

Florida Housing Finance Corporation
RFA 2023-205 SAIL Financing of Affordable Multifamily Housing Developments to be Used in Conjunction with
Tax-Exempt Bonds and Non-Competitive Housing Credits Workshop Agenda
June 1, 2023, 2:00 p.m., Eastern Time

Workshop is held via webinar and in-person at Florida Housing at 227 N. Bronough Street, Tallahassee, FL 32301
To attend the workshop via webinar, registration 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 2023-205 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 \$108,075,595, to be divided as follows:

- 1. Demographic Funding Available:

- \$40,802,744 of Elderly funding (Demographic Commitment of Elderly ALF or Non-ALF)
- \$67,541,958 of Family funding (Demographic Commitment of Family)

Up to a maximum of \$33,770,979 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”)

\$33,770,979 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:

- \$56,664,279 for Large Counties
- \$40,845,953 for Medium Counties
- \$10,834,470 for Small Counties

- B. 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

¹ References to the RFA Webpage refer to <https://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2023/2023-205> which can be accessed [here](#).

2. 4% HC, to be used with Non-Corporation-issued Tax-Exempt Bonds

Note: Pursuant to subsection 67-21.003(11), F.A.C., the withdrawal by the Applicant from any one program will be deemed by the Corporation to be a withdrawal of the Application from all programs.

C. National Housing Trust Funds (NHTF) or Home Investment Partnerships Program (HOME) From The American Rescue Plan Act (HOME-ARP)

All non-Self-Sourced Applicants proposing the Development Category of New Construction must commit to a certain number of 22% units. All Self-Sourced Applicants have the option commit to 22% units. Forgivable NHTF or HOME-ARP funding will be made available for the 22% Units.

The requirements for 22% Units are outlined in the RFA and 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.

Applicants will be awarded NHTF Funding unless the Applicant is not eligible for NHTF Funding, whether due to requirements such as the HUD environmental requirements as provided in 24 CFR 93.301(f)(1) and (2), or due to a depletion of NHTF Funding available. Such Applicants may instead be awarded an equivalent amount of funding through HOME-ARP. Although the HUD environmental requirements provided in 24 CFR 93.301(f)(1) and (2) do not apply; however, all HOME-ARP requirements would apply such as how the units must be used for Qualifying Populations, the HUD environmental requirements provided in 24 CFR Part 92 and 24 CFR Part 58, AND Davis-Bacon requirements apply, if there are at least twelve 22% Units.

Outline of RFA

A. Section One – Introduction

B. Section Two – Definitions

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

C. Section Three- Submission Requirements and Financial Arrears

1. Submission Requirements

2. Financial Arrearage Requirement and Insurance Deficiency Requirement

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.

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

1. Review of Application

During the Review Committee scoring process, the Corporation (i) may rely on the answers submitted by the Applicant in Exhibit A, the Development Cost Pro Forma, and the Principal Disclosure Form; and (ii) may, but is not obligated to, review the substance of the documentation that is submitted as Attachments to the Application.

If it is determined that the Attachments do not meet the RFA requirements or the Applicant submitted materially incorrect information in the Application, the Corporation may take any or all of the following actions, even if the Application was not selected for funding, was deemed ineligible, or was withdrawn: deem the Application ineligible, rescind the award, and consider all Principals of the Applicant to have made a material misrepresentation subject to Section 420.518, F.S.

2. Demographic Commitment

- a. The Demographic Commitment may be Family and Elderly (ALF or non-ALF).
- b. Veteran Preference in Elderly (ALF or Non-ALF) Developments in Medium and Large Counties

As defined in Exhibit B, a Veteran is 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. 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 qualified to do business in Florida as of Application Deadline
- (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.

Demonstration of how the Non-Profit entity is materially substantially and materially participate in the predevelopment, management, and operation of the proposed Development (throughout the Compliance period, within the meaning of the material participation as defined in 26 USC §469, 26 USC §42, by submitting the Executive Director Certification of Non-Profit Entity Material Participation form (Rev. 09-22);

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.

