

Right Sizing Your Local Government Contributions

September 20, 2023

Presented by: Florida Housing Coalition



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AFFORDABLE HOUSING CATALYST PROGRAM

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Catalyst Training Schedule



Hotline: 1-800-677-4548

www.flhousing.org

The Coalition is Florida's affordable housing training and technical assistance provider.



Free Live Local Act Trainings under the Catalyst Program

Thanks to the support of the Florida Housing Finance Corporation, from July 1, 2023 – June 30, 2024, the Florida Housing Coalition will provide:

- **Up to 8 Live Local Act site visits.** Free training and technical assistance (up to 15 hours) to local governments specifically on Live Local Implementation.
- **Five LLA-specific training webinars.**
- **200 hours of off-site technical assistance.** Each request typically of up to 10 free hours of assistance for local governments and nonprofit organizations covering all topics related to the Live Local Act and affordable housing best practices.
- **Seven regional workshops.** We will divide the state into seven regions and provide virtual roundtables for planners on the land use tool.

Contact Kody Glazer at glazer@flhousing.org for more information.



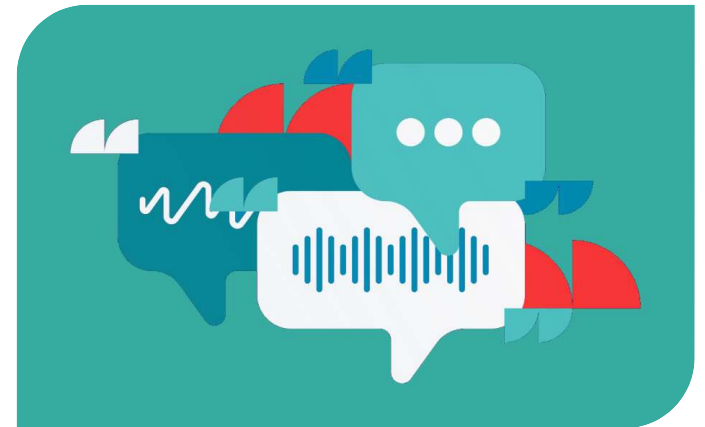
Florida Housing Coalition (FHC) Technical Assistance is Available

- FHC Staff is Available **Daily**
 - ✓ 1-800-677-4548
- Options for Further Assistance Include:
 - ✓ Phone and Email Consultation
 - ✓ Site Visits
- Register at www.flhousing.org for:
 - ✓ Workshops
 - ✓ Webinars
 - ✓ Previous trainings
 - ✓ [Publications](#)



Webinar Logistics

- Participants are muted but we encourage you to post questions and comments
- There are handouts attached to this webinar, which you can download
- PowerPoint and recording will be available on our website
- Additional questions? Just email or call!
 - west@flhousing.org
 - 850-518-2235
 - chaney@flhousing.org
 - 850-980-1307



Presenters

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Public Housing &

Community Development



Agenda

- Background & Purpose of Local Government Contributions
- Local Government Area of Opportunity (LGAO)
- Local Government Contribution
- Examples from FHFC's Competitive RFA Process
- Miami-Dade County PHCD
 - Right Sizing Local Subsidies for Single Family Home and Multifamily Development and Preservation



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Poll:

Who's In the Audience Today?



LOCAL
GOVERNMENT



NONPROFIT
DEVELOPER



FOR PROFIT
DEVELOPER



FINANCIAL
INSTITUTION



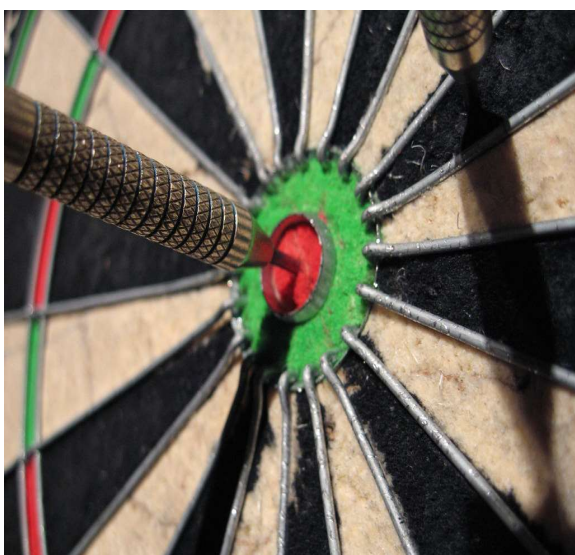
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Background and Purpose



Terminology



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- Local Government Area of Opportunity-*LGAO*
- Local Government Contribution-*LGC*
- Geographic Area of Opportunity-*GAO*

Local Government Role in the RFA Funding Process

- Origin: “Qualified Local Government Funding Preference” (PILOT)
- Allows LG to target its funding and support to the priority project which will have a better chance of scoring and awarded funding
- LG must conduct annual preparation process with needs assessment, **Request for Proposals**, and Selection
- LG will provide contribution as well as designation



What is a Local Government Area of Opportunity (LGAO)?

