

Submitting Applications for FHFC's Competitive RFA Process

**Opportunities for Funding Success for
Smaller, Mission-Based Organizations**

**Presented by:
Florida Housing Coalition**

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Webinar Agenda

- Overview of FHFC's RFA Process
- Summary of All RFAs
- In-depth Look at Two RFAs:
 - SAIL for Special Needs and Homeless
 - SAIL for Farmworkers and Commercial Fisher Workers

Poll #1



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Poll #2



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FHFC's RFA Process

Timeline and Tips

History of FHFC Application Process

- **Pre 2013: Universal Cycle**
 - All funding through one application
 - Highly competitive
- **2013 to present: RFA process**
 - Specialized/Targeted Funding
 - Benefits nonprofits

RFA Timeline

- Rulemaking Workshops
- Preliminary description, amounts and timeline for each RFA released
- For each RFA
 - Workshop
 - RFA Release
 - Applications Due and Reviewed
 - Recommendations for Funding
 - FHFC Board Approval of recommendations

A Few Tips on the RFA Process

- Participate in the rulemaking process via public comments
- Participate in RFA workshops
- The same types of RFAs tend to be released around the same time each year
- **STUDY PREVIOUSLY SUCCESSFUL APPLICATIONS!!!**

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Multifamily Programs – Competitive – 2018
Homebuyer + Non-Competitive 2017
Homeowners + Elderly Housing Community Loan 2016
Renters + Grants for Persons with Developmental Disabilities 2015
Preservation + HOME Investment Partnerships 2014
Special Programs + Low Income Housing Tax Credits 2013
Homeownership Development Multifamily Mortgage Revenue Bonds LDA Information
National Housing Trust Fund 2017 Rule Development Process
State Apartment Incentive Loan 2018 Rule Development Process
Guarantee Program 2018/2019 RFA Process
Multifamily Mapping Application Submitted Applications
Areas of Opportunity
Racially and Ethnically Concentrated Areas of Poverty (RECAP)

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Competitive

2017

2017-101

2017-114

2017-113

2017-112

2017-111

2017-110

2017-109

2017-108

2017-107

2017-106

2017-105

2017-104

2017-103

2017-102

2017-101

RFA 2017-101 Financing To Build Or Rehabilitate Smaller Permanent Supportive Housing Properties For Persons With Developmental Disabilities

Board Approved Preliminary Awards/Notice of Intended Decision, (posted June 16, 2017 at 11:15 a.m.)

Received Applications (PDF version)

Received Applications (Excel version)

Applications selected for funding (PDF version)

View Complete RFA issued at 3:33 p.m. on April 4, 2017

View the Complete RFA (PDF)

View Submitted Applications

Public Comments

RFA 2017-101 Applications Submitted Report

Questions and Answers for RFA 2017-101

Other Information Related to RFA 2017-101

Forms Related to RFA 2017-101

www.floridahousing.org/docs/default-source/programs/competitive/2017/2017-101/2017-101-small-dd---selected.pdf?Status=Temp&sfvrsn=2

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- [Board Approved Preliminary Awards/Notice of Intended \[](#)
 - ▶ [Received Applications \(PDF version\)](#)
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 - ▶ [Applications selected for funding \(PDF version\)](#)



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RFA 2017-101 Recommendations

Page 1 of 1

Total Grant Funding Available in RFA	\$ 6,000,000.00
Total Grant Funding Allocated	\$ 4,084,000.00
Total Grant Remaining	\$ 1,916,000.00

NC and A/R Funding Available for RFA	4,800,000.00
Grant Funding Allocated to NC and A/R Units	3,958,000.00
Total NC and A/R Funding Remaining	842,000.00
Renovation Funding Available for RFA	1,200,000.00
Grant Funding Allocated to Renovation	126,000.00
Total Renovation Funding Remaining	1,074,000.00

