

Florida Housing Finance Corporation
RFA 2020-205 SAIL Financing of Affordable Multifamily Housing Developments to be Used in Conjunction with
Tax-Exempt Bonds and Non-Competitive Housing Credits Workshop Agenda
Registration for Workshop is required. Registration information is available on RFA Webpage¹

Overview

- A. Introductions
- B. Purpose of RFA

The workshop will be held to solicit comments and suggestions from interested persons relative to Florida Housing’s proposed RFA 2020-205 SAIL Financing of Affordable Multifamily Housing Developments to be Used in Conjunction with Tax-Exempt Bonds and Non-Competitive Housing Credits.

Funding available

- A. Estimated total SAIL funding amount of \$88,959,045, to be divided as follows:

- 1. Demographic Funding Available:

- \$28,322,595 of Elderly funding (Demographic Commitment of Elderly ALF or Non-ALF)
- \$60,636,450 of Family funding (Demographic Commitment of Family)

Up to a maximum of \$24,321,177 of the Family funding (50% of the total) shall be reserved for Applicants that demonstrate self-financed sources, and meet additional Application criteria set forth in Section Four, A.3.a.(1)(b) below. (“Self-Sourced Applicants”)

\$36,315,273 of the Family funding (50% of the total) shall be reserved for Applicants that select the Family Demographic Commitment but do not qualify as Self-Sourced Applicants.

- 2. Geographic Funding Available:

- \$47,859,966 for Large Counties
- \$32,203,174 for Medium Counties
- \$8,895,905 for Small Counties

- B. ELI Loan for Extremely Low Income (ELI) Set-Aside units:

Applicants that are not committing to the Average Income Test are required to commit 10% of the total units as ELI Set-Aside Units. All Applications are eligible for ELI loan funding for each of the required ELI Set-Aside units, not to exceed a total of \$600,000.

Applicants that are committing to the Average Income Test are required to commit 15% of the total units as ELI Set-Aside Units. All Applications are eligible for ELI loan funding for each ELI unit, for up to 10% of the total units, not to exceed a total of \$600,000.

¹ References to the RFA Webpage refer to <https://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2020/2020-205> which can be accessed [here](#).

C. National Housing Trust Funds (NHTF)

A total of \$9,000,000 in NHTF Funding will be made available to Applicants proposing the Development Category of New Construction or Redevelopment (with or without Acquisition), if requested. If NHTF Funding is requested, the NHTF Unit requirements outlined in the RFA must be met. These requirements are similar to HOME funding, such as the requirement to comply with the HUD environmental requirements as provided in 24 CFR 93.301(f)(1) and (2). However, Non-Profit Applicants will not be charged a fee for the environmental review.

D. Tax-Exempt Bond Financing and 4 Percent Non-Competitive Housing Credits

All proposed Developments must use the SAIL funding offered under this RFA in conjunction with Tax-Exempt Bonds and 4% (Non-Competitive) Housing Credits.

The Applicant must apply for the following as a part of its SAIL RFA Application submission:

1. Corporation-issued Multifamily Mortgage Revenue Bonds (MMRB) and 4% Housing Credits (HC); or
2. 4% HC, to be used with Non-Corporation-issued Tax-Exempt Bonds

Outline of RFA

A. Section One – Introduction

B. Section Two – Definitions

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

1. Revised Definitions

Exhibit B includes the revised definitions for Proximity Services discussed in the RFA workshops held on March 5 and May 29, 2020, as well as the revision discussed in a listserv announcement sent on June 23, 2020 regarding allowance for services that were in existence and available for use by the general public as of March 1, 2020 but not available as of the Application Deadline because of temporary closures or service suspensions due to COVID-19 or other emergency suspension based on an official emergency declaration.

2. New! – Veteran Definition

A person who served in the active military, naval, or air service and who was discharged or released under honorable conditions only or who later received an upgraded discharge under honorable conditions, notwithstanding any action by the United States Department of Veterans Affairs on individuals discharged or released with other than honorable discharges.

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

New! – The submission process has been revised.

1. Electronic submission

The Application Package will continue to be electronically uploaded. There is no longer a requirement for a hard copy. The Application Fee may be submitted via check or wire. The instructions for submitting this are outlined in Section Three.

2. 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. Include the Applicant Certification and Acknowledgement form, executed by the Authorized Principal Representative, to indicate the Applicant's certification and acknowledgement of the provisions and requirements of the RFA.

