

FLORIDA HOUSING FINANCE CORPORATION

RFA 2023-213 SAIL Funding For Live Local Mixed Income, Mixed-Use, And Urban Infill Developments

November 1, 2023, 10:00 a.m., Eastern Time

The Workshop will be held at the Florida Housing Finance Corporation office and via Webinar. Registration for Webinar is required. Registration information is available on the RFA Webpage <https://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2023/2023-213> (also available by clicking [here](#)).

Overview

A. Introductions

B. Purpose of Workshop

This workshop will be held to solicit comments and suggestions from interested persons relative to Request for Applications (RFA) RFA 2023-213 SAIL Funding For Live Local Mixed Income, Mixed-Use, And Urban Infill Developments.

All Applications must qualify as (i) a Mixed-Income Development; AND (ii) either an Urban Infill Development or a Mixed-Use Development.

Funding Available

A. State Apartment Incentive Loan (SAIL)

An estimated \$100 million* in SAIL funding appropriated by the Live Local Act set forth in Section 420.50871, F.S., created by the Florida Legislature under Section 32 of the Live Local Act of 2023, will be made available in this RFA.

*The remaining \$50 million appropriated through Section 420.50871 F.S. will be issued through one or more separate RFAs later in 2023 and will address criteria in Section 420.50871(1) AND (2), F.S., that are not addressed in this RFA such as military installations, rural areas of opportunity, and redevelopment.

B. Tax-Exempt Bonds and Non-Competitive Housing Credits (Housing Credit)

The SAIL funding offered in this RFA must be used in conjunction with Tax-Exempt Bonds and Non-Competitive Housing Credits. For purposes of this requirement, the Applicant will NOT utilize the Non-Competitive Application Package to apply for (i) Corporation-issued MMRB and the Non-Competitive Housing Credits or (ii) Non-Competitive Housing Credits to be used with Non-Corporation-issued Tax-Exempt Bonds (i.e. issued by 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). Instead, the Applicant is required to apply for the MMRB and/or Housing Credits as a part of its Application for the SAIL funding.

Outline of RFA

A. Section One – Introduction

B. Section Two – Definitions

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

Definitions in Exhibit B include words such as “Mixed Income Development”, “Mixed Use Development”, “Public Lands Development”, and “Urban Infill Development”.

C. Section Three –RFA Procedures and Provisions

1. Submission Requirements
2. Financial Arrearage Requirement

3. Bookmarking the Attachment document

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 the 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 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. Family

- (1) The proposed Development will serve the general population
- (2) There is a goal to fund one Family Development that commits at least 10% of the total units to Youth Aging Out of Foster Care residents (“Youth Aging Out of Foster Care Goal”).

The Applicant must partner with the “Community-based care lead agency” (lead agency) serving the area where the property will be located. Within 21 Calendar Days of the date of the invitation to enter credit underwriting, the Corporation will require successful Applicants to provide a Memorandum of Agreement (MOA) with the community-based service organization that serves foster care youth. A draft MOA will be posted to the RFA webpage prior to the RFA Workshop.

The MOA will describe roles and responsibilities of each party to ensure that the set-aside units and supportive services are provided to these youth, assisting in successful transitions to stable housing. The lead agency will provide the Development with referrals from their pool of eligible youth. The lead agency may include stipulations in the MOA for referrals to be made by providers in the lead agency’s service delivery network.

A current list of designated Community-based care lead agencies for each county and the template that must be used for the MOA is expected to be made available on the RFA Webpage prior to the workshop. The deadline for the Corporation’s approval of the fully executed MOA is outlined in Exhibit D.

b. Elderly, non-ALF (non-Assisted Living Facility)

- (1) The Applicant understands, acknowledges, and agrees that it will comply with the Federal Fair Housing Act requirements for housing for older persons and rent at least 80 percent of the total units to residents that qualify as older persons pursuant to that Act or as provided under any state or federal program that the Secretary of HUD determines is specifically designed and operated to assist elderly persons (as defined in the state or federal program).
- (2) There is a goal to fund one Elderly Development that qualifies as a Mixed-Use Development.

