

Florida Housing Finance Corporation
RFA 2020-208 SAIL Financing for the Construction of Workforce Housing Second Workshop Agenda
February 14, 2020 at 10:00 a.m., Eastern Time
227 North Bronough Street, Tallahassee, Florida
Call-In: 1-888-339-2688; Passcode: 245 216 77

The RFA Webpage can be found at <https://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2020/2020-208> (also available by clicking [here](#)).

I. Overview

A. Introductions

B. Purpose of this workshop

To provide clarification on all questions and discussion generated at January 22, 2020 workshop regarding Set-Aside requirements and Workforce SAIL/Competitive Housing Credit request amounts.

II. Definitions, page 71

A. New - Joint Housing Credit/Workforce Housing Unit definition

For purposes of the Average Income Test, up to a maximum of 25 percent of the total units may be designated as Joint Housing Credit/Workforce Housing Units and set aside at either 70 percent AMI or 80 percent AMI. Joint Housing Credit/Workforce Housing Units are considered both Housing Credit Units and Workforce Housing Units for all calculations in this RFA.

B. Revised - Housing Credit Units definition

When not committing to the Average Income Test, Housing Credit Units are Units set aside at or below 60 percent of the Area Median Income for the county in which the Development is located. For purposes of the Average Income Test, Housing Credit Units may be set-aside at or below 80 percent of the Area Medium Income (AMI) in the county in which the Development is located, but the average AMI shall not exceed 60 percent.

C. Revised – Workforce Housing definition

For proposed Developments in counties other than Monroe County, Workforce Housing Units must be set aside above 60 percent AMI and no higher than 80 percent AMI. For proposed Developments in Monroe County, Workforce Housing Units must be set aside above 60 percent AMI and no higher than 120 percent AMI.

III. Revised – Unit Language, page 64

A. The Unit minimums are the same as presented in the January 22, 2020 workshop.

B. The Set-Aside language have been revised as follows:

(4) Total Income Set-Aside Commitment

For proposed Developments in counties other than Monroe County, all of the units must be set aside at 80 percent AMI or less. For proposed Developments in Monroe County, all of the units must be set aside at 120 percent AMI or less.

(5) Total Set-Aside Requirements

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

(i) If the minimum HC set-aside commitment of 20% at 50% AMI is selected, the total set-aside commitments will be as outlined below:

- At least 25 percent of the total units but not more than 30 percent of the total units, rounded up to the next whole unit, must be set aside at or below 50 percent of the AMI and entered in the rows labeled “Housing Credit Units” on the Total Set-Aside Breakdown Chart. This is the Applicant’s minimum IRC HC Set-Aside. This must include the ELI Set-Aside Unit requirement that at least 10 percent of the total units, rounded up to the next whole unit, be set aside at the ELI AMI level for the appropriate county.
- The remaining units will be considered the proposed Development’s Workforce Housing Units and must be entered on the Total Set-Aside Breakdown Chart in the row labeled “Workforce Housing Units”. For proposed Developments in counties other than Monroe County, these units must be set aside at an AMI that is greater than 60 percent but no higher than 80 percent. For proposed Developments in Monroe County, these units must be set aside at an AMI that is greater than 60 percent but no higher than 120 percent.

(ii) If the minimum HC set-aside commitment of 40% at 60% AMI is selected, the total set-aside commitments will be as outlined below:

- At least 45 percent of the total units but not more than 50 percent of the total units, rounded up to the next whole unit, must be set aside at or below 60 percent of the AMI and entered in the rows labeled “Housing Credit Units” on the Total Set-Aside Breakdown Chart. This is the Applicant’s minimum IRC HC Set-Aside. This must include the ELI Set-Aside Unit requirement that at least 10 percent of the total units, rounded up to the next whole unit, be set aside at the ELI AMI level for the appropriate county.
- The remaining units will be considered the proposed Development’s Workforce Housing Units and must be entered on the Total Set-Aside Breakdown Chart in the row labeled “Workforce Housing Units”. For proposed Developments in counties other than Monroe County, these units must be set aside at an AMI that is greater than 60 percent but no higher than 80 percent. For proposed Developments in Monroe County, these units must be set aside at an AMI that is greater than 60 percent but no higher than 120 percent.

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

- At least 45 percent of the total units but not more than 50 percent of the total units, rounded up to the next whole unit*, must be set aside at or below 60 percent of the AMI and entered in the rows labeled "Housing Credit Units" on the Total Set-Aside Breakdown Chart. This is the Applicant's minimum IRC HC Set-Aside. This must include the ELI Set-Aside Unit requirement that at least 15 percent of the total units, rounded up to the next whole unit, be set aside at or below 30 percent AMI level.

*Joint Housing Credit/Workforce Housing Units are not included in this calculation.