2. Demographic Commitment

- a. The Demographic Commitment may be Family and Elderly (ALF or non-ALF). Note: Self-Sourced Applicants must select the Family Demographic Commitment.
- b. New! - Veteran Preference in Elderly (ALF or Non-ALF) Developments in Medium and Large Counties

To qualify for the Veteran Preference in Elderly Developments, commit to offer a preference to Veterans on occupancy applications and waitlists throughout the Compliance Period with a goal of at least five percent of the units in the Development being occupied by one or more Veterans.

Veteran Households that meet the Link Units or other AMI Set-Aside requirements will also count towards the goal of at least five percent of the units in the Development being occupied by one or more Veterans.

3. Applicant/Developer/Management Company/Contact Person

- a. Applicant

- (1) State the name of the Applicant and whether the Applicant is a Self-Sourced Applicant. A summary of all criteria for Self-Sourced Applicants is in Section Four, A.3.a.(1)(b) of the RFA.
- (2) Evidence that Applicant is legally formed entity
- (3) If applying as a Non-Profit, the Applicant must meet the definition of a Non-Profit as set out in Rule 67-48, F.A.C., and provide documents outlined in RFA.

- 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) New! - 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, 2000 completed at least one multifamily

rental housing development that consists of a total number of units no less than 50 percent of the total number of units in the proposed Development.

(b) Developer Experience Withdrawal Disincentive (5 points)

(c) Emergency Rule 67ER20-1 Disincentive Points (5 Points)

To qualify for five points, confirm that, per Emergency Rule 67ER20-1, all increases in rent that impact existing tenants in all Applications that share Principals of the Applicant or Developer financed in whole or in part by the Corporation have been suspended March 8, 2020 through July 28, 2020.

This will be confirmed in credit underwriting. If it is later determined that rent increases were not suspended as described above, the award for the affected Application will be rescinded and all Principals of the affected Applications may be subject to material misrepresentation.

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

The Corporation will award points for Development Experience in certain RFAs beginning with the 2021/2022 RFA Cycle if criteria described in the RFA is met.

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.

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

(2) New! - 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. Management Company Information

(1) New! - In addition to the name of Management Company, contact information will also be required

(2) Required General Management Company experience

The Management Company or a principal of the Management Company must have completed at least two affordable rental housing properties, at least one of which consists of a total number of units no less than 50 percent of the total number of units in the proposed Development, for at least two years each.

e. Authorized Principal Representative / Operational Contact Person

The Authorized Principal Representative identified in the Application MUST be a Principal of the Applicant and MUST sign the Applicant Certification and Acknowledgement form and the Site Control Certification form. The Operational Contact Person is optional.

4. General Proposed Development Information

a. Development Name

b. Development Category

(1) The Development Categories for these RFAs are New Construction*, Rehabilitation**, Acquisition and Rehabilitation**, Redevelopment, Acquisition and Redevelopment.

*Self-Sourced Applicants must commit to the New Construction Development Category.

**For purposes of SAIL funding, this includes Substantial Rehabilitation.

(2) The Development Category qualifications are outlined in each RFA. This includes a description of the Development Category Qualification Letter that is required of all Developments with the Development Category of Redevelopment (with or without Acquisition).

c. Development Type (i.e., Garden, Townhouses, Mid-Ride (4, 5 or 6 stories), or High Rise (7 or more stories)).

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.

5. Location

a. County

b. Provide the address

c. State whether the Development consists of Scattered Sites

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

e. Proximity

All Large County Applications must achieve a minimum number of Transit Service Points and achieve a minimum number of total proximity points to be eligible for funding.

Small and Medium County Applications are not required to achieve a minimum number of Transit Service Points but must achieve a minimum number of total proximity points to be eligible for funding.

New! – In addition to the Proximity Funding Preference, the RFA includes a new Grocery Store Preference and Community Services Preference.

New! - All Applicants can earn up to 22 proximity points, up to 6 points for Transit and 4 points for each Community Service, regardless of the Demographic Commitment. The chart for awarding points is outlined in Item 2 of Exhibit C of each RFA.

