

**Florida Housing Finance Corporation**  
**4<sup>th</sup> and Final Workshop regarding 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 Agenda**

**May 23, 2022, 2:00 p.m., Eastern Time**

**Registration for Workshop is required. Registration information is available on RFA Webpage<sup>1</sup>**

**Overview**

A. Introductions

B. Purpose of Workshop

This is the 4<sup>th</sup> and final workshop regarding this RFA. We first introduced these concepts last October and we appreciate all the feedback received. Those workshops went into detail on specifics such as the demographic information, the Applicant's partnership with a Managing Entity, and the role of the Managing Entity. This workshop is intended to review entire RFA and how those previously discussed topics fit into the overall process. Although we do not intend to review the specific details that were previously discussed in previous workshops here, we will address any questions during the workshop and Q & A period following it. If you need more information about the issues discussed in greater detail at previous workshops, we recommend reviewing the recordings from all previous workshops that have been posted on the RFA Webpage.

C. Purpose of RFA

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. As discussed at previous workshops held on October 4, 2021, February 2 and March 30, 2022, a small 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.

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 additional Homeless Households, as detailed below.

**Estimated funding available**

- \$5 million of Competitive HC (estimated)
- \$21.6 million of HOME-ARP Funds (provided as a forgivable loan) (estimated)
- \$6.7 million of NHTF (provided as a forgivable loan) (estimated)

**Outline of RFA**

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<sup>1</sup> References to the RFA Webpage refer to <https://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2022/2022-210> which can be accessed [here](#).

- A. Section One – Introduction
- B. Section Two – Definitions

Exhibit B of the RFA and Rules, which are posted on the RFA Webpage\*.

Words like Permanent Supportive Housing, HOME-ARP Qualifying Populations, Homeless Household, Housing Stability Services Coordinator, Managing Entity (ME), Non-Profit, 100% Non-Profit, Person who Is a High Utilizer (High Utilizer), Person with Special Needs, Project-Based Rental Assistance (PBRA), and Serious Mental Illness are defined in Exhibit B of the RFA.

- C. Section Three –RFA Procedures and Provisions, including Submission Requirements

- 1. Submission Requirements

Florida Housing will continue receiving Applications through online submission only. Application Fees will continue to be submitted via check, ACH or wire payments. Florida Housing **strongly recommends** providing the Federal Reference Number and wire confirmation number for wire payments, and trace number for ACH, in addition to the RFA Number/Development Name. Additionally, Florida Housing strongly recommends that payments be submitted at least 48 hours in advance of the Application Deadline.

In the event that the online submission is not received, the payments will be refunded.

- 2. 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.

- 3. If the Attachment document is bookmarked, the Application will be awarded 5 points.

Instructions for adding bookmarks to pdf documents prior to uploading the Application has been added to each RFA Webpage. Acrobat Standard DC or Acrobat Pro DC are the programs required to create bookmarks.

D. Section Four of the RFA outlines instructions for completing Exhibit A

1. Review of Attachments

With the exception of the narrative responses, 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 Application may be subject to material misrepresentation, even if the Application was not selected for funding, was deemed ineligible, or was withdrawn.

2. 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 the Pilot Period.

b. Homeless Demographic Commitment

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

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.

c. HOME-ARP Units

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

(1) 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.

(a) 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.

(b) Low HOME Rents are utilized

High and Low HOME Rent charts are available on the Corporation's Website at <https://www.floridahousing.org/owners-and-managers/compliance/rent-limits> (also accessible by clicking [here](#)).

(c) 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.

- (2) 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 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. Specifically:
    - o 25 percent of total units in the property must serve Persons with Special Needs, and Applicants must choose at least one Persons with Special Needs subpopulation which will also determine whether the proposed Development must meet Level 1 or Level 2 Requirements; and
    - o 25 percent of total units in the property must serve Homeless Households (this includes the original 10 percent set-aside for Homeless Households required starting in Year 1).
  - e. Note that examples of how the Demographic Commitments might be met for a 100-unit Development are provided in RFA.
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

- (1) Only Non-Profit Applicants are eligible for funding. State the name of the Non-Profit Applicant.
- (2) Evidence that Applicant is legally formed entity qualified to do business in Florida as of Application Deadline
- (3) The Applicant must meet the definition of a Non-Profit as set out in Rule 67-48, F.A.C. To demonstrate that this definition is met, Applicants must meet the requirements in **both** (a) and (b) below.