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, 2003 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.

The individual meeting the Developer Experience requirements must be disclosed as a Principal of the Developer 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.

(b) New! - Developer Experience with Corporation funded Developments (fka The Withdrawal Disincentive)

Points will be awarded to all Applicants again this year, with the following changes to the language. This will be applied to all Applicants and is no longer limited to Self-Sourced Applications.

(i) Withdrawals prior to a certain period of time

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, unless an invitation to enter credit underwriting has also been accepted for the same Development in a different RFA.

(ii) Requests for additional Corporation Funding for a recently funded Development

Applications that request additional Corporation funding due to sizing (e.g., Viability Loan Funding or similar), regardless of whether the request is via approval of the Board of Directors or application of funds through a competitive process 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. Request for additional Corporation issued MMRB allocation in order to meet the 50% test is excluded from this point reduction.

(c) Reduction in number of Priority 1 Application submissions allowed in the Future Corresponding 2024/2025 RFA cycle

Applicants must close on the limited partnership agreement and, if applicable, Corporation funding and construction funding by the closing deadlines in Rule Chapter 67-48, F.A.C. If the Application fails to meet these requirements and either requires a closing extension or

withdraws from funding, the Principals of the Application will have a reduction in the number of Priority 1 Application submissions allowed in the Future Corresponding 2024/2025 RFA cycle.

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) 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.

(3) Designation of Priority 1 and 2 Applications

Principals of Applications are limited to three Priority 1 Related Application submissions.

d. Management Company Information

(1) Contact information on Management Company

(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 (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; and (d) 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

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

New! - The qualified basis of the estimated total amount of rehabilitation expenses per low-income unit has increased. It must be greater than or equal to \$40,000.

New! – Redevelopment, with or without Acquisition Development Subcategory

Redevelopment, with or without Acquisition, will no longer be considered a separate Development Category. Applicants that wish to qualify as Redevelopment in order to automatically qualify for other eligibility items in the RFA such as RECAP must select the Development Category of New Construction in addition to the requirement to submit a Rental Assistance Qualification Letter (fka Development Category Qualification Letter) from HUD or RD demonstrating the age of the Development and that the PBRA/ACC funding requirements have been met.

- (2) The Development Category qualifications are outlined in the RFA.

- (3) Rental Assistance (RA) Level Classification

The total number of units that will receive rental assistance (i.e., PBRA and/or ACC) will be the basis of the Applicant's RA Level Classification.

c. Characteristics of a Development

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

- (2) 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.

- d. Complete the Unit Characteristic Chart reflecting the appropriate breakdown reflecting the number of units within each of the Development Categories, Development Types, or ESS/non-ESS Construction.

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 to at least six decimal places.

e. Proximity Eligibility Requirements and Proximity Preferences

The Application may earn proximity points based on the distance between the Development Location Point and the Bus or Rail Transit Service (if Private Transportation is not selected) and the Community Services. Proximity points will only be used to determine whether the Applicant meets the required minimum proximity eligibility requirements and the preferences outlined in the chart below.

The Community Services that are available to all Demographics are Grocery Store, Medical Facility, Pharmacy, and Public School; however, **only three of the four Community Services may be selected for each Application**, for a maximum 4 Points for each service.

Proximity Eligibility Requirements

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

Proximity Funding Preference Qualifications

All Applications may also qualify for the Proximity Funding Preference.

Application Qualifications	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
Large County Applications	1.5	2.0	10.5	12.5 or more
Medium County Applications	Qualifies automatically	Qualifies automatically	7.0	9.0 or more
Small County Applications	Qualifies automatically	Qualifies automatically	4.0	6.0 or more

f. Mandatory Distance Requirement for Small and Medium Counties only

Applications that are not deemed LDA Developments and that either select the Development Category of Rehabilitation (with or without Acquisition) or qualify as Redevelopment may meet this eligibility requirement automatically if the Application also meets other criteria outlined in each 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 2023 FHFC Development Proximity List that serve the same demographic group as the proposed Development are at least the distance stated below.

