50 grams per liter or less for flat; 150 grams per liter or less for non-flat paint);
 - Low-flow water fixtures in bathrooms—WaterSense labeled products or the following specifications:
 - Toilets: 1.28 gallons/flush or less,
 - Urinals: 0.5 gallons/flush,

- Lavatory Faucets: 1.5 gallons/minute or less at 60 psi flow rate,
- Showerheads: 2.0 gallons/minute or less at 80 psi flow rate;
- Energy Star certified refrigerator;
- Energy Star certified dishwasher;
- Energy Star certified ventilation fan in all bathrooms;
- Water heater minimum efficiency specifications:
 - Residential Electric:
 - Up to 55 gallons = 0.95 EF or 0.92 UEF; or
 - More than 55 gallons = Energy Star certified; or
 - Tankless = 0.97 EF and Max GPM of ≥ 2.5 over a 77° rise or 0.87 UEF and GPM of ≥ 2.9 over a 67° rise;
 - Residential Gas (storage or tankless/instantaneous): Energy Star certified,
 - Commercial Gas Water Heater: Energy Star certified;
- Energy Star certified ceiling fans with lighting fixtures in bedrooms;
- Air Conditioning (in-unit or commercial):
- Air-Source Heat Pumps – Energy Star certified:
 - ≥ 8.5 HSPF/ ≥ 15 SEER/ ≥ 12.5 EER for split systems
 - ≥ 8.2 HSPF ≥ 15 SEER/ ≥ 12 EER for single package equipment including gas/electric package units
- Central Air Conditioners – Energy Star certified:
 - ≥ 15 SEER/ ≥ 12.5 EER* for split systems
 - ≥ 15 SEER/ ≥ 12 EER* for single package equipment including gas/electric package units.

NOTE: Window air conditioners and portable air conditioners are not allowed. Package Terminal Air Conditioners (PTACs) / Package Terminal Heat Pumps (PTHPs) are allowed in studio and one-bedroom units.

- (2) In addition to the required Green Building features outlined in (1) above, select one of the following Green Building Certification programs: Leadership in Energy and Environmental Design (LEED); Florida Green Building Coalition (FGBC); Enterprise Green Communities; or ICC 700 National Green Building Standard (NGBS).

9. Housing Stability Services and Access to Community-Based Services Coordination

a. Housing Stability Services Coordination

To serve the High Utilizer tenants who will be part of the pilot, during lease-up and through the Pilot Period, the Applicant must provide and oversee a Housing Stability Services Coordinator to support these residents, oversee implementation of resident plans and provide or coordinate services for each resident based on the housing stability services listed in Exhibit I. In addition, Applicants and Managing Entities may propose additional staff and/or supports in the RFA application narratives to ensure that these residents receive the support needed to develop stability to live independently in their communities.

The Housing Stability Services Coordinator will work full time, at the Development, to provide housing stability services, including broad supportive services coordination, such as employment and training support, services coordination and appropriate referrals for High Utilizer residents, as further explained in Exhibit I of this RFA.

Note: Once the formal Pilot Period is completed, Applicants and Managing Entities are encouraged to continue working together to provide Permanent Supportive Housing for the Managing Entities' consumers.

b. Resident Community-Based Services Coordination

The provision of community-based Services Coordination for all but the High Utilizer residents will be the responsibility of the Applicant but may be in conjunction with public and/or private partnerships as approved by the Corporation in credit underwriting. All proposed Developments will be required to assist interested residents with the coordination of their community-based services. The purpose is to assist each resident to become aware of, access and/or maintain adequate and appropriate community-based services and resources. It is not the intent for this resident service to take the place of Services Coordination already provided for a resident by a program and/or agency as part of their supportive services plan. The focus shall be to assist residents not receiving community-based Services Coordination by another program and/or agency, as well as to assist those residents who need additional assistance with coordination of community-based services.

The approved provider of this service must have a minimum of five years' experience administering and providing supportive services including outreach, information and referral services, benefits counseling, community-based services planning and coordination, and/or other related supportive services. Such experience must demonstrate that the supportive services listed above have been oriented to the needs and preferences of each intended resident in assisting them to access services related to health care, independent activities of daily living, employment, income and housing. The provider of this resident service shall also provide, at credit underwriting, information demonstrating its mission, qualifications, experience, agreements and/or contracts with state and federal supportive services programs, professional staffing and experience in serving the intended residents described in question 2.b. of Exhibit A.

Community-based Services Coordination shall be offered and made available on site and at no charge to the residents initially and regularly, and resident participation shall be voluntary. Resident participation shall not be a requirement for new or continued residency. The Applicant shall commit to submit a Resident Community-Based Service Coordination Plan at credit underwriting. The Resident Community-Based Service Coordination Plan shall adhere to guidelines developed by the Corporation, in conjunction with state agencies, or their designee(s), that administer publicly funded supportive services for the intended residents.

Property management and resident community-based Services Coordination should not be the responsibility of the same staff persons; the functions must be entirely separate.

One of the following must be met.

- (1) At least one natural person Principal of a Non-Profit entity within the Applicant entity structure must have experience owning and operating a minimum of two Permanent Rental or Permanent Supportive Housing developments that provides a Resident Community Based Services Coordination to Homeless households. To meet this requirement, Applicants will be required to provide, as **Attachment 10**, a chart listing the properties that serve Homeless individuals and families, and there must be a combined total number of units within the properties that equals no less than 50 percent of the total number of units in the proposed Development.

OR

- (2) Applicants that do not meet the requirement described in (1) above may partner with a provider of supportive services that includes Resident Community Based Services Coordination for the intended Demographic. A Non-Profit, within the Applicant entity, that meets the qualifications to provide Resident Community Based Services Coordination, pursuant to this RFA, may partner with the Applicant to provide the Development's Resident Community Based Services Coordination. The Applicant must provide the properly completed and executed Florida Housing Finance Corporation Resident Community-Based Services Coordination Provider Or Principal Of Resident Community-Based Services Coordination Provider Certification Florida Housing Finance Corporation Services Coordinator or Principal of Services Coordinator Certification form (Form Rev. 10-2021) *, as **Attachment 10**.

Note: In credit underwriting, the provider must demonstrate it has been in business and performing Services Coordination for at least five consecutive years before the date of Application submission, and the Applicant must provide the legal contract demonstrating the partnership with the service provider for approval.

*Forms are available on the RFA Website.

10. Funding

Applications must include a request for HOME-ARP funding and a request for 9% Competitive Housing Credits.

a. Corporation Funding

- (1) HOME-ARP Funding

\$7,200,000 in HOME-ARP Funding will be awarded to all successful Applicants.

- (2) NHTF Funding

Successful Applicants will be awarded NHTF Funding for each required NHTF Unit (10% of the total units, rounded up) using the chart below for the applicable county:

| County | NHTF Request per Unit | County | NHTF Request per Unit | County | NHTF Request per Unit |
|-----------|-----------------------|--------------|-----------------------|-------------|-----------------------|
| Alachua | \$199,300 | Hardee | \$151,200 | Okaloosa | \$214,200 |
| Baker | \$200,500 | Hendry | \$151,200 | Okeechobee | \$151,200 |
| Bay | \$182,900 | Hernando | \$201,200 | Orange | \$207,700 |
| Bradford | \$156,900 | Highlands | \$151,200 | Osceola | \$207,700 |
| Brevard | \$197,800 | Hillsborough | \$201,200 | Palm Beach | \$232,900 |
| Broward | \$239,400 | Holmes | \$151,200 | Pasco | \$201,200 |
| Calhoun | \$151,200 | Indian River | \$198,600 | Pinellas | \$201,200 |
| Charlotte | \$176,400 | Jackson | \$151,200 | Polk | \$168,000 |
| Citrus | \$151,200 | Jefferson | \$207,700 | Putnam | \$151,200 |
| Clay | \$203,900 | Lafayette | \$155,400 | Saint Johns | \$203,900 |
| Collier | \$229,500 | Lake | \$207,700 | Saint Lucie | \$194,400 |
| Columbia | \$160,400 | Lee | \$195,900 | Santa Rosa | \$187,900 |
| DeSoto | \$151,200 | Leon | \$207,700 | Sarasota | \$210,400 |
| Dixie | \$151,200 | Levy | \$151,200 | Seminole | \$207,700 |
| Duval | \$203,900 | Liberty | \$151,200 | Sumter | \$183,300 |
| Escambia | \$187,900 | Madison | \$151,200 | Suwannee | \$151,200 |
| Flagler | \$187,100 | Manatee | \$210,400 | Taylor | \$151,200 |
| Franklin | \$158,500 | Marion | \$151,600 | Union | \$151,200 |
| Gadsden | \$207,700 | Martin | \$194,400 | Volusia | \$177,900 |
| Gilchrist | \$199,300 | Miami-Dade | \$245,900 | Wakulla | \$198,900 |
| Glades | \$151,200 | Monroe | \$276,800 | Walton | \$189,400 |
| Gulf | \$159,600 | Nassau | \$203,900 | Washington | \$151,200 |
| Hamilton | \$151,200 | | | | |

The NHTF loan shall be a forgivable loan with an interest rate of 0 percent for 30 years. The terms and conditions of the NHTF loans are further outlined in Exhibit H of the RFA.

(3) Housing Credits

(a) Housing Credit Request Amount

State the amount of Competitive 9% Housing Credits being requested.

The Applicant's Competitive Housing Credit Request Amount is limited to the lesser of the following:

\$22,000 per unit; or

\$1,887,000 per Development

If the Applicant states an amount that is greater than the amount the Applicant is eligible to request, the Corporation will reduce the amount down to the maximum amount the Applicant is eligible to request (“Eligible Housing Credit Request Amount”). In addition, if the Applicant states an amount that is not a whole dollar amount, the Corporation will round the amount down to a whole dollar amount.

All proposed Developments in this RFA qualify for the basis boost. If the proposed Development that is subject to this RFA also qualifies for the HUD-designated basis boost and is a multiphase Development, Applicants may declare this Development a first phase or subsequent phase by providing the information required in (b) or (c) below.

(b) Declaration as First Phase of a Multiphase Development

To declare this proposed Development as the first phase of a multiphase Development, the question in Exhibit A must be answered “Yes” and at least one building must be located within the HUD-designated DDA or HUD-designated QCT stated in Exhibit A.

During the credit underwriting process, an opinion letter must be submitted to the Corporation by a licensed attorney that the Development meets the definition of a “multiphase project” as defined in the Federal Register related to the Statutorily Mandated Designation of Difficult Development Areas and Qualified Census Tracts for the applicable year. The letter must also include: (i) the name of the declared first phase Development and the Corporation-assigned Application number, (ii) the total number of phases and the projected Development name for each phase, (iii) the total number of buildings in each phase, (iv) the expected completion date for each phase, and (v) any other information as determined by the Corporation and stated in the invitation to enter credit underwriting.

(c) Basis Boost Qualifications

With regard to Housing Credits, HUD provides regulatory guidance on the effective date of Difficult Development Area (DDA) and Qualified Census Tract (QCT) lists for the purpose of determining whether a Development qualifies for an increase in eligible basis in accordance with Section 42(d)(5)(B) of the IRC. HUD’s notice published on the webpage <https://www.huduser.gov/portal/datasets/qct.html> (also available by clicking [here](#)) governs the eligibility for a basis boost for the Development proposed in this RFA.

The 2022 HUD-designated DDAs, SADDAs, and QCTs will be in effect as of January 1, 2022 and will be used for this RFA. These can be found on the webpage <https://www.huduser.gov/portal/datasets/qct.html> (also available by clicking [here](#)).

(i) Subsequent Phase of a Multiphase Development

For purposes of this RFA, a subsequent phase of a multiphase Development is one where the first phase was located within a HUD-designated DDA or HUD-designated QCT and appropriately identified as such, and received an award of Housing Credits (“initial award”) in one of the following: (i) the 2011 Universal Application Cycle, (ii) a Request for Proposal or Request for Application (“RFP” or “RFA”) issued in calendar year 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021 or (iii) a Non-Competitive Housing Credit Application (awarded through a Corporation competitive RFA process or a Non-Corporation Bond issuer’s competitive application).

For the phase to qualify as a subsequent phase, after the initial award, (A) the Applicant must have submitted an Application for Housing Credits in immediately consecutive years, per the HUD requirements, (B) the 730-day period following the initial award must not end prior to the submission deadline for the Corporation’s competitive RFA or a Non-Corporation Bond issuer’s competitive application, per HUD’s requirements, and (C) the subsequent phase must have at least one building located within the boundary of the declared HUD-designated DDA or HUD-designated QCT which applied to the Development declared as the first phase by the first phase Applicant.

If the proposed Development qualifies as a subsequent phase of a multiphase Development, indicate as such in Exhibit A and provide the Corporation-assigned Application number for the Development where the first phase was declared and awarded an allocation of Housing Credits.

The proposed Development’s subsequent phase status will be confirmed during the credit underwriting process. If it is determined that the proposed Development does not meet the criteria to be designated a subsequent phase of a multiphase Development, it will no longer be considered a subsequent phase of a multiphase Development.

(ii) HUD-designated Small Area DDA (SADDA)

A proposed Development may qualify as a first phase and be eligible for the basis boost in subsequent RFAs if the proposed Development is located within a HUD-designated Small Area DDA (SADDA), as defined in Section 42(d)(5)(B)(iii), IRC. The SADDA designation will only apply to the building(s) located within the applicable SADDA Zip Code Tabulation Area (ZCTA) and only those building(s) will be eligible for the basis boost.

HUD has assigned a ZCTA number to each SADDA, available on the webpage

<https://www.huduser.gov/portal/datasets/qct.html> (also available by clicking [here](#)). The applicable HUD mapping software is available at

https://www.huduser.gov/portal/sadda/sadda_qct.html (also available by clicking [here](#)).

To qualify, identify, in Exhibit A, the ZCTA number(s) for the proposed Development.

During credit underwriting and at the time of Final Cost Certification, if it is determined that there are buildings located outside of the applicable SADDA ZCTA, the Corporation reserves the right to reduce the Housing Credit Allocation if the eligible basis for the building(s) located in the applicable SADDA ZCTA is not sufficient to support the request amount.

(iii) HUD-designated Non-Metropolitan DDA

A proposed Development may qualify as a first phase and be eligible for the basis boost in subsequent RFAs if the Development county, as stated in Exhibit A, is located within a HUD-designated non-metropolitan DDA as defined in Section 42(d)(5)(B)(iii), IRC. The 2021 HUD-designated non-metropolitan DDAs are available on the webpage <https://www.huduser.gov/portal/datasets/qct.html> (also available by clicking [here](#)).

(iv) HUD-designated QCT

A proposed Development may qualify as a first phase and be eligible for the basis boost in subsequent RFAs if the entire Development is located, as of Application Deadline, within a HUD-designated QCT, as defined in Section 42(d)(5)(B)(ii), IRC, as amended and based on the current census, as determined by HUD.

The HUD-designated QCTs are available on the webpage <https://www.huduser.gov/portal/datasets/qct.html> (also available by clicking [here](#)).

To qualify, indicate the HUD-designated QCT census tract number.

(v) Demographic Basis Boost

All Applications proposing a Development that is not located in a HUD-designated DDA (Non-Metropolitan DDA or Small Area DDA) or a QCT as provided above will qualify for a 30% basis boost as authorized by the Housing and Economic Recovery Act of 2008 and the Corporation's most recently authorized Qualified Allocation Plan.

(d) Housing Credit Equity Proposal

A Housing Credit equity proposal must be provided as **Attachment 11**. For purposes of this RFA, to be counted as a source, an equity proposal, regardless of whether the documentation is in the form of a commitment, proposal, term sheet or letter of intent, must meet the requirements set out below:

- (i) If the Eligible Housing Credit Request Amount is less than the anticipated amount of credit allocation stated in the equity proposal, the equity proposal will be considered a source of financing and, for scoring purposes, the maximum amount of Housing Credit equity to be permitted in the Development Cost Pro Forma will be adjusted downward from the amount stated in the equity proposal. This adjusted maximum Housing Credit equity will be calculated by taking the total amount of equity to be provided to the proposed Development as stated in the equity proposal letter, dividing it by the credit allocation stated in the equity proposal and multiplying that quotient by the Applicant's Eligible Housing Credit Request Amount. If the Eligible Housing Credit Request Amount is greater than the anticipated amount of credit allocation stated in the equity proposal, the equity proposal will be considered a source of financing and the maximum amount of Housing Credit equity to be permitted for scoring in the Development Cost Pro Forma will be the amount stated in the equity proposal.
- (ii) If syndicating/selling the Housing Credits, the Housing Credit equity proposal must meet the following criteria:
- Be executed by the equity provider;
 - Include specific reference to the Applicant as the beneficiary of the equity proceeds;

- State the proposed amount of equity to be paid prior to construction completion;
- State the anticipated Housing Credit Request Amount;
- State the anticipated dollar amount of Housing Credit allocation to be purchased; and
- State the anticipated total amount of equity to be provided.

If the limited partnership agreement or limited liability company operating agreement has closed, the closed agreement must be provided. To be counted as a source of financing, the partnership agreement or operating agreement must meet the requirements above or submit separate documentation, signed by the equity provider, expressly stating any required criteria not provided in the agreement.

(iii) If not syndicating/selling the Housing Credits, the owner’s commitment to provide equity must be provided. The commitment must include the following information and evidence of ability to fund must be provided as **Attachment 11** to the Application:

- The proposed amount of equity to be paid prior to construction completion;
- The anticipated Housing Credit Request Amount;
- The anticipated dollar amount of Housing Credit allocation to be purchased; and
- The anticipated total amount of equity to be provided.

Note: Exhibit D to the RFA outlines the documentation required to be submitted during credit underwriting demonstrating that the equity amount to be paid prior to or simultaneous with the closing of construction financing is at least 15 percent of the total proposed equity to be provided (the 15 percent criteria).

(3) NHTF Loan Funding

Applicants will be awarded NHTF Funding for each required NHTF Unit (10% of the total units, rounded up), in the amounts stated below.

| County | NHTF Request per Unit | County | NHTF Request per Unit | County | NHTF Request per Unit |
|---------|-----------------------|--------|-----------------------|------------|-----------------------|
| Alachua | \$199,300 | Hardee | \$151,200 | Okaloosa | \$214,200 |
| Baker | \$200,500 | Hendry | \$151,200 | Okeechobee | \$151,200 |

| | | | | | |
|-----------|-----------|--------------|-----------|-------------|-----------|
| Bay | \$182,900 | Hernando | \$201,200 | Orange | \$207,700 |
| Bradford | \$156,900 | Highlands | \$151,200 | Osceola | \$207,700 |
| Brevard | \$197,800 | Hillsborough | \$201,200 | Palm Beach | \$232,900 |
| Broward | \$239,400 | Holmes | \$151,200 | Pasco | \$201,200 |
| Calhoun | \$151,200 | Indian River | \$198,600 | Pinellas | \$201,200 |
| Charlotte | \$176,400 | Jackson | \$151,200 | Polk | \$168,000 |
| Citrus | \$151,200 | Jefferson | \$207,700 | Putnam | \$151,200 |
| Clay | \$203,900 | Lafayette | \$155,400 | Saint Johns | \$203,900 |
| Collier | \$229,500 | Lake | \$207,700 | Saint Lucie | \$194,400 |
| Columbia | \$160,400 | Lee | \$195,900 | Santa Rosa | \$187,900 |
| DeSoto | \$151,200 | Leon | \$207,700 | Sarasota | \$210,400 |
| Dixie | \$151,200 | Levy | \$151,200 | Seminole | \$207,700 |
| Duval | \$203,900 | Liberty | \$151,200 | Sumter | \$183,300 |
| Escambia | \$187,900 | Madison | \$151,200 | Suwannee | \$151,200 |
| Flagler | \$187,100 | Manatee | \$210,400 | Taylor | \$151,200 |
| Franklin | \$158,500 | Marion | \$151,600 | Union | \$151,200 |
| Gadsden | \$207,700 | Martin | \$194,400 | Volusia | \$177,900 |
| Gilchrist | \$199,300 | Miami-Dade | \$245,900 | Wakulla | \$198,900 |
| Glades | \$151,200 | Monroe | \$276,800 | Walton | \$189,400 |
| Gulf | \$159,600 | Nassau | \$203,900 | Washington | \$151,200 |
| Hamilton | \$151,200 | | | | |

The NHTF loan shall be a forgivable loan with an interest rate of 0 percent for 30 years. The terms and conditions of the NHTF loans are further outlined in Exhibit H of the RFA.

(4) Other Corporation Funding

- (a) If the Development has received funding from the Predevelopment Loan Program (PLP), the Corporation file number and amount of funding must be listed. Note: PLP funding cannot be used as a source of financing on the Construction/Rehab Analysis or the Permanent Analysis.
- (b) List any other Corporation funding that is intended to be utilized as a source of financing for the proposed Development.

b. Non-Corporation Funding

Unless stated otherwise within this RFA, for funding, other than Corporation funding and deferred Developer Fee, to be counted as a source on the Development Cost Pro Forma, provide documentation of all financing proposals from both the construction and the permanent lender(s), equity proposals from the syndicator, and other sources of funding. The financing proposals must state whether they are for construction financing, permanent financing, or both, and all attachments and/or exhibits referenced in the proposal must be provided as **Attachment 13*** to Exhibit A.

*Note: Attachment 12 was intentionally omitted from this RFA.

For purposes of the Application, the following will not be considered a source of financing: net operating income, capital contributions not documented in accordance with financing proposals that are not from a Regulated Mortgage Lender, fee waivers or any portion of any fees that are reimbursed by the local government. Additionally, fee waivers or any portion of any fees that are reimbursed by the local government cannot be considered as Development costs.