- A method where local governments have some say on where affordable housing developments will be built
- A method designed by FHFC so governments have some “skin in the game”
- Permanent source of funding
- Each local government can commit the LGAO funding to one application per RFA



Geographic Areas of Opportunity (GAO)



State-designated GAO Applications that do not otherwise qualify for a HUD-designated QCT, DDA or SADDA basis boost may elect to be considered for the state-designated GAO basis boost for any buildings located within a GAO census tract(s).

GAO Methodology

- Two- and three-factor tracts that apply to all counties are census tracts with high indicators of community wellbeing.
- The designations were developed using three threshold criteria:
 1. Tract median income greater than the 40th percentile of all census tracts within the county;
 2. Educational attainment above the median of all tracts in the county, measured as the proportion of adults over 25 years old who have completed at least some college;
 3. Tract employment rate greater than the statewide employment rate. Florida Housing applied these thresholds to identify the Geographic Areas of Opportunity.

Where to Find Information about LGAOs and Local Government Contributions

<https://www.floridahousing.org/>



A screenshot of the Florida Housing Finance Corporation website. The header includes the logo "Florida Housing Finance Corporation" with the tagline "we make housing affordable™", a language selector, and a search bar. The navigation menu includes links for ABOUT FLORIDA HOUSING, LEGAL, PROGRAMS, DATA, DOCS & REPORTS, MEDIA, and CONTACT US. A red banner below the navigation menu reads: "Please click here to visit Florida Housing's Disaster Relief Resources and information page." The main content area features a large "LIVE LOCAL" graphic. Below this, a section titled "About Florida Housing Finance Corporation" provides a brief history of the organization. The website is organized into six colored boxes, each representing a different stakeholder group: HOMEBUYERS (pink), RENTERS (olive green), ASSISTANCE FOR HOMEOWNERS (dark green), LENDERS & REAL ESTATE AGENTS (teal), DEVELOPERS (blue), and PROPERTY OWNERS AND MANAGERS (purple). Each box contains a list of relevant programs and services. A red circle highlights the "DEVELOPERS" box, and a red line connects it to the URL in the previous block.

FHFC Competitive RFAs

<https://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2023/>



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| OVERVIEW | 2024 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 |
|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|------|------|------|
| 2023-304 | 2023-303 | 2023-213 | 2023-212 | 2023-211 | 2023-205 | 2023-203 | 2023-202 | 2023-201 | 2023-108 | | | |
| 2023-106 | 2023-105 | 2023-104 | 2023-103 | 2023-102 | | | | | | | | |

Competitive Application Process

Request for Applications (RFAs)

The Principals Disclosure requirements for each RFA are outlined on each specific RFA web page

- ▶ [RFA 2023-304 RRLP Financing to be Used for Rental Developments in Hurricane Ian and Hurricane Nicole Impacted Counties](#)
- ▶ [RFA 2023-303 NHTF Funding For Developments In Conjunction With Tax-Exempt Bonds And Non-Competitive Housing Credits](#)
- ▶ [RFA 2023-213 SAIL Funding for Live Local Mixed Income, Mixed-Use, and Urban Infill Developments](#)
- ▶ [RFA 2023-212 Housing Credit Viability Funding for Developments located in Monroe County that have an Active Award of SAIL Financing and 9 Percent Housing Credits](#)
- ▶ [RFA 2023-211 Construction Inflation Response Viability Funding](#)
- ▶ [RFA 2023-205 SAIL Financing Of Affordable Multifamily Housing Developments To Be Used In Conjunction With Tax-Exempt Bonds And Non-Competitive Housing Credits](#)
- ▶ [RFA 2023-203 Housing Credit Financing For Affordable Housing Developments Located In Miami-Dade County](#)
- ▶ [RFA 2023-202 Housing Credit Financing For Affordable Housing Developments Located In Broward, Duval, Hillsborough, Orange, Palm Beach, And Pinellas Counties](#)
- ▶ [RFA 2023-201 Housing Credit Financing For Affordable Housing Developments Located In Small and Medium Counties](#)
- ▶ [RFA 2023-108 Housing Credit and RRLP Financing for Homeless Housing Developments located in Medium and Large Counties Affected by Hurricane Ian and Nicole](#)
- ▶ [RFA 2023-106 Financing to Develop Housing for Persons with Disabling Conditions / Developmental Disabilities](#)
- ▶ [RFA 2023-105 Financing to Build Smaller Permanent Supportive Housing Properties for Persons with Developmental Disabilities](#)
- ▶ [RFA 2023-104 SAIL Financing Farmworker and Commercial Fishing Worker Housing](#)
- ▶ [RFA 2023-103 Housing Credit and SAIL Financing to Develop Housing for Homeless Persons](#)
- ▶ [RFA 2023-102 SAIL Financing For Smaller Permanent Supportive Housing Developments For Persons With Special Needs](#)