(a) Material Participation

Material Participation documents required to be submitted by ALL Applicants, regardless of whether the Applicant went through Non-Profit Advance Review Process described in (4) below:

The Non-Profit Entity Material Participation Questionnaire (Form Rev. 10-2021), **and** the Executive Director Certification of Non-Profit Material Participation form (Rev. 10-2021);

(b) Demonstration of Non-Profit entity qualifications

To meet this eligibility requirement, **for each Non-Profit entity that makes up the Non-Profit Applicant** provide **either** the Executive Director Certification of Non-Profit Entity Qualifications Form (Rev. 10-2021) **that was stamped "Approved" by the Corporation as outlined in (4) below\***; **or** the Non-Profit Application Package outlined in (i) through (iii) below

(i) The Executive Director Certification of Non-Profit Entity Qualifications form

The Executive Director Certification of Non-Profit Entity Qualifications form (Rev. 10-2021), which must be completed and signed by the Executive Director of the non-profit entity.

If the Non-Profit Application Package is submitted during the Non-Profit Advance Review Process and meets all requirements outlined in (4) below, this form will be stamped "Approved" and returned to the Applicant. Applicants that submit the **Corporation-approved\*** Executive Director Certification of Non-Profit Entity Qualifications Form (Rev. 10-2021) as Attachment 2 for **each** Non-Profit entity that makes up the Non-Profit Applicant will receive 10 points without the need to resubmit the rest of the Non-Profit Application Package.

(ii) IRS determination letter

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 Application Deadline of this RFA;

(iii) Non-Profit Bylaws and/or Articles of Incorporation

The Non-Profit Bylaws and/or Articles of Incorporation demonstrating all of the following requirements are met. Information may be found in either the Bylaws or the Articles of Incorporation. The Applicant should submit both documents, including any subsequent amendments, for review in order to ensure all of the below requirements are met.

(A) The role and responsibilities of the Board of directors;

(B) The number of members that are part of the Board; and

(C) The bylaws or articles of incorporation must state one of the purposes of the Non-Profit is to foster low-income housing. This requirement may be met with the most recent IRS form 990, if the form 990 states that one of the purposes of the Non-Profit is to foster low-income housing.

\*The Applicant may submit any Corporation-approved Executive Director Certification of Non-Profit Entity Qualifications Form (Rev. 10-2021) in lieu of the Non-Profit Application Package, even if approved in a prior RFA cycle.

(4) Non-Profit Advance Review Process (10 Points)

The Non-Profit Application Package may be submitted to the Corporation prior to the Application Deadline. The Corporation will review the Non-Profit Application Package and, if the above requirements are met, will stamp the Executive Director Certification of Non-Profit Entity Qualifications Form (Rev. 10-2021) with the date that the form was received and approved, then return it to the Applicant. Applications will receive 10 points if the submitted Executive Director Certification of Non-Profit Entity Qualifications Form (Rev. 10-2021) is stamped "Received" by the Corporation at least 14 Calendar Days prior to the Application Deadline AND stamped "Approved" prior to the Application Deadline for **each non-profit entity**.

Applicants are strongly encouraged to send the Non-Profit Application Package to the email address FHFC\_NonProfit\_AdvanceReview@floridahousing.org (also available by clicking [here](#)) at least eight weeks prior to the Application Deadline.

- (5) Goal to fund one Application submitted by an Applicant that qualifies as a 100% Non-Profit Applicant
- (6) Homeless Assistance Continuum of Care Requirements for all Applicants

b. Developer Information

- (1) Name of Developer (including all co-Developers);
- (2) Evidence each Developer is a legally formed entity qualified to do business in Florida as of Application Deadline
- (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 a Housing Credit development 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.

