

Special Needs RFA's: An Introduction for Local Governments

Presented by:
Florida Housing Coalition

THE FLORIDA HOUSING COALITION



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Webinar Agenda

- **Overview of Special Needs Housing**
- **Overview FHFC's RFA Process**
 - **In-depth Look at Special Needs RFAs**
 - Homeless and Disabling Conditions
 - Large DD
 - Small DD
- **Questions are welcome! Check the Questions tab and send us your questions.**

Poll #1



Poll #2



Webinar Agenda

- **Communicate with FHFC**
- **Overview of Special Needs Housing**
- **Overview FHFC's RFA Process**
 - **In-depth Look at Special Needs RFAs**
 - Homeless and Disabling Conditions
 - Large DD
 - Small DD
- **Handouts can be downloaded from Panel**
- **Questions are welcome!**

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- Critical to receive announcements and updates
- Can select from a variety of lists to focus on your specific interests
- www.floridahousing.org
 - Contact Us
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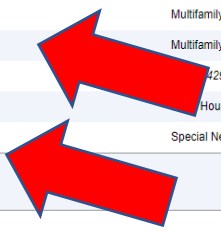
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SPECIAL NEEDS NOTIFICATIONS

Special Needs Listserv

- Prompt notifications
- Archives
- Visit link:
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- SPECIALNEEDS@LISTSERV.FLORIDAHOUSING.ORG

FHFC Q&A Process

- Valuable means to request more information and clarification
- Online submission takes place for specific period of time
- Ask questions during this period- check RFA for timing

Questions and Answers Received for RFA 2018-101 SAIL Financing for Smaller Developments for Persons with Special Needs and Homeless Households

- http://www.floridahousing.org/docs/default-source/programs/competitive/2018/2018-101/2018-101-q-and-a-based-on-2-16-18-draft.pdf?sfvrsn=3ab7367b_2

Big Picture Planning

- Define the terms: special needs, disabling condition, homeless, etc.
- What are best practices to encourage special needs housing
- Know your data and stats
- Know policy positions
- Understand the development process for permanent supportive housing

Who qualifies for “special needs” housing?

- An adult person requiring independent living services in order to maintain housing or develop independent living skills and who has a **disabling condition**;
- a **young adult formerly in foster care** who is eligible for services under s. 409.1451(5);
- a **survivor of domestic violence** as defined in s. 741.28; or a
- **person receiving benefits** under the Social Security Disability Insurance (SSDI) program or the Supplemental Security Income (SSI) program or from veterans’ disability benefits. (Section 420.0004 (13), Florida Statutes)

“Homeless,” applied to an individual, or “individual experiencing homelessness”

means an individual who lacks a fixed, regular, and adequate nighttime residence and includes an individual who:

- a. Is sharing the housing of other persons due to loss of housing, economic hardship, or a similar reason;**
 - b. Is living in a motel, hotel, travel trailer park, or camping ground due to a lack of alternative adequate accommodations;**
 - c. Is living in an emergency or transitional shelter;**
 - d. Has a primary nighttime residence that is a public or private place not designed for, or ordinarily used as, a regular sleeping accommodation for human beings;**
 - e. Is living in a car, park, public space, abandoned building, bus or train station, or similar setting; or**
 - f. Is a migratory individual who qualifies as homeless because he or she is living in circumstances described in paragraphs (a)-(e).**
- (Section 420.621(4), F.S.)**

What does “disabling condition” mean?

“a diagnosable substance abuse disorder, serious mental illness, developmental disability, or chronic physical illness or disability, or the co-occurrence of two or more of these conditions, and a determination that the condition is:

- a. Expected to be of long-continued and indefinite duration; and
- b. Not expected to impair the ability of the person with special needs to live independently with appropriate supports. (420.0004(7), F.S.)

What is definition of “developmental disability”?