When a draft of the 2023 Proximity List is available, a listserv message will be sent.

County Size	Distance between the proposed Development and Developments on the List if proposed Development is <u>an</u> 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	N/A	1.0 miles	N/A

g. Limited Development Areas (LDA)

- (1) A proposed Development will be designated as an LDA Development if it is located within Franklin County. The boundaries for the Limited Development Areas, effective May 1, 2023 are reflected on the RFA Webpage. A link to the Multifamily Mapping Application reflecting this can be found on RFA Webpage.
- (2) For an LDA Development to be deemed eligible for funding, it must meet all of the following LDA Development Conditions outlined in the RFA.

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

All successful non-Self-Sourced Applicants that are awarded NHTF Funding for the Required 22% Units and also any successful Self-Sourced Applicants that are awarded NHTF Funding for the Optional 22% Units will be required to comply with the HUD environmental requirements as provided in 24 CFR 93.301(f)(1) and (2).

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.

(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 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 cannot exceed 125 total units.

(3) Family Developments

Proposed Developments with a Development Category of New Construction that are requesting Corporation-issued MMRB cannot exceed a maximum of 300 total units. If the Development is deemed an LDA Development, the limit is 250 units.

- b. 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. Regardless of the Development Category, 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.

c. Set-Aside Commitments

(1) Total Income Set-Aside Units

- (a) Proposed Developments with a Demographic Commitment of Family or Elderly Non-ALF

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.

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) Proposed Developments with a Demographic Commitment of Elderly ALF

If the Average Income Test is not selected, set aside a total of at least 50 percent of the Development's total units at 60 percent AMI or less.

If the Average Income Test is selected, set aside a total of at least 50 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.

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

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

If the Development is deemed an LDA Development, 30 percent of the total units must be set-aside as ELI Set-Aside units. For all other Developments, if not committing to the Average Income Test, 10 percent of the total units must be set aside as ELI Set-Aside units. The AMI for each county has been updated and put into the drafts of the RFAs. If committing to the Average Income Test, 15 percent of the total units must be set aside as ELI Set-Aside units. 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 50 percent of the ELI Set-Aside units, rounded up, as Link Units for Persons with Special Needs.

(4) 22% Units

All non-Self-Sourced Applicants committing to the Development Category of New Construction, and all Self-Sourced Applicants that commit to 22% Units will be awarded NHTF Funding or HOME-ARP Funding. For these Applicants, the following 22% 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 22% Units;
- (b) If the proposed Development is located in a Small or Medium County, three units that were committed to serving 60% AMI will be deemed 22% Units;
- (c) 22% Units will be committed to serving 22% AMI;
- (d) 22% 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;
- (e) After 30 years, all of the 22% Units may convert to serve residents at or below 60 percent AMI; and
- (f) For purposes of the Average Income Test, 22% 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

(1) Unit Mix requirements for Elderly Developments

- (a) If the Elderly Non-ALF Demographic Commitment is selected and the Development Category of Rehabilitation, with or without Acquisition, is selected, at least 40 percent of the total units must be comprised of one bedroom or Zero Bedroom Units, and no more than 20 percent of the total units can be larger than two bedroom units.
- (b) If the Elderly Non-ALF Demographic Commitment is selected and the Development Category of New Construction is selected, at least 50 percent of the total units must be comprised of one bedroom or Zero Bedroom Units, and no more than 15 percent of the total units can be larger than two bedroom units.

(c) If the Elderly ALF Demographic Commitment is selected, at least 90 percent of the total units must be comprised of units no larger than one bedroom and the sharing of a unit by two or more unaffiliated residents cannot be a condition of occupancy.

(2) If the Family Demographic Commitment is selected, not more than 25 percent of the total units in the Development may consist of Zero Bedroom units.

f. Number of residential buildings must be provided.