(a) Financing Proposal

Financing proposal documentation, regardless of whether the documentation is in the form of a commitment, proposal, term sheet, or letter of intent, must meet the following criteria.

Each financing proposal shall contain:

- Amount of the construction loan, if applicable;
- Amount of the permanent loan, if applicable;
- Specific reference to the Applicant as the borrower or direct recipient; and
- Signature of lender.

Note: Eligible Local Government financial commitments (i.e., grants and loans) can be considered a source of financing without meeting the requirements above if the Applicant provides the properly completed and executed Local Government Verification of Contribution – Grant Form (Form 07-2019) and/or the Local Government Verification of Contribution – Loan Form (Form 07-2019) and such grant and/or loan is effective at least through June 30, 2023. A loan with a forgiveness provision (and no accrued interest charges) requiring approval of the Local Government can be treated as a loan or a grant, for scoring purposes. Either the "Loan" or the "Grant" verification forms can be used. The grant and loan forms (Form 07-2019) are available on the RFA Webpage. If the loan form is used for a loan with forgiveness provision (and no accrued interest charges), the space for entering the net present

value of the loan is not applicable to this RFA and will not be considered.

(b) Financing that has closed:

(i) If the financing has closed in the Applicant's name, provide a letter from the lender acknowledging that the loan has closed. The letter must also include the following information:

- Amount of the construction loan, if applicable;
- Amount of the permanent loan, if applicable; and
- Specific reference to the Applicant as the borrower/direct recipient/mortgagee.

(ii) Except for HUD and RD funding, if the financing involves an assumption of debt not currently in the Applicant's name, as evidence that the lender approves of the proposal of assumption, provide a letter from the lender, dated within six months of the Application Deadline, that includes the following information:

- Specifically references the Applicant as the assuming party;
- If a permanent loan, states the amount to be assumed; and
- If a construction loan, states the maximum amount of funding capacity.

If the debt being assumed is provided by HUD, provide a letter from HUD, dated within six months of the Application Deadline, confirming the funding source. The letter must include the following information:

- Name of existing development;
- Name of proposed Development;
- Loan balance;
- Acknowledgment that property is applying for Housing Credits; and
- Applicable HUD program.

If the debt being assumed is provided by RD, the Applicant is only required to provide the information described in Item 10.b.(1)(b) above.

(c) If the financing proposal is not from a Regulated Mortgage Lender in the business of making loans or a governmental entity, evidence of ability to fund must be provided. Evidence of ability to fund includes: (i) a copy of the lender's most current audited financial statements no more than 17 months old; or (ii) if the loan has already been funded, a copy of the

note and recorded mortgage. The age of all financial statements is as of the Application Deadline. In evaluating ability to fund, the Corporation will consider the entity's unrestricted current assets typically used in the normal course of business. Assets considered restricted include, but are not limited to, pension funds, rental security deposits, and sinking funds. Financing proposals from lenders who cannot demonstrate ability to fund will not count as a source of financing. Financial statements must be included in the Application. Note: This provision does not apply to deferred Developer Fee.

In the case where the seller (or lessor) of the Development's property is providing a seller's or lessor's note (purchase money mortgage or equivalent) to help finance the Applicant's acquisition of the property, evidence of its ability to fund the amount of the note is not needed so long as the Application includes a letter from the seller or lessor that meets the financing proposal criteria outlined in (2)(a) above and the amount of the note is equal to or less than the purchase price of the property.

- (d) If a financing proposal shows an amount less than the corresponding line item on the Development Cost Pro Forma, only the financing proposal amount will be considered as a funding source. However, if a financing proposal shows an amount greater than the corresponding line item on the Development Cost Pro Forma, up to the total amount of the financing proposal amount may be utilized as a funding source, if needed.
- (e) The loan amount may be conditioned upon an appraisal or debt service coverage ratio or any other typical due diligence required during credit underwriting.
- (f) Financing proposals may be conditioned upon the Applicant receiving the funding from the Corporation for which it is applying.
- (g) If a financing proposal has a provision for holding back funds until certain conditions are met, the amount of the hold-back will not be counted as a source of construction financing unless it can be determined that the conditions for the release of the hold-back can be met prior to or simultaneous with the closing of the Development's permanent financing.
- (h) Grant funds are contributions to the Development, other than equity, which carry no repayment provision or interest rate. A commitment for grant funds will be considered a commitment for scoring purposes if the commitment is properly executed and, if applicable, evidence of ability to fund is provided.

c. Development Cost Pro Forma

All Applicants must complete the Development Cost Pro Forma listing the anticipated expenses or uses, the Detail/Explanation Sheet, if applicable, and the Construction or Rehab Analysis and Permanent Analysis listing the anticipated sources (both Corporation and non-Corporation funding). The sources must equal or exceed the uses. During the scoring process, if a funding source is not considered and/or if the Applicant's funding Request Amount is adjusted downward, this may result in a funding shortfall. If the Application has a funding shortfall, it will be ineligible for funding.

The Development Cost Pro Forma must include all anticipated costs of the Development construction, and, if applicable, acquisition, including the Developer Fee and General Contractor fee, as outlined below. Waived or reimbursed fees or charges are not considered costs to the Development and therefore, should not be included on the Development Cost Pro Forma. Note: deferred Developer Fees are not considered "waived fees."

Developer Fee and General Contractor fee must be disclosed. In the event the Developer Fee and/or General Contractor fee are/is not disclosed on the Development Cost Pro Forma, the Corporation will assume that these fees will be the maximum allowable and will add the maximum amount(s) to Total Development Cost. If an Applicant lists a Developer Fee, General Contractor fee, or contingency reserve that exceeds the stated Application limits, the Corporation will adjust the fee to the maximum allowable. As stated below, Applicants may not enter any amounts pertaining to operating deficit reserves. The Corporation will not consider any operating deficit reserves listed on the Development Cost Pro Forma.

Unless stated otherwise in this RFA, except for deferred Developer Fee, the Application requires complete information on all sources of Development funding and the proposed uses of those funds. All loans, grants, donations, syndication proceeds, etc., should be detailed in the Application as outlined above. The total of monetary funds determined to be in funding proposals must equal or exceed uses.

(1) Developer Fee

Each Developer Fee component listed in (a) and (b) below shall not exceed the respective amounts described below:

- (a) Developer Fee on Acquisition Costs, is limited to 21 percent* of the Total Acquisition Cost of Existing Development (excluding land) stated on the Development Cost Pro Forma in Column 3 of Item B, rounded down to the nearest dollar; and
- (b) Developer Fee on Non-Acquisition Costs, is limited to 21 percent* of the net amount after deducting Total Acquisition Cost of Existing Development (excluding land) (Column 3 of Item B) from the Development Cost stated on the Development Cost Pro Forma in Column 3 of Item C, rounded down to the nearest dollar.

If the maximums stated in (a) or (b) are exceeded, the Corporation will adjust the amount down to the maximum allowed. Additionally, the Corporation may further adjust the Developer Fee on Acquisition Costs, and/or Developer Fee on Non-Acquisition Costs stated on the Development Cost Pro Forma and used to calculate the Developer Fee in Item D of the Development Cost Pro Forma. The conditions for such adjustments are stated below:

- If the amount of Developer Fee on Acquisition Costs is more than the amount allowed in (a) above, AND if the amount of Developer Fee on Non-Acquisition Costs is less than the amount allowed in (b) above, the Corporation will reduce the amount of Developer Fee on Acquisition Costs to the maximum allowed amount, and increase the amount of Developer Fee on Non-Acquisition Costs by the amount reduced in the Developer Fee on Acquisition Costs, up to the maximum allowed amount.
- If the amount of Developer Fee on Non-Acquisition Costs is more than the amount allowed in (b) above, AND if the amount of Developer Fee on Acquisition Costs is less than the amount allowed in (a) above, the Corporation will reduce the amount of Developer Fee on Non-Acquisition Costs to the maximum allowed amount, and increase the amount of Developer Fee on Acquisition Costs by the amount reduced in the Developer Fee on Non-Acquisition Costs, up to the maximum allowed amount.

*The Developer Fee is limited to 16 percent of the Development Cost; however, the Corporation will allow Applicants to provide a Developer Fee up to 21 percent of the Development Cost to be stated on the Development Cost Pro Forma, with up to 5 percent of the Development Cost placed in an operating deficit reserve account to be held by the Corporation or its servicer. This portion of the total Developer Fee is referred to as the operating deficit reserve proportion. The operating deficit reserve portion will be verified and sized during credit underwriting. Any disbursements from said operating deficit reserve account shall be reviewed and approved by the Corporation or its servicer. Upon the expiration of the Compliance Period, any remaining balance may be drawn to pay down any outstanding Corporation debt on the proposed Development. If there is no Corporation loan debt on the proposed Development at the end of the Compliance Period, then any remaining balance in said operating deficit reserve account shall be placed in a replacement reserve account for the proposed Development. In no event shall the remaining balance in said operating deficit reserve account be paid to the Developer.

The Corporation will allow up to 100 percent of the eligible Developer Fee to be deferred and used as a source on the Development Cost Pro Forma without the requirement to show evidence of ability to fund.

Consulting fees, if any, and any financial or other guarantees required for the financing must be paid out of the Developer Fee. Consulting fees include, but are not limited to, payments for Application consultants, construction management or supervision consultants, or local government consultants.

(2) General Contractor Fee

General Contractor fee shall be limited to 14 percent of actual construction cost. The maximum allowable General Contractor fee will be tested during the scoring of the Application by multiplying the actual construction cost by 14 percent, rounded down to the nearest dollar.

(3) Contingency Reserves

For Application purposes, the maximum hard and soft cost contingencies allowed cannot exceed 5 percent of hard and soft costs, as further described in Rule Chapter 67-48, F.A.C. The determination of the contingency reserve is limited to the maximum stated percentage of total actual construction costs (hard costs) and general development costs (soft costs), as applicable.

(4) Operating Deficit Reserves

An operating deficit reserve is not to be included as part of Development Costs and cannot be used in determining the maximum Developer Fee. Applicants may not enter any amounts pertaining to any type of reserve other than the contingency reserve mentioned above and, if applicable, any reserve permitted in the RFA and established as a subset of Developer Fee, on the Development Cost Pro Forma as part of the Application process. A reserve, including an operating deficit reserve, if necessary as determined by an equity provider, first mortgage lender, and/or the Credit Underwriter engaged by the Corporation in its reasonable discretion, will be required and sized in credit underwriting. The inclusion of any reserve is not permitted in the Application (other than the permitted contingency reserve) which may include, but is not limited to, operating deficit reserve, debt service shortfalls, lease-up, rent-re-stabilization, working capital, lender or syndicator required reserve(s), and any pre-funded capital (replacement) reserves. If any reserve other than the permitted contingency reserve and the Developer Fee subset, if applicable, can be identified and is included in the Development Cost Pro Forma, the Corporation will remove it during Application scoring.

Permitted costs related to supportive services are not considered operating expenses for the purpose of drawing down operating subsidy reserve.

In exchange for receiving funding from the Corporation, the Corporation reserves the authority to restrict the disposition of any funds remaining in any operating deficit reserve(s) after the term of the reserve's original

purpose has terminated or is near termination. Authorized disposition uses are limited to payments towards any outstanding loan balances of the Development funded from the Corporation, any outstanding Corporation fees, any unpaid costs incurred in the completion of the Development (i.e., deferred Developer Fee), the Development's capital replacement reserve account (provided, however, that any operating deficit reserve funds deposited to the replacement reserve account will not replace, negate, or otherwise be considered an advance payment or pre-funding of the Applicant's obligation to periodically fund the replacement reserve account), the reimbursement of any loan(s) provided by a partner, member or guarantor as set forth in the Applicant's organizational agreement (i.e., operating or limited partnership agreement) and, in the case of a Development with a Homeless or Persons with Special Needs Demographic Commitment, another operating deficit reserve whereby its final disposition remains under this same restriction. The actual direction of the disposition is at the Applicant's discretion so long as it is an option permitted by the Corporation. In no event, shall the payment of amounts to the Applicant or the Developer from any operating deficit reserve established for the Development cause the Developer Fee or General Contractor fee to exceed the applicable percentage limitations provided for in this RFA.

The Corporation will review the limited partnership agreement or limited liability company operating agreement language on reserves for compliance with the above requirement. If the limited partnership agreement or limited liability company operating agreement does not specifically state that the parties will comply with the Corporation's requirements stated above, the Corporation will require an amendment of the agreement and will not issue IRS form(s) 8609 until the amendment is executed and provided to the Corporation.

11. Pilot Program

All Applicants commit to participate in the Pilot Program for three years, with specific requirements for participation described in Exhibit I of the RFA.

B. Additional Information

1. Verifying Application Fee Payment

To ensure that the Application Fee is processed for the correct online Application, the following is ***strongly recommended***: (i) provide the Application Fee at least 48 hours prior to the Application Deadline; and (ii) whether paying by check, money order, ACH or wire transfer, include the Development Name, RFA number with the payment.

Additionally, include the following at question B.1. of Exhibit A:

- If submitting a check or money order, provide the check or money order number.

- If submitting an ACH, provide the trace number.
 - If submitting a wire transfer, provide the wire service reference number (i.e. Fed/CHIPS/SWIFT Reference Number) and the Fed Wire Transfer Number.
2. Bookmarking the All Attachments Document before uploading (5 points)

To be awarded 5 points, bookmark the pdf of the All Attachments Document before uploading. Instructions are provided on the RFA Webpage. Acrobat Standard DC or Acrobat Pro DC are the programs required to create bookmarks.

3. Addenda

Use the Addenda section of Exhibit A to provide any additional information or explanatory addendum for items described in Section Four, A. above. The Addenda section of Exhibit A may not be used to provide any additional information or explanatory addendum for items described in Section Four, C. below. Please specify the particular item to which the additional information or explanatory addendum applies.

C. Narrative Scoring

The following narrative section allows for Applicants to provide detailed responses about the Development and how they address resident needs of the demographic populations described in Section Four A.2.b. of the RFA. Each response must address the specific criteria identified in the corresponding description. When scoring narrative responses, the Corporation will only consider the written responses provided in Exhibit A. When assigning points for each narrative section, only the narrative for that particular requirement will be considered. Information in other narrative sections will not be considered. It is recommended to account for all criteria for each response, even if it requires repeating information in multiple narrative responses.

1. Applicant experience with a sustainable model for permanent supportive housing and services coordination for High Utilizer populations in the behavioral health arena. [Maximum of 20 points]

Describe the Applicant's experience and length of time in operating and managing Permanent Supportive Housing serving the population of High Utilizer residents who will be served by the proposed Development. In the case of a joint venture Applicant, describe the experience of each joint venture entity that makes up the Applicant entity. The description should include coordinating tenancy supports and other supportive services for High Utilizer individuals who, before residency, were routinely interacting with behavioral health and other systems of crisis care. Provide evidence that the Applicant's existing supportive housing approach has assisted these residents to maintain stability in their communities. The description should incorporate:

- a. A brief overview of the High Utilizers served;
- b. The involvement in working partnerships with behavioral health entities or other groups working with these High Utilizers and how all members of the Applicant entity have used existing supportive systems of care to ensure that these residents have been well served;

- c. How the Applicant has balanced the sustainability of its properties with serving High Utilizers who often have extremely low incomes;
- d. The Applicant's internal organizational capacity to oversee the strategic approach for tenant supports and supportive services for High Utilizer residents;
- e. The Applicant's proven strategies for assisting High Utilizer tenants who have received the supports and care they needed and are ready and desire to move on from Permanent Supportive Housing; and
- f. The Applicant's previous or current work, contractually or otherwise, that it has done with this or other Managing Entities or Managed Care Plans to incorporate funding for services coordination, tenancy supports and other services provision into its permanent supportive housing properties, including the roles and responsibilities of the Applicant and the Managing Entity in these situations.

The Applicant's description is limited to no more than four typed pages within the text box at question C.1. of Exhibit A. Note: Although the online Application system allows for more than four pages, any portion of the description that is beyond four pages will not be considered.

- 2. Operating/Managing Permanent Supportive Housing Experience. [Maximum of 15 points]
 - a. The viability and sustainability of Permanent Supportive Housing is contingent upon the Development having the necessary experience and capacity to successfully operate and manage the traditional property management functions of affordable rental housing, as well as understanding how to facilitate entry for intended households, housing stability and access to community-based resources and services for the tenants. For points, the Applicant should describe its, or its management company's, capacity and experience performing traditional rental housing operations and management functions and overseeing or administering services coordination activities, particularly for residents who were high utilizers of costly health care and other public services. If the Applicant is a Joint Venture, describe the experience and capacity of each entity that makes up the Applicant entity.
 - b. The Applicant should also describe its experience and capacity coordinating property management functions with the housing stability services and resident services coordination functions provided to assist intended residents in maintaining housing stability and integrated lives in their community (whether these are provided by the Applicant or the management company), particularly as it relates to High Utilizer tenants. The Applicant should also describe its operations and management approach for helping tenants address and mitigate issues that have or may violate their lease and housing stability. If the Applicant is a Joint Venture, describe the experience and capacity of each entity that makes up the Applicant entity. If the property will be managed by a property management company that is a separate business from the Applicant, the

Applicant should describe its experience ensuring these functions are well managed by the management company.

- c. Provide the years of experience performing the functions above, qualifications of the entity(s), and any best practices that are followed in performing the function(s) related to operating and managing Permanent Supportive Housing and serving the intended households for this RFA.
- d. Note that the functions of property management and resident community-based services coordination must be entirely separate. The services coordination staff may or may not be the same staff helping on behalf of a resident to address or mitigate a lease issue.

The Applicant's description(s) is limited to no more than three typed pages within the text box at question C.2 of Exhibit A. Note: Although the online Application system allows for more than three pages, any portion of the description that is beyond three pages will not be considered.

Note: Providing only a list of Permanent Supportive Housing Developments and/or units will not be a sufficient description of experience for any Applicant or the management company.

- 3. The plan for the proposed Development to coordinate access to housing stability supports, behavioral health care services and amenities for High Utilizer tenants and other residents. [Maximum of 25 points]
 - a. Residents will need immediate, easy access to intensive, onsite housing stability tenancy supports, as well as off-site community-based services and amenities, either through on site or close proximity to supportive and general services and/or easy access to public or other transportation that is not onerous or too time consuming to use. The Applicant should describe its plan for coordinating access to onsite housing stability supports, on- and offsite community-based services and amenities.
 - b. To serve tenants meeting the High Utilizer Pilot set-aside, the Applicant's plan must include one or more Housing Stability Services Coordinators with experience, qualifications and job duties substantially the same as the Corporation position description provided in Attachment A of this agenda, and funded by the Managing Entity. Such Coordinators must work on site at the property under the supervision of the housing provider that is part of the Applicant entity, full time, with a caseload of no more than 1:20 High Utilizer residents. This position is only required to be in place at the property for the three-year High Utilizer set-aside period or until the pilot is completed, whichever comes last.
 - c. The Applicant and Managing Entity should describe the roles of each partner related to funding for and managing the onsite services and team and the plan for how the Coordinator and other supports will be provided to tenants before move-in, at move-in and after move-in; and how long-term supports will be

available to tenants as needed, as well as strategies implemented to support these residents “moving on” to less intensive affordable housing options when ready and desired. This description should include the comprehensive onsite staffing approach planned for the pilot.

- d. Through this description, the Managing Entity must show how it will ensure that High Utilizers residing at the property will receive the intensity of housing stability supports and services and off-site behavioral health care services that will be needed for as long as each tenant requires support (including the period after the pilot ends).

Note: During credit underwriting, the Applicant will be required to submit its full Housing Stability Service Coordination Plan to serve the High Utilizer tenants that are part of this pilot. In addition, during credit underwriting, the Applicant will be required to submit its full Resident Service Coordination Plan to serve the other populations required to be served at the property, particularly the HOME-ARP Qualifying Populations and formerly Homeless Households living at the property. Persons coordinating housing stability supports and services for High Utilizer tenants may not be used to meet the resident services coordination requirements for the rest of the tenants at the property.

The Applicant’s description(s) is limited to no more than four typed pages within the text box at question C.3 of Exhibit A. Note: Although the online Application system allows for more than four pages, any portion of the description that is beyond four pages will not be considered.

4. The Managing Entity’s Experience Partnering with Permanent Supportive Housing Providers. [Maximum of 15 points]
 - a. The Managing Entity partner in this Application should describe its experience collaborating directly with affordable housing providers to house its consumers in independent affordable and supportive housing units, particularly situations in which the Managing Entity has contracted directly with housing providers as part of its broader housing coordination strategy. The Managing Entity should provide information about the sources and types and purposes of funding provided; services coordination and tenancy supports being provided through the Managing Entity’s service providers to support these residents; how it has supported housing stability strategies and the Housing First approach; service providers that are part of these partnerships; and its experience promoting resident choice and independence.
 - b. The Managing Entity should describe what strategies it has been using to ensure its consumers have access to permanent supportive housing and the least restrictive setting possible, whether for consumers being discharged from intensive residential settings or to divert consumers who are at high risk of these residential settings or are cycling in and out of acute health care services.

The Applicant’s description(s) is limited to no more than three typed pages within the text box at question C.4 of Exhibit A. Note: Although the online Application system

allows for more than three pages, any portion of the description that is beyond three pages will not be considered.

