

RFA 2021-102 SAIL Financing for Smaller Permanent Supportive Housing Developments for Persons with Special Needs

PRE-APPLICATION MEETING QUESTIONS

Florida Housing will ask potential Applicants for funding through RFA 2021-102 that seek a Pre-Application Meeting to answer the following questions in the meeting. These questions are provided to assist potential Applicants in preparation for this meeting. To receive points in the RFA, the following representatives must be at the Pre-Application Meeting: one Principal of each entity that makes up the Applicant structure, and one Principal of each Developer. One Principal may represent multiple entities. However, all Principals present at the meeting must be reflected as a Principal of the corresponding entity on the Principals of the Applicant and Developer(s) Disclosure Form (Rev. 05-2019) that is submitted with the Application. In addition, while not required to receive points, a representative of the organization that will provide supportive services coordination should participate in the meeting, as well as consultants integral to the Application.

1. Provide a short description of the planned project, including:

- County and, if appropriate, the city where housing will be located;
- Number of units planned; New Construction or Acquisition/Rehabilitation; any other notable building features of the planned Development, such as type of dwellings to be proposed and unit mix.
- Key demographic population(s) to be served.
- Proximity to grocery stores, supportive service offices, medical facilities.

2. Name each entity under the Applicant structure, and generally describe their missions where they are located and experience in developing/managing housing and/or coordinating/providing supportive services. These entities must be those that will be applying for funding through RFA 2021-102 and will be represented by Principals on the Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-2019). Provide the following information:

- Name of project team members from each entity under the Applicant structure.
- Name of Developer or co-developers.
- The Non-Profit or for profit status of each entity. If an entity is a Non-Profit, provide the date of the IRS 501(c)(3) determination letter.
- The name of consultants, if any, that are integral to the Application and development process.

3. Name of Management Company

4. Describe how tenant selection will be carried out

5. Name of Supportive Services Coordinator

6. Describe how the potential Applicant has worked with the local community

7. Describe how residents will access transportation to essential services

8. Estimated Total Development Costs, and expected sources of development funds

9. Expected sources of operating funds

10. Material Participation of all members of the Applicant Entity. If the Applicant Entity includes more than one member, describe each entity's role in as much detail as possible related to each of the items below.

- Type of Joint Venture: Turn-key or long term (that is, will one of the members of the team be involved in the Proposed Development for a shorter period of time, or will these members both be involved in the Development through the entire compliance period)
- Context: Who came into development with what capacity/resources, and who brought partner(s) to table and how
- Ownership: Division of ownership percentages
- Fee and Cash Flow: Division of fees and cash flow (and when received by each)
- Guarantees: Who will provide construction, operating deficit reserve and repurchase guarantees
- Exit strategy: Who will be the owner at exit of compliance period and have the right of first refusal at the end of this period and whether any party has opportunities for action before this time
- What each party brings to the table:
 - Developer experience
 - Property (land)
 - Access to local government funding
 - Local Government/other relationships
 - Access to supportive services
 - Financial strength
- Be prepared to discuss in detail the division of responsibilities:
 - Pre-development funding – Who is providing and/or securing this funding and whether the Applicant applied for or received funding from FHFC’s Predevelopment Loan Program
 - Financial decisions affecting guarantees during construction
 - Procuring construction financing
 - Procuring operations funding if needed
 - Project management during the construction phase
 - Development expertise
 - Management of community/political relationships
 - Operations and management decisions, including:
 - Tenant leasing, including income targeting and mitigating barriers to entry
 - Marketing the property through relationships with the community

If you have any questions in preparation for the Pre-Application Meeting, please contact Florida Housing Finance Corporation staff at FHFC_PreApp_Meeting@floridahousing.org.