3. Applicant/Developer/Management Company/Contact Person

a. Applicant Information

- (1) Name of Applicant
- (2) The Applicant must be a legally formed entity [i.e., limited partnership, limited liability company, etc.] qualified to do business in the state of Florida as of the Application Deadline.
- (3) Non-Profit Applicant Qualifications, if applicable

a. 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

Developer Experience requirements must be met using either (i) one natural person Principal of at least one experienced Developer entity that can meet all of the following requirements; or (ii) two natural person Principals of at least one experienced Developer entity that, between the two of them, can meet all of the following requirements. Such natural person Principal(s) must have, since A natural person Principal of at least one experienced Developer entity, which must be disclosed as a Principal of the Developer on the Principals of the Applicant and Developer(s) Disclosure Form, Rev. 05-2019, ("Principal Disclosure Form"), must have, since January 1, 2003, completed at least three multifamily rental housing developments, but may include information for up to five multifamily rental housing developments in order to meet. All of the following requirements (as applicable) must be met by at least one of the Developments:

- At least one of the ~~three~~ developments must meet the definition of a Mixed-Income Development;
- ~~At least one of the three developments must have (i) been financed utilizing either 9% or 4% Housing Credits; and (ii) included at least 25% of the units as non-Housing Credit units; and~~
- At least one of the ~~three~~ developments must consist of a total number of units no less than 50% of the total number of units in the proposed Development; ~~and;~~
- At least one of the following must be met:
 - At least two of the Developments must have (i) been financed utilizing either 9% or 4% Housing Credits; and (ii) committed to Average Income Test; or
 - At least one of the developments must have (i) been financed utilizing either 9% or 4% Housing Credits; and (ii) included at least 20% of the units as non-Housing Credit units.*

*Point Item! - Applicants that meet the Developer Experience requirement demonstrating that at least one of the developments must have (i) been financed utilizing either 9% or 4% Housing Credits; and (ii) included at least 20% of the units as non-Housing Credit units will also be awarded 5 points.

The individual(s) meeting the Developer Experience requirements must be disclosed as a Principal of the Developer on the Principal Disclosure Form 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) Additional Developer experience requirements for Applications that wish to qualify as a Mixed-Use Development

For Applications that wish to qualify as a Mixed-Use Development, in addition to the other applicable requirements stated in this section, at least one of the ~~three~~ developments must meet the definition of a Mixed-Use Development and have been financed utilizing either 9% or 4% Housing Credits.

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

- (1) Eligibility

The Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-2019) (“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.

- (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. Management Company

- (1) Management Company requirement for all Applications

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% of the total number of units in the proposed Development, for at least two years each.

- (2) Management Company requirement for Applicants proposing a Mixed-Use Development

One of the Developments that demonstrate the Management Company experience must also have met the definition of Mixed-Use Development in Exhibit B.

- e. 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 form section of Exhibit A; and (d) if funded, will be the recipient of all future documentation that requires a signature.

- 4. General Proposed Development Information

- a. Development Name

- b. Development Category

Applications that qualify for the Urban Infill Goal must create new residential units through either (i) new construction; or (ii) Rehabilitation/Substantial Rehabilitation that converts vacant, dilapidated, functionally obsolete buildings, or underused commercial property into residential units. The Rehabilitation requirements are outlined in the RFA.

All other Developments must be 100% new construction.

c. Characteristics of Development

(1) Development Type (i.e., Garden, ~~Duplexes, Triplexes, Quadraplexes~~ Townhouses, 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, the proposed Development must meet the ESS Construction qualifications outlined in the RFA.

Any buildings with the Development Type of High-Rise (7 or more stories) shall qualify as “ESS Construction.”

d. Unit Characteristic Chart

Complete the chart in Exhibit A of the RFA 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 of the proposed Development

b. Provide the address of the proposed Development

c. State whether the proposed Development consists of Scattered Sites

d. Latitude/Longitude Coordinates

Provide the latitude and longitude coordinates for the Development Location Point, and all Scattered Sites, if applicable, stated in decimal degrees, rounded to at least the sixth decimal place.

e. Proximity Requirements and Proximity Tiebreakers used in Funding Selection Process

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

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. Market Study

The Developments must be located in submarkets where the average market rental rates are at least 10 percentage points higher than the highest AMI set-aside identified on the set-aside chart*. Within 21 Calendar Days of the date of the invitation to enter credit underwriting, the Corporation will require successful Applicants to provide the market study prepared by a Certified General Appraiser in the State of Florida that was completed no more than 60 Calendar Days before Application Deadline that demonstrates the submarket of the proposed Development with (i) ~~the-an~~ average physical occupancy rate of 92% or greater; (ii) an average market rental rate, based on unit mix and annualized rent concessions, equal to at least 10 percentage points higher than the highest AMI set-aside on the set-aside chart*; ~~and~~ (iii) if committing to Mixed-Use Developments with a subcategory of Mixed-Use Commercial Space, demonstration that there is sufficient demand for the intended Mixed-Use Commercial Space proposed at the Development, and (iv) if committing to Youth Aging Out of Foster Care, demonstration that there is sufficient demand for the intended number of units at the demographic commitment. ~~Mixed-Use Subcategory selected at question 11 of Exhibit A~~