FHFC RFA Cycle Workshops

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Each RFA will have its own webpage where all drafts, final RFAs, and other documents will be posted.

Workshops

— [Second RFA Workshop to be held on May 4, 2023](#)



[2023-2024 Tentative Funding Amounts and Timeline - 5.4.23 - for discussion purposes](#)



[5-4-23 Second Workshop for 2023-2024 RFA Cycle Information Web Notice](#)



[4-24-23 Draft of Previously Submitted but Unfunded LGAO Applications](#)



[5-4-23 Workshop Agenda](#)



[5-4-23 Second Workshop for 2023-2024 RFA Cycle recording](#)

+ RFA Workshop to be held on January 26, 2023



FHFC RFA Funding Amounts & Timeline

FLORIDA HOUSING FINANCE CORPORATION - Tentative RFA 2023-2024 Funding Amounts/Time Lines
(All Information Subject to Change)
As of September 8, 2023

| Assigned RFA Number | Subject of RFA | 2023-2024 Program Funding and <u>ESTIMATED</u> Funding Amount Available | Board Approval for funding designation | RFA Workshop | RFA Issue Date | RFA Due Date | Review Committee (make recommendations to Board) | Request Board Approval of Recommendations (at scheduled Board Meeting - all dates are tentative) | Est. Invitation to Underwriting Date | Anticipated Closing Date |
|---------------------|---|---|--|-------------------------|----------------|--------------|--|--|--------------------------------------|--------------------------|
| 2023-201 | Housing Credit Financing for Affordable Housing Developments Located in Small and Medium Counties | \$1,596,420 - 9% HC - Small County \$20,941,810 - 9% HC - Medium County | 06/09/2023 | 06/06/2023 2:00 p.m. | 07/07/2023 | 09/12/2023 | 10/11/2023 2:00 p.m. | 10/27/2023 | 1st Quarter of 2024 | 2nd Quarter of 2025 |
| 2023-202 | Housing Credit Financing for Affordable Housing Developments Located in Broward, Duval, Hillsborough, Orange, Palm Beach, and Pinellas Counties | \$24,011,243 - 9% HC | 06/09/2023 | 06/06/2023 2:00 p.m. | 07/07/2023 | 09/13/2023 | 10/10/2023 10:00 a.m. | 10/27/2023 | 1st Quarter of 2024 | 2nd Quarter of 2025 |
| 2023-203 | Housing Credit Financing for Affordable Housing Developments Located in Miami-Dade County | \$9,481,390 - 9% HC | 06/09/2023 | 06/06/2023 2:00 p.m. | 07/07/2023 | 09/14/2023 | 10/10/2023 2:00 p.m. | 10/27/2023 | 1st Quarter of 2024 | 2nd Quarter of 2025 |
| 2023-204 | SAIL Financing for the Preservation of Elderly Developments | \$4,533,638 SAIL *In conjunction with Tax-Exempt Bonds and Non-Competitive Housing Credits | 06/09/2023 | 10/25/2023 2:00 p.m. | 11/21/2024 | 12/14/2023 | January 2024 | Spring 2024 | 1st Quarter of 2024 | 2nd Quarter of 2025 |
| 2023-205 | SAIL Financing of Affordable Multifamily Housing Developments | \$40,802,745- Elderly \$67,541,958 SAIL - Family \$18,860,876 M - NHTF or HOME-ARP *In conjunction with Tax-Exempt Bonds and Non-Competitive Housing Credits | 06/09/2023 | 06/11/2023 2:00 p.m. | 07/05/2023 | 08/03/2023 | 09/23/2023 2:00 p.m. | 09/08/2023 | 1st Quarter of 2024 | 2nd Quarter of 2025 |

https://www.floridahousing.org/docs/default-source/programs/competitive/2023-2024-tentative-funding-amounts-and-timeline---9-8-2023.pdf?sfvrsn=fba3f37b_8

