

THE JOURNAL OF THE FLORIDA HOUSING COALITION, INC.

HOUSING

NEWS NETWORK

VOLUME 34, NUMBER 1

Historic Bipartisan Support for Affordable Housing in Florida

2018 Legislation Filed to Stop Sadowski Trust Fund Sweeps

Affordable Housing
Workgroup
Recommendations

Speedy Resolution for
**NIMBY-Driven
No Votes**

Good News
from the Field:
**Homelessness in
Florida is on
the Decline**

The SHIP
Response to
Hurricane Irma

November 14, 2017 | A1

State Senator Passidomo Files Bipartisan Affordable Housing Legislation



Tallahassee — With representatives from the 30 diverse statewide organizations that make up the Sadowski Trust Fund, State Senator Passidomo today filed bipartisan legislation to stop the annual sweep of the Sadowski Trust Fund. Sponsor Bill 191

of our available housing resources toward solving our affordable housing problem.

Senator
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Danielle

NAPLES DAILY NEWS:

Irma fortifies need to stop raiding affordable housing trust funds

December 12, 2017

If Hurricane Irma hasn't underscored to Florida lawmakers the need to keep the state's affordable housing trust funds whole, we're not sure what will.

...houses in virtually every county on Florida's peninsula is

Tampa Bay Times

State needs to spend more on affordable housing

be busy figuring out how best to distribute those dollars to ease the housing shortage. All of those dollars.

Instead, Scott's proposed budget would skim \$92 million from the housing trust funds and use the money for other purposes. Sweeping the trust funds, which are seeded by fees on real estate transactions, has become a nearly annual budget

Nearly 1 million low-income households in Florida spend more than half their income on housing. Across the state, there are only 31 affordable and affordable rental units for every extremely poor household. Local share of low-income renters grew by 35 percent in 10 years, though total house

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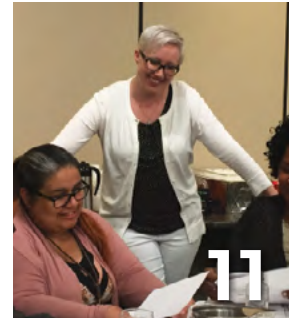
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THE FLORIDA HOUSING COALITION is a nonprofit, statewide membership organization whose mission is to bring together housing advocates and resources so that all Floridians have a quality affordable home and suitable living environment. The Housing News Network is published by the Florida Housing Coalition as a service to its members, housing professionals and others interested in affordable housing issues. **Jaimie Ross**, Editor, and **Lynne Takacs**, Graphic Design • Email: info@flhousing.org, Website: www.flhousing.org.

From the Editor Anything But Boring



JAIMIE ROSS

Would be an apt description for what's been happening in housing policy over the past six months. Congress came very close to cutting almost 40% of our affordable

housing stock with the House proposal to eliminate private activity bonds. With Senate leadership and a great deal of help from intelligent advocacy from the Association of Local Housing Finance Authority Executive Director, Mark Hendrickson, PABs were saved. This was a massive success.

We are hoping for another success in the 2018 legislative session in Tallahassee.

On the heels of celebrating the 25th Anniversary of the Sadowski Act, we saw a bipartisan effort in the Senate and the House, led respectively by Republican Senator Kathleen Passidomo and Democratic Representative Sean Shaw to stop the sweeps of the housing trust funds. Just hours before the press conference, Governor Scott released his budget recommending the largest appropriation for housing since the beginning of his term in office. All this is bolstered by the recommendations of the Affordable Housing Workgroup established by the Florida Legislature in 2017. The list of recommendations issued by the Affordable Housing Workgroup begins with the recommendation that all the Sadowski state and local housing trust funds should be used only for affordable housing. And of course, Florida was hit by Hurricane Irma, causing a severe loss of affordable housing in several highly impacted areas such as the Florida Keys,

Collier, Hendry, and Duval County. Historically, the Florida Legislature has seen fit to use monies that otherwise would have gone into the "rainy day fund" to assist with housing recovery.

When you add up:

1. Bipartisan bills to stop the sweeps; *plus*
 2. The highest appropriation recommendation by Governor since taking office; *plus*
 3. A recommendation to the Legislature from the Affordable Housing Workgroup to use all housing funds for housing; *plus*
 4. Florida's housing need exacerbated by Hurricane Irma and the influx of Americans from Puerto Rico due to Hurricane Maria,
- it seems to be a reasonable expectation that 2018 will be a banner year for funding Florida's superb affordable housing programs. We are often reminded of the excellence of Florida's housing programs—and natural disasters such as hurricanes serve to underscore that excellence. As with the spate of hurricanes Florida suffered in 2004 and 2005, we again see how the infrastructure created by the SHIP program is integral to Florida's successful response at the local level. In this edition of the Journal, we have articles on all these topics, as well as a recap of our statewide annual conference, which (for the first time in 30 years) had to be rescheduled due to a hurricane.

I am deeply grateful to the Florida Housing Coalition Staff, Board, Members, and Partners for Better Housing. You make it all happen. **HNN**

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Jaimie A. Ross is the President & CEO of the Florida Housing Coalition. She initiated the Sadowski Coalition in 1991 and continues to facilitate the Sadowski Coalition today. Ms. Ross served as the Affordable Housing Director at 1000 Friends of Florida, a statewide nonprofit smart growth organization, from 1991-2015. Prior to her tenure at 1000 Friends of Florida, Ross was a land use and real property lawyer representing for profit and nonprofit developers and financial institutions with a law firm in Orlando. Ross is the past Chair of the Affordable Housing Committee of the Real Property Probate & Trust Law Section of the Florida Bar.

Sadowski Coalition

Press Conference | November 14, 2017

With representatives from the 30 diverse statewide organizations that make up the Sadowski Coalition joining her in front of the Florida Senate Chamber doors of the State Capitol in Tallahassee, State Senator Kathleen Passidomo announced she has filed bipartisan affordable housing legislation. This legislation, Senate Bill 874, would prohibit the sweep of the State and Local Housing Trust Fund. State Representative Sean Shaw is the sponsor of the House companion bill, House Bill 191.

"...We are on the right track. And hopefully, SB 874 and HB 191 can bring us that much closer to the end goal of using all affordable housing trust fund monies toward their intended purpose – affordable housing," said Senator Passidomo.

Senator Passidomo was joined by Representative Shaw and Senate and House Co-sponsors, as well as Sadowski Coalition Facilitator Jaimie Ross and representatives from the Sadowski Coalition, including Danielle Scoggins, senior public policy representative for the Florida Realtors.





SADOWSKI HOUSING COALITION MEMBERS

BUSINESS/ INDUSTRY GROUPS

- Associated Industries of Florida
- Coalition of Affordable Housing Providers
- Florida Apartment Assoc.
- Florida Bankers Association
- Florida Chamber of Commerce

ADVOCATES FOR THE ELDERLY/ VETS/ HOMELESS/ SPECIAL NEEDS

- AARP of Florida
- Florida Association of Housing and Redevelopment Officials
- Florida Coalition for the Homeless
- Florida Housing Coalition
- Florida Legal Services

GOVERNMENT/ PLANNING ORGANIZATIONS

- American Planning Assoc., Fla. Ch.
- Florida Association of Counties
- Florida Association of Local Housing Finance Authorities
- Florida League of Cities
- Florida Redevelopment Assoc.
- Florida Regional Councils Assoc.

BUSINESS/ INDUSTRY GROUPS

- Florida Green Building Coalition
- Florida Home Builders Association
- Florida Manufactured Housing Association
- Florida Realtors
- Florida Retail Federation

ADVOCATES FOR THE ELDERLY/ VETS/ HOMELESS/ SPECIAL NEEDS

- Florida Supportive Housing Coalition
- Florida Veterans Foundation
- Florida Weatherization Network
- LeadingAge Florida
- The Arc of Florida
- United Way of Florida

FAITH BASED ORGANIZATIONS

- Florida Conference of Catholic Bishops
- Florida Impact
- Habitat for Humanity of Florida
- Volunteers of America of Florida



Many Voices. One Message.

Sadowski Affiliates comprises the local organizational members of the Sadowski Coalition members, such as local Realtors, United Way offices, and Habitat Affiliates, as well as hundreds of individuals throughout Florida who are not affiliated with any organization. They are Many Voices Having One Message: Use all of the State and Local Housing Trust Funds for Housing.

MANY Voices, ONE Message to the Legislature:

Appropriate all the Housing Trust Funds for Housing.

What is the Sadowski Coalition and who are the Sadowski Coalition Affiliates?

- The Sadowski Coalition, a collaboration of diverse statewide organizations that urge the legislature to use all the housing trust funds for Florida's housing programs.
- The Sadowski Act passed in 1992, increasing the doc stamp tax paid on all real estate transaction and placing these monies in a dedicated state and local housing trust fund.
- Today the Sadowski Coalition is comprised of more than 30 diverse statewide organizations representing millions of Floridians.
- The Sadowski Affiliates are local and regional organizations in Florida that support the Sadowski Coalition's mission to ensure that all the state and local housing trust funds are used solely for housing.



How are Florida's housing programs funded?

- 70% of monies go to the Local Government Housing Trust Fund for the State Housing Initiatives Partnership (SHIP) program which funds housing programs in all 67 counties and larger cities.
- 30% of monies go to the State Housing Trust Fund for Florida Housing Finance Corporation programs such as the State Apartment Incentive Loan (SAIL) program.

What do these programs do? Who do they serve?

- SHIP funds can be used for repair of existing housing stock to allow seniors to age in place or to provide retrofitting for persons with special needs;
- SHIP funds can be used to provide first time homeownership with down payment and closing cost assistance, as well as preservation of existing housing;
- SAIL funds can be used to rehabilitate existing apartments in dire need of repair or to build new units where needed; apartments that house Florida's most vulnerable populations, such as the frail elderly and persons with disabilities;
- SAIL and SHIP programs span from homelessness to the moderate income essential workforce;
- The beauty of both SHIP and SAIL is that they are flexible and can meet changing needs and priorities within the same program framework.