Application Number	Name of proposed Development	County	Contact Name	Name Of Applicant	CRH or SLU?	CRH that is IB?	Maximum Eligible Funding Award Amount	Eligible For Funding?	Development Category for Funding Selection	CRH County Award Tally	SLU County Award Tally	Total Points	Qualifying Financial Assistance	Florida Job Creation	Lottery Number
NC and A/R Applications															
2017-272G	Bickel Group Home	Palm Beach	Russell J. Greene	The Arc of Palm Beach County, Inc.	CRH	N	517,000.00	Y	NC and A/R	0	N/A	94	Y	Y	11
2017-277G	The Magnolia Place Home at The Arc of Alachua County	Alachua	Judi L. Scarborough	The Arc of Alachua County, Inc.	CRH	Y	417,000.00	Y	NC and A/R	1	N/A	93	Y	Y	4
2017-278G	The Commons at Speer Village Phase I	Pasco	Mark Wickham	Youth and Family Alternatives, Inc.	SLU		412,000.00	Y	NC and A/R	N/A	1	93	Y	Y	9
2017-269G	Wards Creek Group Home	St. Johns	David M Vinson	The Arc of the St. John's Inc.	CRH	N	417,000.00	Y	NC and A/R	1	N/A	91	Y	Y	7
2017-268G	Santa Rosa North	Santa Rosa	John Roper	Horizons of Okaloosa County d/b/a The Arc of the Emerald Coast	CRH	N	427,000.00	Y	NC and A/R	1	N/A	87	N	Y	1
2017-273G	Attain's 2017 Community Residential Home #1	Orange	Craig A. Cook PhD.,	CRYSTAL LAKES SUPPORTIVE ENVIRONMENTS INC. dba ATTAIN INC.	CRH	Y	417,000.00	Y	NC and A/R	0	N/A	82	N	Y	2
2017-274G	Attain's 2017 Community Residential Home #2	Orange	Craig A. Cook PhD., BCBA-D	CRYSTAL LAKES SUPPORTIVE ENVIRONMENTS INC. dba ATTAIN INC.	CRH	Y	417,000.00	Y	NC and A/R	1	N/A	82	N	Y	8
2017-270G	Nunn Group Home	Volusia	Steven C. DeVane	Duvall Homes, Inc.	CRH	N	417,000.00	Y	NC and A/R	1	N/A	72	N	Y	3
2017-271G	Binkley Woods	Escambia	Timothy H. Evans	Northwest Florida Community Housing Development Corporation	SLU		517,000.00	Y	NC and A/R	N/A	1	68	N	Y	5

Renovation Applications

2017-279G	Sunset Group Home	Highlands	Rhonda K. Beckman	Ridge Area Arc, Inc.	CRH	N	126,000.00	Y	Renovation	1	N/A	86	N	Y	10
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On June 16, 2017, the Board of Directors of Florida Housing Finance Corporation approved the Review Committee's motion and staff recommendation to select the above Applications for funding and proceed to issue Corporation letters of preliminary award to the Applicants.

Any unsuccessful Applicant may file a notice of protest and a formal written protest in accordance with Section 120.57(3), Fla. Stat., Rule Chapter 28-110, F.A.C., and Rule 67-60.009, F.A.C. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat., shall constitute a waiver of proceedings under Chapter 120, Fla. Stat.

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2017-277G	Home at The ARC of Alachua County	Alachua
2017-278G	The Commons at Speer Village Phase I	Pasco
2017-269G	Wards Creek Group Home	St. Johns
2017-268G	Coastal Bays North	Coastal Bays



Studying Previously Approved Credit Underwriting Reports

On June 16, 2017, the Board of Directors of Florida Housing Finance Corporation approved 1 Applicants.



Any unsuccessful Applicant may file a notice of protest and a formal written protest in accordance with the rules of the Florida Housing Finance Corporation. This protest may constitute a waiver of proceedings under Chapter 120, Fla. Stat.

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2017-114	2017-113	2017-112	2017-111	2017-110	2017-109	2017-108	2017-107
2017-106	2017-105	2017-104	2017-103	2017-102	2017-101		

RFA 2017-101 Financing To Build Or Rehabilitate Smaller Permanent Supportive Housing Properties For Persons With Developmental Disabilities

– [Board Approved Preliminary Awards/Notice of Intended Decision](#), (posted June 16, 2017 at 11:15 a.m.)