This information will now be entered into Exhibit A and not a separate exhibit.

- (b) Developer Experience Withdrawal Disincentive (5 points)
- (c) Prior Development Experience a Point Item in Future RFAs has been removed from this RFA

The draft RFA posted on March 22, 2022 stated that the Corporation will award points for Development Experience in certain RFAs beginning with the 2022/2023 RFA Cycle if criteria described in the RFA is met. This item has been removed from this RFA and will not be a scoring consideration for the Applications that apply within this RFA.

c. Principals of the Applicant and Developer(s) Disclosure Form

(1) Eligibility

The Principals Disclosure Form must identify the Principals of the Applicant and each Developer, pursuant to the RFA, as of the Application Deadline. 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.

The investor limited partner of an Applicant limited partnership, or the investor member of an Applicant limited liability company must be identified.

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

Applicants will receive 5 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.

The Advance Review Process for Disclosure of Applicant and Developer Principals is available on the RFA Webpage.

- d. Contact information on Management Company
- e. Community-Based Board of Directors Requirement
- f. Managing Entity

(1) Region

(2) Managing Entity Chief Executive Officer/ Managing Entity Operational Contact Person

The Managing Entity Chief Executive Officer 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 \_\_--2021. The Managing Entity Operational Contact Person is optional.

(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). This Agreement must be executed by both the Authorized Principal Representative and the Managing Entity Chief Executive Officer. 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.

A draft MOA has been posted on the RFA webpage and can be accessed directly [here](#).

g. Authorized Principal Representative / Operational Contact Person

The Authorized Principal Representative identified in the Application (a) must be a natural person Principal 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 (referenced above); (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. 10-21); and (f) if funded, will be the recipient of all future documentation that requires a signature. The Operational Contact Person is optional.

4. General Proposed Development Information

a. Development Name

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 (i.e., Garden, Duplexes, Quadraplexes, Mid-Rise (4, 5 or 6 stories), or High Rise (7 or more stories)).

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 Construction Qualifications

To qualify as “Enhanced Structural Systems Construction” (“ESS Construction”) for purposes of the Total Development Cost Limitation calculation and Leveraging calculation, the proposed Development must meet the ESS Construction qualifications outlined in the RFA.

e. Breakdown of number of units

Complete the chart in Exhibit A 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.

Note: In past RFAs, this was only required if there was a combination within the same Development. It is now required for all Applications.

5. Location

a. County

b. Location

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

d. Provide latitude and longitude coordinates for the Development Location Point and, if applicable, the Scattered Sites, stated in decimal degrees.

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.

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



6. Number of Buildings and Units

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

(2) Required Income Set-Aside Units

If the Average Income Test is not selected, at least 80 percent of the units shall be rented to households (person or persons) with incomes at or below 60 percent of the Area Median Income (AMI).

If the Average Income Test is selected, at least 80 percent of the Development's total units must be set aside at 80 percent AMI or less, but the Average AMI of the Qualifying Housing Credit Units cannot exceed 60 percent.

(3) Required ELI Commitments

If the Average Income Test is selected, at least 15 percent of the total units must be set aside to serve Extremely Low Income (ELI) Households.

If the Average Income Test is not selected, at least 10 percent of total units must be set aside to serve ELI Households.

(4) 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 I 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. Unit Mix

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 will be permitted.
- Units may have no more than three bedrooms.
- 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.

e. Number of residential buildings must be provided.

f. Compliance Period

#### 7. Readiness to Proceed

- a. A Site Control form is no longer required. Site control documentation must be submitted with the Application.

Applicants must demonstrate site control as of Application Deadline by providing an eligible contract (effective at least through January 31, 2023), a deed, and/or a lease.

- b. The 06-20 Ability to Proceed forms (zoning, water, sewer/package treatment/septic tank) are provided on the RFA Webpage. These must be submitted with the Application.

The 08-20 Ability to Proceed forms (electricity and roads) must be submitted during credit underwriting.

Note: The 08-18 Ability to Proceed forms will not be accepted.