Note: All Buildings must consist of at least five units per building.

g. Compliance Period - All Applicants are required to set aside the units for 50 years. Points will be awarded to Self-Sourced Applicants based on the following chart:

Number of years that Self-Sourced Applicant is committing to waive the option to convert	Points Awarded
50 or more	4
40-49	3
30-39	2
20-29	1

Any non-Self-Sourced Applicant is knowingly, voluntarily and irrevocably committing to waive the option to convert after year 14.

7. Readiness to Proceed

a. 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 November 30, 2023*), a deed, and/or a lease. If there is an existing Declaration of Trust recorded on the subject property, the Applicant may provide an Option to Enter into a Ground Lease Agreement (“eligible agreement”) between the Applicant and the owner of the property.

*New! - Florida Housing is no longer requiring eligible contracts be effective for at least six months after the Application Deadline for many years. Due to the shorter amount of time needed to process and score Applications, the time period required for eligible contracts to be effective is reduced to a three-month period.

b. Ability to Proceed forms

(1) NEW! Zoning and Infrastructure

The Ability to Proceed form demonstrating zoning has been revised. Applicants may submit the new 06-2023 zoning form or the 07-2022 form. A draft of the 06-2023 form is provided on the RFA Webpage. The form must be submitted with the Application and, if providing the 07-2022 form, it must be dated within 12 months of the Application Deadline.

(2) Status of Site Plan/Plat Approval

Demonstrate the status of site plan or plat approval as of the Application Deadline, for the entire proposed Development site, by providing the applicable properly completed and executed verification Site Plan Approval/Plat Approval form (Form Rev. 07-2022).

(3) Environmental Site Assessment

Demonstrate that a Phase I Environmental Site Assessment (ESA), and if required or recommended, a Phase II ESA, have been performed on or before the Application Deadline for the entire proposed Development site by providing the applicable environmental form(s) (Form Rev. 07-2022).

If the proposed Development consists of Scattered Sites, the Applicant must provide the appropriate evidence that a Phase I ESA and, if applicable, a Phase II ESA, has been performed for all of the Scattered Sites.

(4) Electricity and Roads

The Ability to Proceed forms demonstrating electricity and roads were not updated and the 08-2020 forms will continue to be submitted during credit underwriting.

8. Construction Features

The required Green Building Features in all Developments have been updated. This is in addition to the following requirements based on Development Category:

- Proposed Developments with the Development Category of New Construction 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, and Homeownership Opportunity 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 \$41,000 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 \$95,000 per unit;
- \$11,000,000 per Development that is located in a Large County, and has a Development Category of New Construction;
- \$9,500,000 per Development that is located in a Medium County, and has a Development Category of New Construction
- \$8,000,000 per Development that is located in a Small County, and has a Development Category of New Construction
- \$8,000,000 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 \$3,000,000. If any adjustments are made during the scoring process which cause the Applicant's SAIL Loan Request Amount to fall below \$3,000,000, the Application will no longer be eligible to be considered for any funding.

b. Eligible ELI Loan Request Amount

- (1) All Non-Self-Sourced Applicants are eligible for ELI Loan funding for each ELI Set-Aside unit, not to exceed the lesser of (i) \$750,000; or (ii) the maximum amount based on the ELI Set-Aside per unit limits for 10 percent of the total units, as further outlined in Section Four A.10.a.(1)(b) of the RFA. All Self Sourced Applicants are eligible for ELI Loan funding for each ELI Set-Aside unit that is in addition to the five percent of the total units below 50 percent AMI, not to exceed 10 percent of the total units, as further outlined in Section Four A.10.a.(1)(b) of the RFA.
- (2) The amount of the loan is dependent upon the county where the proposed Development is located and the Development's unit mix.
- (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 or HOME-ARP Funding

An Applicant that commits to the Development Category of New Construction is required to provide 22% Units for the following:

Large County will be awarded NHTF or HOME-ARP Funding for five 22% Units .

Small and Medium County will be awarded NHTF or HOME-ARP Funding for three 22% Units .