- Up to 25 percent of the total units may be entered as "Joint Housing Credit/Workforce Housing Units".** Joint Housing Credit/Workforce Housing Units are included in the Average Income Test calculation and when calculating the Workforce Housing Unit Request Amount.

**If the proposed Development consists of 101 units, the maximum number of Joint Housing Credit/Workforce Housing Units is 25 units ($101 \times 0.25 = 25.25$, rounded down).

- The remaining units will be considered the proposed Development's Workforce Housing Units and must be entered on the Total Set-Aside Breakdown Chart in the row labeled "Workforce Housing Units". For proposed Developments in counties other than Monroe County, these units must be set aside at an AMI that is greater than 60 percent but no higher than 80 percent. For proposed Developments in Monroe County, these units must be set aside at an AMI that is greater than 60 percent but no higher than 120 percent.

Note: Applicants are strongly encouraged to use the Average Income Test worksheet included on the Development Cost Pro Forma to assist Applicants in this calculation. The Development Cost Pro Forma is available on the RFA Website.

Example: A proposed Development consists of 125 total units and selects the Average Income Test.

- To meet the ELI Set-Aside Unit requirement, the Applicant sets aside 15 percent of the total units, rounded up to the next whole unit, (19 units) at 30 percent AMI.
- To meet the requirement that between 45 and 50 percent of the total units are Housing Credit Units at 60 percent AMI and below, the Applicant may choose to commit 7 units at 40 percent AMI and 34 units at 60 percent AMI, in addition to the 19 ELI Set-Aside Units.
- To meet the requirement that the average AMI of all of the Housing Credit Units plus Joint Housing Credit Units/Workforce Housing Units does not exceed 60 percent, and that the number of Joint Housing Credit Units/Workforce Housing Units does not exceed 25 percent of the total units, the Applicant may choose to 23 Joint Housing Credit

Units/Workforce Housing Units at 80 percent AMI in addition to the 60 Housing Credit Units.

- The remaining units (42) must be set-aside as Workforce Housing Units.

Note: If Average Income Test is selected, credit underwriting and final cost certification activities as required by Rule Chapter 67-48 or 67-21, F.A.C., as applicable, shall also include a minimum first mortgage amount when sizing the Applicant's Workforce SAIL Request Amount. The minimum first mortgage test will follow the same procedure as outlined for competitive housing credit allocations in Rule Chapter 67-48.0072(28)(g) except "Housing Credit Allocation" will be substituted with "Workforce SAIL Loan Amount" and the proposed amount of the net syndication/investor proceeds will assume to be an established known funding amount.

For Discussion: Florida Housing is considering removing the maximum of 25% of the total units may be entered as "Joint Housing Credit/Workforce Housing Units" and considering adding a maximum number of ELI Set-Aside Units.

IV. Revised – Request Amounts, page 68

As stated in the workshop held on January 22, 2020, the request amounts have been revised as follows:

a. Corporation Funding

(1) Workforce SAIL Funding

The Applicant must state the amount of Workforce SAIL funding.

Monroe County: The Applicant's Workforce SAIL Request Amount is limited to the lesser of the following:

- \$115,000 per Workforce Housing Unit (all Workforce Housing Units plus Joint Housing Credit/Workforce Housing Units) for proposed Developments with set-aside commitments at or below 80% AMI; or
- \$70,000 or per Workforce Housing Unit (all Workforce Housing Units plus Joint Housing Credit/Workforce Housing Units) for proposed Developments with set-aside commitments at or below 120% AMI; or
- \$2,434,000 per Development

All counties except Monroe County: The Applicant's Workforce SAIL Request Amount is limited to the lesser of the following:

- \$100,000 per Workforce Housing Unit (all Workforce Housing Units plus Joint Housing Credit/Workforce Housing Units); or
- \$6,500,000 per Development.

(2) Housing Credits

(a) Housing Credit Request Amount

(1) For proposed Developments located in Monroe County

If the proposed Development is located in Monroe County, state the amount of Competitive 9% Housing Credits being requested. The Applicant's Competitive Housing Credit Request Amount is limited to the maximum of \$36,000 per unit or \$1,100,000 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.

(2) For proposed Developments that are not located in Monroe County

If the proposed Development is not located in Monroe County, state the anticipated amount of Housing Credits being requested ("Applicant's Housing Credit Request Amount"). The 4% HC Request Amount is not subject to a request limit; however, if the request amount is not a whole dollar amount, the Corporation will round the amount down to a whole dollar amount.

V. Revised - Leveraging, page 84

Leveraging will not be to the penny. Leveraging Levels 1 – 5 will be assigned, first to Monroe County Applications, then to Applications proposing Developments in counties other than Monroe County.

VI. Holdover language regarding Route 301 Bonus Points in Miami-Dade County has been removed from the Points Chart in Section Five, A. of the RFA.