The Florida Housing Rental Programs - MTSP Income and Rent Limits is available on the Corporation Webpage <https://www.floridahousing.org/owners-and-managers/compliance/rent-limits> (also accessible by clicking [here](#)).

*Minimum Market Study percentage requirements

- If the highest AMI commitment on the set-aside chart is 80%, the market study must demonstrate that the average market rental rate is at least 90% AMI.
- If the highest AMI commitment on the set-aside chart is 100%, the market study must demonstrate that the average market rental rate is at least 110% AMI.
- If the highest AMI commitment on the set-aside chart is 120%, the market study must demonstrate that the average market rental rate is at least 130% AMI.

The underwriter will review the existing market study to confirm these requirements are met and also the requirements as set forth in Rule 67-48.0072(10), F.A.C., are met. The underwriter reserves the right to order a new market study if necessary.

6. Number of units and buildings

a. Total Number of Units

All proposed Developments must consist of a minimum of 50 total units.

(1) Elderly Developments

Proposed Developments that are located in Miami-Dade County and Broward County may consist of up to 200 total units. Proposed Developments that are located in all other counties may consist of up to 160 total units.

- (2) There is no limit on the number of units within Family Developments.
- b. Applications that qualify for the Urban Infill Goal must create new residential units through either (i) new construction; or (ii) Rehabilitation/Substantial Rehabilitation that converts vacant, dilapidated, functionally obsolete buildings, or underused commercial property into residential units.

c. Set-Aside Commitments

(1) Minimum Set-Aside Commitments per Section 42 of the IRC

Per Section 42 of the IRC, elect one of the following minimum set-aside commitments:

- 20% of the units at 50% or less of the Area Median Income (AMI)
- 40% of the units at 60% or less of the AMI
- Average Income Test

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

~~The proposed Development must set aside five percent of the total units, up to a maximum of 15 total Units, for ELI Households (“ELI Set-Aside Units”).~~

(a) If the Average Income Test is not selected, unless the Development qualifies for the Youth Aging Out of Foster Care Goal, the proposed Development must set aside five percent of the total units, up to a maximum of 15 total Units, for ELI Households (“ELI Set-Aside Units”). If the Development qualifies for the Youth Aging Out of Foster Care Goal, the proposed Development must set aside ten percent of the total units (with no maximum), as ELI Set-Aside Units. †The requirement to set aside units for ELI Households refers to the ELI AMI level for the county where the proposed Development is located. Applicants are eligible for ELI funding for each ELI Set-Aside unit, not to exceed the lesser of (i) \$1,000,000; or (ii) the maximum amount based on the ELI Set-Aside per unit limits.

(b) If the Average Income Test is selected, unless the Development qualifies for the Youth Aging Out of Foster Care Goal, the proposed Development must set aside five percent of the total units (with no maximum), as ELI Set-Aside Units. If the Development qualifies for the Youth Aging Out of Foster Care Goal, the proposed Development must set aside ten percent of the total units (with no maximum), as ELI Set-Aside Units. †The ELI AMI level will be 30% or lower. Applicants will not be eligible for ELI Funding.

(c) Link Units

Unless the Development qualifies for the Youth Aging Out of Foster Care Goal, 50% of the ELI Set-Aside Units, rounded up, must meet the Link Unit requirements. Additional requirements for the Link Units for Persons with Special Needs are described in Exhibit E of the RFA.

(3) Corporation Set-Aside Requirements

(a) Complete the applicable Total Set-Aside Breakdown Chart

- (i) If the minimum Housing Credit set-aside commitment of 20% at 50% AMI is selected, the total set-aside commitments will be as outlined below:
- At least 20% of the total units but not more than 30% of the total units, rounded up to the next whole unit, must be set aside at or below 50% 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 Housing Credit Set-Aside and includes the ELI Set-Aside Units which are set aside at the ELI AMI level for the county where the proposed Development is located.
 - No more than 20% of the total units may be set aside as “Market Rate Units”.