What is the need for these programs?

- More than 911,000 very low-income households in Florida pay more than 50% of their income on housing – they are one missed paycheck away from homelessness;
- Florida has the third largest homeless population in the nation.

What is the economic impact of Florida's housing programs?

- SHIP and SAIL are highly leveraged, with private sector loans and equity providing \$4 to \$6 for every one dollar of state funding—thus greatly increasing economic impact.
- The appropriation of the estimated \$314.08* million in the state and local housing trust funds in Fiscal Year 2018-19 into Florida's housing programs will create **over 30,000 jobs and more than \$4 BILLION in positive economic impact in Florida.***

What is our priority for the 2018 Session?

Together the Sadowski Coalition and the Sadowski Affiliates bring a cohesive message and urge the Florida Legislature to use all of Florida's housing trust fund monies for Florida's housing programs.

**\$314.08 million based upon documentary stamp projection from August 2017 Revenue Estimating Conference for FY 18-19.*

For more information, please visit: www.SadowskiCoalition.org

Membership in the Sadowski Affiliates is free
thanks to support from JPMorgan Chase & Co.

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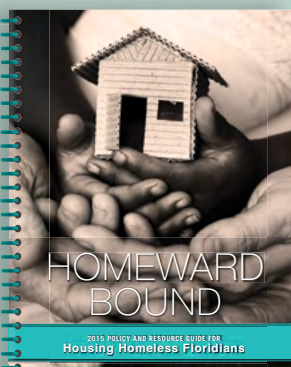
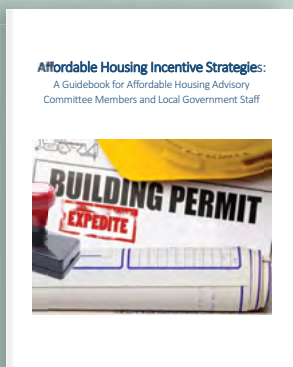
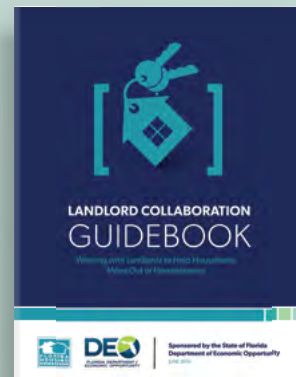
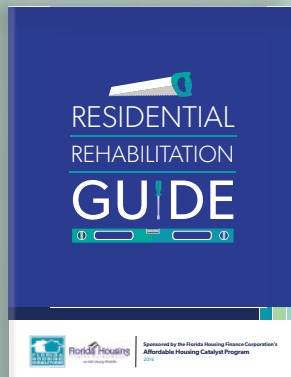


SHIP DISTRIBUTION ESTIMATES: FY 2018/19

LOCAL GOVERNMENT	COUNTY TOTAL	COUNTY SHARE/ CITY SHARE	LOCAL GOVERNMENT	COUNTY TOTAL	COUNTY SHARE/ CITY SHARE	LOCAL GOVERNMENT	COUNTY TOTAL	COUNTY SHARE/ CITY SHARE
ALACHUA	2,850,834	1,427,413	GILCHRIST	350,000	350,000	PALM BEACH	15,490,394	11,744,816
Gainesville		1,423,421	GLADES	350,000	350,000	Boca Raton		1,005,327
BAKER	350,000	350,000	GULF	350,000	350,000	Boynton Bch		810,148
BAY	1,957,196	1,552,448	HAMILTON	350,000	350,000	Delray Beach		720,303
Panama City		404,748	HARDEE	350,000	350,000	West Palm Bch		1,209,800
BRADFORD	350,000	350,000	HENDRY	427,101	427,101	PASCO	5,538,219	5,538,219
BREVARD	6,303,297	3,486,984	HERNANDO	1,995,776	1,995,776	PINELLAS	10,527,187	5,499,402
Cocoa		208,009	HIGHLANDS	1,121,428	1,121,428	Clearwater		1,244,314
Melbourne		887,504	HILLSBOROUGH	15,098,240	11,014,166	Largo		896,916
Palm Bay		1,212,124	Tampa		4,084,074	St. Petersburg		2,886,555
Titusville		508,676	HOLMES	350,000	350,000	POLK	7,248,336	5,655,877
BROWARD	20,537,233	3,676,166	INDIAN RIVER	1,642,202	1,642,202	Lakeland		1,141,613
Coconut Creek		628,439	JACKSON	562,132	562,132	Winter Haven		450,846
Coral Springs		1,396,532	JEFFERSON	350,000	350,000	PUTNAM	806,434	806,434
Davie		1,102,849	LAFAYETTE	350,000	350,000	ST. JOHNS	2,516,551	2,516,551
Deerfield Bch		854,349	LAKE	3,635,201	3,635,201	ST. LUCIE	3,255,868	798,013
Ft. Lauderdale		1,963,359	LEE	7,653,370	4,868,308	Ft. Pierce		474,706
Hollywood		1,614,227	Cape Coral		1,917,935	Port St. Lucie		1,983,149
Lauderhill		780,415	Ft. Myers		867,127	SANTA ROSA	1,867,215	1,867,215
Margate		634,600	LEON	3,159,477	1,078,330	SARASOTA	4,464,559	3,865,415
Miramar		1,493,057	Tallahassee		2,081,147	City of Sarasota		599,144
Pembroke Pines		1,786,739	LEVY	452,801	452,801	SEMINOLE	4,972,454	4,972,454
Plantation		971,411	LIBERTY	350,000	350,000	SUMTER	1,320,739	1,320,739
Pompano Bch		1,199,374	MADISON	350,000	350,000	SUWANNEE	491,382	491,382
Sunrise		1,006,324	MANATEE	4,040,235	3,441,472	TAYLOR	350,000	350,000
Tamarac		700,320	Bradenton		598,763	UNION	350,000	350,000
Weston		729,072	MARION	3,834,513	3,179,578	VOLUSIA	5,737,531	4,032,336
CALHOUN	350,000	350,000	Ocala		654,935	Daytona Bch		718,913
CHARLOTTE	1,886,505	1,680,687	MARTIN	1,680,783	1,680,783	Deltona		986,282
Punta Gorda		205,818	MIAMI-DADE	19,077,275	12,302,935	WAKULLA	362,820	362,820
CITRUS	1,571,452	1,571,452	Hialeah		1,642,553	WALTON	716,394	716,394
CLAY	2,297,949	2,297,949	Miami		3,254,583	WASHINGTON	350,000	350,000
COLLIER	3,911,674	3,690,664	Miami Beach		644,812	TOTAL	216,235,500	216,235,500
Naples		221,010	Miami Gardens		787,891	Disaster Relief Holdback		5,564,500
COLUMBIA	767,854	767,854	North Miami		444,501	Compliance Monitoring		4,000,000
DE SOTO	388,521	388,521	MONROE	851,425	851,425	Transfer to DCF for Homeless		4,000,000
DIXIE	350,000	350,000	NASSAU	877,125	877,125	Transfer to DEO for Homeless		4,000,000
DUVAL	10,250,714	10,250,714	OKALOOSA	2,137,217	1,908,962	TOTAL ESTIMATED APPROPRIATION		225,800,000
ESCAMBIA	3,435,890	2,843,199	Ft. Walton Bch		228,255	Projected SHIP is based on full funding of LBR (Less: \$5 million DR holdback, Monitoring, & Homeless funding)		
Pensacola		592,691	OKEECHOBEE	452,801	452,801			
FLAGLER	1,140,718	242,973	ORANGE	14,384,564	11,322,090			
Palm Coast		897,745	Orlando		3,062,474			
FRANKLIN	350,000	350,000	OSCEOLA	3,693,072	2,927,867			
GADSDEN	542,842	542,842	Kissimmee		765,205			

Affordable Housing Resources

Available Online 24/7



Affordable Housing Workgroup Recommendations

During its regular 2017 Session, the Florida Legislature created a short term Affordable Housing Workgroup, charged with developing recommendations to address the state's affordable housing needs. The Workgroup was chaired by the Executive Director of the Florida Housing Finance Corporation.

The Affordable Housing Workgroup Report with recommendations to the Governor, the President of the Senate, and the Speaker of the House of Representatives was submitted on January 1, 2018.

The Workgroup had four public meetings and received written testimony in addition to public comments at each of the four meetings. Support for using the Sadowski state and local housing trust funds only for affordable housing (no diversion to general revenue) was by far the issue that received the most support. **What follows below are the Affordable Housing Workgroup's recommendations (go to www.floridahousing.org/about-florida-housing/workgroup-on-affordable-housing, which provides rationale for each of the recommendations):**

Sadowski Funding

1. The Legislature should appropriate all Sadowski funds in the State and Local Government Housing Trust Fund monies solely for Florida's affordable housing programs.

Land Use for Affordable Housing Development

2. Local governments assessing impact fees either waive fees outright for affordable housing or establish local dedicated funds to make such affordable housing waivers possible.
3. Local governments, particularly those in urbanized areas, strongly consider incorporating density bonus programs, reduced parking minimums, and reductions of land use barriers to the development of micro-units and accessory dwelling units into their land use tool boxes to support the development of affordable housing.
4. The Department of Economic Opportunity should continue to provide technical assistance to local communities wishing assistance to implement strategies which facilitate increased development of affordable rental housing.

Building Codes for Affordable Housing Development

5. Affordable housing developments should continue to

comply with all standards and performance criteria of the Florida Building Code.

Implementation of the State Housing Initiatives Partnership (SHIP) Program

6. Local governments should evaluate the need for affordable rental housing in their communities and consider using SHIP funds to assist in developing new affordable rental housing.
7. The Catalyst Training and Technical Assistance Program should continue to provide regular training opportunities to local SHIP administrators about options for using SHIP to develop rental strategies. The training should educate local governments about how they can maximize their rental strategies with new allocations, as well as program income, which is not restricted by the 65 percent homeownership requirement.
8. The Legislature should exempt SHIP funding used to finance small rental developments for persons with special needs and homeless persons from the 65 percent homeownership requirement, but no less than 60 percent of a local allocation must be used for homeownership.
9. Florida Housing Finance Corporation should develop a simple monitoring report template for local governments to use for any rental properties that are not covered by compliance reporting under other corporation administered programs. Florida Housing Finance Corporation should also examine the approach of allowing "self-certifications" provided by smaller properties, as the corporation already allows for smaller, special needs properties in its portfolio.