LGAO, Local Gov, GAO Contribution Takeaways

- Prioritize Geographic Areas of Opportunity in RFP process, as applicable
- Understand each RFA and requirements for Local Government Contributions and Local Government Area of Opportunity
- Track RFA funding timeline and prepare competitive cycle to coincide with due dates



Verification Forms

- Local Government Contribution
- Verification of Zoning and Land Use regulations
- Verification of Infrastructure-sewer and water
- Within 21 days of invitation to credit underwriting:
 - Verification of environmental safety Phase 1 ESA
 - Phase II ESA if required
 - Verification of infrastructure-electricity, roads



Local Government Area of Opportunity (LGAO)



Qualifications for the LGAO Designation

- To qualify for the Local Government Area of Opportunity Designation, demonstrate a high level of Local Government interest in the project via an increased amount of Local Government contributions in the form of cash loans and/or cash grants.
- Taking advantage of this designation can take 2-3 years



LGAO Meaning

- The total amount of permanent funding resources, in the form of cash loans and/or cash grants from Local Government sources will, for purposes of this provision, be considered to be “Local Government Area of Opportunity Funding.”
- This funding shall be used for the construction and/or rehabilitation of the proposed Development and shall be paid in full by the Local Government no later than 90 days following the date the proposed Development is placed in-service.



Minimum LGAO Designation Funding Amounts in Large Counties for RFA 2023-202

- Broward and Palm Beach Counties - \$640,000
- Duval, Hillsborough, Orange, and Pinellas Counties - \$610,000
- Miami has there own RFA with a \$100,000 minimum in RFA 2023-203



LGAO Contribution Minimums for RFA 2023-201

- Medium Large Counties – \$460,000
 - Alachua, Brevard, Collier, Escambia, Lake, Lee, Leon, Manatee, Marion, Osceola, Pasco, Polk, Saint Johns, Saint Lucie, Sarasota, Seminole, Volusia Counties
- Medium Small Counties – \$340,000
 - Bay, Charlotte, Citrus, Clay, Flagler, Hernando, Highlands, Indian River, Martin, Okaloosa, Santa Rosa, Sumter Counties



Local Government Area of Opportunity (LGAO)



Goal to fund Local Government Areas of Opportunity Applications in certain RFAs



Larger contributions (grants or loans)



This is a permanent source of funding, which means that once committed, the Development cannot move forward without the contribution



Each Local Government can commit the LGAO funding to one Application per RFA



This also means that a city and county can partner to support the same development



If awarded, the Local Government(s) that provided the contribution will receive lower preference in the next year's RFA

LGAO Limitations

- “Any single Local Government may not contribute cash loans and/or cash grants to more than one proposed Development applying for the Local Government Area of Opportunity Designation.
- “If multiple Applications demonstrate Local Government Area of Opportunity Funding from the same Local Government and those Applications qualify for the Local Government Area of Opportunity Designation, then all such Applications will be deemed ineligible for the Local Government Area of Opportunity Designation, regardless of the amount of Local Government Area of Opportunity Funding or how the contribution is characterized.”

https://www.floridahousing.org/docs/default-source/programs/competitive/2023/2023-202/8-15-23-modified-rfa-2023-202-6-county-lrg-clean-bookmarked.pdf?sfvrsn=c01af27b_0



Funding Sources NOT Considered LGAO

- In-kind donations or any other donation of property or assets;
- Waiver or deferral of any fees;
- Contributions from an Applicant or Developer or Principal, Affiliate or Financial Beneficiary of an Applicant or a Developer;
- A contribution from a PHA; or
- Donation of land



Individual FHFC RFAs



RFA 2023-201 Housing Credit Financing for Affordable Housing Developments Located in Medium Counties



RFA 2023-202 Housing Credit Financing for Affordable Housing Developments Located in Broward, Duval, Hillsborough, Orange, Palm Beach, and Pinellas Counties



RFA 2023-203 Housing Credit Financing for Affordable Housing Developments Located in Miami-Dade County



RFA 2023-205 SAIL Financing Of Affordable Multifamily Housing Developments To Be Used In Conjunction With Tax-Exempt Bonds And Non-Competitive Housing Credits

What will the LGAO Goal look like in RFAs? (subject to change)

- RFA 2023-201 Housing Credit Financing For Affordable Housing Developments Located In Small and Medium Counties
- RFA 2023-202 Housing Credit Financing For Affordable Housing Developments Located large counties beside Miami-Dade County
- County Contributions to LGAOs
 - To qualify for the LGAO Designation, the face amounts of any cash loans and/or cash grants shown on the aforementioned Local Government Verification of Contribution forms shall be totaled and the total of these amounts must equal or be greater than the amounts listed by FHFC.