F.S. 393.063(12) “Developmental disability” means a disorder or syndrome that is attributable to intellectual disability, cerebral palsy, autism, spina bifida, Down syndrome, Phelan-McDermid syndrome, or Prader-Willi syndrome; that manifests before the age of 18; and that constitutes a substantial handicap that can reasonably be expected to continue indefinitely.

Survivors of Domestic Violence

- Emergency shelter use is reported to the Florida Department of Children and Families by the state's 42 certified domestic violence centers.
- In the 2014-2015 fiscal year, these centers provided residential services to an estimated **8,295** households.

Youth Aging Out of Foster Care

- Services are reported in 2014- 2015 under Florida's Road to Independence (RTI), Extended Foster Care and Postsecondary Educational Support Services (PESS) programs.
- In 2014-2015, **3,173** young adults participated in services.
- *Note that the Road to Independence program is being phased out and new applicants*

Persons Receiving Benefits

- Disability related benefits Low-income ($\leq 60\%$ AMI), cost burdened ($> 40\%$) renter households with at least one household member who is:
 - 1) age 18- 64, with a disability, receiving Social Security;
 - 2) age 18+, with a disability, receiving SSI;
 - 3) age 18+ with a VA service-related disability rating of 10 percent or more = **107,856**

SSI Income and Rent Comparison

- **0 BR FMR \$741**
- **1 BR FMR \$862**
- **Average Monthly Benefit \$735**
- **Maximum Affordable Rent \$221**
- **% of income needed for 0 BR 101%**
- **% of income needed for 1 BR 117%**

Considerations for Local Govt

- **What is Identified Need for this type of special needs housing?**
- **What are best practices for serving that need?**
- **What is current supply of this type of housing?**
- **What is the Applicant's Capacity?**
- **Is the Project Feasible?**
- **Is there Readiness to Proceed?**
- **Finally- what is being requested?**

What best practices are known for serving that need?

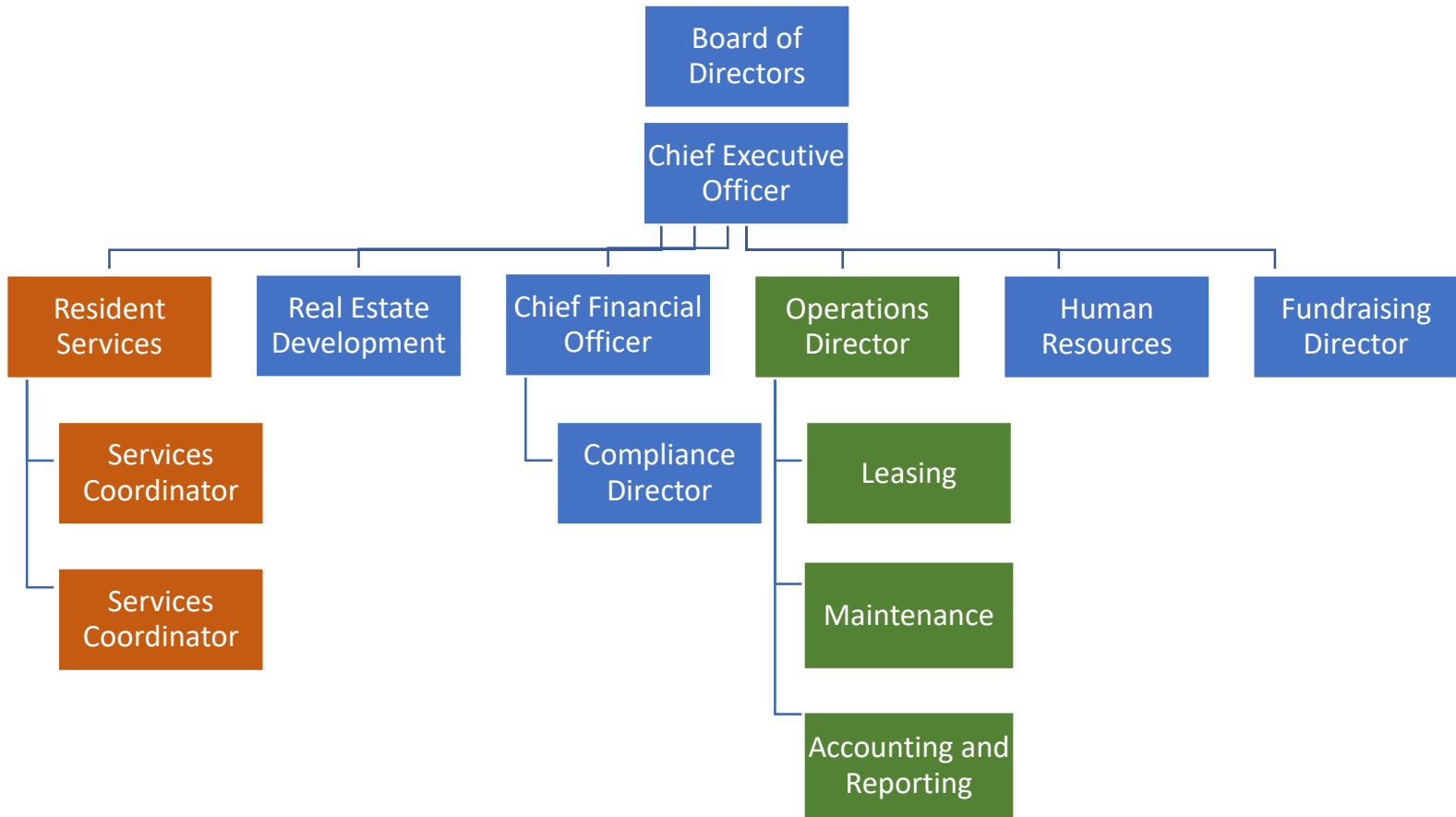
- **Example- does the proposed project utilize the Housing First philosophy?**
- **Does the proposed project provide the maximum independence and community inclusion for its intended residents?**
- **Does the project have community support and committed partners?**
- **Discussion?**