State Implementation of Rental Programs

10. Florida Housing Finance Corporation should evaluate whether legal challenges in which all parties agree after litigation has occurred can be sent to the Executive Director rather than the Board for issuance of a Final Order.



11. Florida Housing Finance Corporation should assess its application process with the goal to remove or simplify scoring items that are most likely to be litigious, but should maintain scoring items that allow the corporation to differentiate and choose the best developments for funding. With these changes, Florida Housing Finance Corporation must adopt an approach that discourages developers from not having completed “ability to proceed” items by the start of the credit underwriting process. Before implementation, the corporation should workshop these proposals with stakeholders participating in Florida Housing Finance Corporation programs.
12. Florida Housing Finance Corporation should continue efforts to reduce the allocation of awards based upon the lottery.
13. Florida Housing Finance Corporation should continue to develop a more robust rental preservation strategy that includes, but is not limited to, recapitalization opportunities of properties in Florida Housing Finance Corporation’s portfolio.
14. Florida Housing Finance Corporation should continue implementation of the Local Government Area of Opportunity Preference in Low Income Housing Tax Credit Requests for Applications for large counties, and explore the expansion of its use in medium and small counties.
15. Florida Housing Finance Corporation should convene a working group to develop policies to fulfill the requirement that all developments with the commitment to set aside units for extremely low income households with special needs through the Link Strategy comply with the requirement and hold them available until a referred household leases the unit. The working group should include developers, property managers, participating Link supportive service providers and others to develop such an approach, including policies to address when exceptions to this requirement are needed.
16. Florida Housing Finance Corporation should adopt comprehensive low barrier entry requirements as well as requirements to lower barriers to continued occupancy for all general occupancy properties targeted to all units set aside for extremely low income tenants, including but not limited to Link units. This requirement should include development of standards for implementation and training geared to developers and property managers. The corporation should convene a workgroup of subject matter experts, including property managers, fair housing experts, developers and others to assist in development of standardized requirements.
17. Florida Housing Finance Corporation should create a workgroup of subject matter experts to create an alternative credit underwriting approach for developments serving persons with special needs and/or homeless households developed and/or operated by nonprofit organizations.
18. Florida Housing Finance Corporation should find the resources to conduct a state level needs assessment to identify the statewide affordable and supportive housing needs by special needs and homeless populations and perform financial modeling to address the housing needs of each sub-population.
19. Florida Housing Finance Corporation should evaluate strategies other states use to provide Low Income Housing Tax Credit financing for extremely low income units, and implement promising strategies that are financially feasible.

Local Housing Finance Authority Tax Exemption on Mortgages

20. The Legislature should adopt legislation that would provide an exemption from documentary stamp and intangible taxes related to all mortgages financed by or on behalf of local housing finance agencies. **HNN**

Speedy Resolution for NIMBY-Driven No Votes

By: Jaimie Ross,
President & CEO of the Florida Housing Coalition

Creating Inclusive Communities in Florida is a comprehensive guide to affordable housing, written to assist local elected officials and their key staff in overcoming constituent opposition to affordable housing developments. Most of the guidebook provides an education about affordable housing in Florida. The guidebook also includes a section on an important law in Florida — the Florida Fair Housing Act. This law is specifically intended to resolve opposition that results in a “no vote” and stops affordable housing developments from getting the local government approvals needed to move forward.

The Florida Fair Housing Act contains a provision not found in the Federal Fair Housing Act; it provides greater protection from discrimination.

Section 760.26, Florida Statutes:

Prohibited discrimination in land use decisions and in permitting of development. —It is unlawful to discriminate in land use decisions or in the permitting of development based on race, color, national origin, sex, disability, familial status, religion, or, except as otherwise provided by law, the source of financing of a development or proposed development.

This means that it is unlawful for a local government to deny land use approval for an affordable housing development if that same development would have been approved had it been a market rate development (not using financial subsidies related to affordable housing). The Statute does not require that you serve one of the federally protected classes, such as race. Therefore, if you are developing affordable housing, you are protected by this statute.

The beauty of this law is how it works in tandem with Florida’s Property Rights laws to provide a quick dispute resolution process



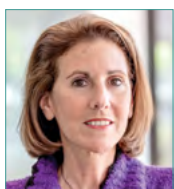
From left to right, Presenters David Smolker and Jaimie Ross, and Moderator Jeff Kiss.

in front of a local magistrate rather than having the expense and delay of bringing a court case.

The value of Section 760.26, Florida Statutes is more often seen when a city or county attorney simply advises elected officials that they cannot deny an approval without running afoul of this law. Approval generally follows when the law is brought to the attention of the city or county commission, but that doesn't always happen. If a local government denies a land use approval in violation of 760.26, a simple petition can be filed within 30 days for a special magistrate to hear the case. That's just what happened this Spring. When

faced with the prospect of losing an expensive lawsuit, the Macclenny City Commission approved a previously denied planned unit development (PUD) request made by a nonprofit affordable housing developer, using FHFC HOME funds to provide much-needed affordable housing.

David Smolker, the attorney who represented the nonprofit, used the combination of Florida's Fair Housing Act and Florida's Property Rights law to bring a swift and successful resolution for the affordable housing developer. At the Florida Housing Coalition's 2017 Statewide Conference, Smolker explained the process. HNN



JAIMIE ROSS

Jaimie A. Ross is the President & CEO of the Florida Housing Coalition. She initiated the Sadowski Coalition in 1991 and continues to facilitate the Sadowski Coalition today. Ms. Ross served as the Affordable Housing Director at 1000 Friends of Florida, a statewide nonprofit smart growth organization, from 1991-2015. Prior to her tenure at 1000 Friends of Florida, Ross was a land use and real property lawyer representing for profit and nonprofit developers and financial institutions with a law firm in Orlando. Ross is the past Chair of the Affordable Housing Committee of the Real Property Probate & Trust Law Section of the Florida Bar.

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More about Aqua pictured above: Over forty years ago, a teachers' association used HUD Section 236 funding to develop the Tampa-based 197 unit CTA River Apartments to house retired teachers, living on fixed incomes. With its HUD Section 236 loan maturing, it was in a real danger of being converted to a market rate development which would displace over 200 low income senior residents. Sage Partners stepped in and gutted the old, dilapidated high-rise, transforming it into Aqua - a Hillsborough Riverfront beauty. In addition to providing residents with new kitchens, bathrooms, and appliances in every apartment, common area amenities include community, fitness and yoga rooms, an arts and crafts center, computer lab, and library.

A FLORIDA HOUSING COALITION PUBLICATION PRODUCED IN PARTNERSHIP WITH THE FLORIDA HOUSING FINANCE CORPORATION

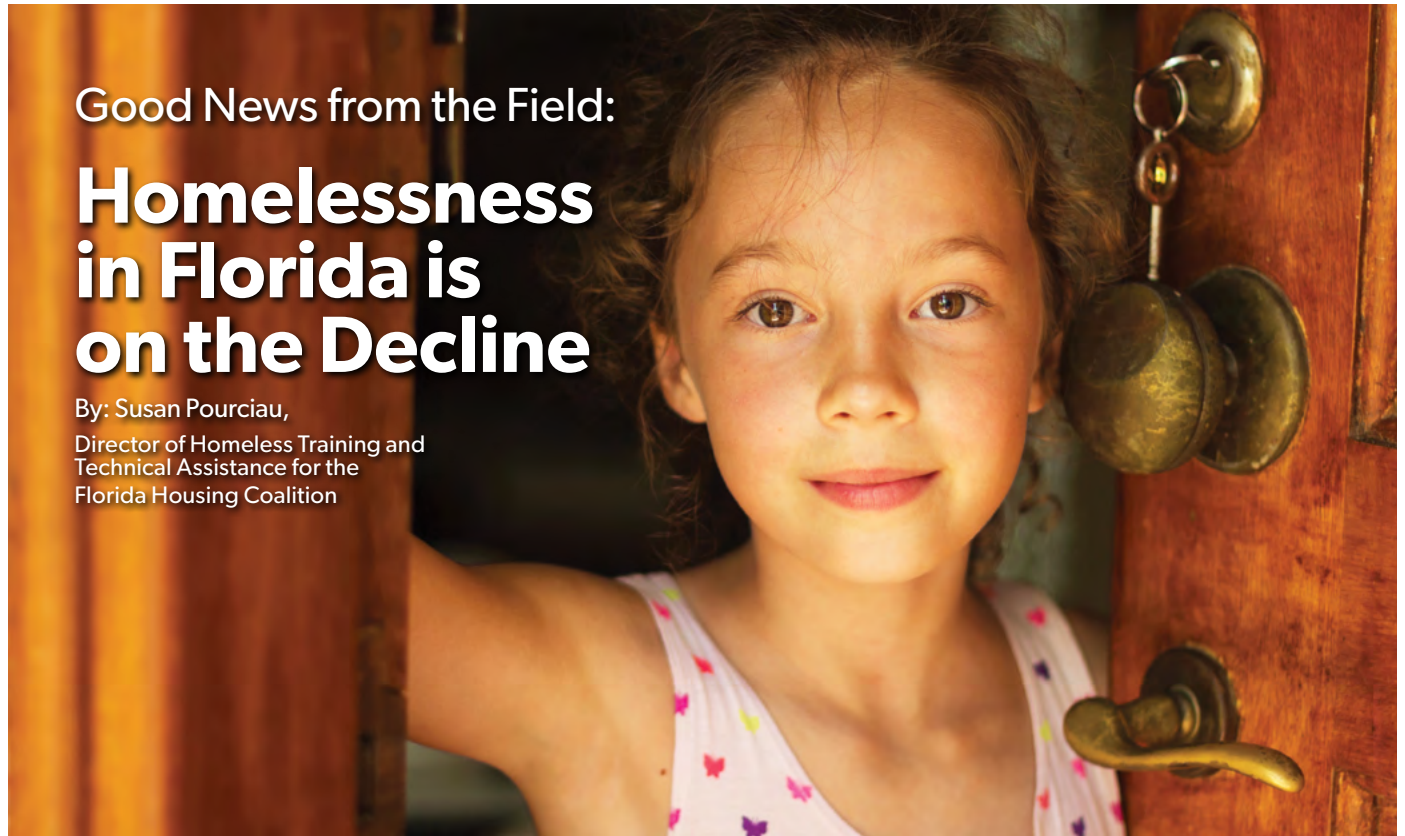


Access the Creating Inclusive Communities in Florida Guidebook along with several more valuable resources under the Publications tab at www.FLhousing.org

Good News from the Field:

Homelessness in Florida is on the Decline

By: Susan Pourciau,
Director of Homeless Training and
Technical Assistance for the
Florida Housing Coalition



In January 2017, communities across the United States conducted a one-day Point in Time (PIT) Count of people experiencing homelessness – staying in shelters, on the streets, and in encampments. These PIT Counts were coordinated through local homeless Continuum of Care (CoC) organizations using methods outlined by the U.S. Department of Housing and Urban Development.