Development Location	If Eligible for PHA or RD Proximity Point Boost, Required Minimum Transit Service Points that Must be Achieved to be Eligible for Funding	If NOT Eligible for PHA or RD Proximity Point Boost, Required Minimum Transit Service Points that Must be Achieved to be Eligible for Funding	Required Minimum Total Proximity Points that Must be Achieved to be Eligible for Funding	Minimum Total Proximity Points that Must be Achieved to Receive the Proximity Funding Preference	Minimum Number of Proximity Points for Grocery Store that Must be Achieved to Receive the Grocery Store Preference	Minimum Community Service Points that Must be Achieved for two Community Services to Receive the Community Service Preference*
Large County	1.5	2	10.5	12.5 or more	0.5	6.5
Medium County	N/A	N/A	7	9 or more	0.5	6.5
Small County	N/A	N/A	4	6 or more	0.5	6.5

*To qualify for the Community Service Preference, the Application must achieve a minimum of 6.5 proximity points based on the actual proximity points for the two highest scoring Community Services. If the proximity points for two Community Services do not achieve a minimum of 6.5 proximity points, the Application will not qualify for the preference.

f. Mandatory Distance Requirement

To meet the Mandatory Distance Requirement automatically, select the Development Category of Rehabilitation or Redevelopment (with or without acquisition), in addition to the other criteria outlined in the RFA.

Applications that are not eligible for automatic qualification will only qualify if the distance between the Development Location Point, and the latitude and longitude coordinates provided for any Scattered Sites, if applicable, to the coordinates for the other properties identified on the 2020 FHFC Development Proximity List (the List) that serve the same demographic group as the proposed Development are at least the distance stated below.

A draft of the Proximity List has been posted to the RFA Webpage.

	Distance between the proposed Development and Developments on the List if proposed Development is an LDA Development	Distance between the proposed Development and Developments on the List if proposed Development is <u>not</u> an LDA Development; AND the Development on the Proximity List has <u>at least</u> 31 Total Units	Distance between the proposed Development and Developments on the List if proposed Development is <u>not</u> an LDA Development; AND the Development on the Proximity List has <u>less than</u> 31 Total Units
All Small Counties	5 miles	2.0 miles	1.0 miles
All Medium Counties	5 miles	1.0 miles	N/A
All Large Counties	N/A	0.5 miles	N/A

g. Limited Development Areas (LDA)

A proposed Development will be designated as an LDA Development if it is located in Glades, Madison or Sumter County.

For an LDA Development to be deemed eligible for funding, it must meet all of the LDA Development Conditions stated in RFA.

Note: Developments proposed in Hendry, Highlands, Indian River, Lee, and Volusia will also be deemed LDA if serving the Demographic Commitment of Farmworker, which will only affect RFA 2021-104 SAIL Financing Farmworker and Commercial Fishing Worker Housing when it is issued.

6. Number of Buildings and Units

a. Number of Units

Note: All Buildings must consist of at least five units per building. This will be confirmed in credit underwriting.

All proposed Developments must consist of a minimum of 30 total units. The maximum total number of units, if applicable, is limited as follows:

(1) Elderly Non-ALF Developments

(a) There is no total unit limitation for proposed Developments with the Development Category of Rehabilitation, with or without Acquisition, of an existing, occupied housing facility that is operating as housing for older persons as set forth in the Federal Fair Housing Act as of the Application Deadline.

(b) Proposed Developments that do not meet the conditions in (a) above that are located in Columbia County may consist of up to 55 total units. Proposed Developments that do not meet the conditions in (a) above that are located in Miami-Dade County and Broward County may consist of up to 200 total units. Proposed Developments that do not meet the conditions in (a) above that are located in all other counties may consist of up to 160 total units.

(2) Elderly ALF Developments that are located in Columbia County may consist of up to 55 total units. All other Elderly ALF Developments may consist of up to 125 total units.

(3) Family Developments

Proposed Developments with a Development Category of New Construction or Redevelopment, with or without Acquisition that are requesting Corporation-issued MMRB cannot exceed a maximum of 300 total units.

b. Breakdown of number of units that are new construction or rehabilitation

c. If the Development Category is Rehabilitation, with or without Acquisition, indicate whether there are any existing units on the Development site as of Application Deadline, and if so, the occupancy status of such units.

d. Set-Aside Commitments

(1) Total Income Set-Aside Units

- (a) For Demographic Commitment of Family, Elderly Non-ALF, and Person with a Disability – at least 80 percent of the total units must be set aside at 60 percent AMI or less; or
- (b) For Demographic Commitment of Elderly ALF – at least 50 percent of the total units must be set aside at 60 percent AMI or less.
- (c) Average Income Test - at least 80 percent of the total units must be set-aside at 80% AMI or less; however, the average AMI of ALL of the Set-Aside Units must be at or below 60% AMI.