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View Submitted Applications



Public Comments

RFA 2017-101 Applications Submitted Report

Questions and Answers for RFA 2017-101

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2017-272G	Bickel Group Home	Palm Beach	Russell J.. Greene		At the time of the application deadline, the address number, street name, and name of the city and/or the street name, closest designated intersection, and either name of city or unincorporated area of the county is not known.	Application Attachments
2017-273G	Attain's 2017 Community Residential Home #1	Orange	Craig A.. Cook PhD.,		Not applicable	Application Attachments
2017-274G	Attain's 2017 Community Residential Home #2	Orange	Craig A.. Cook PhD., BCBA-D		Not applicable	Application Attachments
2017-275G	Miami Road Group Home	Orange	Sharon L. Gossman		1716 Miami Road Orlando, FL 32825	Application Attachments
2017-276G	Winter Park Group Home	Seminole	Sharon L. Gossman		511 Winter Park Drive Casselberry, FL 32707	Application Attachments
2017-277G	The Magnolia Place Home at The Arc of Alachua County	Alachua	Judi L.. Scarborough		Our location has not yet been determined. However we are interested in a parcel located in the Glen Springs East area of Gainesville and hope this property works out to suit our needs.	Application Attachments
2017-278G	The Commons at Speer Village Phase I	Pasco	Mark Wickham		7349 Plathe Road New Port Richey, FL 34653	Application Attachments
2017-279G	Sunset Group Home	Highlands	Rhonda K.. Beckman		1407 Sunset Drive, Sebring, FL	Application Attachments



Studying Previously Approved Credit Underwriting Reports

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Any unsuccessful Applicant may file a notice of protest and a formal written protest in accordance with the rules of the Florida Housing Finance Corporation. This protest may constitute a waiver of proceedings under Chapter 120, Fla. Stat.

Studying Previously Approved Credit Underwriting Reports



Studying Previously Approved Credit Underwriting Reports





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Board Meeting Agendas And Packages

2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
2008	2007	2006	2005	2004	2003				

All board meeting dates and locations are subject to change. All meetings will be announced in the Florida Administrative Register and posted on Florida Housing's webpage. For additional information, please contact Sheila Freaney, Board Liaison, at 850-488-4197 or via email at sheila.freaney@floridahousing.org.

- + January 26 - Tallahassee Turnbull Conference Center
- + March 16 - Tallahassee City Hall Commission Chambers
- + May 4 - Grand Hyatt Tampa Bay
- June 15 - Tallahassee City Hall Commission Chambers
 -  [Action Items](#)
 -  [Consent Items](#)
 -  [Information Items](#)
 -  [FHFC III](#)
- + July 27 - Tallahassee City Hall Commission Chambers
- + September 14 - Fort Lauderdale Marriott Harbor Beach
- + October 26 - Panama City Beach Sheraton Bay Point
- + December 14 - Hyatt Regency Orlando Airport

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Studying Previously Approved Credit Underwriting Reports

— June 15 - Tallahassee City Hall Commission Chambers



Action Items



Consent Items



Information Items



FHFC III

Studying Previously Approved Credit Underwriting Reports

MULTIFAMILY PROGRAMS

Consent

B. Request Approval of Credit Underwriting Report for The Commons at Speer Village Phase I (2017-278G)

Development Name: The Commons at Speer Village Phase I	Location: Pasco County
Applicant/Borrower: Youth and Family Alternatives, Inc.	Set Aside(s): 50% @ 40% AMI and 50% at 60% AMI
Developer/Principal: N/A	Demographic/Number of Residents: Persons with Developmental Disabilities / 6 Units
Requested Amounts: \$412,000 Grant Funding	Development Category/Type: New Construction/SLU

1. Background/Present Situation

- a) On April 4, 2017, Florida Housing Finance Corporation issued a Request for Applications (RFA) 2017-101 for Financing to Build or Rehabilitate Smaller Permanent Supportive Housing Properties for Persons with Developmental Disabilities.
- b) On June 16, 2017, the Board approved the final scores and recommendations and directed staff to proceed with all necessary credit underwriting activities.
- c) On June 27, 2017, staff issued a Letter of Preliminary Award and subsequently, on September 28, 2017, staff issued an invitation to enter credit underwriting to Youth and Family Alternatives, Inc.
- d) On May 18, 2018, staff received a positive recommendation for a grant amount of \$412,000 to be allocated to the Development ([Exhibit B](#)).