Nationally, there were 553,742 individuals identified as homeless on that cold night, with 35% of those staying outdoors without shelter. To put the numbers in perspective, for every 10,000 people in the United States, 17 were homeless.

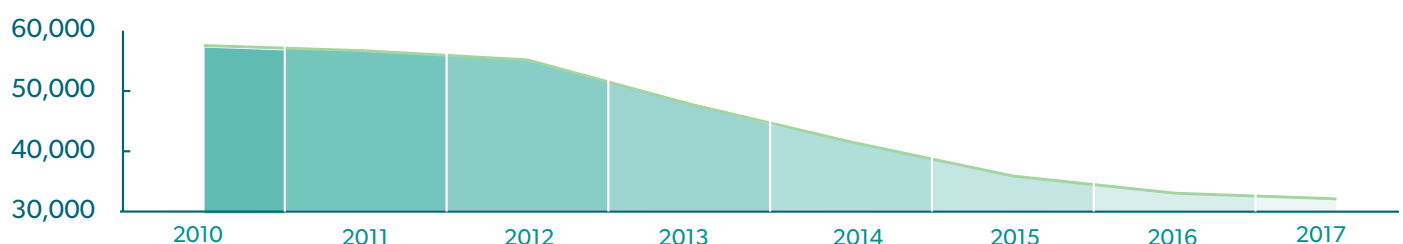
Florida's 2017 Point in Time Count identified 32,109 people who were literally homeless the January PIT Count night. While Florida continues to have the third highest homeless population in the nation behind New York and California, our decrease in homelessness continues year-to-year. In fact,

homeless PIT counts in Florida reflect a statewide decrease of 44% from 2010 to 2017.

Florida's significant reductions in homelessness is likely due to three causes.

1. First, the economy has improved since 2010. Since homelessness is primarily due to a mismatch between income and housing costs, increasing income and employment opportunities result in decreased homelessness.

HOMELESSNESS IN FLORIDA: POINT IN TIME COUNTS 2010-2017



"The workshop equipped us to write our vision and strategic plan."

"This was outstanding and the fluid discussion held my attention throughout. The wealth of resources discussed and the practicality of the applications was exceptional. Thank you, thank you!"

"We can rethink some of our practices to better align with HUD requirements and be more efficient in our outcomes."

"The information from the workshop will help me be a more informed board member."

"I am going to incorporate some of the training's handouts into our own training for new employees."

"The course will help us re-evaluate why we have the shelter rules we have. The information will help me to be more housing-focused."

"This session was informative and specific to housing services for the homeless and I like the focus on housing outcomes!"

"I came away with an extensive to-do list of ways to improve my organization."

"The presenters were knowledgeable and clear with their message."

"Awesome! Nicely done!"

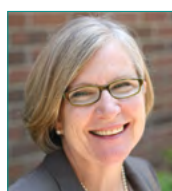
2. Second, the Florida Legislature has increased appropriations to preserve and create affordable housing, including housing for those with special needs and very low incomes. Again, because homelessness results from housing costs that are out-of-reach to those with lower incomes, increasing the stock of affordable housing reduces homelessness.
3. Third, in recent years Florida communities have embraced evidence-based best practices such as Housing First, collaborative case management, and rapid rehousing. Nationwide, these models have proven successful in decreasing homelessness.

Thanks to funding from the State of Florida and other thought leaders, the Florida Housing Coalition has actively engaged with Florida communities to implement effective housing crisis response systems and best practices. To this end, we have partnered with nearly all of the 27 Continuums of Care in Florida to assist them in their tireless efforts to reduce homelessness.

Our goal is to build stronger Continuums of Care through good governance and strategic collaborations. To accomplish this, we sit down with case managers and CEOs to discuss best practices, effective solutions, better use of funding and resources, and opportunities to improve the coordination of efforts. We also work with local governments, private philanthropic partners, and non-profits to show them how collaborating with CoC's can help them reach their common goal – to effectively reduce homelessness for families, young adults and youth, and chronically homeless individuals with disabilities.

Statewide these efforts are paying off. Nearly every community in our state has seen a significant reduction in homelessness, leading Florida to be recognized by HUD as one of the top five states to reduce homelessness in the past decade. However, our success has not been universal. Some Florida CoCs have seen an increase in homelessness along with a very high percentage of people who are unsheltered or have experienced homelessness long-term. Now is the time to redouble our efforts to assist those CoCs and communities that have not fully embraced best practices or employed effective solutions.

The State of Florida continues to invest in affordable housing, training and technical assistance, and in the work of the Florida Housing Coalition which has resulted in this good news. If we are to not only maintain these gains, but also continue to move the needle in the right direction of effectively addressing homelessness in every community in Florida, continued support by the State, private partners, local governments, and nonprofits is critical. **HNN**



SUSAN POURCIAU

Susan Pourciau, PhD is the Director of Homeless Training and Technical Assistance for the Florida Housing Coalition. Susan's areas of expertise include housing first, Continuum of Care (CoC) governance, homeless system design, data analysis, rapid rehousing, CoC funding, and permanent supportive housing. Prior to joining the Florida Housing Coalition, Dr. Pourciau was the Executive Director of several human services nonprofit organizations and was on the faculty of Florida State University. Susan has a doctorate in Accounting and a law degree from Duke University.



"The presenters were well spoken, organized and had timely information to give regarding current issues facing not only Florida but the entire country. It would be nice to have a full day seminar with this presenters on this topic."



"Excellent comprehensive information. Cost savings info on housing homeless was very interesting and encouraging."



"Informative and nice to hear a more client centered approach to meeting needs for homeless clients."

"The workshop gave us ideas on how to create a better system."



"I just wanted to say a big 'Thank-you' for the trainings. I have continued to have great reviews and individuals, including myself, have already begun to apply different aspects of what we learned."

"Enlightening"



"The presenters were excellent. I enjoyed the training tremendously."

"The best training I have had in a long time. Thank you."

Local Government Area of Opportunity Funding — A Fancy Phrase for an Improved Housing Credit Selection Process

By: Mark Hendrickson

President of The Hendrickson Company, Past Chair and Current Executive
Committee Member for the Florida Housing Coalition

PICTURED: The Lofts at LaVilla. Read more about this housing development at the end of this article.

FHFC has implemented a process for awarding 9% Housing Credits in most large counties that results in better developments being selected than through the lottery system. The deals meet local redevelopment needs, and have often had longer affordability periods and increased extremely-low income and at-risk population set-asides, as compared to what is required by FHFC. The developments selected through this process provide a higher level of public purpose than otherwise would have been achieved.

It Began with a Pilot Program

The City of Jacksonville and its Housing Finance Authority (HFA) had become frustrated. The existing selection process for 9% Housing Credits most often resulted in ties—with a lottery determining which development was funded in Duval County. The scoring process did not consider whether the deal helped advance the housing strategy of the City.

Jacksonville worked with FHFC, which set up a pilot program with the City wherein the City could designate one development as a local priority—while also requiring the City back-up its designation with a significantly larger local government financial contribution. The City utilized its HFA to administer a selection process with well-defined selection criteria and an open and transparent process.

The result—the City was able to designate the Lofts at LaVilla developed by Vestcor as its priority. This development would provide much needed affordable housing near the

employment center of downtown Jacksonville, and provide a first step in the redevelopment of this once vibrant neighborhood which was now largely empty of housing and commerce. The development is also located directly at the Jefferson Street stop of the soon to be renovated and expanded light-rail system—only two stops from the center of downtown. The development was pre-leased in record time and is now occupied by persons who work full-time in lower wage employment. In only two years, the redevelopment of LaVilla is in full swing and a major up-scale retailer is planning to open a retail center in the area.

The pilot program was so successful that FHFC expanded it one year ago to other large counties—Hillsborough, Pinellas, Orange, Palm Beach and Broward. Any local government in those counties was able to designate a development for scoring preference—now called the Local Government Area of Opportunity Funding.

Local Government Area of Opportunity Funding

Different local governments have different priorities. One example of the benefit of the preference system can be found in Hillsborough County. While Jacksonville's priority was for housing in a redevelopment area, Hillsborough focused on long-term affordability and provision of a portion of the housing to extremely low income and at-risk populations. Hillsborough County, using its HFA, selected the Preserve at Sabal Park development by Blue Sky Communities, which agreed to an affordability period of perpetuity, as opposed to only the 50 years required by FHFC. It also agreed to provide 20% of the units to extremely low-income residents (as opposed to the 10% required by FHFC).

Some developers attacked the new process—claiming that it was “political.” As the person who wrote the NOFA's and analyzed the applications for both Jacksonville and Hillsborough County, I can say from personal experience that the analysis and the decision-making was completely objective and policy driven.

What's Happening this Year?