(2) Extremely Low Income (ELI) Set-Aside Units

ELI Set-Aside Unit Requirements for proposed Developments from Non-Self-Sourced Applicants

If the Average Income Test is not selected and the proposed Development is not an LDA Development, the Applicant must set aside at least 10 percent of total units for ELI Households. If the proposed Development is an LDA Development, the Applicant must set aside at least 30 percent of total units for ELI Households. The AMI for each county will be provided in the RFA.

If the Average Income Test is selected and the proposed Development is not an LDA Development, the Applicant must set aside at least 15 percent of total units for ELI Households. If the proposed Development is an LDA Development, the Applicant must set aside at least 30 percent of total units for ELI Households. The ELI units must be set aside at 30% AMI and below.

Set-Aside Unit Requirements for Self-Sourced Applicants that did not select the Average Income Test

If the Average Income Test is not selected, the Applicant must set aside at least five percent of the total units below 50 percent AMI. None of these units are required to be set aside for ELI Households; however, the Applicant will qualify for ELI Loan Funding if units are set aside for ELI Households (“ELI Set-Aside Units”) at the applicable county AMI provided in the RFA.

Set-Aside Unit Requirements for Self-Sourced Applicants that did selected the Average Income Test

If the Average Income Test is selected, the Applicant must set aside at least five percent of the total units below 50 percent AMI. Applicants will only qualify for ELI Loan Funding if units are set aside for ELI Households at 30 percent AMI or below (“ELI Set-Aside Units”), in addition to the five percent of the total units set aside below 50 percent AMI.

(3) Link units for Persons with Special Needs

With the exception of Developments financed with HUD Section 811 or United States Department of Agriculture RD program, and Applicants that select the Elderly ALF Demographic Commitment, all Developments must commit to set-aside a percentage of the ELI Set-Aside units as Link Units for Persons with Special Needs as follows:

- If the proposed Development is not an LDA Development, 50 percent of the ELI Set-Aside units, rounded up must be set aside as Link units for Persons with Special Needs.
- If the proposed Development is an LDA Development, 30 percent of the ELI Set-Aside units, round up, must be set aside as Link units for Persons with Special Needs.

(4) National Housing Trust Fund (NHTF) Units

In addition to the SAIL funding, ELI gap loan funding, non-competitive Housing Credits, and bond funding, \$9,000,000 in NHTF Funding will be made available to Applicants committing to the Development Category of New Construction or Redevelopment (with or without acquisition). If forgivable NHTF Funding is requested, the following NHTF Unit requirements must be met as further outlined in the RFA:

- (a) If the proposed Development is located in a Large County, five units that were committed to serving 60% AMI will be deemed NHTF Units;
- (b) If the proposed Development is located in a Medium County, three units that were committed to serving 60% AMI will be deemed NHTF Units;
- (c) NHTF Units will be committed to serving 22% AMI;
- (e) NHTF Units must be set aside as Link units for Persons with Special Needs who are referred by a Corporation-designated Special Needs Household Referral Agency;
- (f) After 30 years, all of the NHTF Units may convert to serve residents at or below 60 percent AMI; and
- (g) For purposes of the Average Income Test, NHTF Units will be treated as 60 percent AMI units.

Note: Examples of the options for Set-Asides are provided in Section Four, A.6.d. of the RFA.

- e. Unit Mix requirements outlined in RFA are based on Demographic Commitment
- f. Number of residential buildings must be provided.
- g. Compliance Period - All Applicants are required to set aside the units for 50 years.

7. Readiness to Proceed

- a. A Site Control form must be submitted with site control documentation and executed by the Authorized Principal Representative.

Applicants must demonstrate site control as of Application Deadline by providing an eligible contract (effective at least through May 31, 2021), a deed, and/or a lease.

- b. New! - 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. Construction Features

Proposed Developments with the Development Category of New Construction or Redevelopment, with or without Acquisition, must select one of the Green Building Certification programs. Proposed Developments with a Development Category of Rehabilitation, with or without Acquisition, must select enough additional Green Building features in Exhibit A so that the total point value of the features selected equals at least 10 points. All Developments that involve any rehabilitation that are awarded funding will be required to do the Capital Needs Assessment process (Exhibit F).

9. Resident Programs

- a. If the Family Demographic is selected, provide at least three of the resident programs: After School Program, Adult Literacy, Employment Assistance Program, Family Support Coordinator, Financial Management Program.
- b. If the Elderly Demographic (ALF or Non-ALF) is selected, provide at least three of the resident programs, in addition to the required resident programs outlined in the RFA: Adult Literacy, Computer Training, Daily Activities, Assistance with Light Housekeeping/Grocery Shopping/Laundry, Resident Assurance Check-In Program.