- (ii) If the minimum Housing Credit set-aside commitment of 40% at 60% AMI is selected, the total set-aside commitments will be as outlined below:
- At least 40% of the total units but not more than 50% of the total units, rounded up to the next whole unit, must be set aside at or below 60% 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 Housing Credit Set-Aside and includes the ELI Set-Aside Units- which are set aside at the ELI AMI level for the county where the proposed Development is located.
 - No more than 20% of the total units may be set aside as “Market Rate Units”.

Example of Total Set-Aside Breakdown Chart			Maximum SAIL Request Amount Per Set-Aside Unit
Type of Units	percentage of Residential Units	AMI Level	
Housing Credit Units	_____ %	At or Below 25%	\$95,000 in SAIL
	_____ %	At or Below 28%	\$95,000 in SAIL
	_____ %	At or Below 30%	\$95,000 in SAIL
	_____ %	At or Below 33%	\$95,000 in SAIL
	_____ %	At or Below 35%	\$95,000 in SAIL
	_____ %	At or Below 40%	\$95,000 in SAIL
	_____ %	At or Below 45%	\$95,000 in SAIL
	_____ %	At or Below 50%	\$95,000 in SAIL
	_____ %	At or Below 60%	\$95,000 in SAIL
80% Live Local Housing Units	_____ %	At or below 80% AMI	\$195,000 in SAIL
<u>90% Live Local Housing Units</u>	_____ %	<u>At or below 90% AMI</u>	<u>\$165,000 in SAIL</u>
100% Live Local Housing Units	_____ %	At or below 100% AMI	\$135,000 in SAIL
<u>110% Live Local Housing Units</u>	_____ %	<u>At or below 110% AMI</u>	<u>\$100,000 in SAIL</u>
120% Live Local Housing Units	_____ %	At or below 120% AMI	\$70,000 in SAIL
Market Rate	_____ %	No restriction	
	100%	Total Set-Aside %	

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

- _____ At least 40% of the total units ~~but not more than 50% of the total units~~, rounded up to the next whole unit*, must be set aside at or below 80% of the AMI and entered in the rows labeled “AIT Housing Credit Units” and “Joint HC / 80% Live Local Housing Units” on the AIT Total Set-Aside Breakdown Chart. This is the Applicant’s minimum IRC Housing Credit Set-Aside and includes the ELI Set-Aside Units which are set aside at or below 30% AMI level.

*_____

Joint Housing Credit/80% Live Local Housing Units

Joint Housing Credit/80% Live Local Housing Units must be set aside at ~~either 70 or~~ 80% AMI, and Joint Housing Credit/80% Live Local Housing Units are included in the Average Income Test calculation.

If more than 50% of the total units are Housing Credit Units, then at least 40% of the total units must be at 80% AMI whether Joint Housing Credit/80% Live Local Housing Units or 80% Live Local Units.

In addition to the minimum ELI commitment, Joint Housing Credit/80% Live Local Housing Units must be committed to for the entire set-aside period, memorialized in the Extended Use Agreement.

No more than 20% of the total units may be set aside as “Market Rate Units”.

Example of Total Set-Aside Breakdown Chart			Maximum SAIL Request Amount Per Unit
Type of Units	percentage of Residential Units	AMI Level	
Housing Credit Units	_____ %	At or Below 30%	\$95,000 in SAIL
	_____ %	At or Below 40%	\$95,000 in SAIL
	_____ %	At or Below 50%	\$95,000 in SAIL
	_____ %	At or Below 60%	\$95,000 in SAIL
	_____ %	At or Below 70%	\$95,000 in SAIL
Joint Housing Credit/ 80% Live Local Housing Units	_____ %	At or Below 80%	\$695,000 in SAIL
80% Live Local Housing Units	_____ %	At or below 80% AMI	\$195,000 in SAIL
<u>90% Live Local Housing Units</u>	_____ %	<u>At or below 90% AMI</u>	<u>\$165,000 in SAIL</u>
100% Live Local Housing Units	_____ %	At or below 100% AMI	\$135,000 in SAIL
<u>110% Live Local Housing Units</u>	_____ %	<u>At or below 110% AMI</u>	<u>\$100,000 in SAIL</u>
120% Live Local Housing Units	_____ %	At or below 120% AMI	\$70,000 in SAIL
Market Rate	_____ %	No restriction	
	100%	Total Set-Aside %	

- d. Unit Mix requirements outlined in RFA are based on Demographic Commitment
 - (1) Unit Mix requirements for Elderly Developments
 - (a) If the Elderly Demographic Commitment is selected, at least 50% of the total units must be comprised of one bedroom or Zero Bedroom Units, and no more than 15% of the total units can be larger than two bedroom units.
 - (2) If the Family Demographic Commitment is selected, not more than 25% of the total units in the Development may consist of Zero Bedroom units.
- e. Number of Buildings
- f. Compliance Period - All Applicants are required to set aside the units for 50 years.