Individual FHFC RFAs: RFA 2023-201 (9% LIHTC Medium County)

- 6 LGAOs
 - Qualify must demonstrate a high level of LG interest in the project
 - Same as RFA 2022-201
 - Preferences
 - Fund 2 apps that demonstrate continuous LGAO support since 2021
 - Fund 2 apps that demonstrate continuous LGAO support since 2022
 - Fund 2 apps that have LG support, not continuous
 - Must have LGAO Verification Contribution form property completed
 - Must be designated as a Priority 1 Application
 - Must provide prior application numbers if continuous support
 - Demographic commitment must be identifiable
 - Units must be at least 90% of what has been submitted
 - Sunrail + LGAO Designation allows FHFC to capture both goals



Individual FHFC RFAs: 6 Large County RFA 2023-202

- Broward, Duval, Hillsborough, Orange, Palm Beach, Pinellas Counties
- Goals
 - One Revitalization
 - GAO/SADDA in Pinellas and Broward
 - LGAO in Duval, Hillsborough, Orange, Palm Beach
 - LGAO in Broward, continuous support and other criteria
- Designate which goal the application aims to achieve.



Large County Funding Priorities

The Corporation has a goal to fund one Application proposing a Development that is part of a Local Government Revitalization Plan with a preference that it is a Priority 1 Application. To qualify for this goal, all of the following criteria must be met:

- Application is proposing a Development that is part of a Local Government Revitalization Plan and other criteria



Large County Funding Priorities: GAO/ SADDA Goals

- One Family Application proposing a Development located in Broward County that qualifies for the GAO / SADDA Goal, with a preference that it is a Priority 1 Application.
- One Family Application proposing a Development located in Pinellas County that qualifies for the GAO / SADDA Goal, with a preference that it is a Priority 1 Application.



Large County Funding Priorities: GAO/SADDA Goals

- One Application proposing a Development located in Duval, Hillsborough, Orange, and Palm Beach County that qualify for the LGAO, with a preference that it is a Priority I Application.
- One Application proposing a Development located in Broward County that qualifies for the LGAO Designation and demonstrates continuous Local GAO support since 2022 or earlier.




Individual FHFC RFA 2023-203: Miami-Dade County

- The Corporation has a goal to fund one Application that qualifies either for (i) the Urban Center Designation, with a preference that it be a Tier 1 Urban Center Designation; or (ii) the MetroRail Station Designation, with a preference that it be a Tier 1 MetroRail Station.
- Tiers
 - Tier 1 Urban Centers: Ojus, Downtown Kendall, Cutler Ridge, Goulds, Perrine, Princeton, and, if proposing an Elderly Development, Naranja
 - Tier 2 Urban Centers: Leisure City, Model City, North Central, and, if proposing a Family Development, Naranja



Previously Submitted and Unfunded LGAOs



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RFA 2023-201 Housing Credit Financing For Affordable Housing Developments Located In Small And Medium Counties


Complete RFA issued at 6:35 p.m. on July 7, 2023

- Complete RFA 2023-201 as modified on 8-15-23, bookmarked
- Complete RFA 2023-201 as modified on 8-15-23, redlined
- First Modification of RFA 2023-201, issued at 10:10 AM on August 15, 2023
- Complete RFA 2023-201 (Bookmarked)
- 9-8-23 List of Previously Submitted but Unfunded LGAO Applications

Multifamily Mapping Application

Questions and Answers for RFAs 2023-201, 2023-202, & 2023-203

- 2nd set of Q and A for RFA's 2023-201, 2023-202, and 2023-203
- 1st set of Q and A for RFA's 2023-201, 2023-202, and 2023-203



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Previous Selected LGAOs - Lower Preference

- From RFA 2021-201
 - Alachua County; Marion County, City of Punta Gorda; City of Saint Cloud; Saint Johns County; City of Winter Haven.
- From RFA 2022-201
 - City of Gainesville*, Bay County*, City of Crystal River, Lee County, Sarasota County, Volusia County



For Developers, the LGAO Means...