10. Funding

a. SAIL

(1) Eligible SAIL Loan Request Amount maximum – the lesser of:

- Self-Sourced Applicants are limited to a maximum SAIL request limit of \$30,000 per unit; however, this may be further reduced if Permanent Sources that Cause Reduction in Maximum SAIL Request Amounts of Self-Sourced Applicants are provided*. All other Applicants are limited to a maximum SAIL request limit of \$70,000 per unit;
- \$7,000,000 per Development that is located in a Large County, and has a Development Category of New Construction or Redevelopment (with or without Acquisition);
- \$6,000,000 per Development that is located in a Small or Medium County, and has a Development Category of New Construction or Redevelopment (with or without Acquisition);
- \$5,000,000 per Development if the Development Category is Rehabilitation (with or without Acquisition);
- A maximum of 25 percent of Total Development Cost if less than five percent of the total units are ELI Set-Aside Units, or 35 percent of Total Development Cost if at least five percent of the total units are ELI Set-Aside Units

(2) Eligible SAIL Loan Request Amount minimum

Miami-Dade County Applications must reflect a minimum SAIL Loan Request Amount of \$250,000. If any adjustments are made during the scoring process which cause the Applicant's SAIL Loan Request Amount to fall below \$250,000, the Application will no longer be eligible to be considered for any funding.

b. Eligible ELI Loan Request Amount

- (1) All Applications are eligible for ELI Loan funding for each of the ELI Set-Aside units, up to the lesser of 10 percent of the total units or \$600,000. Applicants that commit to the Average

Income Test are not eligible to receive the gap funding for the remaining 5 percent ELI requirement.

- (2) The amount of the loan is dependent upon the county where the proposed Development is located and the Development's unit mix. Applicants should use the RFA 2019-116 ELI Maximum Determination Worksheet which has been posted to the RFA Website.
- (3) The ELI Loan shall be forgivable and is subject to the credit underwriting and loan terms and conditions outlined in the RFA.

c. NHTF Funding

An Applicant that commits to the Development Category of New Construction or Redevelopment will be awarded NHTF funding based on the number of required NHTF Units using the following:

Large County will be awarded NHTF Funding for five NHTF Link units.

Medium County will be awarded NHTF Funding for three NHTF Link units.

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 the RFA.

Because the exact amount of NHTF Funding awards will be calculated after Applications are selected for funding, NHTF Funding will not be counted as a source of funding on the Development Cost Pro Forma.

d. Tax-Exempt Bonds:

(1) Corporation-issued MMRB; or

(2) Non-Corporation-issued Tax-Exempt Bonds (i.e., bonds obtained through a Public Housing Authority (established under Chapter 421, F.S.), a County Housing Finance Authority (established pursuant to Section 159.604, F.S.), or a Local Government

e. Non-Competitive 4% HC.

f. Developer Fee for this RFA is based on 18% of Development Cost

g. Per Unit Construction Funding Preference

11. Local Government Contributions

a. With the exception of Applicants of proposed Developments located in Miami-Dade County, Applications with Development Category of Substantial Rehabilitation (with or without Acquisition) automatically qualify for 5 Points.

b. In order for Applicants of proposed Developments located in Miami-Dade County, regardless of Development Category, to receive the maximum of five points, provide evidence of at least \$250,000 in Local Government committed funding (i.e. grants and/or loans and/or fee waivers) that is effective as of the Application Deadline and is in effect at least through June 30, 2021. Fee deferrals cannot be counted towards the \$250,000 requirement. Applicants of proposed Developments located in Miami-Dade County with less than \$250,000 in committed funds from the Local Government will receive zero Local Government contribution points.

- c. In order for Applicants of proposed Developments located in counties other than Miami-Dade County that selected the Development Category of New Construction or Redevelopment, with or without Acquisition to receive the maximum of five points, provide evidence of a Local Government grant, loan, fee waiver and/or fee deferral that is effective as of the Application Deadline, is in effect at least through June 30, 2021, and has a value whose dollar amount is equal to or greater than the amount listed on the County Contribution List for All Counties Other than Miami-Dade County (set out in RFA) for the county in which the proposed Development will be located.
- d. If a Self-Sourced Applicant demonstrates Permanent Sources that Cause Reduction in Maximum SAIL Request Amounts of Self-Sourced Applicants, the funding will be divided by the total number of units. The result of this will be deducted from the maximum per unit SAIL request (\$30,000). For example: If a Self-Sourced Applicant is proposing a Development consisting of 100 total units and includes \$1,000,000 in permanent financing from a government entity, the maximum per unit SAIL Request will be reduced from \$30,000 per unit to \$20,000 per unit ($\$1,000,000 / 100 = \$10,000$. $\$30,000 - \$10,000 = \$20,000$).