2. Recommendation

- a) Staff recommends that the Board approve the final credit underwriting report and direct staff to proceed with issuance of a firm commitment and closing activities.



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Poll #3



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Summary of RFAs

Where are the opportunities?

2016 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
101 - HOME Financing for Rental Developments in Rural Areas	\$15,000,000	\$41,147,350	\$13,531,000
102 – Housing Credit and SAIL for Homeless	\$3,620,000 in Housing Credits/\$9,000,000 in SAIL	\$31,758,720	\$18,130,000
103 – Housing Credit and Gap Financing for Persons w/ a Disabling Condition	\$2,185,789 in Housing Credits/\$1,100,000 in Loan Fund	\$5,776,788	\$3,012,894

2016 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
104 – SAIL for Farmworker and Commercial Fishing Workers	\$4,500,000	\$2,250,000	\$2,250,000
105/111 – Financing for Smaller Permanent Supportive Housing Properties (up to 4 units)	\$5,740,684.50	\$3,584,000	\$2,587,000
106 – Homeless Housing Assistance Loan Demonstration	\$5,000,00	\$5,100,000	\$2,850,000

2016 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
107 – Financing for Smaller Permanent Supportive Housing Properties (up to 6 units)	\$4,000,000	\$3,970,000	\$3,725,000
108 – Elderly Housing Community Loan	\$2,415,00	\$4,363,859	\$2,250,000
109 – SAIL for Bond/4% Housing Credit Developments	\$74,835,000	\$247,872,109	\$64,856,800

2016 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
110 – Housing Credit for Medium and Small Counties	\$12,789,723	\$193,712,573	\$12,548,740
112 – SAIL for Workforce Housing in Miami-Dade and Monroe Counties	\$22,0400,000 SAIL/ \$900,000 Housing Credits/	\$41,388,000	\$19,886,985
113 – Housing Credit for Large Counties	\$14,669,052	\$80,014,669	\$64,856,800

2016 RFAs

RFA #	Funding Available	Funding Requested ¹	Funding Allocated ²
114 – Housing Credit for Miami-Dade County	\$5,682,725	\$56,497,952	\$7,011,000
115 – SAIL for Smaller Permanent Supportive Housing Properties (4 to 30 units)	\$16,100,000	\$29,426,678	\$9,116,789
116 – Housing Credit for Preservation of Existing Affordable Developments	\$6,628,500	\$20,505,212	\$6,592,917

2017 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
101 – Financing for Smaller Permanent Supportive Housing Properties (up to 6 units)	\$6,000,000	\$4,336,000	\$4,084,000
102 – Housing Credit for Revitalization Initiatives	\$2,455,000	\$14,653,387	\$2,445,000
103 – Housing Credit and SAIL for Homeless	\$6,075,000 Housing Credits/ \$11,500,00 SAIL/ \$4,146,572 NHTF	\$32,974,600	\$16,900,000

2017 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
104 – SAIL for Farmworkers and Commercial Fishing Workers	\$5,750,000	\$2,280,000	\$0
105 – HOME for Rental Developments in Rural Areas	\$15,000,000	\$39,978,350	\$12,086,300
106 – Financing for Smaller Permanent Supportive Housing Properties (up to 6 units)	\$6,714,893	\$4,554,000	\$3,811,000

2017 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
107 – SAIL for Workforce Housing	\$41,012,000 SAIL/ \$1,200,000 Housing Credits	\$101,057,908	\$41,573,000
108 – SAIL for Bond/4% Housing Credit Developments	\$87,320,000	\$206,247,496	\$83,431,170
109 – Development Viability Loan	\$20,000,000	\$7,151,827	\$6,527,827

2017 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
110 – Elderly Housing Community Loan	\$2,730,000	\$0	\$0
111 – Housing Credits for Small and Medium Counties	\$10,978,942	\$237,086,193	\$10,737,916
112 – Housing Credits for Miami-Dade County	\$5,803,694	\$65,070,289	\$6,514,704