- An Excellent Chance of Getting Tax Credits in Large Counties
- All large counties are guaranteed of receiving projects.
- A Good Chance of Getting Tax Credits in Medium Counties
- Cheaper Money
- Funds from local governments many times have a 0% or low interest rate if they are loans, or they are grants of forgiveness loans.
- Other programs, such as SAIL-needs match and Bonds-need subsidy.



Local Government Contribution



Local Government Contribution

- Local governments commit funding to help project score
- Must demonstrate local govt monetary support in the form of grants, loans, fee deferral, or waiver of fees
- Minimum contribution is defined in RFA
- Net Present Value calc is used for loans and deferral of fees
- Not to be confused with Local Government Areas of Opportunity Contributions



RFA: Local Government Contribution

- Check each RFA-understand developer's requirement
- Amount varies by size of community
- Score is based on pledging the maximum amount shown in the RFA
- Need not disburse until closing on award
- How much is too much?



Local Government Contribution - Points

11. Local Government Contributions - Qualifications for Point Item and Local Government Area of Opportunity Designation and Goal

All Applications are eligible for up to five points for Local Government contributions as described in a. or b. below.

Additionally, all Applications will qualify for the Local Government Area of Opportunity Designation if the Application demonstrates a high level of Local Government interest in the project via an increased amount of Local Government contributions in the form of cash loans and/or cash grants as **Attachment 11**, as outlined in d. below.

Applications proposing Developments located in certain counties that qualify for the Local Government Area of Opportunity Designation as outlined in d. below may also qualify for the Local Government Area of Opportunity Funding Goals outlined in 12.c. below.



a. Applicants Eligible for Automatic Five Points

Applicants that selected and qualified for the Development Category of Rehabilitation, with or without Acquisition, will automatically receive the maximum of five points without any requirement to demonstrate a Local Government contribution.

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RFA 2023-202

Complete RFA as modified 8-15-23

Additionally, Applications that qualify for the Local Government Area of Opportunity Designation will automatically receive the maximum of five points.

b. Applicants Not Eligible for Automatic Five Points

In order for Applicants that selected the Development Category of New Construction to receive the maximum of five points, provide evidence of a Local Government grant, loan, fee waiver and/or fee deferral that is effective as of the Application Deadline, is in effect at least through December 31, 2023, and has a value whose dollar amount is equal to or greater than the amount listed on the County Contribution List for All Counties (set out below) for the county in which the proposed Development will be located. Applicants that do not have the necessary contribution values to achieve maximum points will be scored on a pro-rata basis.

Local Government Contributions for 5 points

Found in Section Four, A.11. of certain RFAs (Large County Geographic RFAs 2022-202 and 2022-203 and SAIL Family/Elderly RFA 2022-205)

- Rehabilitation developments automatically receive 5 points.
- Other developments must demonstrate local government support in the form of monetary grants, loans, fee deferral, or waiver of fees.
- Minimum contribution amount outlined in the RFA.
- Not to be confused with Local Government Areas of Opportunity Contributions.



What is NOT considered a Local Government Contribution (5-point item)?

- Local Government contributions that have not received final approval;
- A contribution from an Applicant or Developer or Principal, Affiliate or Financial Beneficiary of an Applicant or a Developer;
- A contribution from a PHA;
- HOPE VI funds; and
- A contribution of any portion of the Applicant's site below market value.



What is NOT considered a Local Government Contribution Continued

- The fact that no impact fees or other such fees are levied by a local jurisdiction for ANY type of development does not constitute a Local Government contribution. If such fees are levied by the local jurisdiction but the nature of the proposed Development exempts it (e.g., typically, a Rehabilitation Development is not subject to impact fees), for purposes of this RFA, no Local Government contribution exists, and no points will be awarded;
- The absence of interest on a loan or the absence of interest payments until a specific date does not constitute a deferral or waiver of fees



RFA's with Local Government Contribution

- RFA 2023-205 Financing Of Affordable Multifamily Housing Developments To Be Used In Conjunction With Tax-Exempt Bonds And Non-Competitive Housing Credits
- RFA 2023-203 Housing Credit Financing for Affordable Housing Developments Located in Miami-Dade County
- RFA 2023-202 Housing Credit Financing for Affordable Housing Developments Located in Broward, Duval, Hillsborough, Orange, Palm Beach, and Pinellas County
- *RFA 2023-201 Housing Credit Financing for Affordable Housing Developments Located in Medium and Small Counties*