5. Applicant's prior experience accessing and administering project-based rental assistance for its Permanent Supportive Housing properties to support rent payments from low-income residents. [Maximum of 10 points]

Describe the Applicant's past experience obtaining rental assistance that is project based or capable of being assigned to properties serving Persons with a Disabling Condition, Persons with Special Needs, Homeless Households and/or other demographic populations deemed by the Applicant to require Permanent Supportive Housing. The description should include a list with examples with named properties, the total number of units at each property, the number of units receiving which type of rental assistance, the demographic population served, the type of rental assistance provided and the entity from which the rental assistance was contractually received. While the ability to project base rental assistance received through a contractual arrangement is deemed particularly useful to ensuring that a Permanent Supportive Housing property serving extremely low income residents is sustainable, the Applicant may also describe its experience seeking tenant based rental assistance for its residents needing Permanent Supportive Housing. The information provided by the Applicant will be confirmed in credit underwriting.

Project based rental assistance for Developments receiving financing from the Corporation through any of its prior Preservation RFAs, or for Redevelopments or New Construction to build on site(s) with an existing Declaration of Trust between a Public Housing Authority and HUD is not relevant to this narrative and should not be included.

The Applicant's description(s) is limited to no more than two typed pages within the text box at question C.5. of Exhibit A. Note: Although the online Application system allows for more than two pages, any portion of the description that is beyond two pages will not be considered.

D. Applicant Certification and Acknowledgement form

The Authorized Principal Representative must execute the Applicant Certification and Acknowledgement form to indicate the Applicant's certification and acknowledgement of the provisions and requirements of the RFA.

**SECTION FIVE
SCORING AND EVALUATION PROCESS**

A. Scoring the RFA

1. Determining Eligibility

Only Applications that meet all of the following Eligibility Items will be eligible for funding and considered for funding selection.

| Eligibility Items |
|---|
| Submission Requirements met* |
| Applicant Certification and Acknowledgement signed by Authorized Principal Representative |
| Demographic Populations to Be Served Description |
| Name of Applicant provided |
| Evidence Applicant is a legally formed entity provided |
| Evidence that Applicant qualifies as a Non-Profit Applicant provided |
| Services Coordination Experience Requirement Met |
| Documentation that the Applicant informed the jurisdiction's Local Continuum of Care lead agency head of its intent to apply for funding to develop housing pursuant to this RFA provided |
| Name of Each Developer provided |
| Evidence that each Developer entity is a legally formed entity provided |
| Developer Experience Requirement met |
| Principals for Applicant and Developer(s) Disclosure Form provided and meets requirements |
| Contact information for Management Company provided |
| Community-Based Board of Directors Requirement met |
| Memorandum of Agreement to Provide Permanent Supportive Housing, Ensure Access to Housing Stability Supports and Behavioral Health Care Services, and Execute the Pilot Evaluation form (Form Rev. __-2022) signed by Authorized Principal Representative and Managing Entity CEO |
| Region of Managing Entity Provided |
| Authorized Principal Representative provided and meets requirements |
| Managing Entity Chief Executive Officer contact information provided |
| Name of Proposed Development provided |
| Development Type provided |
| Breakdown of number of units associated with each Development Type, Development Category and ESS/Non-ESS provided |
| County identified |
| Address of Development Site provided |
| Development Location Point provided |
| Total Number of Units provided and within limits |
| Minimum Set-Aside election provided |
| Total Set-Aside Breakdown Chart properly completed |
| Unit Mix provided and meets requirements |
| Number of residential buildings provided |
| Evidence of Site Control provided |
| Appropriate Zoning demonstrated |
| Availability of Water demonstrated |
| Availability of Sewer demonstrated |
| Green Building Certification selected |

| |
|---|
| Minimum Resident Programs selected |
| Applicant’s HOME-ARP Request Amount provided |
| Applicant’s Housing Credit Request Amount provided |
| Development Cost Pro Forma provided (listing expenses or uses) and Construction/Rehab analysis and Permanent analysis (listing sources) – Sources must equal or exceed uses |
| Financial Arrearage Requirement and Insurance Deficiency Requirement met** |
| Verification of no prior acceptance to an invitation to enter credit underwriting for the same Development *** |
| Verification of no recent de-obligations **** |
| Total Development Cost Per Unit Limitation met***** |
| Minimum of 85 total points achieved |

* Submission Requirement

To be eligible for funding, the following submission requirements must be met: (i) the Application must be submitted online by the Application Deadline, and (ii) the required Application fee must be submitted as of the Application Deadline.

** Financial Arrearage Requirement and Insurance Deficiency Requirement

An Application will be deemed ineligible for funding if, as of close of business **two days*** before the Committee meets to make a recommendation to the Board, either of the following occur: (1) there remains any financial obligations for which an Applicant or Developer or Principal, Affiliate or Financial Beneficiary of the Applicant or Developer is in arrears to the Corporation or any agent or assignee of the Corporation as reflected on the most recently published Past Due Report; or (2) an Applicant or Developer or Principal, Affiliate or Financial Beneficiary of the Applicant or Developer has an insurance deficiency for any Development awarded Corporation resources, which are in first lien position, issued during or after September 2016 that is governed by the Insurance Guide posted to the Corporation’s Website under the link <https://www.floridahousing.org/data-docs-reports/insurance-guide> (also accessible by clicking [here](#)).

The Past Due Report contains the financial arrearages to the Corporation as well as the Insurance Deficiency Report. The most recently published Past Due Report is posted to the Corporation’s Website under the link <https://www.floridahousing.org/data-docs-reports/past-due-reports> (also accessible by clicking [here](#)), but not more recently than seven business days prior to the date the Committee meets to make a recommendation to the Board.

* For example, if a review committee meeting is held on a Wednesday, regardless of the time of the meeting, the arrearages must be paid by Monday close of business.

*** Previous Funding Requirements

Requirement that there can be no prior acceptance to an invitation to enter credit underwriting for the same Development

An Application will be deemed ineligible for funding if the Applicant has accepted an invitation to enter credit underwriting for the same Development (with the exception of funding awarded under the Predevelopment Loan Program (PLP) and/or the Elderly Housing Community Loan (EHCL) program) and, as of Application Deadline for this RFA, the funding has not been returned to the Corporation. If the acceptance to an invitation to enter credit underwriting in occurs after the Application Deadline and before the Review Committee Meeting for this RFA, the proposed Development will be considered ineligible for funding in this RFA. If the acceptance to an invitation to enter credit underwriting occurs after the Review Committee Meeting for this RFA, the proposed Development will be considered ineligible for funding in this RFA and any funding awarded in this RFA will be rescinded and considered Returned Funding.

**** Verification of no recent de-obligations

An Application will be deemed ineligible to be considered for funding if, as of the close of business the day before the Committee meets to make a recommendation to the Board, an Applicant or Developer or Principal, Affiliate or Financial Beneficiary of the Applicant or Developer has received an award of any funding from any RFA issued by Florida Housing Finance Corporation but such funding has been de-obligated by the Florida Housing Finance Corporation Board of Directors within the seven years prior to this RFA Application Deadline, with the exception of de-obligations that resulted from the termination of the Multifamily Energy Retrofit Program (MERP) funding awarded through RFA 2015-115.

***** Total Development Cost Per Unit Limitation

By submitting its Application, the Applicant agrees and acknowledges that the Application will be subject to the Total Development Cost Per Unit Limitation during the scoring, credit underwriting, and final Housing Credit allocation process.

The Corporation shall limit the Total Development Cost (TDC) per unit for all Developments categorized by the construction type of the units as indicated below and this limit is referred to as the TDC Per Unit Limitation. It is a limit based on TDC, (after excluding items described in the note below the chart), applying any applicable TDC multiplier and/or TDC add-on. The proposed Development's TDC will be tested against the TDC Per Unit Limitation, utilizing the Development Type, Development Category and ESS Construction determination made by the Applicant in the RFA and it will apply to the number of units in the proposed Development for each unique combination of unit

types identified in the table provided in question 4.e. of Exhibit A or for the entire proposed Development if said table is left blank.

Any Application that has an amount that exceeds these limitations during scoring will not be eligible for funding. These TDC Per Unit Base Limitation amounts, inclusive of any applicable TDC multiplier and/or TDC add-on, are effective during the scoring process. Item 1 of Exhibit C provides the TDC Per Unit Base Limitation amounts that account for an escalation factor to be incorporated for the credit underwriting process and final allocation process, as explained in the exhibit.

Total Development Cost Per Unit Base Limitations to be used during the scoring process

| Measure | New Construction Units | | | | |
|---|------------------------|-------------|---|---------------|------------|
| | Garden Wood* | Garden ESS* | Mid-Rise-Wood* | Mid-Rise-ESS* | High-Rise* |
| Maximum TDC Per Unit Limitation ** for all counties except Broward, Miami-Dade and Palm Beach counties | \$270,100 | \$311,900 | \$311,900 | \$344,700 | \$358,000 |
| Maximum TDC Per Unit Limitation ** | \$284,500 | \$327,100 | \$327,100 | \$361,000 | \$374,700 |
| Applicable TDC Multipliers (to be applied against the Development’s TDC) and TDC Add-Ons (to be added to the Maximum TDC Per Unit Limitation) | | | | | |
| TDC Add-on for All Applicants due to known expenses related to the Federal Program NHTF | | | \$5,000 of additional per unit costs will be added to the above Maximum TDC Per Unit Limitation | | |
| Non-Geographic Multiplier - TDC Multiplier for Homeless Demographic | | | 90% | | |
| TDC Multiplier for Florida Keys Area for all areas north of Plantation Key (i.e., north of Tavernier Creek) | | | 65% | | |
| TDC Multiplier for Florida Keys Area for all areas located on or south of Plantation Key (i.e., south of Tavernier Creek) | | | 50%*** | | |

* Garden includes all Development Types other than Mid-Rise and High-Rise; Non-Garden includes Development Types of Mid-Rise with elevator (4 stories, 5 stories, or 6 stories) and High-Rise (7 or more stories); Mid-Rise includes Development Types of Mid-Rise with elevator (4 stories, 5 stories, or 6 stories); and High-Rise includes Development Type of High-Rise (7 or more stories). ESS means Enhanced Structural Systems Construction.

** Exclusive of-property purchase price and exclusive of any approved operating deficit reserves that are part of the permanent phase (i.e., non-construction) financing for the Development which have not been included within the Developer fee. When the term of operating deficit reserves (ODR) is mentioned in this TDC Per Unit Limitation section, the term shall refer to these particular operating deficit reserves. Examples of reserves which can be considered part of the operating deficit reserve for this calculation are provided in the Operating Deficit Reserve portion of the Funding section in the RFA. For purposes of property purchase price to be excluded, the Corporation uses the lesser of the appraised value, or the actual property purchase price. When property purchase price is referenced in this TDC Per Unit Limitation section, the reference shall be limited to the amount of the property purchase price approved by the Corporation to be provided in the final cost certification under the building acquisition and land owned cost line items. In addition, the costs identified by any Applicant as the construction costs associated with commercial and/or retail space are excluded from the TDC Per Unit Limitation process. The total amount of costs that are to be excluded from the TDC Per Unit Limitation process are the applicable property acquisition price (building and land), construction costs associated with the delivery of commercial/retail space, operating deficit reserves described herein are referred to in Exhibit C in the congregate as applicable qualifying costs.

2. Awarding Points

| Point Items | Maximum Points |
|--|-----------------------|
| Submission of Principal Disclosure Form that is either (a) stamped “Approved” at least 14 Calendar Days prior to the Application Deadline; or (b) stamped “Received” by the Corporation at least 14 Calendar Days prior to the Application Deadline AND stamped “Approved” prior to the Application Deadline | 5 |
| Bookmarking Attachments prior to submission | 5 |
| Developer Experience Withdrawal Disincentive | 5 |
| Applicant experience with a sustainable model for permanent supportive housing and services coordination for High Utilizer populations in the behavioral health arena | 20 |
| Operating/Managing Permanent Supportive Housing Experience | 15 |
| The plan for the proposed Development to coordinate access to housing stability supports, behavioral health care services and amenities for High Utilizer tenants and other residents | 25 |
| The Managing Entity’s Experience Partnering with Permanent Supportive Housing Providers | 15 |
| Applicant’s prior experience accessing and administering Project-Based Rental Assistance for its Permanent Supportive Housing properties to support rent payments from low-income residents | 10 |
| Total Possible Points | 100 |

B. Selection Process

1. Application Sorting Order

The highest scoring Applications will be determined by first sorting together all eligible Applications from highest score to lowest score, with any scores that are tied separated in the following order:

- a. First, by the points received for Applicant experience with a sustainable model for permanent supportive housing and services coordination for High Utilizer populations in the behavioral health arena (question C.1. of Exhibit A);
- b. Next, by the Application’s eligibility for the Florida Job Creation Funding Preference (which is outlined in Item 4 of Exhibit C) with Applications that qualify for the preference listed above Applications that do not qualify for the preference; and
- c. By lottery number, resulting in the lowest lottery number receiving preference.

2. Funding Test

Applications will only be selected for funding if there is enough funding available to fully fund.

- a. An estimated \$5,400,000 in Competitive Housing Credits available
- b. An estimated \$21,600,000 in HOME-ARP available
- c. An estimated \$6,700,000 in National Housing Trust Funds (NHTF) available

3. Goals

a. Experience Goal

Goal to fund two Applications that have at least one Principal of the Applicant in this RFA that is also currently a Principal of a Development selected for funding in RFP 2014-102. Once this goal is met, no other Applications that qualify for this goal will be selected for funding.

b. 100% Non-Profit Goal

Goal to fund at least one Application that qualifies as a 100% Non-Profit Applicant.

Note: An Application that is selected for funding may meet more than one goal. For instance, if an Application selected for funding to meet the Experience Goal is a 100% Non-Profit Application, then it will meet both goals above.

4. Managing Entity Region Award Tally

As each Application is selected for tentative funding, the Managing Entity region where the proposed Development is located will have one Application credited towards the Managing Entity Region Award Tally. The Corporation will prioritize eligible unfunded Applications that can be fully funded and are located within regions that have the lowest such Tally above other eligible unfunded Applications with a higher such Tally that can be fully funded, even if the Applications with a higher such Tally are higher ranked. No more than one Application per county will be selected for funding.

5. The Funding Selection Process

The first two Applications selected for funding will be the highest-ranking eligible unfunded Applications that qualify for the Experience Goal, subject to the Managing Entity Region Award Tally. Once Experience Goal is met, no other Applications that qualify for this goal will be selected for funding. If either of the Applications selected to meet the Experience Goal also meet the 100% Non-Profit Goal, the 100% Non-Profit Goal will also be considered met.

If the 100% Non-Profit Goal was not met, the next Application selected for funding will be the highest-ranking eligible unfunded Applications that qualifies for the 100% Non-Profit Goal and that can be fully funded, subject to the Managing Entity Region Award Tally.

Once it is determined that all goals that could be met are met, if funding remains, the highest-ranking eligible unfunded Applications that can be fully funded will continue to be selected for funding, subject to the Managing Entity Region Award Tally.

If funding remains and no Applications can be fully funded, any remaining funding will be distributed as approved by the Board.

6. Returned Funding

Funding that becomes available after the Board takes action on the Committee's recommendation(s), due to an Applicant withdrawing, an Applicant declining its invitation to enter credit underwriting or the Applicant's inability to satisfy a requirement outlined in this RFA, and/or provisions outlined in Rule Chapter 67-48, F.A.C., will be distributed as approved by the Board.

**SECTION SIX
AWARD PROCESS**

Committee members shall independently evaluate and score their assigned portions of the submitted Applications, consulting with non-committee Corporation staff and legal counsel as necessary and appropriate.

The Committee shall conduct at least one public meeting during which the Committee members may discuss their evaluations, select Applicants to be considered for award, and make any adjustments deemed necessary to best serve the interests of the Corporation's mission. The Committee will list the Applications deemed eligible for funding in order applying the funding selection criteria outlined in Section Five above and develop a recommendation or series of recommendations to the Board.

The Board may use the Applications, the Committee's scoring, any other information or recommendation provided by the Committee or staff, and any other information the Board deems relevant in its selection of Applicants to whom to award funding. Notwithstanding an award by the Board pursuant to this RFA, funding will be subject to a positive recommendation from the Credit Underwriter based on criteria outlined in the credit underwriting provisions in Rule Chapter 67-48, F.A.C.

The Corporation shall provide notice of its decision, or intended decision, for this RFA on the Corporation's Website the day of the applicable Board vote. After posting, an unsuccessful Applicant may file a notice of protest and a formal written protest in accordance with Section 120.57(3), Fla. Stat., et. al. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat., et. al. shall constitute a waiver of proceedings under Chapter 120, Fla. Stat.

After the Board's decision to select Applicants for funding in this RFA has become final action, the Corporation shall offer all Applicants within the funding range an invitation to enter credit underwriting. The Corporation shall select the Credit Underwriter for each Development.

Exhibit A to RFA 2022-210 Permanent Supportive Housing Focusing on Best Practices and Funding for Tenancy Supports and Resident Services Coordination for High Utilizers of Public Behavioral Health Systems

Unless stated otherwise, all information requested pertains to the Development proposed in this Application upon completion of the construction work.

1. Review of Attachments

Provide all attachments as required below. If it is determined that the attachments do not meet the RFA requirements, the Application may be deemed ineligible, and/or the Corporation may rescind the award, and all Principals of the Applicant may be subject to material misrepresentation, even if the Application was not selected for funding, was deemed ineligible, or was withdrawn.

2. Demographic Commitment

a. Demographic Commitments within Development

- (1) High Utilizer Demographic Commitment
- (2) Homeless Demographic Commitment
- (3) HOME-ARP Units

45 percent of total units will be funded with HOME-ARP, for a 15-year compliance period.

- (a) HOME-ARP Qualifying Populations Demographic Commitment
- (b) No more than 30 percent of total HOME-ARP units may be set aside to serve persons up to 80 percent AMI, or as further restricted by Housing Credit unit limitations outlined in Section Four, 6.c. of the RFA.

- (4) Persons with Special Needs and Homeless Households Demographic Commitment starting at Year 16

At the end of Year 15, when the HOME-ARP set-aside requirements end on the 45 percent of total units under this program, these units must begin serving Persons with Special Needs and Homeless Households, as defined in Exhibit B. Thus, starting in Year 16, 30 percent of total units in the property must serve Persons with Special Needs, and 25 percent of total units in the property must serve Homeless Households (this percentage includes the original 10 percent set-aside for Homeless Households required starting in Year 1).

For the Corporation to better understand the property proposed, Applicants must check the box or boxes below that specify the defined Persons with Special Needs population(s) who the Applicant proposes to serve:

- (a) Adult persons requiring independent living services in order to maintain housing or develop independent living skills and who

have a Disabling Condition that currently impairs or is likely to impair their physical mobility*;

- (b) Persons receiving benefits under the Social Security Disability Insurance (SSDI) program or the Supplemental Security Income (SSI) program or from veterans' disability benefits*;
- (c) Adult persons requiring independent living services in order to maintain housing or develop independent living skills and who have a Disabling Condition that neither currently impairs nor is likely to impair their physical mobility, such as persons with a mental illness**;
- (d) Young adults formerly in foster care who are eligible for services under Section 409.1451, F.S.**; and/or
- (e) Survivors of domestic violence as defined in Section 741.28, F.S.**

* Level 1 Accessibility Requirements are outlined in Section Four A.8.c.(1) of the RFA).

*** Level 2 Accessibility Requirements are outlined in Section Four A.8.c.(2) of the RFA).

- b. As further explained in Section Four A.2.b of the RFA, describe the demographic subpopulation(s) to be served, with particular attention to the Managing Entity's priorities for the High Utilizer population(s) to be served. This information will be considered by the Corporation when reviewing and scoring how the proposed Development will assist the intended residents.

The description(s) is limited to no more than two typed pages within the text box below.

[Click here to enter text.](#)

- c. Examples of how the Demographic Commitments might be met for a 100-unit Development are provided in Section Four, A.2.c. of the RFA.

3. Applicant, Developer, Management Company, and Contact Person

- a. Applicant

- (1) Name of Applicant

[Click here to enter text.](#)

- (2) Provide the required documentation to demonstrate that the Applicant is a legally formed entity qualified to do business in the state of Florida as of the Application Deadline as **Attachment 1**.

(3) Non-Profit Applicant qualifications

The Applicant or the General Partner or managing member of the Applicant must meet the definition of Non-Profit Applicant as set forth in Exhibit B.

Provide the required information for the Non-Profit entity as **Attachment 2**.

(4) 100% Non-Profit Applicant qualifications

Does the Applicant meet the definition of 100% Non-Profit Applicant as set forth in Exhibit B?

[Choose an item.](#)

(5) Homeless Assistance Continuum of Care Requirements for All Applicants

Provide documentation that the Applicant informed the jurisdiction's Local Continuum of Care lead agency head of its intent to apply for funding to develop housing pursuant to this RFA must be submitted as **Attachment 2**.

b. Developer Information

(1) Name of each Developer (including all co-Developers)

[Click here to enter text.](#)

[Click here to enter text.](#)

[Click here to enter text.](#)

(2) For each Developer entity listed in question (1) above (that is not a natural person, Local Government, or Public Housing Authority), provide, as **Attachment 3**, the required documentation demonstrating that the Developer is a legally formed entity qualified to do business in the state of Florida as of the Application Deadline.

(3) Developer Experience (5 Points)

(a) Required Developer Experience

At least one Developer entity named in (1) above must meet the Developer experience outlined in Section Four of the RFA.

Name of the natural person Principal with the required experience:

Name of Developer Entity (for the proposed Development) for which the above individual is a Principal:

- (1) First completed affordable rental housing development that meets the experience requirement outlined in Section Four, A.3.b.(3)(a) of the RFA:

Name of Development: _____

Location (city and state):

Affordable Housing Program that Provided Financing (e.g., Housing Credits, Tax-Exempt Bonds, HOME, SAIL, etc.)