FHFC retained the priority system with great results. In Jacksonville, the focus on the LaVilla redevelopment continues, but with a twist. Jacksonville added long-term affordability to its selection criteria, and the development selected for the local priority in the upcoming FHFC award of tax credits agreed to affordability in perpetuity. As LaVilla redevelopment continues, this is especially important as the

land is limited and if not locked-up for affordability now, it never will be.

In Hillsborough, the development selected this year also agreed to perpetuity, and is also providing 15% of the units for extremely low-income residents and 10% of the units to disabled and homeless veterans—all within walking distance of public transportation and shopping. The City Edge development by the Richman Group of Florida is also a partnership between this major developer and the CDC of Tampa—which will share in the development fees and focus on providing services for the residents.

It is important to note that the local selection process is highly competitive—with the developments that were not selected still offering affordability periods well beyond those required by FHFC, building better partnerships, and locations on quality sites. The local process is producing better developments.

None of this would have happened without the Local Government Area of Opportunity Funding process. The developments being selected now meet local goals and are providing longer affordability periods and an increased number of units to extremely low-income residents. The developments are quantitatively superior to those that would have been selected via a lottery.

FHFC should be praised for taking this bold step forward in partnership with local governments. The results are an improved Housing Credit selection process and housing that meets local goals and better serves the public. **HNN**

Pictured on Page 14: Lofts at LaVilla—the first development selected for an Area of Opportunity Funding Preference—is providing much needed affordable housing near the employment center of downtown Jacksonville, and provided a first step in the redevelopment of this once vibrant neighborhood which was now largely empty of housing and commerce. The development is located directly at the Jefferson Street stop of the soon to be renovated and expanded light-rail system—only two stops from the center of downtown. The development was pre-leased in record time and is now occupied by persons who work full-time in lower wage employment. In only two years, the redevelopment of LaVilla is in full swing and a major up-scale retailer is planning to open a retail center in the area.



MARK HENDRICKSON

Mark Hendrickson, president of The Hendrickson Company, is a past Chair and serves as an Executive Committee member for the Florida Housing Coalition. He served as Executive Director of the Florida Housing Finance Agency from its inception in 1981 to 1994. As its first Chief Executive Officer, he led the way in creation of the Sadowski Act. The Hendrickson Company specializes in assisting clients in all areas of affordable housing, including finance and related legislative issues. His clients include for-profit and non-profit developers, the Florida Association of Local Housing Finance Authorities, and four County HFA's.

The SHIP Response to Hurricane Irma

By Michael Chaney
Technical Advisor with the Florida Housing Coalition



In times of disaster, the State Housing Initiatives Partnership (SHIP) program is a critical network that provides housing recovery assistance to low and moderate-income households. For 25 years, SHIP has offered counties and entitlement cities funds for housing assistance, and additional SHIP disaster funds are provided during times of state or federally declared disasters. In just the past decade, SHIP has provided over \$200 million in disaster funding to thousands of Floridians affected by hurricanes, wildfires, flooding, tornadoes, drought, and other disasters.

Since Hurricane Irma hit in September 2017—impacting 48 counties across the state—SHIP has been at work to assist with the recovery efforts. SHIP recovery assistance has ranged from tarps and temporary measures to temporary rent assistance to permanent rehabilitation. In some communities, SHIP funds were the first dollars available for assistance. However, although it is sometimes the first money on the scene, most SHIP disaster assistance is not focused on temporary measures, but instead on long term rebuilding.

The housing damage caused by Hurricane Irma impacted the first disbursements of Fiscal Year 2017/18. When funds were distributed in November 2017, several SHIP offices dedicated these funds to long-term recovery efforts. Also, SHIP offers the most impacted communities additional disaster assistance from an annual reserve of \$5 million dollars. These funds are deployed based on FEMA comparison data of all affected counties and cities. Any community that is offered funds must formally request them with an application that addresses the households needing assistance coupled with an assessment that may include data from several sources, including FEMA,

Florida Division of Emergency Management, or a local agency.

Quick Response through SHIP Network

Historically, the Florida Legislature has responded to disasters with general revenue funds funneled through SHIP programs. This has helped Florida recover more quickly than other disaster-damaged states. Thanks to SHIP, there are local government housing staff throughout the state—even in areas with smaller populations that are not entitlement communities. Therefore, when disaster strikes, these staff are in place to issue housing repair RFPs, work with contractors, and deploy disaster recovery assistance according to the same written policies and procedures that guide their regular housing assistance.

Disaster assistance was distributed through SHIP in 2005 in response to damage from Hurricanes Charley, Frances, Jeanne, and Wilma. The Florida Legislature created the Hurricane Housing Recovery Program (HHRP), which supplied \$207 million of funding to 40 percent of the

State affected by these storms. Until the 2018 Legislative Session concludes, we won't know if additional money will be appropriated from the State's general revenue fund for Hurricane Irma.

Types of Disaster Assistance

The Governor's mid-September Executive Order activated the SHIP Disaster Strategy of each affected SHIP jurisdiction. As a disaster planning responsibility, the written plan for each SHIP office must include a disaster strategy. The types of disaster assistance vary from one community's disaster strategy to another. Some SHIP offices prioritize disaster assistance to households with special housing needs, which also aids in meeting the SHIP program requirement that 20% of funds to be set-aside for special needs populations. In addition, some communities focus SHIP on temporary rent assistance, where SHIP pays for displaced households to stay at hotels or rental units with month to month leases.

One common type of homeownership disaster assistance involves paying a homeowner's property insurance deductible with an assistance award ranging from \$1,000 to \$5,000 for each eligible homeowner. Paying deductibles is a recognition that many homeowners have insurance policies to help pay for recovery. It is likely that they have already applied for FEMA assistance and talked with their property insurance company before ever applying for SHIP. It is a best practice to track the disaster assistance provided by any and all sources, including, but not limited to FEMA, private insurance, and charitable donations. This is necessary to avoid a duplication of benefits (DOB).

Most SHIP disaster assistance involves owner occupied rehabilitation performed by licensed contractors. The SHIP program does not normally reimburse an applicant for housing related expenses; disaster response is the exception to the rule. Eligible households may receive SHIP reimbursements

for disaster-related expenses like repairs performed according to code, blue tarps and other temporary measures to avoid additional damage, temporary relocation of displaced households, or the removal of a fallen tree on a house, in the yard or on a fence. Additional types of assistance include:

- Down-payment and closing costs to help a disaster-affected household purchase another home. This assistance is available for income-eligible applicants who are able to secure a first mortgage with institutional financing.
- Home replacement assistance may be available for cases in which a house is uninhabitable. SHIP may pay for demolition and the reconstruction of a home for an income-eligible household.

The maximum award from a SHIP disaster assistance strategy varies from community to community, with most awards between \$10,000 and \$40,000. Some local governments are also using their other SHIP strategies to help with recovery. They are prioritizing help to disaster-impacted applicants from the rehabilitation, home purchase, and other SHIP strategies that they regularly use throughout the year.



SHIP staff respond as rapidly as possible to disaster-affected applicants, without shortcutting the SHIP eligibility determination process. It takes time to verify an applicant's income and assets, to document that an applicant was impacted by a disaster, and to confirm that the applicant owns a home that is eligible for SHIP assistance. The timing of SHIP assistance and the time invested in qualifying a SHIP applicant are further reasons why much of SHIP disaster assistance is focused on permanent repairs. With proper planning and staffing, local SHIP programs play a critical role in providing housing recovery assistance to low and moderate-income households. The Florida Housing Coalition is available to help SHIP staff organize their disaster response activities. **HNN**



MICHAEL CHANEY

Michael Chaney is a Technical Advisor for the Florida Housing Coalition. Chaney's responsibilities include providing training and technical assistance through workshops, on-site visits, and telephone consultation on a variety of affordable housing topics, including capacity building for housing nonprofits; financial tracking of housing funds; fair housing; compliance with housing program requirements (SHIP, HOME, CDBG); operational/administrative procedures, housing rehabilitation strategies, and energy efficiency topics. He has also served as an adjunct faculty member of the housing department at Florida State University.

FREQUENTLY ASKED SHIP QUESTIONS

State Housing Initiatives Partnership Program

QUESTION: May I use SHIP disaster strategy assistance after the end of the Governor's Executive Order (EO)? Or is it the case that I am allowed to spend available unencumbered funds on disaster assistance only during the period of the executive order?

ANSWER: The Governor's Executive Order was originally effective through early November, but he has extended it two times. It is now scheduled to time out on February 27, 2018. The EO allows you to implement the disaster strategy to assist eligible households who submit their applications before the end of the executive order. Even once the EO times out, you may continue to respond to disaster-related requests for assistance, but they should be funded by your regular strategies, rather than the disaster strategy. This means that shorter-term help like temporary rental assistance and debris removal will no longer be available if the local housing assistance plan (LHAP) only offers this help in the disaster strategy. Any unencumbered funds left after the disaster strategy assistance will be available to fund the LHAP's regular strategies. In addition, SHIP staff may use 17/18 funds for disaster recovery.



QUESTION: When SHIP pays for a homeowner's deductible, does this count as a rehabilitation activity? Are tarps rehabilitation also?

ANSWER: Yes, these are rehabilitation activities, so long as they are provided only after confirming a household's SHIP eligibility. The cost of a tarp is an eligible repair expense that prevents future damage. Paying a homeowner's property insurance deductible is paying the portion of home repairs for which the property insurance company will not pay.

It is especially important to confirm that deductibles and tarps are rehabilitation expenses because of the set-aside

requirements. Rehabilitation assistance of these types help your SHIP office achieve compliance with the Construction/Rehabilitation set-aside, which requires that 75 percent of a SHIP jurisdiction's allocation must be expended on new construction or rehabilitation of housing. Additionally, these types of assistance also comply with the 65 percent Home Ownership set-aside.

Paying deductibles is a recognition that many homeowners have more resources than just SHIP to help pay for recovery. Track the disaster assistance that a homeowner is awarded from

FEMA, insurance, charitable donations and more to avoid a duplication of benefits. While this applies to the relatively low-costs for a tarp or payment of deductibles, it is even more relevant when larger SHIP awards are invested in repairs, replacement, temporary rent assistance, and other forms of help.

