

From: Kenneth Naylor <knaylor@apcommunities.com>
Sent: Thursday, May 28, 2020 10:14 PM
To: Marisa Button <Marisa.Button@floridahousing.org>
Cc: Carine Yhap <cyhap@apcommunities.com>; Liz Wong <LWong@apcompanies.com>
Subject: Public Comment - 2020/2021 RFA

Ms. Button:

Below are some quick reactions to the 5/29 workshop agenda in advance of the workshop:

We support the Corporation's increased focus on Ability to Proceed.

We would like to commend the Corporation's efforts to increase the objective criteria in its scoring system that help to ensure that developments are able to move forward quickly. We appreciate the work that has gone into formulating the proposed policy changes that will incentivize Applicants that can deploy the State's limited resources efficiently. While these items should continue to be refined based on feedback from the development community, we think the Corporation has taken steps in the right direction.

We support the proposed deed / long-term lease points, along with some alternative path to demonstrate due diligence.

We support the Corporation's initiative to award more points for providing a deed or executed long-term lease with a Local Government. In most cases, purchasing or leasing land generally demonstrates that the Developer has completed extensive due diligence and made significant investments on the basis of that diligence. However, as an alternative to providing a deed or long term lease, the Corporation could consider awarding commensurate points to developments that are able to demonstrate due diligence materials that a land buyer or lessee would typically undertake, as many other states do (e.g. ALTA survey, Geotechnical Reports, Title Insurance, Environmental Site Assessments, Conceptual Site Plan, Schedule of Values Cost Estimate from a licensed GC, etc) with their application.

Sincerely,

Ken Naylor
Atlantic|Pacific Communities, LLC