Total Number of Units: _____

Year Completed: _____ (must be 2012 or later)

- (2) Second completed affordable rental housing development that meets the experience requirement outlined in Section Four, A.3.b.(3)(a) of the RFA:

Name of Development: _____

Location (city and state):

Affordable Housing Program that Provided Financing (e.g., Housing Credits, Tax-Exempt Bonds, HOME, SAIL, etc.)

Total Number of Units: _____

Year Completed: _____ (must be 2002 or later)

- (3) Third completed affordable rental housing development that meets the experience requirement outlined in Section Four, A.3.b.(3)(a) of the RFA:

Name of Development: _____

Location (city and state):

Affordable Housing Program that Provided Financing (e.g., Housing Credits, Tax-Exempt Bonds, HOME, SAIL, etc.)

Total Number of Units: _____

Year Completed: _____ (must be 2002 or later)

(b) Developer Experience Withdrawal Disincentive (5 Points)

To receive five points, the Developer Experience Withdrawal Disincentive criteria outlined in Section Four A.3.b.(3)(b) of the RFA must be met.

c. Principals Disclosure for the Applicant and for each Developer (5 points)

(1) Eligibility Requirement

To meet the submission requirements, upload the Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-19) (“Principals Disclosure Form”) with the Application and Development Cost Pro Forma, as outlined in Section Three of the RFA identifying the Principals of the Applicant and Developer(s) as of the Application Deadline.

To meet eligibility requirements, the Principals Disclosure Form must identify, pursuant to subsections 67-48.002(94), 67-48.0075(8) and 67-48.0075(9), F.A.C., the Principals of the Applicant and Developer(s) as of the Application Deadline.

For Housing Credits, the investor limited partner of an Applicant limited partnership or the investor member of an Applicant limited liability company (or a placeholder for the investor) must be identified.

(2) Advance Review of Principals Disclosure Form (5 points)

Applicants will receive five points if the uploaded Principal Disclosure Form was either (a) stamped “Approved” at least 14 Calendar Days prior to the Application Deadline; or (b) stamped “Received” by the Corporation at least 14 Calendar Days prior to the Application Deadline AND stamped “Approved” prior to the Application Deadline.

d. Management Company Contact Information

First Name: [Click here to enter text.](#)

Middle Initial: [Click here to enter text.](#)

Last Name: [Click here to enter text.](#)

Management Company: [Click here to enter text.](#)

Street Address: [Click here to enter text.](#)

City: [Click here to enter text.](#)

State: [Choose a state.](#)

Zip: [Click here to enter text.](#)

Telephone: [Area Code 7 digit number extension](#)

E-Mail Address: [Click here to enter text.](#)

e. Community-Based Board of Directors Requirement

Does the Applicant commit to structuring the Board of Directors affiliated with the Non-Profit Entity that is part of the Applicant Entity with a majority (at least 50 percent, plus one) of individuals that are Non-Related Board Members to: 1) any tenants or applicants for tenancy; 2) any compensated management or staff of the Non-Profit; or 3) any other members of the Board, as required?

[Choose an item.](#)

f. Managing Entity Partner

(1) The Managing Entity is: _____

(2) Managing Entity Contact Information

(a) Enter the information for the required contact information for the Managing Entity Chief Executive Officer.

First Name: [Click here to enter text.](#)

Middle Initial: [Click here to enter text.](#)

Last Name: [Click here to enter text.](#)

Organization: [Click here to enter text.](#)

Street Address: [Click here to enter text.](#)

City: [Click here to enter text.](#)

State: [Choose a state.](#)

Zip: [Click here to enter text.](#)

Telephone: [Area Code 7 digit number extension](#)

E-Mail Address: [Click here to enter text.](#)

(b) Managing Entity Operational Contact Person (optional)

First Name: [Click here to enter text.](#)

Middle Initial: [Click here to enter text.](#)

Last Name: [Click here to enter text.](#)

Organization: [Click here to enter text.](#)

Street Address: [Click here to enter text.](#)

City: [Click here to enter text.](#)

State: [Choose a state.](#)

Zip: [Click here to enter text.](#)

Telephone: [Area Code 7 digit number extension](#)

E-Mail Address: [Click here to enter text.](#)

(3) Memorandum of Agreement (MOA) requirement

Provide the Memorandum of Agreement to Provide Permanent Supportive Housing, Ensure Access to Housing Stability Supports and Behavioral Health Care Services, and Execute the Pilot Evaluation (Form Rev. ____-2022) as **Attachment 3** to Exhibit A.

This Agreement must be executed by both the Authorized Principal Representative stated at question g.(1) of Exhibit A and the Managing Entity Chief Executive Officer stated at question f.(2) of Exhibit A.

g. Contact Person

(1) Authorized Principal Representative contact information (required)

First Name: [Click here to enter text.](#)
Middle Initial: [Click here to enter text.](#)
Last Name: [Click here to enter text.](#)
Organization: [Click here to enter text.](#)
Street Address: [Click here to enter text.](#)
City: [Click here to enter text.](#)
State: [Choose a state.](#)
Zip: [Click here to enter text.](#)
Telephone: [Area Code 7 digit number extension](#)
E-Mail Address: [Click here to enter text.](#)

(2) Operational Contact Person information (optional)

First Name: [Click here to enter text.](#)
Middle Initial: [Click here to enter text.](#)
Last Name: [Click here to enter text.](#)
Organization: [Click here to enter text.](#)
Street Address: [Click here to enter text.](#)
City: [Click here to enter text.](#)
State: [Choose a state.](#)
Zip: [Click here to enter text.](#)
Telephone: [Area Code 7 digit number extension](#)
E-Mail Address: [Click here to enter text.](#)

4. General Proposed Development Information

a. Name of the proposed Development

[Click here to enter text.](#)

b. Development Category

The proposed Development must consist entirely of new construction. Rehabilitation of existing units is not allowed.

The Development Category requirements are outlined in Section Four.

- c. Select the Development Type

[Choose an item.](#)

- d. Enhanced Structural Systems (“ESS”) Construction Qualifications

Does the proposed Development meet the requirements to be considered Enhanced Structural Systems Construction as outlined in Section Four A.4.d. of the RFA?

[Choose an item.](#)

- e. Breakdown of number of units

Complete the chart below reflecting the number of units for each of the Development Categories, Development Types, or ESS/non-ESS Construction, for purposes of the Total Development Cost Per Unit Limitation calculation and the Leveraging Calculation.

| Measure | | Enter the applicable number of units |
|-------------------------------|--|---|
| New Construction Units | Other Dev. Type, ESS Construction, NC Units | Enter the number of units |
| | Other Dev. Type, Non-ESS Construction, NC Units | Enter the number of units |
| | Garden, ESS Construction, NC Units | Enter the number of units |
| | Garden, Non-ESS Construction, NC Units | Enter the number of units |
| | Mid-Rise, ESS Construction, NC Units | Enter the number of units |
| | Mid-Rise, Non-ESS Construction, NC Units | Enter the number of units |
| | High-Rise, NC Units | Enter the number of units |

Other Development Type means any Development Type that is not listed in the chart.

5. Location of proposed Development

- a. County: [Choose a county.](#)
- b. Development Location

Address of Development Site:

[Click here to enter text.](#)

City of Development Site*:

[Click here to enter text.](#)

*If the proposed Development is located in the unincorporated area of a county, provide that information.

- c. Scattered sites are not eligible for funding in this RFA.
- d. Development Location Point

Latitude in decimal degrees, rounded to at least the sixth decimal place

[Click here to enter text.](#)

Longitude in decimal degrees, rounded to at least the sixth decimal place

[Click here to enter text.](#)

- e. Confirmation that the proposed Development is not located in a known flood zone or wetland area

Is the proposed Development located in a known flood zone or wetland area?

[Choose an item.](#)

NOTE: To be eligible for funding, the Applicant must state “No” and must provide, as **Attachment 5**, the required evidence demonstrating that all sites of the proposed Development meet this requirement.

6. Number of Units and Buildings

- a. Total number of units that will be in the proposed Development upon completion: [Click here to enter text.](#)
- b. If there are existing occupied units and if the Development is funded, a plan for relocation of existing tenants will be required to be provided to the Credit Underwriter, as outlined in Exhibit D.
- c. Set-Aside Commitments
 - (1) Select one of the following minimum set-aside commitments:
[Choose an item.](#)
 - (2) Total Set-Aside Breakdown Chart

- (a) Applicants committing to the minimum set-aside commitment of 20 percent of the total units at 50 percent of the Area Median Income or less or 40 percent of the total units at 60 percent of the Area Median Income or less must complete the following chart:

Note: Because NHTF Units are set aside for 30 years, and because they may be adjusted downward and recalculated after awards are made, Applicants should not represent any NHTF Units in the Total Set Aside Breakdown Chart.

| Total Set-Aside Breakdown Chart | |
|---------------------------------|-----------------------------------|
| Percentage of Residential Units | AMI Level |
| <u>Enter Number</u> % | At or Below 25% |
| <u>Enter Number</u> % | At or Below 28% |
| <u>Enter Number</u> % | At or Below 30% |
| <u>Enter Number</u> % | At or Below 33% |
| <u>Enter Number</u> % | At or Below 35% |
| <u>Enter Number</u> % | At or Below 40% |
| <u>Enter Number</u> % | At or Below 45% |
| <u>Enter Number</u> % | At or Below 50% |
| <u>Enter Number</u> % | At or Below 60% |
| <u>Enter Number</u> % | Total Set-Aside Percentage |

- (b) Applicants committing to the Average Income Test must complete this chart:

| Total Set-Aside Breakdown Chart | |
|---|-------------------|
| Number of Residential Units | AMI Level |
| <u>Enter Number</u> | At or Below 20% |
| <u>Enter Number</u> | At or Below 30% |
| <u>Enter Number</u> | At or Below 40% |
| <u>Enter Number</u> | At or Below 50% |
| <u>Enter Number</u> | At or Below 60% |
| <u>Enter Number</u> | At or Below 70% |
| <u>Enter Number</u> | At or Below 80% |
| <u>Enter Number</u> | Market Rate Units |
| <u>Enter Number</u> % (Total Set-Aside Percentage) | |

State the Average AMI of all Qualifying Housing Credit Units:

Note: The Development Cost Pro Forma includes an Average Income Test worksheet to assist Applicants in this calculation. If the Total Set-Aside Breakdown Chart reflects that the Average AMI of all Qualifying Housing Credit Units exceeds 60 percent, and/or if the number of Set-Aside Units set aside at 30 percent AMI or less, is not equal to or greater than the required ELI commitment, and/or the overall Set-Aside Commitment requirement is not met, the Application will not be eligible for funding.

d. Unit Mix Chart

(1) Complete the chart below:

| Number of Bedrooms/Bathrooms per Unit | Number of Units per Bedroom Type | Number of Units that are ELI Set-Aside Units |
|---------------------------------------|----------------------------------|--|
| Choose an item. | Enter Number | Enter Number |
| Choose an item. | Enter Number | Enter Number |
| Choose an item. | Enter Number | Enter Number |
| Choose an item. | Enter Number | Enter Number |
| Choose an item. | Enter Number | Enter Number |
| Choose an item. | Enter Number | Enter Number |

e. Number of Buildings

Number of anticipated residential buildings: [Enter Number](#)

f. Compliance Period

All Applicants are required to set aside the units for 50 years as further described in Section Four of the RFA.

7. Readiness to Proceed

a. Site Control

The attachments must be provided as **Attachment 6** to demonstrate site control as of Application Deadline.

b. Ability to Proceed documents

- (1) Provide the required documentation to demonstrate zoning as **Attachment 7**.
- (2) Provide the required documentation to demonstrate availability of water as **Attachment 8**.
- (3) Provide the required documentation to demonstrate availability of sewer as **Attachment 9**.

8. Construction Features

- a. Federal requirements and State Building Code requirements for all Developments are outlined in Section Four.
- b. General feature requirements for all Developments are outlined in Section Four.
- c. Accessibility feature requirements for all Developments are outlined in Section Four.
- d. Green Building Features:
 - (1) Green Building feature requirements for all Developments are outlined in Section Four.
 - (2) Select one of the following Green Building Certification programs described in Section Four.

[Choose an item.](#)

9. Resident Programs

The Resident Community-Based Service Coordination requirements for all Applicants are outlined in Section Four. In addition, select the option describing how the Services Coordination Experience Requirements outlined in Section Four, A.9 of this RFA will be met.

- The Applicant entity meets the Services Coordination Experience Requirements outlined in Section Four, A.9.a. of this RFA. As required, a list of the properties that demonstrate this requirement is provided as **Attachment 10**.
- The Applicant entity will enter into legal contract with a provider or services that meets the Services Coordination Experience Requirements outlined in Section Four, A.9.b. of this RFA. A copy of the properly completed and executed Florida Housing Finance Corporation Resident Community-Based Services Coordination Provider Or Principal Of Resident Community-Based Services Coordination Provider Certification form (Form Rev 10-2021) must be submitted as **Attachment 10**.

10. Funding

- a. Corporation Funding

- (1) HOME-ARP
HOME-ARP Request Amount: \$7,200,000
- (2) NHTF
Funding will be awarded as outlined in Section Four, A.10.a.(2) of the RFA.
- (3) Housing Credits
 - (a) Competitive 9% Housing Credit Request Amount (annual amount): \$
[Click here to enter text.](#)
 - (b) Is the proposed Development the first phase of a multiphase Development?

[Choose an item.](#)
 - (c) Basis Boost Qualifications
 - (i) Is the proposed Development a subsequent phase of a multiphase Development and eligible for the basis boost?

[Choose an item.](#)

If “Yes”, state the Corporation-assigned Application Number for the Development where the first phase was declared: [Click here to enter text.](#)
 - (ii) Are any buildings in the proposed Development located in a SADDA?

[Choose an item.](#)

If “Yes”, provide the SADDA ZCTA Number(s): [Click here to enter text.](#)

(The Applicant should separate multiple SADDA ZCTA Numbers by a comma.)
 - (iii) Is the proposed Development located in a non-metropolitan DDA?

[Choose an item.](#)
 - (iv) Is the proposed Development located in a QCT?

[Choose an item.](#)

If “Yes”, indicate the HUD-designated QCT census tract number: [Click here to enter text.](#)

(v) Demographic Basis Boost

All Applications proposing a Development that is not located in a HUD-designated DDA (Non-Metropolitan DDA or Small Area DDA) or a QCT as provided above, will qualify for a 30% basis boost as authorized by the Housing and Economic Recovery Act of 2008 and the Corporation’s most recently authorized Qualified Allocation Plan.

(d) The Housing Credit equity proposal must be provided as **Attachment 11**.

(4) Other Corporation Funding

(a) If a PLP loan has been awarded for this Development, provide the following information:

| Corporation File # | Amount of Funding |
|--|---|
| Click here to enter text | \$ Click here to enter text |

(b) If any other Corporation funds will be incorporated as a source of financing for the proposed Development, provide the information in the chart below:

| Corporation Program | Corporation File No. | Amount of Funding |
|---------------------|--------------------------------|-----------------------------------|
| SAIL | Enter file No. | \$ Enter file No. |
| HOME-Rental | Enter file No. | \$ Enter file No. |
| MMRB | Enter file No. | \$ Enter file No. |
| EHCL | Enter file No. | \$ Enter file No. |

b. Non-Corporation Funding

Attach all funding proposals executed by the lender(s) or by any other source as **Attachment 13**.

c. Development Cost Pro Forma

To meet the submission requirements, upload the Development Cost Pro Forma as outlined in Section Three of the RFA.

11. Pilot Program

All Applicants commit to participate in the Pilot Program for three years, with specific requirements for participation described in Exhibit I of the RFA.

B. Other Information

1. Verifying Application Fee Payment

To ensure that the Application Fee is processed for the correct online Application, the following is **strongly recommended**: (i) provide the Application Fee at least 48 hours

prior to the Application Deadline; and (ii) whether paying by check, money order, ACH or wire transfer, include the Development Name, RFA number with the payment.

Additionally, include the following:

- If submitting a check or money order, provide the check or money order number.
- If submitting an ACH, provide the trace number.
- If submitting a wire transfer, provide the wire service reference number (i.e. Fed/CHIPS/SWIFT Reference Number) and the Fed Wire Transfer Number.

[Click here to enter text.](#)

2. **Bookmarking the All Attachments Document before uploading (5 points)**

To be awarded 5 points, bookmark the pdf of the All Attachments Document before uploading.

3. **Addenda**

Use the space below to provide any additional information or explanatory addendum for items described in Section Four, A. above. The Addenda section of Exhibit A may not be used to provide any additional information or explanatory addendum for items described in Section Four, C. below. Please specify the particular item to which the additional information or explanatory addendum applies.

[Click here to enter text.](#)

C. Narrative Scoring

1. **Applicant experience with a sustainable model for permanent supportive housing and services coordination for High Utilizer populations in the behavioral health arena. [Maximum of 20 points]**

As described in Section Four, C.1, describe the Applicant's experience with a sustainable model for permanent supportive housing and services coordination for High Utilizer populations in the behavioral health arena.

The Applicant's description is limited to no more than four typed pages within the text box at question C.1. of Exhibit A.

2. **Operating/Managing Permanent Supportive Housing Experience [Maximum of 15 points]**

As described in Section Four, C.2., describe the Applicant's or the management company's operating/managing Permanent Supportive Housing experience, particularly residents who have been high users of public acute care services.

The Applicant's description is limited to no more than three typed pages within the text box at question C.2. of Exhibit A.

3. The plan for the proposed Development to coordinate access to housing stability supports, behavioral health care services and amenities for High Utilizer tenants and other residents. [Maximum of 25 points]

As described in Section Four, C.3., describe the plan for the proposed Development to coordinate access to housing stability supports, behavioral health care services and amenities for High Utilizer tenants and other residents.

The Applicant's description is limited to no more than four typed pages within the text box at question C.3. of Exhibit A.

4. The Managing Entity's Experience Partnering with Permanent Supportive Housing Providers. [Maximum of 15 points]

As described in Section Four, C.4., describe the Managing Entity's experience partnering with Permanent Supportive Housing providers.

The Applicant's description is limited to no more than three typed pages within the text box at question C.4. of Exhibit A.

5. Applicant's prior experience accessing and administering project based rental assistance for its Permanent Supportive Housing properties to support rent payments from low-income residents. [Maximum of 10 points]

As described in Section Four, C.5., describe the Applicant's past experience obtaining rental assistance that is project based or capable of being assigned to properties serving Persons with a Disabling Condition, Persons with Special Needs, Homeless Households and/or other demographic populations deemed by the Applicant to require Permanent Supportive Housing.

The Applicant's description is limited to no more than two typed pages within the text box at question C.5. of Exhibit A.

D. Applicant Certification and Acknowledgement Form

The Authorized Principal Representative must review and execute this section.

1. The Applicant and all Financial Beneficiaries have read all applicable Corporation rules governing this RFA and have read the instructions for completing this RFA and will abide by the applicable Florida Statutes and the credit underwriting and program provisions outlined in Rule Chapter 67-48, F.A.C. The Applicant and all Financial Beneficiaries have read, understand and will comply with Section 42 of the Internal Revenue Code, as amended, and all related federal regulations.

2. The Applicant has reviewed section 67-48.004, F.A.C., and subsections 67-48.009(5), F.A.C. and 67-48.023(1), F.A.C., and certifies to its eligibility to apply for the funding offered in this RFA.
3. The Applicant certifies that the proposed Development can be completed and operating within the development schedule and budget submitted to the Corporation.
4. The Applicant acknowledges and certifies that it will abide by all commitments, requirements, and due dates outlined in the RFA, inclusive of all exhibits. Failure to provide the required information by any stated deadlines may result in the withdrawal of the invitation to enter credit underwriting, unless an extension is approved by the Corporation.
5. By submitting the Application, the Applicant acknowledges and certifies that the proposed Development will meet all state building codes, including the Florida Accessibility Code for Building Construction, adopted pursuant to Section 553.503, F.S., the Fair Housing Act as implemented by 24 CFR Part 100, including the Affirmative Fair Housing Marketing Plan; Violence Against Women Act Reauthorization Act of 2013; Section 504 of the Rehabilitation Act of 1973 as outlined in Section Four, A.8. of the RFA; and the Americans with Disabilities Act of 1990 as implemented by 28 CFR Part 35, incorporating the most recent amendments, regulations and rules.
6. The Applicant acknowledges that any funding preliminarily secured by the Applicant is expressly conditioned upon any independent review, analysis and verification of all information contained in this Application that may be conducted by the Corporation, the successful completion of credit underwriting, and all necessary approvals by the Board of Directors, Corporation or other legal counsel, the Credit Underwriter, and Corporation staff.
7. If preliminary funding is approved, the Applicant will promptly furnish such other supporting information, documents, and fees as may be requested or required. The Applicant understands and agrees that the Corporation is not responsible for actions taken by the undersigned in reliance on a preliminary commitment by the Corporation. The Applicant commits that no qualified residents will be refused occupancy because they have Section 8 vouchers or certificates. The Applicant further commits that it will seek tenants through its partner Managing Entity who are High Utilizers receiving behavioral health care through the Managing Entity to meet the requirements of this RFA set-aside and will work as needed with other systems of care and coordination, such as the local Continuum of Care, to seek tenants who meet the HOME-ARP qualifying populations described by the Applicant in its response to this RFA. As appropriate, the Applicant further commits to actively seek tenants from public housing authority waiting lists and tenants who are participating in and/or have successfully completed the training provided by welfare to work or self-sufficiency type programs.
8. The success of an Applicant in being selected for funding is not an indication that the Applicant will receive a positive recommendation from the Credit Underwriter or that the Development Team's experience, past performance or financial capacity is satisfactory. The past performance record, financial capacity, and any and all other

matters relating to the Development Team (which consists of Developer, Management Company, General Contractor, Architect, Attorney, and Accountant) will be reviewed during credit underwriting. The Credit Underwriter may require additional information from any member of the Development Team including, without limitation, documentation on other past projects and financials. Development Teams with an unsatisfactory past performance record, inadequate financial capacity or any other unsatisfactory matters relating to their suitability may result in a negative recommendation from the Credit Underwriter.