What is current supply of this type of housing?

- Consider unmet needs
- Review Consolidated Plan
- What is occupancy rate for similar projects?
- Is this part of an overall initiative?

What is the Applicant's Capacity?

- Experience
 - Has applicant completed other similar projects successfully?
- Partners
 - What other entities is the applicant coordinating with?
 - Is there sufficient community support?
- Financial capacity
 - Does the applicant have the financial resources needed to develop and operate permanent supportive housing?
- Management capacity
 - Who will manage the property?
 - Who will provide the support services?



Is the project feasible?

- **Financial**
 - Sources and Uses
 - Public Benefit test
- **Long term property management plan**
 - Is applicant prepared?
 - Is local govt prepared for monitoring if needed?
- **Does project need technical assistance?**

Is the project ready to proceed?

- **Site Control**
- **Site Plan**
- **Environmental**
- **Infrastructure**
- **Zoning and Land use**
- **Special permits**
- **Neighborhood**

What is being requested?

- Land use/Zoning- permissions, expedited review, special requests
- Surplus Land
- Funding
- Other?

What is process for Local Government Support or Contribution?

- Request from applicant
- Review project feasibility
- Consider source of funding
- Do not award until project is awarded in RFA process- ok to commit but do not encumber
- Check if administrative approvals will be required
- Understand RFA schedule and timeframe
- Prepare agreement and long term affordability

FHFC RFA Forms

- Local Government Contribution Forms
- Ability to Proceed Forms

***Note: several of these forms will be updated shortly- make sure to check each RFA for correct form**

Local Government Contribution Forms (Form Rev. 08-16)*

- [Local Government Verification Of Contribution - Fee Deferral Form](#)
- [Local Government Verification of Contribution – Fee Waiver Form](#)
- [Local Government Verification of Contribution – Grant Form](#)
- [Local Government Verification of Contribution – Loan Form](#)