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 three months after the Application Deadline), 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.

- b. Publicly Owned Land Goal Qualifications

To qualify for the Publicly Owned Land Goal, provide a properly completed and executed Lease Agreement or eligible purchase contract demonstrating that the Applicant is leasing or purchasing the land from the unit of government.

8. Construction Features

In addition to the required Green Building Features for all Developments, select one of the Green Building Certification programs: Leadership in Energy and Environmental Design (LEED); Florida Green Building Coalition (FGBC); Enterprise Green Communities; or ICC 700 National Green Building Standard (NGBS).

9. Resident Programs

- a. If the Family Demographic is selected, provide at least three of the resident programs: After School Program, Health and Wellness Program, Employment Assistance Program, Financial Management Program, and Homeownership Opportunity Program.

New! – Family Resident Program

Health and Wellness Program

Applicant or its Management Company must provide, at no cost to the resident, on-site health and wellness services quarterly. Services should include, but not be limited to, clinical health care needs such as blood pressure monitoring, pulse, temperature, cholesterol, glucose and other wellness screenings, as well as health education and nutrition. Applicant or its Management Company must partner with community health care providers and provide the space for services to be delivered, including offices for a service coordinator, nurse and other health or social services providers. Space must also be provided for group health education.

- b. If the Elderly Demographic is selected, provide at least three of the resident programs, in addition to the required resident programs outlined in the RFA: Financial Management for Elders, Computer Training, Daily Activities, Assistance with Light Housekeeping/Grocery Shopping/Laundry, Resident Assurance Check-In Program.

New! - Elderly Resident Program

Financial Management for Elders

Applicant or its Management Company must provide, at no cost to the resident, a series of classes to provide residents training in various aspects of personal financial management on issues appropriate to elderly households. Classes must be held at least quarterly, consisting of at least two hours of training per quarter, and must be conducted by parties that are qualified to provide training regarding the respective topic area. The topics should include, but not be limited to:

- Tax issues for elders and retirees
- Budgeting tips for fixed income households
- Avoiding scams that target elders
- Strategies to maximize Social Security benefits

- Preparing a will and estate planning

10. Funding

a. SAIL

The Total SAIL Request equals the SAIL Base Request in (1) plus the ELI Request in (2) below. The Total SAIL Request cannot exceed 35% of the Total Development Cost.

(1) Eligible SAIL Base Loan Request Amount is limited to the lesser of

- \$17 million
- The total per unit amounts based on each unit in the Total Set-Aside Chart stated above.

(2) ELI Funding Amounts

Applicants that commit to the Average Income Test will not be eligible for ELI funding.

All other Applicants are eligible for ELI funding for each ELI Set-Aside unit, not to exceed the lesser of (i) \$1,000,000; or (ii) the maximum amount based on the ELI Set-Aside per unit limits.

(3) The amount of the loan is dependent upon the county where the proposed Development is located and the Development's unit mix.

(4) The ELI Loan shall be forgivable and is subject to the credit underwriting and loan terms and conditions outlined in the RFA.

b. 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

c. Non-Competitive 4% HC

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

11. All Developments must qualify as either an Urban Infill Development or a Mixed-Use Development

All Applications must meet the qualifications for either a Mixed-Use Development in a. below or Urban Infill Development in b. below.

a. Qualifications as a Mixed-Use Development that benefits the residents

Applicants that are proposing a Mixed-Use Development must select at least one of the following Mixed-Use Subcategories and meet the associated requirements:

~~To qualify for a Mixed-Use Development, select at least one of the following Mixed-Use Subcategories:~~

(1) Subcategory of Mixed-Use Commercial Space such as retail or office

To qualify for the Subcategory of Mixed-Use Commercial Space, the Applicant must have both of the following prior to the Application Deadline:

- a contract with a third-party commercial broker
- a letter of intent including terms, cost, length of time, etc., executed by at least one of the retail or office providers intended to lease space at the proposed development.