9. The Applicant's commitments will be included in (i) a Land Use Restriction Agreement for the loans, and (ii) an Extended Use Agreement for the Housing Credits, and must be maintained in order for the Development to remain in compliance, unless the Board approves a change.
10. A tenant's participation in or receipt of community-based or onsite healthcare or supportive services is not a requirement for tenancy. Applicants will not charge a fee for resident community-based services coordination, resident programs or other related services required by this RFA or those that the Applicant has described in this Application as providing at no charge to the resident. The Applicant will not charge a fee to tenants for services, programs, or activities that were made available to a tenant, but that the tenant did not participate in or receive.
11. Contributing money or time to the Development or any organization by the tenant, guardian or family member will not be a factor in tenant selection, access to the Development waiting list or a condition of the lease.
12. The Applicant certifies that there are no agreements, other than the letter of intent provided with this Application or the Limited Partnership Agreement, between the Applicant and the Housing Credit Syndicator/equity provider.
13. The Applicant certifies that the complete Limited Partnership Agreement, including any amendments thereto, will be divulged to the Corporation and the credit underwriter.
14. The Applicant understands and agrees that it will ensure that (i) none of the General Contractor duties to manage and control the construction of the Development are subcontracted; (ii) none of the construction or inspection work that is normally performed by subcontractors is performed by the General Contractor; (iii) no construction cost is subcontracted to any entity that has common ownership or is an Affiliate of the General Contractor or the Developer, as further described in subsection 67-48.0072(17), F.A.C.; and (iv) a provision is provided in the contract with General Contractor that it will comply with subsection 67-48.0072(17)F.A.C.
15. The Applicant, the Developer and all Principals are in good standing among all other state agencies and have not been prohibited from applying for funding.
16. In eliciting information from third parties required by and/or included in this Application, the Applicant has provided such parties information that accurately describes the Development as proposed in this Application. The Applicant has reviewed the third-party information included in this Application and/or provided during the

credit underwriting process and the information provided by any such party is based upon, and accurate with respect to, the Development as proposed in this Application.

17. During the credit underwriting process, demonstrate that the Development meets the requirements of this RFA and Section 42 of the IRC.
18. The invitation to enter credit underwriting will be rescinded if it is determined that the proposed Development was placed in-service prior to the year in which it received its allocation.
19. The Applicant must be a housing provider in the Continuum of Care's Homeless Coordinated Entry system as required by the U.S. Department of Housing and Urban Development. The Applicant will utilize the Continuum's Coordinated Entry system to meet the homeless demographic set-aside commitment, unless the Corporation approves another approach to meet this demographic commitment.
20. The Applicant must partner with the Managing Entity serving the area where the property will be located for a minimum of three years to carry out a pilot to serve persons with serious mental illness who are consumers of the Managing Entity. The Applicant and Managing Entity will sign a binding Memorandum of Agreement to ensure that intensive, high quality tenant supports and services coordination are provided to these residents, substantially the same as required by this RFA and committed to in the Applicant's response. The partners must sign a contract with the Corporation to work with it and state agency partners in development of the pilot evaluation parameters; maintain communication about the status of their pilot with the Corporation through regular update meetings and an annual peer meeting; and each provide a written report within six months after the pilot reaches the three-year termination. After the study is completed, the Applicant may be required to cooperate further with the Corporation or any contractors affiliated with the Corporation in the evaluation of the effectiveness of Permanent Supportive Housing provided through this RFA.
21. The Applicant understands and agrees to cooperate with any audits conducted in accordance with the provisions set forth in Section 20.055(5), F.S.
22. The Applicant has read, understands and will comply with the tenant selection requirements outlined in Exhibit G.
23. The undersigned is authorized to bind the Applicant entity to this certification and warranty of truthfulness and completeness of the Application.
24. The Applicant understands and acknowledges that the Corporation may make all Applications in this RFA public sooner than 30 days after the Application Deadline.

Under the penalties of perjury, I declare and certify that I have read the foregoing and that the information is true, correct and complete.

Signature of Authorized Principal Representative

Name (typed or printed)

Title (typed or printed)

Exhibit B – Definitions

| | |
|--|---|
| “100% Non-Profit” | The General Partner or Non-Investor Member of the Applicant entity itself is a non-profit entity or is wholly-owned (i.e., 100 percent owned) by one or more qualified non-profit entities as defined in Section 42(h)(5)(C), subsection 501(c)(3) or 501(c)(4) of the IRC and organized under Chapter 617, F.S., if a Florida Corporation, or organized under similar state law if organized in a jurisdiction other than Florida. |
| “Best Practice” | A program, activity or strategy that has been field tested and has been shown to work effectively and produce successful outcomes and is supported by subjective and objective evaluation and research. |
| “HOME-ARP Qualifying Populations” | Any individual or family meeting the criteria of the populations listed in Part IV of HUD Notice: CPD-21-10 Requirements for the Use of Funds in the HOME-American Rescue Plan Program. The Corporation’s Administrative Rules and the federal HOME-ARP guidance applicable to this RFA are posted on the RFA Webpage. |
| “Homeless Household” | An individual who lacks a fixed, regular, and adequate nighttime residence and also includes an individual who: (1) is sharing the housing of other persons due to loss of housing, economic hardship, or a similar reason; (2) is living in a motel, hotel, travel trailer park, or camping ground due to a lack of alternative adequate accommodations; (3) is living in an emergency or transitional shelter; (4) has a primary nighttime residence that is a public or private place not designed for, or ordinarily used as a regular sleeping accommodation for human beings; (5) is living in a car, park, public space, abandoned building, bus or train station, or similar setting; or (6) is a migratory individual who qualifies as homeless because he or she is living in circumstances described in paragraphs (1)-(6). The terms do not refer to an individual imprisoned pursuant to state or federal law or to individuals or families who are sharing housing due to cultural preferences, voluntary arrangements, or traditional networks of support. The terms include an individual who has been released from jail, prison, the juvenile justice system, the child welfare system, a mental health and developmental disability facility, a residential addiction treatment program, or a hospital, for whom no subsequent residence has been identified, and who lacks the resources and support network to obtain housing. |
| “Housing Stability Services Coordinator” | A full-time position required to work on site at the property that develops and implements individualized housing stability plans for each High Utilizer resident; coordinates with onsite and community providers to provide services for primary and mental health care, and all other supports needed to assist residents in reaching their housing stability goals; directs and/or provides as needed additional supportive services, employment and training support and appropriate referrals for residents on site; and collaborate with property managers to provide adequate supports for tenants. This position must operate at a caseload of no more than 1:20 residents. |

| | |
|---|---|
| “Managing Entity (ME)” | Pursuant to section 394.9082 (1)(e), Florida Statutes, means a corporation selected by and under contract with the Florida Department of Children and Families to manage the daily operational delivery of behavioral health services to uninsured and under-insured persons through a coordinated system of care in one of seven regions throughout the state. |
| “Non-Profit” | Pursuant to Chapter 67-48, FAC, means a qualified non-profit entity as defined in Section 42(h)(5)(C), subsection 501(c)(3) or 501(c)(4) of the IRC and organized under Chapter 617, F.S., if a Florida Corporation, or organized under similar state law if organized in a jurisdiction other than Florida, to provide housing and other services on a not-for-profit basis, which owns at least 51 percent of the ownership interest in the Development held by the general partner or managing member entity, which shall receive at least 25 percent of the Developer Fee, and which entity is acceptable to federal and state agencies and financial institutions as a Sponsor for affordable housing, as further described in Rule 67-48.0075, F.A.C. |
| “Permanent Supportive Housing” | Affordable rental housing leased to the focus households for continued occupancy with an indefinite length of stay as long as the tenant complies with lease requirement. The lease must be a minimum of 7 months and have no limits on length of tenancy related to the provision or participation in supportive services. Permanent Supportive Housing shall facilitate and promote activities of daily living, access to community-based services, and inclusion in the general community. Permanent Supportive Housing shall strive to meet the needs and preferences of the focus households. |
| “Person who Is a High Utilizer (High Utilizer)” | For the purposes of this RFA, means an adult with Serious Mental Illness who is obtaining behavioral health care services administered by a Managing Entity and has been referred by that Managing Entity for permanent supportive housing and who: 1) May have other co-occurring disorders and who has multiple needs related to, at a minimum, behavioral health care, activities of daily living and social supports; 2) Regularly uses high cost publicly funded acute behavioral care services and/or uses or is at extreme risk of using behavioral residential care and institutions due to the housing instability and lack of adequate community-based supports in the community; 3) May be awaiting discharge from a state mental health treatment facility back to the community; and/or 4) May be part of state efforts to divert adults with Serious Mental Illness from costly acute care. |
| “Person with Special Needs” | Pursuant to section 420.0004(13), Florida Statutes, means an adult person requiring independent living services in order to maintain housing or develop independent living skills and who has a disabling condition; a young adult formerly in foster care who is eligible for services under s. 409.1451(5); a survivor of domestic violence as defined in s. 741.28; or a person receiving benefits under the Social Security Disability Insurance (SSDI) program or the Supplemental Security Income (SSI) program or from veterans’ disability benefits. |
| “Pilot Period” | The Pilot Period formally begins upon tenancy of the first High Utilizer resident. The Pilot Period will end no less than 3 years after a minimum of 90 percent of the High Utilizer units are initially occupied. |

| | |
|------------------------------------|--|
| <p>“Regulated Mortgage Lender”</p> | <p>(a) A state or federally chartered entity authorized to transact business in this state that regularly engages in the business of making mortgage loans secured by real property in this state, whose mortgage lending activities subject it to the jurisdiction of the State of Florida Office of Financial Regulation, the Board of Governors of the Federal Reserve, Office of the Comptroller of the Currency, the National Credit Union Administration, or the Federal Deposit Insurance Corporation; (b) A Fannie Mae-approved lender whose name appears on the Fannie Mae list of Delegated Underwriting and Servicing (DUS®) Lenders*; (c) A HUD-approved lender whose name appears on the U.S. Department of Housing and Urban Development (HUD) list of Multifamily Accelerated Processing (MAP) Approved Lenders*; (d) A RD-approved lender whose name appears on the U.S. Department of Agriculture, Rural Development (RD), list of Section 538 Guaranteed Rural Rental Housing approved lenders*; or (e) A Freddie Mac-approved multifamily lender whose name appears on Freddie Mac’s lists of Program Plus (Florida region) lenders, Targeted Affordable Housing lenders or Seniors Housing lenders*; or (f) a mortgage lender that is a certified Community Development Financial Institution (CDFI) in the State of Florida that has been awarded funding from the CDFI Fund in a cumulative amount of at least \$5,000,000, exclusive of New Market Tax Credit (NMTC) awards, whose name and CDFI awards can be confirmed on the CDFI Fund’s web site (Qualified CDFI, and the affiliate(s) of such Qualified CDFI. As used herein, the affiliate(s) of a Qualified CDFI means the parent, subsidiary or successor of the Qualified CDFI, or an entity that shares common ownership or management with the Qualified CDFI. If the lender is an affiliate of the Qualified CDFI, the funding letter(s) being considered by the Corporation must include the name of the Qualified CDFI and a statement that the lender is an affiliate of the Qualified CDFI.</p> <p>*These documents are available on the RFA Webpage.</p> |
| <p>“Serious Mental Illness”</p> | <p>As defined by the federal Substance Abuse and Mental Health Services Administration (SAMSHA), defined as someone over 18 having (within the past year) a diagnosable mental, behavior, or emotional disorder that causes serious functional impairment that substantially interferes with or limits one or more major life activities.</p> |

Exhibit C – Additional Information

1. Total Development Cost Per Unit Limitation

- a. The Total Development Cost Per Unit Limitation was reviewed during the scoring process as outlined in Section Five, A. During credit underwriting and final cost certification, the Total Development Cost Per Unit Limitation will be reviewed again using the values in the chart below including the “Escalation Factor” of 6.0 percent, as follows:

Total Development Cost Per Unit Base Limitation plus all applicable Add-Ons, then multiplied by the Escalation Factor. The result of this will then be divided by each applicable TDC Multiplier.

Multiply this by the number of units in the proposed Development, rounded down to the nearest whole dollar, to calculate the proposed Development’s Maximum Total Development Cost (Maximum TDC).

Note: If there are multiple unit types, this process is done for each unique unit type and then they are all added together.

Total Development Cost Per Unit Base Limitations, to be used for Total Development Cost Per Unit Limitation Tests in Credit Underwriting and Final Cost Certification, prior to any Escalation Factor

| Measure | New Construction Units | | | | |
|---|------------------------|-------------|---|---------------|------------|
| | Garden Wood* | Garden ESS* | Mid-Rise-Wood* | Mid-Rise-ESS* | High-Rise* |
| Maximum TDC Per Unit Limitation ** for all counties except Broward, Miami-Dade and Palm Beach counties | \$270,100 | \$311,900 | \$311,900 | \$344,700 | \$358,000 |
| Maximum TDC Per Unit Limitation ** | \$284,500 | \$327,100 | \$327,100 | \$361,000 | \$374,700 |
| Applicable TDC Multipliers (to be applied against the Development’s TDC) and TDC Add-Ons (to be added to the Maximum TDC Per Unit Limitation) | | | | | |
| TDC Add-on for All Applicants due to known expenses related to the Federal Program NHTF | | | \$5,000 of additional per unit costs will be added to the above Maximum TDC Per Unit Limitation | | |
| Non-Geographic Multiplier - TDC Multiplier for Homeless Demographic | | | 90% | | |
| TDC Multiplier for Florida Keys Area for all areas north of Plantation Key (i.e., north of Tavernier Creek) | | | 65% | | |
| TDC Multiplier for Florida Keys Area for all areas located on or south of Plantation Key (i.e., south of Tavernier Creek) | | | 50%*** | | |

* Garden includes all Development Types other than Mid-Rise and High-Rise; Non-Garden includes Development Types of Mid-Rise (4 stories, 5 stories, or 6 stories) and High-Rise (7 or more stories); Mid-Rise includes Development Types of Mid-Rise with elevator (4 stories, 5 stories, or 6 stories); and High-Rise includes Development Type of High-Rise (7 or more stories). ESS means Enhanced Structural Systems Construction.

** Exclusive of property purchase price and exclusive of any approved operating deficit reserves that are part of the permanent phase (i.e., non-construction) financing for the Development which have not been included within the Developer fee. When the

term of operating deficit reserves (ODR) is mentioned in this TDC Per Unit Limitation section, the term shall refer to these particular operating deficit reserves. Examples of reserves which can be considered part of the operating deficit reserve for this calculation are provided in the Operating Deficit Reserve portion of the Funding section in the RFA. For purposes of property purchase price to be excluded, the Corporation uses the lesser of the appraised value, or the actual property purchase price. When property purchase price is referenced in this TDC Per Unit Limitation section, the reference shall be limited to the amount of the property purchase price approved by the Corporation to be provided in the final cost certification under the building acquisition and land owned cost line items. In addition, the costs identified by any Applicant as the construction costs associated with commercial and/or retail space are excluded from the TDC Per Unit Limitation process. The total amount of costs that are to be excluded from the TDC Per Unit Limitation process are the applicable property acquisition price (building and land), construction costs associated with the delivery of commercial/retail space, operating deficit reserves described herein are referred to in Exhibit C in the congragate as applicable qualifying costs.

b. **Reviewing the Developer Fee and the Total Development Cost of the proposed Development during Credit Underwriting**

The Total Development Cost of the proposed Development (“TDC of the Proposed Development”) is often adjusted during credit underwriting. Any such adjustments that occurred during the credit underwriting process may cause the maximum Developer Fee allowed for the proposed Development to fluctuate. Additionally, as further explained below, if the TDC of the proposed Development exceeds the Maximum TDC after all mandated reductions have been implemented, this may result in a negative recommendation by the credit underwriter in the final credit underwriting report and a request of the Corporation’s Board to de-obligate the awarded funding.

The Maximum TDC is not altered throughout the process, remaining at the same initial amount at each step. However, it is possible the maximum Developer Fee can be adjusted to a lower amount subsequent to the initial determination established below.

The following methodology will calculate the maximum Developer Fee for the proposed Development. Any reductions to the Applicant’s stated Developer Fee will cause the TDC of the proposed Development to be equally reduced in the final credit underwriting report described below. This process assumes the initially stated Developer Fee in b. and c. below does not violate the maximum Developer Fee as determined by multiplying the proposed Development’s Development Costs by the maximum Developer Fee percentage as stated in the applicable Rule and this RFA, rounded down to the nearest dollar.

(1) **First Review of the Developer Fee and the TDC of the Proposed Development**

A Developer Fee can be earned on Development Cost as defined by Rule Chapter 67- 48, F.A.C., up to the maximum limit allowed, as calculated below. The proposed Development’s maximum Developer Fee will be first calculated as follows:

The credit underwriter will calculate the maximum Developer Fee by dividing the Maximum TDC amount by 1.21, and then multiply the result by 21 percent, rounding up to the nearest whole dollar. Note: These figures represent the applicable Developer Fee percentage for the Development of 21 percent and one plus the applicable Developer Fee percentage for the Development (1+21%).

If the maximum Developer Fee calculated in this step is equal to or greater than the proposed Development’s stated Developer Fee, there will be no resulting

deduction to the stated Developer Fee or the TDC of the Proposed Development from this first review.

If this step causes the maximum Developer Fee to be less than the proposed Development's stated Developer Fee, the stated Developer Fee will be reduced to the maximum Developer Fee calculated in this step, and the TDC of the Proposed Development will be equally reduced to incorporate the first mandated cost reduction.

(2) Second Review of the Developer Fee and the TDC of the Proposed Development

The second step will reduce the maximum Developer Fee by the lesser of (a) the actual amount that the TDC of the Proposed Development exceeds the Maximum TDC, (b) \$500,000, or (c) 25 percent of the Maximum Developer Fee calculated in (1) above.

If the maximum Developer Fee calculated in this step is equal to or greater than the proposed Development's Developer Fee calculated in (1) above, there will be no resulting deduction to the stated Developer Fee or the TDC of the Proposed Development from this second review.

If this step causes the maximum Developer Fee to be less than the proposed Development's Developer Fee calculated in (1) above, the stated Developer Fee will be reduced to the maximum Developer Fee calculated in this step, and the TDC of the Proposed Development will be equally reduced to incorporate the second mandated cost reduction.

(3) Third Review of the Developer Fee and the TDC of the Proposed Development

The third step will have the maximum Developer Fee calculated in (2) above reduced by the same percentage as the percentage that the TDC of the Proposed Development determined in (2) above exceeds the Maximum TDC.

This is determined by dividing the TDC of the Proposed Development calculated in (2) above by the Maximum TDC calculated in (2) above. If the resulting percentage is greater than 100%, then the resulting percentage will have 100% subtracted from it. This number is then multiplied by the maximum Developer Fee calculated in (2) above, rounded down to the nearest whole dollar and the resulting amount is subtracted from the maximum Developer Fee calculated in (2) above, yielding a new, lower maximum Developer Fee. If the resulting percentage is less than or equal to 100 percent, the third review is complete without any further mandated adjustments to either the stated Developer Fee or the TDC of the Proposed Development.

If the maximum Developer Fee calculated in this step is equal to or greater than the proposed Development's Developer Fee calculated in (2) above, there will be no resulting deduction to the stated Developer Fee or the TDC of the Proposed Development from this third review.

If this step causes the maximum Developer Fee to be less than the proposed Development's Developer Fee calculated in (2) above, the stated Developer Fee will be reduced to the maximum Developer Fee calculated in this step, and the TDC of the Proposed Development will be equally reduced to incorporate the third mandated cost reduction.

As a note, if the initial stated Developer Fee is already at or below the maximum Developer Fee as calculated in the third review of the Developer Fee, then there is no adjustment mandated to be incorporated into the Developer Fee. This also means there are no corresponding cost savings to reduce the TDC of the Proposed Development since all mandated TDC cost reductions stemming from this process are coming from reducing the stated Developer Fee.

(4) The 5% Test

The Total Development Cost of the proposed Development ("TDC of the Proposed Development") in place after all three cost reduction steps have been performed as detailed above cannot exceed the Maximum TDC by more than 5 percent ("5% Test"). The 5% Test is performed only at time of Credit Underwriting and is not part of the Final Cost Certification Application Package process described in c. below.

If the TDC of the Proposed Development after the third mandated cost reduction step does not meet the 5% Test, the final credit underwriting report shall be presented at the next Florida Housing Finance Corporation Board Meeting with a negative recommendation by the Credit Underwriter with a staff request to de-obligate the awarded funding due to a proposed Development having excessive development costs.

c. Reviewing the Developer Fee and the TDC of the Proposed Development stated in the Final Cost Certification Application Package ("FCCAP")

The TDC of the Proposed Development may be further adjusted when the FCCAP is processed. Any such adjustments that occurs with the FCCAP may cause the maximum Developer Fee allowed for the proposed Development to either increase, as described in (3) below, or decrease, as described in (2) and (4) below. Any increase or decrease to the Applicant's stated Developer Fee will cause the TDC of the Proposed Development to be equally increased or decreased, respectively.