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

Because the exact amount of NHTF or HOME-ARP Funding awards will be calculated after Applications are selected for funding, NHTF or HOME-ARP 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. Demonstration of permanent source(s) of financing from Self-Sourced Applicants (Maximum of 2 points)

Self-Sourced Applicants that demonstrate an amount that is at least 75 percent of the Applicant's eligible SAIL Request Amount (excluding the ELI Loan Funding) will be awarded one additional point. Self-Sourced Applicants that demonstrate an amount that is 100 percent of the Applicant's eligible SAIL Request Amount (excluding the ELI Loan Funding) will be awarded two additional points.
- f. Developer Fee for this RFA is based on 18% of Development Cost
- g. New! - The Per Unit Construction Funding Preference has been removed.
- h. New! - Total Development Cost Per Unit Limitation is no longer a scored item. A new methodology will be used in credit underwriting and final cost certification process.

11. Local Government Contributions

- a. With the exception of Applicants of proposed Developments located in Miami-Dade County, Applications with Development Category of 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.
- c. In order for Applicants of proposed Developments located in counties other than Miami-Dade County that selected the Development Category of New Construction 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 December 31, 2023, 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 (\$41,000). 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 \$41,000 per unit to \$31,000 per unit ($\$1,000,000 / 100 = \$10,000$. $\$41,000 - \$10,000 = \$31,000$).

New rate! - Loans and fee deferrals must be net present valued using the discount rate of 6.76%.

12. Uniform Relocation Act

D. Ranking and Funding Selection

1. Estimated Demographic Funding Available:

- \$40,802,744 of Elderly funding (Demographic Commitment of Elderly ALF or Non-ALF)
- \$67,541,958 of Family funding (Demographic Commitment of Family)

Up to a maximum of \$33,770,979 of the Family funding (50% of the total) shall be reserved for Applicants that qualify as Self-Sourced Applicants

\$33,770,979 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. Estimated Geographic Funding Available:

- \$56,664,279 for Large Counties
- \$40,845,953 for Medium Counties
- \$10,834,470 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

- Two Elderly, New Construction Application located in a Large County, with a preference for Priority 1 Applications that qualify for the Veterans Preference
- Three Family, New Construction Priority 1 Applications located in a Large County, with a preference that at least one Application is from a Self-Sourced Applicant.
- One Elderly, New Construction, Priority 1 Application located in a Medium County, with a preference for Applications that qualify for the Veterans Preference.
- Two Family, New Construction, Priority 1 Applications located in a Medium County, with a preference that at least one Application is from a Self-Sourced Applicant.

4. Sorting Order

- Priority 1 and 2 status
- A/B Leveraging Classification
- Proximity Funding Preference
- Florida Job Creation Funding Preference
- Lottery number

The Per Unit Construction Funding Preference has been removed.

5. Selection Process

As outlined in the RFA, the highest-ranking Application(s) that can be fully funded will be selected for funding for each goal, then the Applications in Small Counties, then the Applications in Medium Counties, and then the Applications in Large Counties, subject to all Funding Tests and County Award Tally.

Self-Sourced and Non-Self-Sourced funding will remain separate throughout the funding selection process. A more detailed description of the selection process is in the RFA.

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. New! - Total Development Cost Per Unit Limitation methodology used in credit underwriting and final cost certification.
 - b. New! –Leveraging Classification will return to Quintiles
 - c. Florida Job Creation Funding Preference
 - d. Fees
 - e. 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 Selection Requirements
8. Exhibit H – Credit Underwriting Procedures for ELI Loan
9. Exhibit I – Credit Underwriting Procedures for NHTF Forgivable Loan
10. Exhibit J - Credit Underwriting Procedures for HOME-ARP Forgivable Loan

G. 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 RFA:

July 5, 2023

RFA Due Date:

August 3, 2023

Review Committee Meeting (make recommendations to Board)

August 23, 2023

Request Board Approval of Recommendations

September 8, 2023

H. Other Discussion Topics