Loans and fee deferrals must be net present valued using the discount rate of 5.50%.

D. Ranking and Funding Selection

1. Demographic Funding Available:

- \$28,322,595 of Elderly funding (Demographic Commitment of Elderly ALF or Non-ALF)
- \$60,636,450 of Family funding (Demographic Commitment of Family)

Up to a maximum of \$24,321,177 of the Family funding (50% of the total) shall be reserved for Applicants that demonstrate self-financed sources, and meet additional Application criteria set forth in Section Four, A.3.a.(1)(b) below. ("Self-Sourced Applicants")

\$36,315,273 of the Family funding (50% of the total) shall be reserved for Applicants that select the Family Demographic Commitment but do not qualify as Self-Sourced Applicants.

2. Geographic Funding Available:

- \$47,859,966 for Large Counties
- \$32,203,174 for Medium Counties
- \$8,895,905 for Small Counties

In order for an Application to be selected for funding, there must be enough of the applicable Demographic funding and Geographic funding available to fully fund the Applicant's Total SAIL Request Amount (i.e., total of the Applicant's Eligible SAIL Request Amount plus the Applicant's Eligible SAIL ELI Loan Request Amount).

3. Goals

- One Elderly, New Construction Application located in a Large County, with a preference for Applications that qualify for the Veterans Preference
- Three Family, New Construction Applications located in a Large County, with a preference that at least one Application is from a Self-Sourced Applicant.
- One Elderly, New Construction, Application located in a Medium County, with a preference for Applications that qualify for the Veterans Preference.
- Two Family, New Construction, Applications located in a Medium County, with a preference that at least one Application is from a Self-Sourced Applicant.

4. Sorting Order

- a. Per Unit Construction Funding Preference
- b. Leveraging Level
- c. Proximity Funding Preference
- d. New! - Grocery Store Funding Preference
- e. New! - Community Service Preference
- f. Florida Job Creation Funding Preference
- g. Lottery number

5. New! - Selection Process has been updated for the Veterans Preference in Medium and Large Counties.

E. Credit Underwriting Process

F. 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 – revised for clarification, plus there are new templates and training video available on RFA Webpages
- b. Transit and Community Service Scoring Charts
- c. New! –Revised Multipliers and Leveraging Level Classification Methodology

All eligible Applications will be divided into three lists: (i) the Applications with the Development Category of Rehabilitation and Acquisition and Rehabilitation; (ii) the Applications submitted by Self-Sourced Applicants; and (iii) all remaining Applications proposing New Construction and all Applications proposing Redevelopment.

All eligible Applications on each list will be assigned to one of five leveraging levels (Leveraging Level 1 representing the top 10 percent, Leveraging Level 2 representing the top 30 percent that are not Leveraging Level 1; Leveraging Level 3 representing the top 50 percent that are not Leveraging Level 1 or 2; Leveraging Level 4 representing the top 70 percent that are not Leveraging Level 1, 2 or 3; and Leveraging Level 5 remaining Applications).

If any Applications have identical total Corporation SAIL funding per set-aside unit amounts, the Applications will be further sorted using lottery number, with the HIGHEST (worst) lottery number being listed first.

- d. Florida Job Creation Funding Preference
- e. Fees
- f. Additional Requirements

4. Exhibit D – Timeline

5. Exhibit E – Additional requirements for the Link Units for Persons with Special Needs
6. Exhibit F – Rehabilitation Scoping Process with a Capital Needs Assessment
7. Exhibit G - Tenant Application and Selection Requirements
8. Exhibit H – Credit Underwriting Procedures for ELI Loan
9. Exhibit I – Credit Underwriting Procedures for NHTF Forgivable Loan

G. Other Important Information

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

Issue RFA:	October 15, 2020
RFA Due Date:	November 2020
Review Committee Meeting (make recommendations to Board)	December 2020
Request Board Approval of Recommendations	first Board Meeting of 2021

H. Other Discussion Topics