The TDC of the Proposed Development preliminarily stated in the FCCAP is compared to the Maximum TDC as calculated in a. above as well as to the TDC reported in the final credit underwriting report.

Policy when the Developer Fee was not reduced by the process described in b. above

- (1) If the TDC of the Proposed Development preliminarily stated in the FCCAP is less than or equal to the Maximum TDC calculated in a. above, no adjustment will be required, and no further action will be taken relative to the TDC PU Limitation process.
- (2) If the TDC of the Proposed Development preliminarily stated in the FCCAP is greater than the Maximum TDC calculated in a. above and if the maximum

Developer Fee calculated in b. above is equal to or greater than the proposed Development's Developer Fee initially presented in the FCCAP, there will be no resulting deduction to the preliminarily stated Developer Fee or the TDC of the Proposed Development for the first step in this review.

Alternatively, if the TDC of the Proposed Development preliminarily stated in the FCCAP is greater than the Maximum TDC calculated in a. above and if the maximum Developer Fee calculated in b. above is less than the proposed Development's Developer Fee initially presented in the FCCAP, the stated Developer Fee will be reduced to the maximum Developer Fee calculated in b. above, and the TDC of the Proposed Development will be equally reduced to incorporate the this mandated cost reduction for this alternative first step in this review.

After the applicable above first step of c.(2) is complete, the calculations described in (2)(a) and (2)(b) below ("the First and Second Review of the Developer Fee and the TDC of the Proposed Development preliminarily stated in the FCCAP") will determine the final Developer Fee.

(a) First Review of the Developer Fee and the TDC of the Proposed Development preliminarily stated in the FCCAP

If the TDC of the Proposed Development after the prior review step is greater than the TDC reported in the final credit underwriting report, the maximum Developer Fee calculated in b. above will be reduced by the lesser of (i) the actual amount of costs in excess of the amount allowed by the Maximum TDC, (ii) \$250,000, or (iii) 10 percent of the maximum Developer Fee calculated in b. above.

If the maximum Developer Fee calculated in this step is equal to or greater than the Developer Fee stated in the FCCAP, there will be no resulting deduction to the stated Developer Fee or the TDC of the Proposed Development from this review.

If this step causes the maximum Developer Fee to be less than the Developer Fee stated in the FCCAP, the stated Developer Fee will be reduced to the maximum Developer Fee calculated in this step, and the TDC of the Proposed Development will be equally reduced to incorporate this cost reduction.

(b) Second Review of the Developer Fee and the TDC of the Proposed Development

The maximum Developer Fee as calculated in step (2)(a) above will be reduced by the same percentage as the percentage that the TDC of the Proposed Development calculated in (2)(a) above exceeds the Maximum TDC.

This is determined by dividing the TDC of the Proposed Development calculated in step (2)(a) above by the Maximum TDC. If the resulting percentage is greater than 100%, then the resulting percentage will have 100% subtracted from it. This number is then multiplied by the

maximum Developer Fee calculated in step (2)(a) above, rounded down to the nearest whole dollar and the resulting amount is subtracted from the maximum Developer Fee calculated in step (2)(a) above. If the resulting percentage is less than or equal to 100 percent, this review is complete without any further mandated adjustments to either the stated Developer Fee or the TDC of the Proposed Development calculated in step (2)(a) above.

If the maximum Developer Fee calculated in this step is equal to or greater than the Developer Fee calculated in step (2)(a) above, there will be no resulting deduction to the stated Developer Fee or the TDC of the Proposed Development from this review.

If this step causes the maximum Developer Fee to be less than the Developer Fee calculated in step (2)(a) above, the stated Developer Fee will be reduced to the maximum Developer Fee calculated in this step, and the TDC of the Proposed Development calculated in step (2)(a) above will be equally reduced to incorporate this cost reduction.

Policy when the Developer Fee was reduced by the process described in b. above

- (3) If the TDC of the Proposed Development preliminarily stated in the FCCAP is less than the TDC reported in the final credit underwriting report, the calculations in b. above will be repeated using the TDC of the Proposed Development preliminarily stated in the FCCAP. This may result in an increase to the final Developer Fee as a result of the initial Maximum Developer Fee not being reduced to the extent determined at time of credit underwriting during steps b.(1)-(3).
- (4) If the TDC of the Proposed Development preliminarily stated in the FCCAP is greater than the TDC reported in the final credit underwriting report, the calculations described in (2)(a) above (“the First Review of the Developer Fee and the TDC of the Proposed Development preliminarily stated in the FCCAP”) will determine the final Developer Fee. In this scenario, the calculations described in (2)(b) above will not be applied.

A template and training video regarding the Total Development Cost Per Unit Limitation have been made available. A link has been added to the RFA Webpage called “Total Development Cost Per Unit Limitation Information Used In RFAs”. This link will take users to a new webpage with examples of this process, as well as a template, training video, and, for assistance after the review and evaluation process as explained in Section Three, F.2. of this RFA, contact information for available Florida Housing staff.

2. Leveraging

All Applications will be sorted based on the amount of total Corporation funding per Set-Aside Unit, as outlined below. The Corporation will calculate the total Corporation funding per Set-Aside Unit for each Application as follows:

- a. First, the Eligible Housing Credit Request Amount will be multiplied by 9.0;

- b. Then, the amount calculated above will be multiplied by a Leveraging Factor. The Leveraging Factor is calculated as follows:

| Development Leveraging Multipliers | | | | | | | |
|--|-------------------|---------------|---------------------|-----------------|--------------|------------------|--------------|
| # of new construction units | NC Garden Non-ESS | NC Garden ESS | NC Mid-Rise Non-ESS | NC Mid-Rise ESS | NC High-Rise | NC Other Non-ESS | NC Other ESS |
| | | | | | | | |
| Combined Dev Type / ESSC Multipliers | x 0.92 | x 0.8004 | x 0.85 | x 0.7395 | x 0.7134 | x 1.0 | x 0.87 |
| Results of multiplication of each category | | | | | | | |

To calculate the Leveraging Factor, the chart above will be used. The number of units for each category stated at 4.e. of Exhibit A will be multiplied by the applicable multiplier. The results of the multiplication will then be added together, then divided by the total number of units in the Development. The result of this calculation is the Leveraging Factor.

The Leveraging Factor is then multiplied by the total Corporation funding amount as calculated in a. above. This result is the total Corporation funding amount used in c. below.

- c. The total Corporation funding amount will then be divided by the number of Set-Aside Units, resulting in the total Corporation funding per Set-Aside Unit.
- d. The Applications will be listed in ascending order beginning with the Application that has the lowest amount of total Corporation funding per Set-Aside Unit and ending with the Application that has the highest amount of total Corporation funding per Set-Aside Unit.

3. Florida Job Creation Funding Preference

Each Application will be measured to determine whether it qualifies for the Florida Job Creation Funding Preference. To determine eligibility for the preference, the Corporation will calculate the Application’s Florida Job Creation score, which will reflect the number of Florida jobs per \$1 million of implied eligible housing credit equity funding. To qualify for the Florida Job Creation Funding Preference in Section Five of the RFA, all Applications must earn a Florida Job Creation score equal to or greater than 6.14.

Determination of the Florida Job Creation score will be based on the following information:

- The number of units committed to by the Applicant (as stated by the Applicant in Exhibit A);
- The applicable Florida job creation rate of 3.184 Florida Jobs per unit; and
- The Eligible Housing Credit Request Amount

The score for the Florida Rate of Job Creation per \$1 million of implied eligible housing credit equity funding will be measured using one of the following calculations:

$$\text{Number of units} \times 3.184 \text{ Florida Jobs per unit} \times 1,000,000 / (\text{the Eligible Housing Credit Request Amount} \times 9.0) = \text{Florida Jobs per } \$1 \text{ million of Housing Credit Allocation.}$$

For example:

Application A consists of 80 new construction units and has an Eligible Housing Credit Request Amount of \$2,300,000.

$$80 \times 3.184 \times 1,000,000 / (2,300,000 \times 9.0) = \text{Florida Job Creation score of 12.31.}$$

In above example, the Application will qualify for the Job Creation Funding Preference because it has a Florida Job Creation score that is equal to or greater than 6.14.

5. Fees

The Corporation and, if applicable, the Credit Underwriter shall collect via check or money order from the Applicant the following fees and charges in conjunction with this RFA. Failure to pay any fee shall cause the funding awarded to be withdrawn as outlined in the credit underwriting and program requirements outlined in Rule Chapter 67-48, F.A.C.

All fees set forth below, except for Compliance Monitoring Fees and Loan Servicing Fees, are part of Development Cost and can be included in the Development Cost Pro Forma and paid with loan proceeds.

a. Application Fee

All Applicants requesting funding in this RFA shall submit to the Corporation as a part of the Application submission a non-refundable Application fee of \$3,000.

b. Credit Underwriting Fees

The following fees are not the fees that will be charged but are listed below for estimation purposes of completing the Development Cost Pro-Forma in the Application. The actual fees will be determined based on the current contract, including any addendum, for services between the Corporation and the Credit Underwriter(s) in effect at the time underwriting begins.

(1) Program fee

| Programs | Primary Program Fee | | Multiple Program Fees | Total |
|----------|---------------------|--|-----------------------|-------|
|----------|---------------------|--|-----------------------|-------|

| | | | | |
|------------------------------------|----------|---|--|----------|
| NHTF, HOME-ARP and Housing Credits | \$14,913 | + | \$4,996 –Housing Credits \$4,996 –NHTF \$4,996 –HOME-ARP | \$29,901 |
|------------------------------------|----------|---|--|----------|

- (2) Re-underwriting fee: \$192 per hour, not to exceed \$8,461.

All credit underwriting fees shall be paid by the Applicant prior to the performance of the analysis by the Credit Underwriter.

- (3) Extraordinary Services fee: \$192 per hour.
- (4) Capital Needs Assessment Review (if applicable): \$2,266

c. Administrative Fees

With respect to the Housing Credit Program, each Applicant shall submit to the Corporation a non-refundable administrative fee 5.5 percent of the stated annual Housing Credit Allocation for Non-Profit Applicants. The administrative fee must be received by the Corporation as stated in the Preliminary Allocation.

d. Compliance Monitoring Fees

The following fees are not the fees that will be charged but are listed below for estimation purposes of completing the Development Cost Pro-Forma in the Application. The actual fees and percentage increases will be determined based on the current contract, including any addendum, for services between the Corporation and the Compliance Monitor(s).

- (1) Program Fees

| Programs | Primary Program Fee | | Multiple Program Fees |
|---|--|---|---------------------------------------|
| Competitive Housing Credits, NHTF Funding, and HOME-ARP Funding | HC A total annual fee comprised of a base fee of \$178 per month + an additional fee per Set-Aside Unit of \$10.91 per year, subject to a minimum of \$278 per month, and subject to an automatic annual increase of 3 percent of the prior year's fee. | + | \$993 – NHTF + \$993 – HOME-ARP |

- (2) Follow-up Reviews/Extraordinary Services fee: \$192 per hour

- (3) Pre-Final Allocation Fee

Comprised of a base fee of \$2,136.00 + an additional fee per Set-Aside Unit of \$10.91, subject to a minimum of \$3,336, to be collected as stated in the Preliminary Housing Credit Allocation or Carryover Allocation Agreement.

e. Commitment Fees

f. Construction Inspection Fees

The following fees are not the fees that will be charged but are listed below for estimation purposes of completing the Development Cost Pro Forma in the Application. The actual fees will be based on the current contract, including any addendum, for services between the Corporation and the Servicer(s).

On-site construction inspection - \$192 per hour, not to exceed \$1,899 per inspection.

g. Additional Housing Credit Fees

(1) If the Applicant requests permission to return its Housing Credit allocation and receive a new Housing Credit allocation and such request is approved, whether by the Executive Director in accordance with the QAP or as approved by the Board, the Applicant will be charged a nonrefundable processing fee of \$15,000 per request.

(2) Housing Credit Applicants shall be responsible for all processing fees related to the Housing Credit Program.

h. Credit Underwriting and Loan Closing Extension Fees

For 9 percent Housing Credits, credit underwriting extension fees will be outlined in the Carryover Allocation Agreement.

In the event the loan(s) do not close within the prescribed timeframes, extension fees will be assessed. NHTF and HOME-ARP loans must meet the deadlines outlined in Exhibits H and J.

For all loans, a request for an extension of the deadline for closing the loan(s) may be considered by the Board for an extension term of up to 90 Calendar Days. The Corporation shall charge an extension fee of 1 percent of each Corporation loan amount if the Board approves the request to extend the loan closing(s).

i. Loan Servicing Fees

The following fees are not the fees that will be charged but are listed below for estimation purposes of completing the Development Cost Pro Forma in the Application. The actual fees will be based on the current contract, including any addendum, for services between the Corporation and the Servicer(s).

(1) Construction Loan Servicing Fees

The following fees are listed for estimation purposes only; the actual fees will be determined based on the current contract, including any addendum, for services between the Corporation and Servicer(s) in effect at the time of loan closing.

- \$192 per hour for an in-house review of a draw request

- \$192 per hour for onsite inspection fees, up to a maximum of \$1,899 per draw
- \$192 per hour for extraordinary services

(2) Permanent Loan Servicing Fees

Additional legal, cost of issuance, bond underwriting, credit enhancement, liquidity facility and servicing fees associated with the financing shall also be paid by the Applicant.

k. Additional Housing Credit Fees

- (1) If the Applicant requests permission to return its Housing Credit allocation and receive a new Housing Credit allocation and such request is approved, whether by the Executive Director in accordance with the QAP or as approved by the Board, the Applicant will be charged a nonrefundable processing fee of \$15,000 per request.
- (2) Housing Credits Applicants shall be responsible for all processing fees related to the Housing Credit Program.

l. Assumption/Renegotiation Fees

For all loans where the Applicant is requesting a sale and/or transfer and assumption of the loan, the borrower or purchaser shall submit to the Corporation a non-refundable assumption fee of one-tenth of one percent of the loan amount.

For all loans where the Applicant is requesting a renegotiation of the loan, the borrower shall submit to the Corporation a non-refundable renegotiation fee of one-half of one percent of the loan amount.

For all loans where the Applicant is requesting an extension of the loan term, the borrower shall submit to the Corporation a non-refundable extension fee of one-tenth of one percent of the loan amount. If the extension is associated with a renegotiation of the loan, then only the renegotiation fee will be charged.

6. Additional Requirements

By submitting its Application, the Applicant acknowledges and agrees that it will conform to the following requirements:

a. Progress Report - Form Q/M Report

Each Competitive Housing Credit Development shall be required to complete and submit to the Corporation progress reports, pursuant to Rule 67-48.028, F.A.C., using Form Q/M Report, effective January 2007.

The form is available on the RFA Webpage.

b. Eligible Reserve for Replacement Items

The replacement reserve funds required by section 67-48.0072(13), F.A.C., are not to be used by the Applicant for normal maintenance and repairs, but shall be used for structural building repairs, major building systems replacements and other items included on the Eligible Reserve for Replacement Items list, effective October 15, 2010.

The list is available on the RFA Webpage.

c. Final Cost Certification Application Package (Form FCCAP)

In accordance with Rule 67-48.023, F.A.C., the Final Cost Certification Application Package (Form FCCAP), Rev. April 2020, shall be used by an Applicant to itemize all expenses incurred in association with construction of a Housing Credit Development, including Developer and General Contractor fees as described in Rule 67-48.0072, F.A.C., and shall be submitted to the Corporation by the earlier of the following two dates:

- (1) The date that is 90 Calendar Days after all the buildings in the Development have been placed in service, as evidenced by the required documentation outlined in the Final Cost Certification Package, or
- (2) The date that is 30 Calendar Days before the end of the calendar year for which the Final Housing Credit Allocation is requested.

The Corporation may grant extensions for good cause upon written request.

The FCCAP shall be completed, executed and submitted to the Corporation in both hard copy format and electronic files of the Microsoft Excel spreadsheets for the Housing Credit Development Final Cost Certification (DFCC) and the General Contractor Cost Certification (GCCC) included in the form package, along with the executed Extended Use Agreement and appropriate recording fees, IRS Tax Information Authorization Form 8821 for all Financial Beneficiaries (if requested by the Corporation), a copy of the syndication agreement disclosing the rate and all terms, the required certified public accountant opinion letter for both the DFCC and GCCC, an unmodified audit report prepared by an independent certified public accountant for both the DFCC and GCCC, photographs of the completed Development, the monitoring fee, and documentation of the placed-in-service date as specified in the Form FCCAP instructions. The Final Housing Credit Allocation will not be issued until such time as all required items are received and processed by the Corporation.

Form FCCAP, Rev. April 2020, is available on the RFA Webpage.

d. Financial Reporting Form SR-1

Following the end of the loan term, within 151 Calendar Days following the Applicant's fiscal year end, the Applicant shall continue to provide the Corporation with an audited financial statement and a fully completed and executed Financial Reporting Form SR-1, Rev. 01-21 pursuant to subsection 67-48.023(9), F.A.C., with regard to the Competitive Housing Credits. The audited financial statement and a copy of the signed Form SR-1,

with Parts 1, 2, and 5 completed, shall be submitted in both PDF format and in electronic form as a Microsoft Excel spreadsheet to the Corporation at the following web address: financial.reporting@floridahousing.org.

The Financial Reporting Form SR-1 is available on the Corporation's Website <http://www.floridahousing.org/owners-and-managers/compliance/forms> (also accessible by clicking [here](#)).

- e. Part IIIA, Sections 401 through 408 and 410, of the Fannie Mae Multifamily Selling and Servicing Guide, in effect as of June 10, 2015

The financial statements and information provided for review (pursuant to paragraph 67-48.0072(14)(b), F.A.C. should be in satisfactory form (inclusive of the substitution of the Multifamily Underwriting Certificate referenced in Section 407 with a similar certification meeting the same criteria) and shall be reviewed in accordance with Part IIIA, Sections 401 through 408 and 410, of Fannie Mae's Multifamily Selling and Servicing Guide, in effect as of June 10, 2015, which is available on the RFA Webpage.

When referring to the Multifamily Selling and Servicing Guide, any references to "Lender" means the "Corporation-assigned Credit Underwriter" and any references to "Fannie Mae" means "Florida Housing Finance Corporation."

- f. Florida Housing Finance Corporation (FHFC) Insurance Guide

Pursuant to subsection 67-48.010(13), F.A.C., the Corporation shall require adequate insurance to be maintained on the Development as determined by the first mortgage lender, the Corporation, or the Corporation's servicer, sufficient to meet the standards established in the Florida Housing Finance Corporation (FHFC) Insurance Guide (and as amended from time to time). The most recently published FHFC Insurance Guide is available on the Corporation's Website <http://www.floridahousing.org/owners-and-managers/compliance/forms> (also accessible by clicking [here](#)).

Exhibit D – Timeline

The Applicant acknowledges and certifies that the following information will be provided by the due date outlined below, or as otherwise outlined in the invitation to enter credit underwriting. Failure to provide the required information by the stated deadline may result in the withdrawal of the invitation to enter credit underwriting, unless an extension is approved by the Corporation:

1. Within seven Calendar Days of the date of the invitation to enter credit underwriting:
 - a. Respond to the invitation by accessing the development work center through the Procorem secure portal and submit the credit underwriting fee(s), which includes the CNA review fee, if applicable, as outlined in Item 4 of Exhibit C, pursuant to subparagraph 67-48.0072(4)(a)1, F.A.C.; and
 - b. Verification that the Development either qualifies as a USDA-eligible rural address or does not qualify as a USDA-eligible rural address. Addresses can be verified by visiting <https://eligibility.sc.egov.usda.gov/eligibility/welcomeAction.do>
2. Within 14 Calendar Days of the date of the invitation to enter credit underwriting, if requested by the Corporation, submit IRS Form 8821 for all Financial Beneficiaries as defined in Rule Chapter 67-48, F.A.C.
3. Within 21 Calendar Days of the date of the invitation to enter credit underwriting, submit all of the following. Submission of all documents should be provided electronically to the Corporation at one time.
 - a. Provide the name, mailing address, and email address of the chief elected official of the local jurisdiction where the proposed Development is located;
 - b. Provide notification of the Applicant’s eligibility for acquisition credits per Section 42 of the IRC, if applicable;
 - c. Provide the Applicant’s Federal Identification Number and the Employer Identification Number (“EIN”) Certificate. If the number has not yet been obtained, the Applicant will be required to provide a copy of the completed, submitted application for that number.
 - d. Provide the completed and executed Florida Housing Finance Corporation Verification of Environmental Safety Phase I Environmental Site Assessment form and, if applicable, the completed and executed Florida Housing Finance Corporation Verification of Environmental Safety Phase II Environmental Site Assessment form (Forms Rev. 11-14) which are available on the RFA Webpage. Note: If a Phase II ESA is required, but has not been completed by the stated deadline, contact Corporation staff to request an extension for submission of the Phase II ESA form;
 - e. Demonstrate that electricity and roads are available to the entire proposed Development site as of the date signed by providing the following:

- (1) The properly completed and executed Florida Housing Finance Corporation Verification of Availability of Infrastructure form (Form Rev. 08-20) which is available on the RFA Webpage; or
 - (2) Documentation from the service provider that contains the Development location and is dated within 12 months of the Application Deadline. The documentation may not be signed by the Applicant, by any related parties of the Applicant, by any Principals or Financial Beneficiaries of the Applicant, or by any local elected officials.
- f. Provide the identity of the remaining members of the Development Team (i.e., inexperienced co-Developer(s), General Contractor, Architect, Attorney, and Accountant, as outlined below. The team members so identified, and any future replacement thereof, must be acceptable to the Corporation and the Credit Underwriter;
- (1) Identify any inexperienced co-Developer(s) by providing the name, address, telephone and facsimile numbers, e-mail address, and the relationship of the co-Developer to the Applicant.
 - (2) Identify the General Contractor by providing the completed and executed Florida Housing Finance Corporation General Contractor or Qualifying Agent of General Contractor Certification form. Note: provide the prior experience chart, as outlined in the form.
 - (3) Identify the Architect by providing the completed and executed Florida Housing Finance Corporation Architect Certification form.
 - (4) Identify the Attorney by providing the completed and executed Florida Housing Finance Corporation Attorney Certification for Housing Credits form and Florida Housing Finance Corporation Attorney Certification for MMRB, SAIL, HOME and/or other Gap Loans.
 - (5) Identify the Accountant by providing the completed and executed Florida Housing Finance Corporation Certification of Accountant form.