Ability to Proceed Forms

- Ability To Proceed Verification Forms
- [Local Government Verification of Status of Plat Approval for Residential Rental Developments](#)
- [Local Government Verification of Status of Site Plan Approval for Multifamily Developments](#)
- [Local Government Verification that Development is Consistent with Zoning and Land Use Regulations](#)
- [Local Government Verification that Permits are not Required for this Development](#)
- [Verification of Availability of Infrastructure - Roads](#)
- [Verification of Availability of Infrastructure – Electricity](#)
- [Verification of Availability of Infrastructure – Sewer Capacity, Package Treatment, or Septic Tank](#)
- [Verification of Availability of Infrastructure – Water](#)

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
 - **Q&A Process**
 - Applications Due and Reviewed
 - Recommendations for Funding
 - FHFC Board Approval of recommendations

A Few Tips on the RFA Process

- **Join the FHFC listserv**
- **Participate in the rulemaking process via public comments**
- **Participate in RFA workshops**
- **Read the RFA and Rules Carefully**
-

RFA Considerations

- **Housing Credits**
- **Non-housing credits**
- **Grant for DD projects**
- **Housing Trust Funds**

RFA Considerations...

- **Submission- will be electronic in future**
- **The parts of the RFA**
 - **The Application**
 - **The Development Cost Pro Forma**
 - **The Principals of the Applicant and Developers**
 - **Attachments**
- **Cures**
- **Non-interference period**

Persons with a disabling condition commitment- Homeless component

Applicants that commit to serve the Persons with a Disabling Condition Demographic Commitment will be required to make the following setaside commitments for a minimum of 50 years:

- At least 70 percent of the units in the Development must consist of **Permanent Supportive Housing for persons with a Disabling Condition** as defined in Section 420.0004(7), F.S.; **AND**
- At least 20 percent of the units in the Development must consist of Permanent Supportive Housing for individuals and families that meet the definition of **Homeless** as defined in Section 420.621(5), F.S., (which may be the same units set aside for the persons with a Disabling Condition Demographic Commitment).

Developmental Disabilities Commitment

Applicants that commit to serve the Persons with Developmental Disabilities will be required to make the following set-aside commitment for a minimum of 50 years:

At least 70 percent of the units in the Development (prior to IRO designation) must consist of Permanent Supportive Housing for **Persons with Developmental Disabilities** as defined in Section 393.063(12), F.S.

(b) Due to the likelihood that Persons with Developmental Disabilities may have Mobility Impairments, Applicants that select this Demographic Commitment must at a minimum meet the **accessibility, adaptability**, Includes the 3-29-18 and 4-6-18 Modification Page 9 of 122 RFA 2018-108 universal design and visitability features requirements outlined in Section Four A.8.c.(1) of the RFA, (“Level 1 Accessibility Requirements”).

Lets Look at some Previous Needs RFA's

- **2017-106 Small DD construction or rehab**
- **2017-103 Homeless and Disabling Condition**
- **2018-108 Disabling Condition and DD
– large**

2016 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
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

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
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
106 – Financing for Smaller Permanent Supportive Housing Properties (up to 6 units)	\$6,714,893	\$4,554,000	\$3,811,000

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
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
106 – Financing for Smaller Permanent Supportive Housing Developments	TBD	TBD	TBD

2018 RFAs

RFA #	Funding Available	Funding Requested	Funding Allocated
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

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

FHFC Policy Considerations for Large DD projects

- **Functions and Responsibilities of a new nonprofit established by family members**
- **Non-profit Board Structure and Governance**
- **Tenant Application and Selection**
- **Shared Housing Units**
- **Provision of Supportive services, amenities and activities**



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Poll #3



Poll #4



A Look at the most recent Special Needs RFAs

SAIL for Special Needs and Homeless

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)**

A word about the FHFC 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

Sign up for Part 2- Special Needs RFA's for Nonprofits

- Please register for Florida Housing's Special Needs RFAs, Pt. 2: An Introduction for Nonprofit Developers on Dec 19, 2018 2:00 PM EST at:

<https://attendee.gotowebinar.com/register/7779817015698968577>



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