These items must be submitted within 21 Calendar Days of the date of the invitation to enter credit underwriting.

- (2) Subcategory of Mixed-Use Institutional Space such as charitable, educational, healthcare services, civic (local government/state)

To qualify for the Subcategory of Mixed-Use Institutional Space, provide, within 21 Calendar Days of the date of the invitation to enter credit underwriting, a Memorandum of Understanding (MOU) demonstrating a business relationship between the Applicant and the ~~provider-private entity~~ intending to lease and/or utilize space at the proposed Development, demonstrating a partnership that will incorporate nonresidential uses, such as charitable, educational, healthcare services, civic (local government/state).

NOTE: The Applicant understands that the Corporation will review the Mixed-Use Commercial Space and Mixed-Use Institutional Space to confirm that it meets the statutory and RFA requirements. If it does not meet the requirements, it may result in a consequence, including, but not limited to, de-obligation of award or limitation on future funding opportunities.

- (3) Written description required

A description of the intended service(s) and the benefit to the intended residents must also be provided in the Application.

“Mixed-Use Development” means a Development with a residential component in conjunction with Mixed-Use Commercial Space and/or Mixed-Use Institutional Space non-residential component. The Mixed-Use Commercial Space and/or Mixed-Use Institutional Space must be Corporation-approved and cannot be used by an entity that is an Affiliate of any Principal of the Applicant or Developer. ~~one or more commercial or nonresidential uses, such as retail, office, institutional, or other appropriate commercial or nonresidential uses.~~

“Mixed-Use Commercial Space” means retail and/or office space within a Development that produces income for the Development that exceeds the operating expenses for the space.

“Mixed-Use Institutional Space” means charitable, educational, healthcare services, civic (local government/state) within a Development that is in operation at least 5 days a week.

- b. Urban Infill Qualifications

To qualify for the Urban Infill designation, the proposed Development must serve the Family Demographic and the properly completed and executed Local Government Verification of Qualification as Urban Infill Development Form must be provided. A draft has been posted to the webpage.

- c. Goal to fund at least one Mixed-Use Development and at least one Urban Infill Development

Funding Selection Process

- a. 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:
- b. Number of total points received
- c. Tie-Breakers
 - (1) Leveraging Classification (A/B/C) with new multiplier
 - (2) Proximity Funding Preference
 - (3) Job Creation Preference
 - (4) Lottery

Selection Process

- a. The first Application will be the highest-ranking eligible Elderly Development, Mixed-Use Development. *Once this goal is met, no additional Elderly Developments will be selected for funding in this RFA.*

- b. The next Application will be the highest-ranking eligible Public Lands Development, subject to County Award Tally and Funding Test.
- c. The next Application will be the highest-ranking Application that qualifies for the Youth Aging Out of Foster Care Goal, subject to County Award Tally and Funding Test.
- d. If the goal to fund at least one Urban Infill Development has not been met with the selection of the above Applications, the next Application will be the highest-ranking Application that qualifies for the Urban Infill Goal.
- e. If the goal to fund at least one Mixed-Use Development has not been met with the selection of the above Applications, the next Application will be the highest-ranking Application that qualifies for the Mixed-Use Development Goal.
- f. The remaining eligible unfunded Applications will be selected for funding, subject to the County Award Tally and Funding Tests.
- g. Any remaining funding will be used in a subsequent RFA pursuant to s 420.50871. Florida Housing anticipates reviewing the Applications that were selected for funding and determining how that aligns with s. 420.50871 (1) and (2). Additional RFAs are anticipated to use remaining funding and address outstanding aspects of the statutory language.

Exhibits to RFA

Exhibit A – Application

Exhibit B – Definitions used in RFA that are not defined in Rule

Exhibit C – Additional Information

- 1. Total Development Cost Per Unit Limitation is not included in this RFA
- 2. Leveraging Classification
- 3. Florida Job Creation Funding Preference
- 4. Fees
- 5. Additional Requirements

Exhibit D – Timeline

Exhibit E – Additional Requirements for the Link Units for Persons with Special Needs

Exhibit F – Rehabilitation Scoping Process with a Capital Needs Assessment

Exhibit G - Tenant Selection Requirements

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

Expected Timeline

Issue RFA:	November 20, 2023
RFA Due Date:	December 20, 2023
Review Committee Meeting (make recommendations to Board)	January 2024