The certification forms (Forms Rev. 07-2019) are available on the RFA Webpage. Note: The use of any prior version of these forms will not be acceptable to meet this requirement.

g. Tenant Selection Plan

Unless the Development meets an exception outlined in (1) below, a Tenant Selection Plan must be submitted to the Corporation for approval within 21 Calendar Days of the date of the invitation to enter credit underwriting. The Tenant Selection Plan must be approved by the Corporation and, if required, HUD prior to the completion of the final credit underwriting report.

- (1) Exceptions to Tenant Selection Plan requirements

- (a) Developments financed with HUD Section 811;
- (b) Developments financed with a United States Department of Agriculture RD program; or
- (c) Applicants that select the Elderly ALF Demographic Commitment.

All other Applications must achieve Corporation approval and, if required, HUD approval prior to the completion of the final credit underwriting report.

(2) Achieving Corporation approval

To achieve approval by the Corporation, the Tenant Selection Plan must be submitted by the owner to the Corporation for approval within 21 Calendar Days of the date of the invitation to enter credit underwriting.

The Tenant Selection Plan Guidelines and Tenant Selection Plan Checklist can be found on the webpage <https://www.floridahousing.org/programs/developers-multifamily-programs/competitive> (also available by clicking [here](#)). Exhibit G of the RFA also describes requirements for tenant selection policies.

(3) Achieving HUD approval, if required

In addition to the Corporation's approval, if HUD approval is required because a Development has a Housing Assistance Payment and/or an Annual Contributions Contract with HUD, HUD approval of the Tenant Selection Plan must be demonstrated to the Corporation prior to the completion of the final credit underwriting report.

HUD's approval process may take several months. Owners should send the Corporation-approved Tenant Selection Plan to HUD for approval as soon as possible to meet this requirement.

- h. The Housing Stability Services Coordination Plan must be submitted to the Corporation for approval within six months of the date of the invitation to enter credit underwriting. The Plan must be approved by the Corporation;
- i. Provide confirmation that all construction features committed to and proposed by the Applicant shall be located on the Development site;
- j. Provide notification of the percentage of ownership of the Principals of the Applicant. Upon the Applicant's acceptance of the invitation to enter credit underwriting, the Corporation will return the Principals of the Applicant and Developer(s) Disclosure Form that was part of the Applicant's uploaded Application. The Applicant will be required to enter the applicable percentages on the form and return the completed form to the Corporation;

- k. Provide confirmation that the proposed equity amount to be paid prior to or simultaneous with the closing of construction financing is at least 15 percent of the total proposed equity to be provided (the 15 percent criteria), subject to the following:
- (1) If syndicating/selling the Housing Credits, there are two exceptions to the preceding sentence. First, if there is a bridge loan proposal within the equity proposal that provides for bridge loan proceeds that equal at least 15 percent of the amount of total proposed equity to be provided to be made available prior to or simultaneous with closing of construction financing, the 15 percent criteria will be met. Second, if there is a separate bridge loan proposal from either the equity provider, any entity that is controlled directly or indirectly by the equity provider, or a subsidiary of the equity provider's parent holding company, and the proposal explicitly proposes an amount to be made available prior to or simultaneous with the closing of construction financing that equals at least 15 percent of the total proposed equity to be paid stated in the equity proposal, the 15 percent criteria is met. Bridge loan proposals that are not within the equity proposal, though, must meet the criteria previously stated for debt financing with the exception that evidence of ability to fund does not have to be provided. The Applicant may include the proposed amount of the bridge loan as equity proceeds on the Construction or Rehabilitation Analysis and on the Permanent Analysis (Note: this 15 percent criteria must be reflected in the limited partnership agreement or limited liability company operating agreement); or
 - (2) If not syndicating/selling the Housing Credits, proceeds from a bridge loan will not count toward meeting the 15 percent criteria;
- l. If there are existing occupied units as of Application Deadline, provide to the Credit Underwriter a plan for relocation of existing tenants. The plan shall provide information regarding the relocation site; accommodations relevant to the needs of the residents and length of time residents will be displaced; moving and storage of the contents of a resident's dwelling units; as well as the approach to inform and prepare the residents for the rehabilitation activities;
- m. If the Applicant indicated that the proposed Development is the first phase of a multiphase Development, submit to the Corporation an opinion letter by a licensed attorney that the Development meets the definition of a "multiphase project" as defined in the Federal Register. The letter must also include: (a) the name of the declared first phase Development and the Corporation-assigned Application number, (b) the total number of phases and the projected Development name for each phase, (c) the total number of buildings in each phase, (d) the expected completion date for each phase, and (e) any other information as determined by the Corporation and stated in the invitation to enter credit underwriting;
- n. If the Applicant indicated that the proposed Development is a subsequent phase of a multiphase Development, the Development's status as a subsequent phase will be verified in credit underwriting. If the Development does not qualify, during the credit underwriting process it is determined that the proposed Development does not meet

the criteria for such distinction, the proposed Development will no longer be considered a subsequent phase; and

- o. Provide confirmation that the limited partnership agreement or limited liability operating agreement will comply with the operating deficit reserve requirement outlined in Section Four A.10.c.(4) of the RFA.
4. The Preliminary Recommendation Letter (PRL) for this Development will be due to the Corporation no later than 12 weeks after the invitation to enter credit underwriting has been issued. Pursuant to paragraph 67-48.0072(21)(c), F.A.C., the Applicant is responsible for providing the Credit Underwriter with the information necessary to complete the PRL. If the 12 week deadline cannot be met due to any delay caused by the Applicant, request an extension by submitting a written request and payment of the applicable processing fee to the Corporation;
 5. The credit underwriting process must be complete within the timeframe outlined in Rule Chapter 67-48, F.A.C.;
 6. The loans must close within the timeframe outlined in _____;
 7. By Certificate of Occupancy, the Applicant commits to participate in the statewide housing locator system, as required by the Corporation; and
 8. The Credit Underwriter will provide an itemized list for additional documentation including, but not limited to, the following:
 - a. Information outlined in Rule Chapter 67-48.0072, F.A.C.;
 - b. The Applicant shall submit its Resident Community-Based Service Coordination Plan and, if applicable, the legal contract demonstrating a partnership with a service provider at credit underwriting that includes standards and detailed procedures outlined in Section Four, A.9. of the RFA. The final plan must be submitted by the Applicant to the Corporation before the credit underwriting report is approved. To assure assistance to those residents that are receiving community-based Services Coordination through another program or agency, as well as to ensure assistance to those residents who need additional service coordination, the provider of this resident service shall also provide, at credit underwriting, information demonstrating its mission, qualifications, experience, agreements and/or contracts with state and federal supportive services programs, professional staffing and experience in serving the intended residents;
 - c. The Construction Consultant engaged by the Corporation's credit underwriter must provide the properly completed and executed Americans with Disabilities Act Certification forms certifying that the design of the proposed Development and the completed Development includes the applicable accessibility, adaptability, Visitability and universal design features required by the Corporation and proposed by the Applicant. The Americans with Disabilities Act Certification forms (Rev. 02-2020) are available on the RFA Webpage;
 - d. The Applicant must have an executed agreement to participate in the Continuum of Care (Continuum of Care) Homeless Management Information System (HMIS); and will

contribute data on the Development's tenants to the Continuum of Care's HMIS data system or, if serving Survivors of Domestic Violence, is providing aggregate data reports to the Continuum of Care. The executed agreement shall be required at least 6 months prior to the expected placed in service date;

- e. Applicants that meet the Services Coordination Experience Requirements through a partnership with a provider of services that includes services coordination for the intended Demographic must provide the legal contract demonstrating the partnership, and the provider must demonstrate it has been in business and performing services coordination for at least 5 consecutive years from the date of Application submission;
 - f. Verification that the intent and scope of the proposed Development is in conformance with the written housing priorities of the most recently published Local Homeless Assistance Continuum of Care Plan as of the Application Deadline; and
 - g. Additionally the following requirements must be met:
 - (1) Provide to the Corporation a copy of each General Information Notice for each occupied unit, as outlined in Item 3.a. of Exhibit H. Each notice must include proof of delivery by certified letter or by signed copy of the notice when hand delivered;
 - (2) Provide evidence demonstrating that the proposed Development is consistent with the applicable Consolidated Plan, as outlined in Item 3.b. of Exhibit H;
 - (3) Comply with the HUD environmental requirements as provided in 24 CFR 93.301(f)(1) and (2). Applicants will not be charged a fee for the environmental review, as stated in Item 3.c.(1) of Exhibit H;
 - (4) Provide a certification that must be executed by the contractor for compliance with debarment and suspension regulations, as outlined in Item 3.c.(2) of Exhibit H; and
 - (5) Certify that it understands the requirements of the current HUD lead based paint regulations as identified in 24 CFR Part 92 and Rule Chapter 67-48, F.A.C., as outlined in Item 3.c.(3) of Exhibit H.
9. The Credit Underwriter will also verify information submitted by the Applicant, including, but not limited to the following:
- a. The Applicant's Non-Profit status;
 - b. The proposed Development's ability to meet the Enhanced Structural Systems Construction qualifications;
 - c. Calculation of eligible basis which may cause a reduction in the Housing Credit Allocation. This may include review of the location of buildings and whether all buildings are eligible for the eligible basis boost, if applicable;

- d. The proposed Development's first phase or subsequent phase's status; and
- e. Review of the Total Development Cost and its effect on the Total Development Cost Per Unit Limitation.

If any of these cannot be verified, all funding awarded under this RFA may be reduced or may be rescinded if the award or the Application's eligibility status was based on such information, and/or the Applicant may be determined to have made a material misrepresentation.

- 10. For 9% Housing Credit, the Carryover Allocation Agreement will provide deadlines for additional documentation.

Exhibit E – Intentionally Omitted

Exhibit F – intentionally omitted

Exhibit G - Tenant Selection Requirements

Extremely Low Income (ELI) Household's Tenant Selection Criteria

The Applicant must adhere to the following tenant selection criteria when evaluating the eligibility of a household applying for tenancy in a unit set aside for Extremely Low Income (ELI) Households:

- The credit history related to medical expenses, cable and internet services will not be taken into consideration when conducting credit checks.
- ELI Household's Income Requirement Policy – The household monthly income must not be required to be more than two times the monthly rent. (e.g., If the monthly rent is \$500, the household monthly income will not be required to exceed \$1,000.)
- The eviction history look-back period must not be more than 5 years. A household is permitted one eviction during the 5-year look-back period, unless the eviction was due to causing physical harm to development staff, tenants or intentional property damage.

Tenant Application Fees and Deposits (ELI Households)

The Applicant must adhere to the following tenant application fees and deposits requirements for a household applying for tenancy in a unit set aside for extremely low income households:

- It is prohibited to charge a fee to a household that is applying for tenancy in a unit that is set aside for extremely low-income households for the purposes of reserving or holding a unit.
- The application for tenancy fee will be no more than \$35 per adult in a household.
- A security deposit for new tenant households will be not more than the amount of one month's rent.

Additional Tenant Selection Criteria for All Households

The Applicant must adhere to the following tenant selection criteria when evaluating the eligibility of all households applying for tenancy.

- The arrest record of a household member will not be considered when determining any household's application for tenancy.
- For households with publicly funded rental assistance, the income requirement will be based on the household's paid portion of the rent.

Application for Tenancy (All Households)

The Applicant must include and prominently place the following information in the Development's application for tenancy packet that is provided to all interested households:

- The tenant selection approach and criteria used to evaluate and determine a household's application for tenancy. The criteria under which a household was screened and evaluated, as well as the determination, must be included in each tenant household's file.

The approach regarding a household's notification and appeal process and timeline, if the household's application is rejected or determined ineligible.

- A description of reasonable accommodations or reasonable modifications for persons with disabilities, pursuant to Section 504 of the Rehabilitation Act of 1973. The description shall include accommodations that must be considered by the Development such as physical dwelling unit modifications for greater accessibility and use, as well as individualized assessments of mitigating factors related to a disability that adversely affected a household's credit, eviction or criminal history. The description shall also include the process for requesting a reasonable accommodation, the determination approach, and decision-making timelines.

A description of an applying household's or existing tenant's housing protections pursuant to the Violence Against Women Reauthorization Act of 2013 (VAWA). The description will include that applying households may request that the Development conduct an individualized assessment of mitigating factors related to being a victim of domestic violence, dating violence, sexual assault, and stalking that adversely affected the household's credit, eviction, or criminal history.

Notification of Rejection or Ineligibility for Tenancy

The Applicant must, at a minimum, notify any household that their application for tenancy was rejected or determined ineligible through a documented process such as a written letter or email to the address provided by the household.

The notification will be provided to a household within 5 business days from the day the determination is made.

The notice must include information regarding:

- The reasons a household's application for tenancy was rejected or determined ineligible.
- A household's right to appeal the Development's decision, as well as complete instructions regarding how a household may appeal the decision.

Exhibit H – Credit Underwriting Procedures for the NHTF Forgivable Loan

The applicable credit underwriting, program requirements and loan terms and conditions are outlined in Rule Chapter 67-48, F.A.C., for the SAIL loan.

The applicable credit underwriting, program requirements and loan terms and conditions for the NHTF Loan are outlined below.

1. Credit Underwriting Procedures for the NHTF Loan

- a. The invitation to enter credit underwriting constitutes a preliminary commitment for the NHTF Loan.
- b. The credit underwriting for the NHTF Loan will be accomplished along with the credit underwriting for the HOME-ARP Loan. The Credit Underwriter may request additional information at any time during the credit underwriting process for the NHTF Loan.
- c. The Credit Underwriter’s loan recommendations for the NHTF Loan will be sent to the Board for approval at the time the HOME-ARP Loan recommendation(s) are sent.
- d. A firm loan commitment for the NHTF Loan will be issued at the time the firm loan commitment(s) for the HOME-ARP Loan is issued.
- e. The NHTF Loan must close by the deadlines outlined in Rule Chapter 67-48, F.A.C., for the SAIL Loan.

2. Terms and Conditions of the NHTF Loan

NHTF Loans will be subject to the credit underwriting provisions outlined in Section 1 above and the loan provisions outlined below:

- a. The terms and conditions of the NHTF Loan shall be as follows:
 - (1) The NHTF Loan may be in a first, second, or other subordinated lien position;
 - (2) The NHTF Loan shall:
 - (a) Have the amount based on the funding requirements set forth in this RFA; and
 - (b) Be non-amortizing at 0 percent simple interest per annum over the life of the NHTF Loan, with the principal forgivable at maturity provided the units for which the NHTF Loan amount is awarded are targeted as NHTF Units for the first 30 years of the Compliance Period. The minimum term of the NHTF Loan is 30 years; and

- (c) Up to 33.33 percent of the NHTF award can be used as an operating deficit reserve for operations associated with deeper income targeting for the NHTF units over 30 years.
- (3) Any sale, conveyance, assignment, or other transfer of interest or the grant of a security interest in all or any part of the title to the Development other than a superior mortgage shall be subject to the Corporation's prior written approval. The Board shall consider the facts and circumstances of each Applicant's request and any credit underwriting report, if available, prior to determining whether to grant such request;
- (4) The NHTF Loan shall be serviced either directly by the Corporation or by the Corporation's servicer on behalf of the Corporation;
- (5) The Corporation and the Corporation's servicer shall monitor compliance of all terms and conditions of the loan and shall require that certain terms and conditions be embodied in the Land Use Restriction Agreement and recorded in the public records of the county wherein the Development is located. Violation of any material term or condition of the documents evidencing or securing the loan shall constitute a default during the term of the loan if not appropriately cured. The Corporation shall take appropriate legal action to effect compliance if a violation of any material term or condition relative to the set-aside of units for NHTF Units is discovered during the course of compliance monitoring or by any other means;
- (6) Rent controls for the NHTF Units shall be restricted at the level applicable for federal Housing Credits;
- (7) The documents creating, evidencing or securing each NHTF Loan must provide that any violation of the terms and conditions described in this Exhibit to the RFA constitutes a default under the NHTF Loan documents allowing the Corporation to accelerate its loan and to seek foreclosure as well as any other remedies legally available to it; and
- (8) The Compliance Period committed to in this RFA includes the NHTF Units. After 30 years, all of the NHTF Units may convert to serve residents at or below 60 percent AMI; however, the Persons with Special Needs set-aside commitment must be maintained throughout the entire affordability period.
- b. The NHTF Loan shall be assumable upon sale or transfer of the Development if the following conditions are met:
- (1) The proposed transferee meets all specific Applicant identity criteria which were required as conditions of the original loan;
- (2) The proposed transferee agrees to maintain all ELI Set-Asides and other requirements of the NHTF Loan for the period originally specified or longer; and

- (3) The proposed transferee and release of transferor receives a favorable recommendation from the Credit Underwriter and approval by the Board of Directors of the Corporation.

All assumption requests must be submitted in writing to the Director of Special Assets and contain the specific details of the transfer and assumption. In addition to any related professional fees, the Corporation shall charge a non-refundable assumption fee as outlined in this RFA.

- c. NHTF Loan construction disbursements and permanent loan servicing shall be based on the following:
 - (1) NHTF Loan proceeds shall be disbursed during the construction phase in an amount per Draw which does not exceed the ratio of the NHTF Loan to the Total Development Cost, unless approved by the Credit Underwriter;
 - (2) Ten (10) business days prior to each Draw, the Applicant shall supply the Corporation's servicer, as agent for the Corporation, with a written request executed by the Applicant for a Draw. The request shall set forth the amount to be paid and shall be accompanied by documentation specified by the Corporation's servicer including claims for labor and materials to date of the last inspection;
 - (3) The Corporation and its servicer shall review the request for a Draw, and the servicer shall provide the Corporation with approval of the request or an alternative recommendation, after the title insurer provides an endorsement to the policy of title insurance updating the policy to the date of the current Draw and increasing the insurance coverage to an amount equal to the sum of all prior Draws and the current Draw;
 - (4) The Corporation shall disburse construction Draws through Automated Clearing House (ACH). The Applicant may request disbursement of construction Draws via a wire transfer. The Applicant will be charged a fee of \$10 for each wire transfer requested. This charge will be netted against the Draw amount;
 - (5) The Corporation shall elect to withhold any Draw or portion of any Draw, notwithstanding any documentation submitted by the Applicant in connection with the request for a Draw, if:
 - (a) The Corporation or the Corporation's servicer determines at any time that the actual cost budget or progress of construction differs from that as shown on the loan documents; or
 - (b) The percentage of progress of construction of the improvements differs from that shown on the request for a Draw;
 - (6) The servicer may request submission of revised construction budgets;

- (7) Based on the Applicant's progress of construction, if the Corporation determines that further analysis by the Credit Underwriter is required prior to the release of the final Draw, the Applicant shall pay to the Credit Underwriter a fee based on an hourly rate determined pursuant to the contract between the Corporation and the Credit Underwriter; and
- (8) Retainage in the amount of 10 percent per Draw shall be held by the servicer during construction until the Development is 50 percent complete. At 50 percent completion, no additional retainage shall be held from the remaining Draws. Release of funds held by the Corporation's servicer as retainage shall occur pursuant to the NHTF Loan Agreement.

3. Additional NHTF Unit Requirements

Applicants will be required to comply with the following requirements and provide the following information:

a. General Information Notice

In accordance with the Uniform Relocation Act (URA), as part of 24 CFR Part 92, a Development receiving NHTF funds must provide a notice to all tenants informing them of their rights under the URA in accordance with Chapter 2 of the HUD Handbook 1378*. The proper manner of notice is provided in this Handbook. A copy of each General Information Notice must be provided to each tenant, not just tenants in NHTF Units. By the due date outlined in the invitation to enter credit underwriting, the Applicant must provide to the Corporation a copy of each General Information Notice for each occupied unit. Each notice must include proof of delivery by certified letter or by signed copy of the notice when hand delivered.

b. Certification of Consistency with the Consolidated Plan

During the credit underwriting process, the Applicant will be required to provide evidence demonstrating that the proposed Development is consistent with the applicable Consolidated Plan. Developments located in entitlement jurisdictions should request a certification of consistency letter from the appropriate authorities in that jurisdiction (typically, the community development staff). Developments located in non-entitlement jurisdictions (e.g. small non-entitlement cities or unincorporated areas of counties) should request a certification of consistency letter from the state. To request a certification of consistency letter from the state (or if you are not sure which Consolidated Plan applies to the location of your proposed HOME Development), please contact:

Florida Housing Finance Corporation
HOME staff
850-488-4197

c. Other Federal Requirements

(1) HUD Environmental Requirements

All Applicants awarded NHTF Funding will be required to comply with the HUD environmental requirements as provided in 24 CFR 93.301(f)(1) and (2). Applicants that qualify as Non-Profit Applicants will not be charged a fee for the environmental review.