2017 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
113 – Housing Credits for Large Counties	\$14,601,863	\$63,517,326	\$13,898,000
114 – Housing Credits for Preservation of Existing Affordable Housing Developments	\$6,655,500	\$9,506,058	\$6,186,058

2018 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
101 – SAIL for Smaller Developments for Special Needs and Homeless (4 to 30 units)	\$18,200,000	\$16,500,421.41	\$13,189,754
102 – Housing Credit for Revitalization Initiatives	\$2,465,000	\$27,091,850	\$2,465,000
103 – Housing Credit and SAIL for Homeless	\$3,620,000 Housing Credits/ \$9,000,000 SAIL	\$16,197,700	\$12,589,500

2018 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
104 – SAIL for Farmworkers and Commercial Fishing Workers	\$6,500,000	\$12,949,391	\$6,500,000
105 – HOME for Rental Developments in Rural Areas	TBD	TBD	TBD
106 – Financing for Smaller Permanent Supportive Housing Developments	TBD	TBD	TBD

2018 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
107 – Housing Credits and SAIL for Hurricane Recovery in Monroe County	\$2,600,000 Housing Credits/ \$10,400,000 SAIL	\$16,100,000	\$16,100,000
108 –Housing for Persons with Disabling Condition or Developmental Disabilities	\$2,465,000 Housing Credits/ \$4,000,000 SAIL/ \$4,000,000 Grant Funding	\$36,672,285	\$4,583,000
109 – Development Viability Loan	\$13,472,173	\$15,817,067.30	\$13,472,173

Why are these RFAs Less Competitive or Undersubscribed?

- **The Applicant**
 - Experience
 - Capacity
- **The Proposal**
 - Addressing all areas required in narratives
 - Site selection and site control
 - Local government and community support



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Poll #4



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More In-depth Look at an Two Specialized RFAs

SAIL for Special Needs and Homeless, and SAIL for
Farmworkers and Commercial Fishing Workers

RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

- **Submission Deadline**
 - Be sure to know the date AND time
- **Developer Eligibility**
 - Nonprofit applicants only (be sure to understand definition of “nonprofit”)
- **Developer Experience**
 - Only need 1 affordable housing development within last 20 years! (since January 1, 1998)
 - Development needs to be at least 50% of size of current proposal
- **COMPLETE PRINCIPAL DISCLOSURE FORM DURING ADVANCE REVIEW PROCESS (5 POINTS)**

RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

- **Location**
 - Know how the location affects
 - funding levels
 - minimum/maximum number of units
 - Income level set-asides
 - funding chances (funding targets)
 - Single location v. scattered sites – must have site control for each site
 - Latitude/Longitude for each site (Google Earth)
- **Demographics and Required Set-Asides**

RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

- **Types of units allowed**
 - Know minimum/maximum bedroom sizes
 - Know the required unit mix (i.e. minimum number of 1-Bedroom units required)
- **Ability/Readiness to Proceed**
 - Site Control – know what constitutes
 - Site Plan Approval
 - Zoning
 - Utilities/Infrastructure

RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

- **Construction features and amenities**
 - Know accessibility requirements based on demographics
- **Required Resident Programs**
- **Funding and Pro Forma**
 - Understand how to calculate max
 - Understand how to qualify other funding
 - Understand how to calculate developer fees and reserves

RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

- **For the big points: Narrative Section (this is where you shine!)**
 - **Operating/Managing Experience (40 Points)**
 - If no property management experience, partner with manager and combine with service provision experience
 - **Access to Community-Based Services and Resources (55 Points)**
 - Specific to demographic
 - General services
 - **Tenant application and screening procedures for special needs applicants (20 points)**



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RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

- **Submission Deadline**
 - Be sure to know the date AND time
- **Demographic**
 - Understand what “Unaccompanied” means
- **Developer Eligibility**
 - Nonprofit applicants only (be sure to understand definition of “nonprofit”)

RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

- **Developer Experience**
 - Needs 2 affordable housing developments within last 20 years (since January 1, 1998)
 - At least 1 development needs to be at least 50% of size of current proposal
- **COMPLETE PRINCIPAL DISCLOSURE FORM DURING ADVANCE REVIEW PROCESS (5 POINTS)**
- **General Management Company Experience**
 - Needs 2 affordable housing developments
 - At least 1 development at 50% of size of current proposal for at least 2 years

RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

- **Location**
 - Know how the location affects
 - funding levels
 - minimum/maximum number of units
 - Income level set-asides
 - funding chances (funding targets)
 - Single location v. scattered sites
 - Know requirements for scattered sites
 - Latitude/Longitude for each site (Google Earth)
 - Understand Farmworker Limited Development Areas (FLDA)
 - Demographics and Required Set-Asides

RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

- **Units allowed**
 - Know minimum/maximum number of units
 - Know minimum/maximum bedroom sizes
 - Understand “Shared Housing”
- **Ability/Readiness to Proceed**
 - Site Control – know what constitutes
 - Site Plan Approval
 - Zoning
 - Utilities/Infrastructure

RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

- **Construction features and amenities**
 - Know requirements for general features based on demographic and location (single v. scattered site) Required Resident Programs
- **Funding and Pro Forma**
 - Understand how to calculate max
 - Understand how to qualify other funding
 - Understand how to calculate developer fees, contractor fees and reserves

RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

- **For the big points: Narrative Section (this is where you shine!)**
 - **Description of Need (15 points)**
 - **Operating/Managing Experience (20 Points)**
 - **Outreach, marketing, referral (30 Points)**
 - **Access to Onsite and Offsite Programs, Services and Resources (30 points)**

The Predevelopment Loan Program

- Low interest loan (1%), non-amortizing, for three years
- Covers pre-development soft-costs
- Can be used for property acquisition (requires underwriting)
- Rolling application period
- Comes with technical assistance



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The Nonprofit Capacity-Building Team

Our Vision: At least one active, viable community-based organization plays an important role in delivering affordable housing and related services in each community.

Meet the Team!



Gladys Cook



Pamela Jo
Hatley

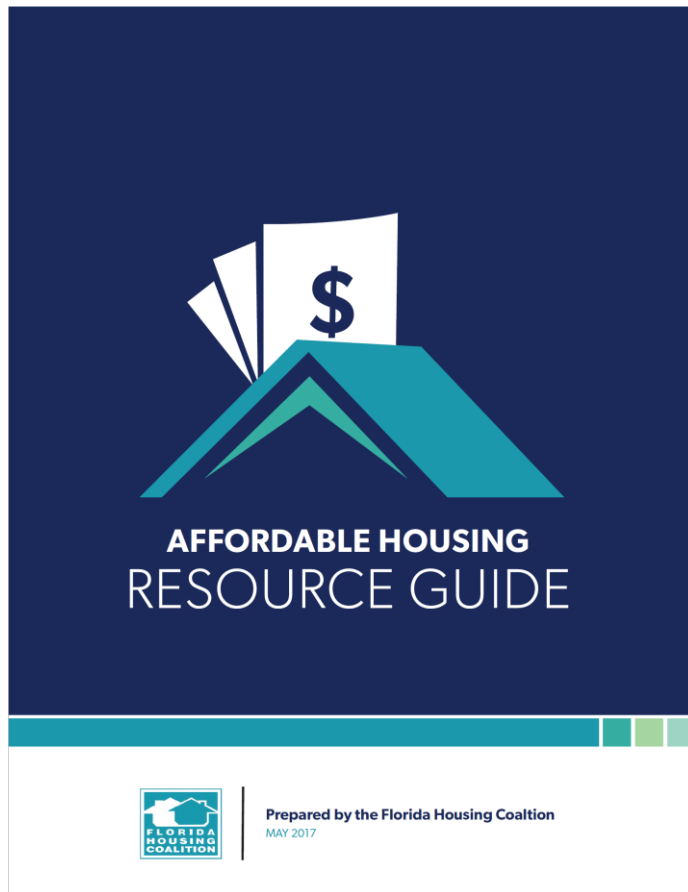


Ashon
Nesbitt



Jaimie Ross

FHC Resources



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Management**

**Credit Underwriting for
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