#### 8. Required Construction Features

- a. Federal Requirements and State Building Code Requirements

b. General Features

- c. Accessibility, Adaptability, Universal Design and Visitability Features

(1) Level 1 Accessibility Requirements

(2) Level 2 Accessibility Requirements

- d. Required Green Building Features and Green Certification for all Developments

#### 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, a Housing Stability Services Coordinator must be provided to support these residents and oversee implementation of resident plans and provide or coordinate services for each resident.

- b. Resident Community-Based Services Coordination

The provision of community-based Services Coordination 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 primary responsibilities of the Housing

Stability Services Coordinator(s) may not include provision of resident services coordination to the rest of the residents.

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 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) \*.

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

### a. Funding available

#### (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 in the RFA for the applicable county.

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

The Applicant's Competitive Housing Credit Request Amount is limited to the lesser \$22,000 per unit; or \$1,887,000 per Development.

b. Basis Boost Qualifications

- Subsequent Phase of a Multiphase Development
- HUD-designated Small Area DDA (SADDA)
- HUD-designated Non-Metropolitan DDA
- HUD-designated QCT

The 2022 HUD-designated DDAs, SADDAs, and QCTs can be found on the webpage <https://www.huduser.gov/portal/datasets/qct.html> (also available by clicking [here](#)).

c. Developer Fee for this RFA is based on 16% of Development Cost.

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.

E. Narrative Scoring

1. Demographic Populations to Be Served (no points awarded)

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.

2. 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. In the case of a joint venture Applicant, describe the experience of each joint venture entity that makes up the Applicant entity.

3. 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. In the case of a joint venture Applicant, describe the experience of each joint venture entity that makes up the Applicant entity.

4. 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.

5. 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.

6. 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 prior experience accessing and administering Project-Based Rental Assistance for its Permanent Supportive Housing properties to support rent payments from low-income residents.

#### F. Ranking and Funding Selection

##### 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 Leveraging Classification, with Applications having a lower amount of total Corporation funding per Set-Aside Unit above those with a higher amount of total Corporation funding per Set-Aside Unit, as described in Item 2 of Exhibit C;
- c. 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
- d. By lottery number, resulting in the lowest lottery number receiving preference.

##### 2. Goals

###### a. Experience Goal

Goal to fund two Applications in this RFA that have at least one Principal of the Applicant that are also currently Principals of Developments selected for funding in RFA 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.

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.

##### 3. Managing Entity Region Award Tally

#### 4. 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.

#### G. Credit Underwriting Process

#### H. Exhibits to RFA

1. Exhibit A – Application
2. Exhibit B – Definitions used in RFA that are not defined in Rule
3. Exhibit C – Additional Information
  - a. Total Development Cost Per Unit Limitation methodology used in credit underwriting and final cost certification –templates and training video available on RFA Webpage
  - b. Multipliers and Leveraging Level Classification Methodology
  - c. Florida Job Creation Funding Preference
  - d. Fees
  - e. Additional Requirements
4. Exhibit D – Timeline
5. Exhibit E – intentionally omitted
6. Exhibit F – intentionally omitted
7. Exhibit G - Tenant Application and Selection Requirements
8. Exhibit H - Credit Underwriting Procedures for the NHTF Forgivable Loan
9. Exhibit I - Requirements of the Pilot Program
  - a. How the pilot period will be determined

- b. Requirements working with the Corporation and other Applicants during pre-pilot, pilot and post-pilot
- c. Reporting requirements
- d. Housing stability coordination services

10. Exhibit J - Additional Information for the HOME-ARP Loan

I. Other Important Information

- 1. Public comment link on the RFA Webpage for viewing and submitting public comments
- 2. Question and Answers process outlined in Section Three, D. of the RFA
- 3. Expected Timeline

Issue Date:	June 14, 2022*
Due Date:	July 19, 2022 at 3:00 p.m.
Review Committee Meeting:	September 7, 2022 at 2:00 p.m.
Board Approval:	September 16, 2022

\*Previous references to the issue date stated that this RFA would be issued on June 7, 2022. June 14 is the new date.

J. Other Discussion Topics