Local Government Contribution - Value

11. Local Government Contributions (5 Points)

a. Applicants Eligible for Automatic Points

Applicants that selected and qualified for the Development Category of Rehabilitation, with or without Acquisition, will automatically receive the maximum of five points without any requirement to demonstrate a Local Government contribution.

b. Applicants Not Eligible for Automatic Points

In order for Applicants that selected the Development Category of New Construction to receive the maximum of five points, provide evidence of a Local Government grant, loan, fee waiver and/or fee deferral that is effective as of the Application Deadline, is in effect at least through December 31, 2023, and has a value whose dollar amount is equal to or greater than \$100,000. Those Applications that do not have the necessary contribution amounts to achieve maximum points will be scored on a pro-rata basis.

The only Local Government contributions that will be considered for the purpose of scoring are:

- Monetary grants
- Loans with the exception of USDA RD funds
- A one-year or more deferral of a fee beyond the date that it is routinely due
- Waiver of fees

County Contribution List

| Minimum Local Government Area of Opportunity Designation Funding Amounts | |
|---|----------------------------------|
| County Size | Total Amount of Loan(s)/Grant(s) |
| Medium Large Counties* - Alachua, Brevard, Collier, Escambia, Lake, Lee, Leon, Manatee, Marion, Osceola, Pasco, Polk, Saint Johns, Saint Lucie, Sarasota, Seminole, Volusia | \$460,000 |
| Medium Small Counties** - Bay, Charlotte, Citrus, Clay, Flagler, Hernando, Highlands, Indian River, Martin, Okaloosa, Santa Rosa, Sumter | \$340,000 |

*Medium Large Counties have populations between 250,001 to 824,999

**Medium Small Counties have populations between 100,001 to 250,000

County Contribution List

| County in Which the Development Is to be Located | Value of Contribution Required to Achieve Maximum Points |
|--|--|
| Broward | \$100,000 |
| Duval | \$75,000 |
| Hillsborough | |
| Orange | |
| Palm Beach | |
| Pinellas | |

(Manuscript received 17-2022)

Local Government Contribution

Miami-Dade RFA 2023-205

- To receive the maximum of five points, provide evidence of at least \$250,000 in Local Government committed funding (i.e. grants and/or loans and/or fee waivers) that is effective as of the Application Deadline and is in effect at least through December 31, 2023.
- Fee deferrals cannot be counted towards the \$250,000 requirement.
- Applicants of proposed Developments located in Miami-Dade County with less than \$250,000 in committed funds from the Local Government will receive zero Local Government contribution points.



All Other Counties Local Government Contributions RFA 2023-205

- In order for Applicants of proposed Developments located in counties other than Miami-Dade County that selected the Development Category of New Construction to receive the maximum of five points:
 - Provide evidence of a Local Government grant, loan, fee waiver and/or fee deferral that is effective as of the Application Deadline, is in effect at least through December 31, 2023
 - Has a value whose dollar amount is equal to or greater than the amount listed on the County Contribution List for All Counties Other than Miami-Dade County for the county in which the proposed Development will be located.
- Applicants of proposed Developments located in counties other than Miami-Dade County that do not have the necessary contribution values to achieve maximum points will be scored on a pro-rata basis.



All Other Counties Local Government Contributions RFA 2023-205

The only Local Government contributions that will be considered for Applicants of proposed Developments located in counties other than Miami-Dade County for the purpose of scoring are:

- Monetary grants
- Loans, with the exception of USDA RD funds
- A one-year or more deferral of a fee beyond the date that it is routinely due
- Waiver of fees