(2) Debarment and Suspension

Owners and contractors are prohibited from employing, awarding contracts, or funding any contractors or subcontractors that have been debarred, suspended, proposed for debarment or placed on ineligibility status by HUD. In addition, any owners who are debarred, suspended, proposed for debarment, or ineligible will be ineligible for funding. Therefore, a certification must be executed by the contractor for compliance with debarment and suspension regulations. During the credit underwriting process the Applicant will be required to provide the executed certification form*.

(3) Lead Based Paint

If the Development was built before 1978, Lead Based Paint Regulations may apply. See 24 CFR Part 35 for exemptions. During the credit underwriting process, the Applicant must certify that it understands the requirements of the current HUD lead based paint regulations as identified in 24 CFR Part 92 and Rule Chapter 67-48, F.A.C.

If the Applicant is purchasing the property and the Development was built before 1978, provide a copy of the executed Disclosure of Information on Lead Based Paint and Lead Based Paint Hazards form*, signed by both the buyer and the seller.

(4) Section 3

Each Applicant shall encourage its contractors to hire qualified low- and moderate-income residents for any job openings that exist on funded projects in the community. The Applicant shall keep records to document the number of low- and moderate-income people who are hired to work on funded projects.

(5) Flood

The Applicant shall comply with the mandatory flood insurance purchase requirements of Section 102 of the Flood Disaster Protection Act of 1973, as amended by the National Flood Insurance Reform Act of 1994, 42 USC 4012a, as applicable.

(6) Historic Preservation

The Applicant shall comply with the Historic Preservation requirements set forth in the National Historic Preservation Act of 1966, as amended, codified in title

54 of the United States Code, as applicable. In general, this requires concurrence from the State Historic Preservation Officer for all rehabilitation and demolition of historic properties that are fifty years old or older or that are included on a Federal, state, or local historic property list.

*Documents can be found on the RFA Webpage.

Exhibit I – Requirements of the Pilot Program

To implement the High Utilizer pilot, all Applicants are required to set aside either 20 percent of the total units or 15 units, whichever is greater, for High Utilizers, as explained in Section Four, A.2. of the RFA.

While the housing financed through this RFA will be required to remain affordable and available to specific demographic groups for 50 years, as further described in Section Four, A.2. of the RFA, the Pilot period formally begins upon tenancy of the first High Utilizer resident. The Pilot period will end no less than 3 years after a minimum of 90 percent of the High Utilizer units are initially occupied. Participation in the pilot by tenants referred to the property by the Managing Entity partner to meet the High Utilizer set-aside is voluntary.

While the immediate objective of this pilot is to divert high-risk individuals from repeated emergency, in-patient residential and/or acute care service use, the longer-term objective is to create a collaborative approach to state-administered funding for both housing and services to build a replicable model for the future. To that end, Applicants selected for funding and their Managing Entity partners must commit to work with the Corporation and the other Applicants involved in the pilot. This commitment will include communication during the pre-pilot phase; updates, discussions and an annual peer meeting during the Pilot Period, and a final written report provided by both partners of each local pilot. The overall purpose is to work with the Corporation to regularly discuss and report on resident outcomes and best practice strategies for serving High Utilizers in PSH. Additional details are below.

1. Pilot Preparation

As part of their commitment to the pilot, Applicants selected for funding and their Managing Entity partners will be expected to work with each other, the Corporation and the other pilot Applicants selected for funding in preparation to launch their individual pilots (i.e., before the Pilot Period formally starts, including during credit underwriting and property construction).

At the end of the Pilot Period, Applicants and Managing Entities will be required to provide written evaluations/reports as outlined below.

In addition to providing housing stability supports and access to supportive services during the Pilot Period, the Applicant and Managing Entity partner will be required to provide full time, onsite housing stability services, including broad supportive services coordination tasks over this period, further described and discussed below, and funded by the Managing Entity.

a. Planning for the Pilot

- (1) The Applicant and Managing Entity Partner must commit to work with the Corporation and the Department of Children and Families, as well as the other pilot participants prior to formal pilot launch to, among other things, develop consensus around and report on a set of outcome measures to evaluate the pilot's performance including, but not limited to, the following:

- (a) Housing retention: How many pilot participants maintained stable housing;

- (b) Reduced levels of acute care services, such as emergency department use, inpatient medical care and crisis behavioral health care;
- (c) Decreased number of re-admissions to crisis services;
- (d) Increased length of time between acute care episodes;
- (e) Reduced arrests and incarcerations;
- (f) Increased access to insurance, benefits and other income, including Medicaid managed care; and
- (g) Increased employment and education.

The Corporation expects these discussions to occur via phone, email and group meetings, either in person or virtually.

(2) Submission of Housing Stability Services Coordination plan

- (a) This plan must be submitted to the Corporation for approval within six months of the date of the invitation to enter credit underwriting.
- (b) The plan must include the following:

- (i) Tenant Referral and Selection Process for High Utilizers

- How the Managing Entity will determine the highest utilizers outside of the Continuum of Care system for the purposes of this RFA and how the Managing Entity will identify prospective High Utilizer residents for the proposed Development;

- The role of the Managing Entity and Applicant in assessing prospective residents based on their High Utilizer status, their level of need for tenancy supports and supportive services, the property's projected level of and capacity to provide needed supports, and the prospective residents' interest in living at the property; and

- The Applicant's tenant selection process once High Utilizers have been referred to the property.

- Proposed Developments must minimize or eliminate barriers to entry into housing for all residents deemed High Utilizers for the pilot.

- (ii) The tasks each partner will undertake to track and report on resident demographic data and performance outcomes for the pilot.

- (iii) The implementation plan to provide housing stability services to High Utilizer residents, including a description and roles of the team that will work with High Utilizers at the property.
- (iv) A description of how the Managing Entity will provide funding for services and supports and/or access to additional behavioral health care services available through the Managing Entity's service provider network that are in addition to the housing stability services overseen by the Applicant.
- (v) Should the plan require revision or updates before or during the pilot, the Applicant must notify the Corporation of the changes for possible review and approval by the Corporation.

2. During Lease-Up and the Pilot Period

- a. The Applicant must inform the Corporation of the date when 90 percent of the High Utilizer units have been occupied. The Corporation will notify the Applicant of its acknowledgement of this date and provide the Applicant with the formal end date of the pilot, as well as the due date for the final report.
- b. Provide regular communication updates with the Corporation and others as needed (i.e., as much as quarterly) on progress and issues.
- b. Prepare for, attend and participate in annual in person peer meeting with all local pilots, the Corporation, the Department of Children and Families and other stakeholders to discuss status, outcomes, best practices and implementation issues.
- c. Prepare and submit an annual evaluation report on outcomes to the Corporation and the Department of Children and Families.

3. After Pilot Completion

The Applicant and Managing Entity Partner are required to write and submit a final report to the Corporation and the Department of Children and Families within six months after the formal completion of the three-year Pilot Period summarizing their pilot approach, resident outcomes and other findings, lessons learned and recommendations to encourage replicability, including:

- a. The pilot approach;
- b. Demographic data describing the High Utilizer residents served in the pilot;
- c. Person-specific data concerning tenant utilization of services;
- d. Information about the services funding from the Managing Entity and any other entities, with a description of how the funding was used to support residents;
- e. Resident outcomes and Managing Entity cost savings;

- f. Effectiveness of use of best practices that were incorporated or developed during the Pilot and lessons learned;
- g. Changes in the practices and/or systems of care, as well as funding for services and supports provided to High Utilizers in the pilot that made the pilot successful; and
- h. Recommendations for changes in Florida’s systems of care to make braiding housing and services more feasible and successful.
- i. If the report is not submitted by the date specified by the Corporation and with the information itemized above, the Applicant will be in noncompliance until the report is submitted as provided above.

4. Housing Stability Services Coordination

The Applicant’s Housing Stability Services Coordination plan must include housing stability services for all High Utilizer residents, including broad supportive services coordination, described below in a., and overseen by the Applicant. These services must be provided through a contractual agreement between the Managing Entity and Applicant, in which the Applicant is reimbursed by the Managing Entity for these services.

To carry out this oversight, the Applicant must provide for one or more full time, onsite Housing Stability Services Coordinators with the experience and qualifications substantially the same as the position requirements provided below in b. These Coordinators must support High Utilizer residents and oversee implementation of resident plans and provide or coordinate services for each resident. Such Coordinators must work on site at the property under the supervision of the housing provider that is part of the Applicant entity, full time, each with a caseload of no more than 1:20 High Utilizer residents. This position must be in place by the time lease-up at the property begins, and may only end after the pilot is completed. The additional staff and supports proposed by the Applicant and Managing Entity in their Application must also be included in the Housing Stability Coordination Plan and be part of the coordination and services provided to High Utilizers.

- a. Housing Stability Services Required to Be Provided
 - (1) Engage with residents to collaboratively complete the initial assessment and develop and implement individualized Housing Stability Plans (“HSPs”) outlining short term and long-term goals
 - (2) Provide services utilizing evidence-based practice in service delivery such as intensive case management, Motivational Interviewing, Harm Reduction, Trauma Informed Care, Critical Time Intervention and Housing First Practices to assist in obtaining/increasing income, promoting self-sufficiency and housing stability
 - (3) Coordinate with community providers to offer additional services in the areas of, but not limited to: housing stabilization, financial literacy, community integration, employment and training, benefits establishment, referrals to

community providers for substance use, primary and mental health care, and all other services needed to assist client in reaching their housing stability goals

- (4) Facilitate/teach daily living skills and workshops for residents in groups and individually as outlined on each resident's HSP
- (5) Conduct scheduled home visits with each resident at the frequency determined in collaboration with the Applicant entity responsible for this pilot
- (6) Assist in mitigating issues between the housing provider, property manager and resident that jeopardize a resident's housing stability and lease commitments
- (7) Work in collaboration with the property manager to establish community building activities (resident council, residents' meetings, etc.), facilitate/supervise workshops and information sessions to meet residents needs and interests to enhance life skills
- (8) Provide crisis intervention as needed under the supervision of this pilot's Clinical Director or Program Supervisor
- (9) Maintain all client records and information in accordance with Applicant's policies and to meet pilot requirements
- (10) Ensure compliance with the Applicant's contract with the Managing Entity
- (11) Complete all documentation, paperwork in a timely and efficient manner
- (12) Actively participate in quarterly (at a minimum) staffing meetings to address resident progress towards HSP goals and update as needed
- (13) Actively participate in weekly/monthly supervision
- (14) Attend scheduled workshops, trainings and meetings as required
- (15) Cross train across all programs/departments to ensure success of full complement of services at property
- (16) Other duties as assigned to support and ensure the success of the program

b. Housing Stability Services Coordinator Minimum Requirements

- (1) Skills
 - (a) Understanding of working directly with at-risk behavioral health populations served by the Managing Entity by treating all individuals with respect and ability to build rapport by promoting empathy and compassion with patience and consistency
 - (b) Pays close attention to detail and demonstrates strong organization skills

- (c) Strong critical thinking skills and ability to problem solve
 - (d) Effective communication skills backed by detailed written documentation and comprehensive listening skills
 - (e) Maintains a professional demeanor and maturity, good judgment, quick learner and proactive
 - (f) Ability to multi-task, prioritize and manage time efficiently
- (2) Education/Experience Minimum Requirements
- (a) Bachelor's degree in social work, behavioral health, psychology or related field required and a minimum of three years related field experience
 - (b) Individuals who do not possess a bachelor's degree will be required to have a high school diploma or equivalent and a minimum of five years related field experience and may be required to become certified as a Behavioral Health Technician
 - (c) Knowledge of community resources
 - (d) Ability to work on site at property, with a flexible schedule, and be on-call as needed

Exhibit J – Additional Information for the HOME-ARP Loan

HOME-ARP Qualifying Populations

From Part IV, A. of HUD Notice: CPD-21-10 Requirements for the Use of Funds in the HOME-American Rescue Plan Program

1. Homeless, as defined in 24 CFR 91.5 Homeless (1), (2), or (3):

(1) An individual or family who lacks a fixed, regular, and adequate nighttime residence, meaning: (i) An individual or family with a primary nighttime residence that is a public or private place not designed for or ordinarily used as a regular sleeping accommodation for human beings, including a car, park, abandoned building, bus or train station, airport, or camping ground; (ii) An individual or family living in a supervised publicly or privately operated shelter designated to provide temporary living arrangements (including congregate shelters, transitional housing, and hotels and motels paid for by charitable organizations or by federal, state, or local government programs for low-income individuals); or (iii) An individual who is exiting an institution where he or she resided for 90 days or less and who resided in an emergency shelter or place not meant for human habitation immediately before entering that institution;

(2) An individual or family who will imminently lose their primary nighttime residence, provided that: (i) The primary nighttime residence will be lost within 14 days of the date of application for homeless assistance; (ii) No subsequent residence has been identified; and (iii) The individual or family lacks the resources or support networks, e.g., family, friends, faith-based or other social networks needed to obtain other permanent housing;

(3) Unaccompanied youth under 25 years of age, or families with children and youth, who do not otherwise qualify as homeless under this definition, but who: (i) Are defined as homeless under section 387 of the Runaway and Homeless Youth Act (42 U.S.C. 5732a), section 637 of the Head Start Act (42 U.S.C. 9832), section 41403 of the Violence Against Women Act of 1994 (42 U.S.C. 14043e-2), section 330(h) of the Public Health Service Act (42 U.S.C. 254b(h)), section 3 of the Food and Nutrition Act of 2008 (7 U.S.C. 2012), section 17(b) of the Child Nutrition Act of 1966 (42 U.S.C. 1786(b)), or section 725 of the McKinney-Vento Homeless Assistance Act (42 U.S.C. 11434a); (ii) Have not had a lease, ownership interest, or occupancy agreement in permanent housing at any time during the 60 days immediately preceding the date of application for homeless assistance; (iii) Have experienced persistent instability as measured by two moves or more during the 60-day period immediately preceding the date of applying for homeless assistance; and (iv) Can be expected to continue in such status for an extended period of time because of chronic disabilities, chronic physical health or mental health conditions, substance addiction, histories of domestic violence or childhood abuse (including neglect), the presence of a child or youth with a disability, or two or more barriers to employment, which include the lack of a high school degree or General Education Development (GED), illiteracy, low English proficiency, a history of incarceration or detention for criminal activity, and a history of unstable employment;

2. At risk of Homelessness, as defined in 24 CFR 91.5 At risk of homelessness:

(1) An individual or family who: (i) Has an annual income below 30 percent of median family income for the area, as determined by HUD; (ii) Does not have sufficient resources or support networks, e.g., family, friends, faith-based or other social networks, immediately available to prevent them from moving to an

emergency shelter or another place described in paragraph (1) of the “Homeless” definition in this section; and (iii) Meets one of the following conditions: (A) Has moved because of economic reasons two or more times during the 60 days immediately preceding the application for homelessness prevention assistance; (B) Is living in the home of another because of economic hardship; (C) Has been notified in writing that their right to occupy their current housing or living situation will be terminated within 21 days after the date of application for assistance; (D) Lives in a hotel or motel and the cost of the hotel or motel stay is not paid by charitable organizations or by federal, State, or local government programs for low-income individuals; (E) Lives in a single-room occupancy or efficiency apartment unit in which there reside more than two persons or lives in a larger housing unit in which there reside more than 1.5 people per room, as defined by the U.S. Census Bureau; (F) Is exiting a publicly funded institution, or system of care (such as a health-care facility, a mental health facility, foster care or other youth facility, or correction program or institution); or (G) Otherwise lives in housing that has characteristics associated with instability and an increased risk of homelessness, as identified in the recipient’s approved consolidated plan;

(2) A child or youth who does not qualify as “homeless” under this section, but qualifies as “homeless” under section 387(3) of the Runaway and Homeless Youth Act (42 U.S.C. 5732a(3)), section 637(11) of the Head Start Act (42 U.S.C. 9832(11)), section 41403(6) of the Violence Against Women Act of 1994 (42 U.S.C. 14043e-2(6)), section 330(h)(5)(A) of the Public Health Service Act (42 U.S.C. 254b(h)(5)(A)), section 3(l) of the Food and Nutrition Act of 2008 (7 U.S.C. 2012(l)), or section 17(b)(15) of the Child Nutrition Act of 1966 (42 U.S.C. 1786(b)(15)); or

(3) A child or youth who does not qualify as “homeless” under this section but qualifies as “homeless” under section 725(2) of the McKinney-Vento Homeless Assistance Act (42 U.S.C. 11434a(2)), and the parent(s) or guardian(s) of that child or youth if living with her or him.

3. Fleeing, or Attempting to Flee, Domestic Violence, Dating Violence, Sexual Assault, Stalking, or Human Trafficking, as defined by HUD. For HOME-ARP, this population includes any individual or family who is fleeing, or is attempting to flee, domestic violence, dating violence, sexual assault, stalking, or human trafficking. This population includes cases where an individual or family reasonably believes that there is a threat of imminent harm from further violence due to dangerous or life-threatening conditions that relate to violence against the individual or a family member, including a child, that has either taken place within the individual’s or family’s primary nighttime residence or has made the individual or family afraid to return or remain within the same dwelling unit. In the case of sexual assault, this also includes cases where an individual reasonably believes there is a threat of imminent harm from further violence if the individual remains within the same dwelling unit that the individual is currently occupying, or the sexual assault occurred on the premises during the 90-day period preceding the date of the request for transfer.

Domestic violence, which is defined in 24 CFR 5.2003 includes felony or misdemeanor crimes of violence committed by: 1) A current or former spouse or intimate partner of the victim (the term “spouse or intimate partner of the victim” includes a person who is or has been in a social relationship of a romantic or intimate nature with the victim, as determined by the length of the relationship, the type of the relationship, and the frequency of interaction between the persons involved in the relationship); 2) A person with whom the victim shares a child in common; 3) A person who is cohabitating with or has cohabitated with the victim as a spouse or intimate partner; 4) A person similarly situated to a spouse of the victim under the domestic or family violence laws of the jurisdiction receiving HOME-ARP funds; or

5) Any other person against an adult or youth victim who is protected from that person's acts under the domestic or family violence laws of the jurisdiction.

Dating violence which is defined in 24 CFR 5.2003 means violence committed by a person: 1) Who is or has been in a social relationship of a romantic or intimate nature with the victim; and 2) Where the existence of such a relationship shall be determined based on a consideration of the following factors: a. The length of the relationship; b. The type of relationship; and c. The frequency of interaction between the persons involved in the relationship.

Sexual assault which is defined in 24 CFR 5.2003 means any nonconsensual sexual act proscribed by Federal, Tribal, or State law, including when the victim lacks capacity to consent.

Stalking which is defined in 24 CFR 5.2003 means engaging in a course of conduct directed at a specific person that would cause a reasonable person to: 1) Fear for the person's individual safety or the safety of others; or 2) Suffer substantial emotional distress.

Human Trafficking includes both sex and labor trafficking, as outlined in the Trafficking Victims Protection Act of 2000 (TVPA), as amended (22 U.S.C. 7102). These are defined as: 1) Sex trafficking means the recruitment, harboring, transportation, provision, obtaining, patronizing, or soliciting of a person for the purpose of a commercial sex act, in which the commercial sex act is induced by force, fraud, or coercion, or in which the person induced to perform such act has not attained 18 years of age; or 2) Labor trafficking means the recruitment, harboring, transportation, provision, or obtaining of a person for labor or services, through the use of force, fraud, or coercion for the purpose of subjection to involuntary servitude, peonage, debt bondage, or slavery.

4. Other Populations where providing supportive services or assistance under section 212(a) of NAHA (42 U.S.C. 12742(a)) would prevent the family's homelessness or would serve those with the greatest risk of housing instability. HUD defines these populations as individuals and households who do not qualify under any of the populations above but meet one of the following criteria:

(1) Other Families Requiring Services or Housing Assistance to Prevent Homelessness is defined as households (i.e., individuals and families) who have previously been qualified as "homeless" as defined in 24 CFR 91.5, are currently housed due to temporary or emergency assistance, including financial assistance, services, temporary rental assistance or some type of other assistance to allow the household to be housed, and who need additional housing assistance or supportive services to avoid a return to homelessness.

(2) At Greatest Risk of Housing Instability is defined as household who meets either paragraph (i) or (ii) below: (i) has annual income that is less than or equal to 30% of the area median income, as determined by HUD and is experiencing severe cost burden (i.e., is paying more than 50% of monthly household income toward housing costs); (ii) has annual income that is less than or equal to 50% of the area median income, as determined by HUD, AND meets one of the following conditions from paragraph (iii) of the "At risk of homelessness" definition established at 24 CFR 91.5: (A) Has moved because of economic reasons two or more times during the 60 days immediately preceding the application for homelessness prevention assistance; (B) Is living in the home of another because of economic hardship; (C) Has been notified in writing that their right to occupy their current housing or living situation will be terminated within 21 days after the date of application for assistance; (D) Lives in a hotel or motel and the cost of the hotel or motel stay is not paid by charitable organizations or by Federal, State, or local government programs for low-income individuals; (E) Lives in a single-room occupancy or efficiency

apartment unit in which there reside more than two persons or lives in a larger housing unit in which there reside more than 1.5 persons reside per room, as defined by the U.S. Census Bureau; (F) Is exiting a publicly funded institution, or system of care (such as a health-care facility, a mental health facility, foster care or other youth facility, or correction program or institution); or (G) Otherwise lives in housing that has characteristics associated with instability and an increased risk of homelessness, as identified in the recipient's approved consolidated plan

Veterans and Families that include a Veteran Family Member that meet the criteria for one of the qualifying populations described above are eligible to receive HOME-ARP assistance.