QUESTION: May I use a self-certification form for my Hurricane Irma disaster assistance recipients?

ANSWER: No. For the most part, self-certification is not warranted for Irma assistance because third party verification is available. At times, however, SHIP staff may document

a disaster applicant's eligibility with whatever information is available. This may involve applicants completing a self-certification form in circumstances when third party verification is unavailable. This is permissible based on the details about disaster strategies in Section 67-37.005 (1)(g) of the SHIP Rule:

"Documentation required for SHIP income qualification may be waived if unavailable. The county or eligible municipality shall make every effort reasonable to ensure that the recipients of SHIP funds are income qualified."

Self-certification might be necessary for the type of disasters in which businesses are closed, telephone communication is

limited, and employers are unavailable. Such circumstances were generally not present at the time when applicants were applying for Hurricane Irma SHIP assistance. Therefore, SHIP staff must use the regular process of obtaining third party verification of income and assets.

QUESTION: Has the Florida Housing Coalition created any forms to assist SHIP staff with disaster response?

ANSWER: Yes, the Florida Housing Coalition provided new forms and webinar guidance ten days after Hurricane Irma. This training included SHIP forms designed for Hurricane Irma response, which are available at www.flhousing.org under “Past Catalyst Trainings” listed as “Hurricane Irma SHIP Response.” The first form is a SHIP application designed to document hurricane-related assistance needs. It is paired with the second form, a disaster assistance written agreement in which applicants agree to reimburse SHIP if they receive duplicative recovery assistance from FEMA, insurance, charitable donations or other sources.

The Coalition also created a form for contracting out disaster assistance to a sub-recipient organization. Sub-recipients are

often non-profits that can help implement one or more SHIP strategies. Selecting and contracting with a sub-recipient that will provide disaster assistance is a local matter that must be in compliance with processes established by the local procurement office. Research and assess how quickly the SHIP office may select a sub-recipient according to the procurement process. If necessary, request an exception to expedite the process. Once a sub-recipient is selected, use the newly created Disaster Sub Recipient Agreement as the written agreement between a local government and the SHIP sub-recipient. It specifically mentions Hurricane Irma and contains many details and requirements, including:

- The requirement to avoid Duplication of Benefits (DOB) by tracking disaster assistance provided by FEMA, insurance, charitable donations and other sources.
- Options for payment: whether the local government will advance SHIP funds to the sub-recipient to spend or will reimburse the non-profit as assistance is completed.
- Audit requirements: If the sub-recipient expends a \$750,000 or more in any fiscal year, a State single or project-specific audit should be completed

MORE GUIDANCE IN TECHNICAL BULLETINS | Florida Housing Finance Corporation provides SHIP-specific written guidance in Technical Bulletins. Some of the most recent bulletins have addressed the subjects of record retention, NOFA advertisements, and SHIP audit and monitoring requirements. You may access the bulletins on Florida Housing’s website, www.floridahousing.org. Find SHIP by selecting Programs and then Special Programs from the pull-down menu. [HNN](#)



MICHAEL CHANEY

Michael Chaney is a Technical Advisor for the Florida Housing Coalition. Chaney’s responsibilities include providing training and technical assistance through workshops, on-site visits, and telephone consultation on a variety of affordable housing topics, including capacity building for housing nonprofits; financial tracking of housing funds; fair housing; compliance with housing program requirements (SHIP, HOME, CDBG); operational/administrative procedures, housing rehabilitation strategies, and energy efficiency topics. He has also served as an adjunct faculty member of the housing department at Florida State University.



QUESTIONS ABOUT THE SHIP PROGRAM?

Free telephone technical assistance is available to help you successfully implement your SHIP funded work.

Call the Florida Housing Coalition’s SHIP hotline at (800) 677-4548, Mon.-Fri. 8:30-5:00.



AFFORDABLE HOUSING CONFERENCE HOME MATTERS IN FLORIDA



CELEBRATING 25 YEARS OF

Sadowski State & Local Housing Trust Funds

Florida's Premier Statewide Affordable Housing Training and Technical Assistance Event brought together more than 700 housing professionals from every part of Florida, including housing developers, service providers, public and private sector funders, and advocates in October 2017.

Keynote Addresses

A rousing keynote address covering statewide issues was provided by FHFC Chair Barney Smith. Chris Estes, immediate past CEO of the National Housing Conference covered federal issues in his keynote address the following day.



Sadowski Awards

25 Years of the Sadowski Act was celebrated with a series of awards and a special thank you to J.P. Morgan Chase for supporting the Sadowski Affiliates Program at the Florida Housing Coalition. Cheryl Lambert accepted the Sadowski Award on behalf of the Florida Realtors®. Debra Koehler, Chair of the Hillsborough HFA accepted the Sadowski Award for outstanding leadership by an HFA in support of the Sadowski Education Effort. Senator Pruitt stunned us with a gift in recognition of our work to secure the Sadowski state and local housing trust funds.



Florida Community Land Trust Institute Symposium

There is increasing demand for community land trusts and the Florida CLT Institute is working with emerging CLTs throughout the state. Symposium participants learned a number of ways they could further this movement at this information-packed event.

Led by Moderator Marilyn Drayton, presenters Rita Ballesteros, Mandy Bartle, Suzanne Cabrera, Gladys Cook, Evelyn Dobson, Pamela Hatley, Cindee LaCourse-Blum, Nancy Merolla, Ashon Nesbitt, Daniel Ticona, Jaimie Ross, and Jason Webb shared their experiences of partnering with local government with positive results.

Additionally, participants learned how to effectively sell the CLT success story to garner increased support and expanded

reach of CLTs throughout the state with the mission to produce a permanent form of affordable housing. Representatives from

Freddie Mac and Fannie Mae also presented their respective plans to spur greater CLT lending as part of their Duty to Serve, and lender representatives shared why they make CLT loans (and want to make more). The symposium ended with participants

brainstorming “what’s next” for CLTs in Florida.



Building strong relationships with local government and engaging the lending community will create the scale needed for the growth and long-term sustainability of CLTs.



SHIP Administrators Training

Sponsored by Florida Housing Finance Corporation, the SHIP Administrators Training featured several timely and important SHIP topics. Don Hadsell and George Romagnoli welcomed participants while moderators Michael Chaney and Aida Andujar facilitated a panel discussion by presenters Rob Dearduff and Robin Fowler about SHIP monitoring and program compliance. Emory Counts, director of the Florida Community Development Association,



introduced the subject of Hurricane Irma disaster recovery and the more than 200 attendees in this training participated in small group discussion on disaster-related topics. Tammy Harris from Citrus County and Bill Lazar from St. Johns County shared ideas on how to ensure SHIP appropriations in 2018 and beyond. The three-hour session ended with an open discussion about hot topics, best practices and challenges in funding affordable housing.





CDBG, HOME, 108 and Rural Development Update

Daryl Cooper, Single Family Housing Program Director for the State of Florida and U.S. Virgin Islands for the USDA, briefed participants on the USDA Rural Development (RD) Section 502 Direct Loan product that can be utilized to provide 33- or 38-year mortgage terms along with a subsidized interest rate to families in the very low- to moderate- income categories. He further explained how the Section 502 mortgage products can be used in conjunction with other down payment or affordable housing grants and/or loan products. Also in this workshop, Florida Housing Coalition Technical Advisors, including Carter Burton, Kimberly Spence, and Gladys Cook discussed best practices for using these funding sources in affordable housing projects as well as strategies to ensure success when administering or implementing federally-funded projects. The session was moderated by Leroy Moore, Senior Vice-President/Chief Operating Officer with the Tampa Housing Authority.



Community Foundations Can Be Your Best Partners

Presenters Mark Brewer, President and CEO of the Central Florida Foundation, and Jon Thaxton, Senior Vice President for Community Investment at Gulf Coast Community Foundation described how their community foundations are doing highly impactful work to end homelessness and develop affordable housing within their geographic regions. Participants in the workshop learned how foundations operate and what they can do to access community foundation resources in their communities. The session was moderated by Mike Rogers, principle of Southern Advocacy Group.



Effective Community Advocacy

Presenters shared their experiences and the common elements for success in effective community advocacy whether it be changing an ordinance or waging a campaign for a local referendum. Chuck Elsesser, civil rights attorney and founder of the Community Justice Project, Inc., moderated this session along with presenters Marcus Dixon, member of the Board of Directors for the Housing Finance Authority of Miami-Dade and the Florida Political Director for the Service Employees International Union (SEIU), and Barbara "Bobbie" Ibarra, Executive Director of Miami Homes for All.



Florida Realtors®

Presenters for the workshop, Cheryl Lambert, Secretary of Florida Realtors®, and broker-owner with Only Way Realty Citrus in Inverness, and Danielle Scoggins, Senior Public Policy Representative with the Florida Realtors®, provided real estate professionals with the opportunity to provide input on housing issues in their respective areas. David Hall, Associate Broker with Coldwell Banker Residential Real Estate, Inc., moderated a roundtable discussion with other Realtors, policy staff, and non-profit housing experts.



We Welcomed 700 Attendees to the 30th Annual Affordable Housing Conference

Even though it was rescheduled in the wake of Hurricane Irma.

FHFC Funding Resources

Jeff Kiss, President of Kiss & Company, Inc., moderated this session on funding resources. Florida Housing Finance Corporation's Nancy Muller, Director of Policy and Special Programs and Kevin Tatreau, Director of Multifamily Development Programs, discussed funding for the SAIL program, with a set-aside for persons with a disabling condition, and grant funding for housing for persons with developmental disabilities. This session covered the competitive Housing Credit program and the current timelines for allocating 2017-2018 affordable housing allocations.



No Cost Tools to Implement Affordable Housing Policies in Your Community

Moderated by Helen Feinberg, co-head of RBC Capital Markets' Housing Finance Group, this session provided the no cost tools that help advance policies to increase production of affordable housing in Florida communities. Robert Von, President of Meridian Appraisal Group, Inc., and Ashon Nesbitt, Technical Advisor at the Florida Housing Coalition, provided no cost marketing and research solutions for housing strategies that might normally require expensive studies for implementation.



Using Tax Credits for Housing and Community Development

In this session, presenters David Leon, Partner in the Orlando office of Broad and Cassel and co-chair of the Firm's Affordable Housing and Tax Credit Practice, and Mark Shelburne, consultant with Novogradac & Company's Raleigh office described the world of tax credits for housing and community development.



This expert panel also provided a comprehensive overview of 9% tax credits, 4% tax credits, New Market Tax Credits, Historic Tax Credits, and Renewable Energy Tax Credits. Tim O'Malley, Senior Vice President of Sales and Marketing for AmeriNat moderated.



Bankers Can Be Your Best Partners

Marilyn Drayton, Wells Fargo Senior Vice President and Community Relations Senior Manager, and Art Fleming, Director of Community Investment, Economic Development, and Affordable Housing Products at FHLBank Atlanta, responded to the question of how to effectively access bank funds for a particular project or for organizational support. A deeper understanding of why and how banks operate relative to community lending and investments was provided. The session was moderated by Aileen Pruitt, Florida Market Manager for Community Development Banking for PNC Bank.



Effective Solutions for Homelessness in Florida

Dr. Susan Pourciau, CFO and Director of Homeless Training and Technical Assistance for the Florida Housing Coalition, gave the state of the state of homelessness in Florida for 2017. The session provided an overview of trends, special populations, and effective solutions. Discussion topics also included how Florida can significantly reduce homelessness in the next few years with the right tools, approaches, and collaborations. The connection between affordable housing and homelessness was explained, as well as funding issues. Participants shared their challenges and successes and discussed emerging issues.

Housing Connections: A Research Update from the Shimberg Center

Anne Ray, Manager of the Florida Housing Data Clearinghouse at the University of Florida's Shimberg Center for Housing Studies, and Bill O'Dell, Director of Florida's Shimberg Center for Housing Studies at the University of Florida, presented new research findings on the impact of homelessness on Florida students' school performance, and how schools and communities can support homeless children and youth. Shimberg Center panelists Anne Ray and Bill O'Dell also described how Florida's affordable housing developments measure up in terms of transit access and "walkability" to jobs and key services, and how energy costs affect financial stability for Housing Choice Voucher recipients and affordable housing tenants in Jacksonville, Orlando, Gainesville, and Tallahassee.



The Florida Housing Coalition's 30th Annual Statewide Conference was a success!

And that's because of our members, hard-working staff and board, and most of all, because of our amazing Partners for Better Housing.

Housing for Persons with Mental and Developmental Disabilities within a Community-at-Large

Presenters Jack Humburg, Executive Vice President of Housing, Development, and Americans with Disabilities Act Services for Boley Centers Inc., and Sheryl Soukup, President of Soukup Strategic Solutions, discussed various housing options for individuals with developmental disabilities, as well as success stories that demonstrate how each option can be achieved. The presenters explained how funding sources can be layered to finance the development of affordable housing opportunities for people with disabilities and data was presented on the housing needs and preferences of individuals with developmental disabilities in Florida.



How to Have an Effective Meeting with your Legislator

Presenters Barbara Inman, President/CEO of Habitat for Humanity of Florida, and Danielle Scoggins, Senior Public Policy Representative with the Florida Realtors®, discussed the importance of meeting with legislators in the district/“home” office in order to stop the sweeps of housing trust funds. These professional lobbyists shared their secrets on how to overcome anxieties and how to have successful meetings with legislators. The session was fast-paced and engaging and participants left with the tools needed to have effective meetings at the local level--where it matters most. Suzanne Cabrera, President/CEO of the Housing Leadership Council of Palm Beach County, moderated.



Solar Sunshot and SELF

Presenters Doug Coward, Executive Director, and Duanne Andrade, Senior Strategic Advisor and CFO, both of the Solar and Energy Loan Fund (SELF), addressed renewable energy, such as home solar systems, wind-hazard mitigation, and water conservation. Participants learned how to access affordable financing for sustainable property improvements from the Solar and Energy Loan Fund (SELF), a designated Community Development Financial Institution. Gladys Cook, Technical Advisor for the Florida Housing Coalition reviewed solar initiatives in the state and offered tips on building sustainability into housing programs with the goal of giving the low-income community access to savings from solar energy systems. Rehab specialists and nonprofits received the tools they need to go clean green and solar in their communities. Melvin Philpot, Products & Services Manager for Duke Energy, moderated.



Attention Affordable Housing Developers! Do You Know Your Rights?

Presenters David Smolker, Managing Shareholder of Smolker Bartlett, and Jaimie Ross, land use attorney, President and CEO of the Florida Housing Coalition, gave a step by step formula for overcoming NIMBYism and using the Bert Harris Property Rights Law and the Florida Fair Housing Act to appeal a development denial. A recent success story in which Mr. Smolker represented a nonprofit affordable housing developer was used to illustrate how the special master process worked to overcome a local government denial that threatened to stop an affordable rental development.



Developing and Operating Permanent Supportive Housing

Presenters Paola Roman Vice President of Housing Development for Carrfour Supportive Housing, and Sharon Lee, Executive Director of the Low Income Housing Institute (LIHI), described how permanent supportive housing is built and operated to ensure housing stability for those who are disabled or have been homeless. Paola Roman and Sharon Lee also shared their experience as PSH developer/operators from Miami and Seattle, respectively. Each have developed and operate thousands of units of PSH affordable housing. Dr. Susan Pourciau, Director of Homeless Training and Technical Assistance for the Florida Housing Coalition, moderated.



FHFC Special Needs and Homeless

Nancy Muller, Director of Policy and Special Programs for the Florida Housing Finance Corporation, shared with participants upcoming opportunities for funding to acquire property, renovate buildings, and construct new buildings, as well as opportunities to make more housing available to those who have special needs. Jeff Kiss, President of Kiss & Company, Inc. moderated.





Housing is Healthcare

Presenters Bakari Burns, President and Chief Executive Officer of the Health Care Center for the Homeless, Inc. (HCCH), and Michael Griffin, Vice President of Advocacy and Public Policy to the Florida Hospital and Adventist Health System, described how investing in Housing First makes economic sense for local governments and Florida's hospitals. In 2013, the Central Florida region was ranked worst among the nation's mid-sized cities for its chronically homeless population. In 2014, Florida Hospital made the largest donation in Central Florida's history, a one-time private commitment of \$6 million to end chronic homelessness. Central Florida leaders leveraged this contribution, including an investment of over \$4 million from the City of Orlando, to launch a campaign to end chronic homelessness in the region by transitioning to the "Housing

First" model. The results are 168 housed since September 2015 through Florida Hospital's funding. An additional 400 chronically homeless Central Floridians were housed as a result of the regional Housing First efforts. Christine Long, Chief Program Officer for Metropolitan Ministries of Tampa, moderated.



Laws that Nonprofits Need to Know

Moderated by Chuck Elsesser, a civil rights attorney and founder of the Community Justice Project, Inc., this session explored key areas of non-profit governance and management including conflicts of interests for board members, the intricacies of bylaws and organizational documents, and compliance with state of Florida and federal regulations. Presenters for this session were Terry Costolo, affordable housing contract attorney for Community Legal Services of Mid-Florida, Alicia Magazu, staff attorney at Community Legal Services of Mid-Florida, Carol Miller, attorney at Jacksonville Area Legal Aid, Inc., and Wendy Wilson, project attorney for Affordable Housing and Community Economic Development at Legal Aid Service of Broward County (LASBC) and licensed real estate salesperson.



Leveraging Private Utility Funds, SHIP, and Weatherization

Sponsored by: Duke Energy



This workshop was about FREE MONEY! Florida's major utility companies, Duke Energy and Florida Power & Light, have money to give to Weatherization Agencies. Presenters Steve Kay, Director of Housing Initiatives with the Central Florida Community Action Agency, Vernon McQueen, DSM Specialist at Duke Energy, Mike Rogers, principal of the Southern Advocacy Group, and Debbie Smiley, Bureau Chief at the Florida Department of Economic Opportunity (DEO), explained to attendees how to access free money from utility companies; and how to connect to SHIP, a program in Florida's communities which can be used for leveraging Weatherization funds. Melvin Philpot, Products & Services Manager for Duke Energy, moderated.



Public Policy Imperative: Keeping Housing Affordable Long Term

Presenters Debra Koehler, President of Sage Partners, LLC, and Joseph Pennisi, Executive Director of the Florida Policy Institute, addressed the economics, public policy, and implementation issues for long term affordability. In 2016, the Florida Housing Coalition successfully fought a proposal from some in the for-profit sector of affordable housing developers to reduce the required term of affordability for FHFC's multifamily housing. Discussions included the urgency of preserving affordability as a core public policy position for the use of a public subsidy, as well as the use of community land trusts and shared equity models to ensure lasting

affordability into the program design. Mark Hendrickson, President of the Hendrickson Company, and an expert in assisting clients in all areas of affordable housing, including finance and legislative issues, moderated.

Affirmatively Furthering Fair Housing: A New Approach

All HUD grantee jurisdictions are required to affirmatively further fair housing (AFFH). Florida Housing Coalition Technical Advisors, including Carter Burton, Kimberly Spence, and Ben Toro-Spears shared their expertise in the AFH process and why it matters. FHC's presenters reviewed best practices in preparing and completing the analysis, and discussed how the AFH integrates into local community development plans. The session was moderated by Bob Ansley, President of the Orlando Neighborhood Improvement Corporation (ONIC).



Surplus Lands and Land Banks: Best Practices for Using Public Lands for Affordable Housing

SPONSORED BY: Bank of America and BBVA Compass



BBVA Compass

Presenters Gladys Cook and Pamela Jo Hatley, both Technical Advisors with the Florida Housing Coalition, offered guidance on land banks, and the guidelines on clearing title and proper disposition to make sure surplus parcels are more readily available for affordable housing. Presenters discussed best practices in using public lands for affordable housing that not only support the development of housing, but create long term affordability. Christine Ruiz, serving as Enterprise Business & Community Engagement (EBCE), Market Manager for Bank of America, moderated.



Bankers Can Be Your Best Partners

Back by popular demand, this workshop enabled participants to hear from and talk with bankers who are committed to making community investments. The session was presented by Christine Ruiz, Market Manager for Bank of America, and April Atkins, Community Affairs Specialist for the Federal Deposit Insurance Corporation (FDIC). The session was moderated by Aileen Pruitt, Florida Market Manager for Community Development Banking for PNC Bank.



One of Florida's Best Programs for Nonprofits: The PLP

Presenters Gladys Cook, Technical Advisor for the Florida Housing Coalition, and Rob Dearduff, Special Programs Administrator at the Florida Housing Finance Corporation, and Betsy Farmer, Executive Director of Promise in Brevard, discussed the Predevelopment Loan Program (PLP) application process, how the funds are used and lessons learned in using this flexible and vital program for nonprofits to begin the development process. Armando Fana, Director of the Department of Housing and Community Development with the City of West Palm Beach, moderated.



Inclusionary Zoning and CLTs: Best Practices for Producing and Preserving Affordable Housing

Inclusionary zoning is a land use tool that requires a small percentage of affordable housing to be produced concurrently with market rate development. The community land trust model is a land use tool for keeping housing affordable in perpetuity. Using these two tools in tandem benefits the market rate developer, the local government, and those in need of affordable housing. This session, moderated by Jaimie Ross, President and CEO of the Florida Housing Coalition and founder of the Florida Community Land Trust Institute, highlighted the work of the Florida CLT Institute in supporting community land trusts throughout Florida. Presenter Ashon Nesbitt, Technical Advisor at the Florida Housing Coalition, explained how CLTs can support mixed-income housing communities by facilitating inclusionary housing programs. Robert Dowling, Executive Director of the Community Home Trust, shared his experience in Chapel Hill, North Carolina, which has provided, over the past 17 years, permanently affordable homeownership built by private sector developers pursuant to an inclusionary zoning ordinance.



Hot Topics for Housing Counselors

Participants joined the discussion with counselors, lenders and Florida Housing staff to network and talk about current practices, changes, challenges, and administrative practices. The workshop was presented by a panel of experts including Lynn Drysdale, consumer protection attorney with Jacksonville Area Legal Aid, Inc., Nicole Everett, Special Programs Manager at the Florida Housing Finance Corporation, Evett Francis, a member of the Community Lending team at Fannie Mae, and Nicole Gibson, Assistant Director of the Homeownership Program at the Florida Housing Finance Corporation. This session was moderated by Michael Chaney, Technical Advisor at the Florida Housing Coalition.



Tiny Homes for Temporary and Permanent Housing

Seattle's Low Income Housing Institute (LIHI) has been nationally recognized for the large number of tiny home villages they have built for temporarily housing people who are homeless. Attendees heard directly from Sharon Lee, Seattle's LIHI Executive Director, as she detailed how LIHI was able to comply with land use laws and building codes, and how they have succeeded in moving people rapidly into long-term housing and employment. Here in Florida, Cornerstone Tiny Homes now has a Florida code-compliant tiny home. Attendees learned how Brett Hiltbrand, CEO of Cornerstone Tiny Homes, and a former builder of large homes in Florida, has been gaining acceptance, throughout Florida's communities, for tiny homes as permanent housing for people of varying incomes. Stephen Bender, professor in residence at University of Florida Citylab-Orlando where he teaches graduate architecture with a focus on revitalizing neighborhoods through design, moderated.



What Local Governments Can Do to End Homelessness

Don Hadsell, Director of the Office of Housing and Community Development with the City/County of Sarasota, moderated this session along with presenters Wayne Applebee, Director of Homeless Services and Human Services Manager for Sarasota County, and Dr. Susan Pourciau, CFO and Director of Homeless Training and Technical Assistance for the Florida Housing Coalition. Presenters discussed a case study of how the Florida Housing Coalition brought the City of Sarasota and Sarasota County together with other stakeholders to create an effective homeless response system.

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Networking & the Expo

Attendees enjoyed networking with colleagues at the reception. The Expo was enjoyed by all and it is always a productive time at the Florida Housing Coalition Conference.





The Florida Housing Coalition

The Florida Housing Coalition, Inc., is a Florida nonprofit and 501(c)(3), statewide membership organization whose mission is to bring together housing advocates and resources so that all Floridians have a quality, affordable home and suitable living environment. The Coalition carries out this mission recognizing that decent and affordable housing is a human necessity and an integral part of community revitalization and economic development.



The Coalition provides professional consultation services on affordable housing, fair housing, ending homelessness, and related issues to nonprofit organizations, local governments, and their private sector partners.



We support community-based partnerships in leveraging resources; and advocate for policies, programs and use of funding resources that maximize the availability and improve the quality of affordable housing in Florida.



Our Team consists of highly skilled professional staff in office locations throughout the state. Our Technical Assistance Team provides assistance in all areas of affordable housing planning, finance, and development.

Our professional technical assistance team also includes the expertise of our geographically dispersed 25-member Board of Directors. The FHC Technical Assistance Team can help with every aspect of locally-administered housing programs from internal controls to capacity building for non-profit partners. We can work with you one-on-one at your office or arrange larger workshops to assist you with implementation of your housing programs.

Contact us today! 850-878-4219 | info@flhousing.org | www.FLHousing.org



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Johnitta Wells
Conference &
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The Florida Housing Coalition has a deep bench of housing professionals strategically located throughout Florida.

PANHANDLE

Michael Chaney Jaimie Ross

NORTHEAST FLORIDA

Amanda Rosado

CENTRAL FLORIDA

Carter Burton Gladys Cook

SOUTHWEST FLORIDA

Pamela Jo Hatley Benjamin Toro-Spears
Ashon Nesbitt Susan Pourciau

SOUTHEAST FLORIDA

Aida Andujar Kimberly Spence





Affordable Housing Consulting Services

The Florida Housing Coalition Helps Local Governments, Nonprofits, and their Developer and Financial Partners.

PUBLIC SECTOR

We Can Assist the Public Sector with:

- Consolidated Plans, Annual Action Plans, and CAPERs for HUD CPD Block Grants
- Analysis of Impediments to Fair Housing Choice and the New Assessment of Fair Housing
- Strategies for Affirmatively Furthering Fair Housing
- Program Design and Implementation
- Policies and Procedures Manuals
- Project Development
- Underwriting Practices for Rental and Homeownership
- Long-Term Affordability Mechanisms
- Energy Efficient Housing
- Predevelopment, Development, and Rehabilitation Process for Rental and Homeownership Programs
- Meeting Set-Asides for Extremely Low Income and Special Needs Housing
- Income Compliance and Eligibility Determination
- Tracking, Reporting, and Monitoring of Programs
- Rehabilitation Policies and Strategies
- Design of RFPs and RFQs
- Strategies and Plans to End Homelessness

PRIVATE SECTOR

We Can Assist the Private Sector with:

- How to form a CHDO or a CDC
- How to write grants and proposals
- Board and Staff Training/ Organizational Capacity Building
- Strategic and Business Plans
- Best Practices for Operating Manuals
- Project-Level Assistance in Financing, Development, and Asset Management
- Strengthening Partnerships and Joint Ventures
- Preventing and Ending Homelessness
- Accessory Dwelling Units
- Energy Efficient Housing
- Strategies for Changing Markets
- NIMBY issues

SPECIAL PROJECTS

Everything from Needs Analysis to Document Preparation:

- Shared Equity Models
- Lease Purchase Programs
- Housing Element Strategies and Implementation
- Regulatory Reform
- Inclusionary Housing Policies
- Education/Presentations to Advisory Groups and Elected Bodies
- Facilitation of Community Meetings
- Community Land Trusts



CONTACT

Contact the Florida Housing Coalition: Phone: 850-878-4219
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DISCUSS

Discuss what services would be most helpful for your local government, nonprofit, or developer and financial partners.



PROPOSAL

In return, we will quickly tailor a proposal that meets your needs within your budget.



MEMBERSHIP APPLICATION

PARTNERS FOR BETTER HOUSING

Your Partners for Better Housing membership supports the Florida Housing Coalition's work by making tax deductible donation of \$500 or more. Membership benefits include:

- Complimentary conference registration (Patron Level or higher only, quantity indicated)
- Unlimited membership-rate conference registrations
- ☐ \$20,000 Platinum Sponsor (20 Comps)
- ☐ \$10,000 Gold Sponsor (10 Comps)
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- Complimentary job vacancy posting service on the Coalition's website
- Access to the Coalition's e-newsletter, Member Update
- ☐ \$2,500 Co-Sponsor (3 Comps)
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ADDITIONAL BENEFITS FOR PLATINUM, GOLD & SPONSOR LEVELS

- Subscriptions to Housing News Network Journal (up to 20)
- Logo displayed in all conference-related publications, on the Coalition's website and in each triennial issue of the Housing News Network Journal
- Complimentary booth at conference expo (if reserved by July 31)
- Reserved table for Keynote speeches (Platinum and Gold only)

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- Subscriptions to Housing News Network Journal (up to 8)
- Name displayed in all conference-related publications, on the Coalition's website
- Co-Sponsor and Patron Partners included in each triennial issue of the Housing News Network Journal

BASIC MEMBERSHIP

Basic membership is for anyone who wishes to subscribe to Housing News Network, post job vacancy announcements free on the Coalition's website and receive membership-rate conference registrations. An individual member receives one subscription and one member-rate registration. Organizational members receive up to five subscriptions and five member-rate registrations. All memberships are on a unified membership cycle, memberships are due on July 1 and expire on June 30 of each year. (Please indicate additional names, addresses and phone numbers on an attached sheet.)

- ☐ \$25 Student
- ☐ \$75 Individual
- ☐ \$150 Nonprofit Organization
- ☐ \$200 Government Agencies
- ☐ \$250 Private Organizations

Authorized Representative (Please Print or Type:)

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Organization: _____ Signature: _____

Mailing Address: _____

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