Local Government Contribution Minimums for 2023-205

| County in Which the Development Is to be Located | Value of Contribution Required to Achieve Maximum Points | County in Which the Development Is to be Located | Value of Contribution Required to Achieve Maximum Points |
|--|--|--|--|
| Broward | \$100,000 | Columbia | \$10,000 |
| Duval | \$75,000 | Monroe | |
| Hillsborough | | Nassau | |
| Orange | | Putnam | |
| Palm Beach | \$50,000 | Sumter | \$5,000 |
| Pinellas | | Bradford | |
| Brevard | | De Soto | |
| Lee | | Gadsden | |
| Pasco | \$37,500 | Hardee | \$2,500 |
| Polk | | Hendry | |
| Sarasota | | Jackson | |
| Seminole | | Levy | |
| Volusia | \$37,500 | Okeechobee | |
| Alachua | | Suwannee | |
| Collier | | Walton | |
| Escambia | \$20,000 | Baker | \$2,500 |
| Lake | | Calhoun | |
| Leon | | Dixie | |
| Manatee | | Franklin | |
| Marion | \$20,000 | Gilchrist | \$2,500 |
| Bay | | Glades | |
| Charlotte | | Gulf | |
| Citrus | | Hamilton | |
| Clay | \$20,000 | Holmes | \$2,500 |
| Flagler | | Jefferson | |
| Hernando | | Lafayette | |
| Highlands | | Liberty | |
| Indian River | \$20,000 | Madison | \$2,500 |
| Martin | | Taylor | |
| Okaloosa | | Union | |
| Osceola | | Wakulla | |
| St. Johns | \$20,000 | Washington | |
| St. Lucie | | | |
| Santa Rosa | | | |



Minimum Large County Local Government Contribution 2023-205

County Contribution List County in Which the Development Is to be Located Value of Contribution Required to Achieve Maximum Points

- Broward County - \$100,000
- Duval, Hillsborough, Orange, Palm Beach, Pinellas Counties - \$75,000
- Miami-Dade County - \$250,000



FHFC RFAs: SAIL

- Higher points for Self-Sourced Applications that demonstrate a high level of Non-Corporation Funding Sources
 - Demonstrate high level of non-corporation funding sources





Examples from FHFC's Competitive RFA Process



RFA 2022-201

Housing Credit Financing For Affordable Housing Developments Located In Medium And Small Counties

- New Trail Plaza
- Blue Sky Communities and CASL
- Sarasota County



Exhibit A to RFA 2022-201 Housing Credit Financing For Affordable Housing Developments Located In Medium And Small Counties**(3) Community Services**Up to **three** Community Services may be selected, for a maximum 4 points for each service.

| Service | Service Name | Service Address | Distance* | Points awarded for Community Services |
|------------------|-----------------------------|---|-----------|---------------------------------------|
| Grocery Store | Walmart Neighborhood Market | 3500 N Tamiami Trail Sarasota, FL 34234 | 0.55 | 3.0 |
| Medical Facility | | | | |
| Pharmacy | Walmart Neighborhood Market | 3500 N Tamiami Trail Sarasota, FL 34234 | 0.55 | 3.0 |
| Public School | Booker High School | 3201 N Orange Ave Sarasota, FL 34234 | 1.14 | 2.5 |

*Rounded up to the nearest hundredth of a mile. Distance between the coordinates of the Development Location Point and the coordinates of the service. The method used to determine the latitude and longitude coordinates must conform to Rule 5J-17, F.A.C., formerly 61G17-6, F.A.C. All calculations shall be based on "WGS 84" and be grid distances. The horizontal positions shall be collected to meet sub-meter accuracy (no autonomous hand-held GPS units shall be used).

f. Mandatory Distance Requirement

Does the proposed Development meet the Mandatory Distance Requirement automatically?

Yes

Does the proposed Development and any Development(s) on the List serve the same demographic commitment category, have one or more of the same Financial Beneficiaries, and meet at least one of the following criteria: (i) they are contiguous or divided by a street, and/or (ii) they are divided by a prior phase of the proposed Development?

No

If "Yes", these properties will be disregarded for purposes of the Mandatory Distance Requirement. Identify the specific Development(s) to disregard by selecting it (them) from the dropdown menu(s) below. Use the Addendum if more properties are needed to be identified.

<select one>

<select one>

<select one>

<select one>

<select one>

g. Racially and Ethnically Concentrated Areas of Poverty (RECAP)

Is any part of the proposed Development located in a RECAP designated area?

No

Transit Service Points calculated based on the information entered above:

5.5

Community Service Points calculated based on the information entered above:

8.5

PHA or RD Proximity Boost points achieved?

0

Total Proximity Points

14

Does the information provided at question 11 indicate that the Application qualifies for the Local Government Area of Opportunity Designation?

Yes

Does the information provided at question 11 indicate that the Application qualifies for the SunRail Goal?

No

Using the information entered above, does the Application meet the minimum Proximity Point Requirement?

Yes - automatically

Using the information entered above, does the Application meet the Proximity Funding Preference?

Yes

Exhibit A to RFA 2022-201 Housing Credit Financing For Affordable Housing Developments Located In Medium And Small Counties**Section 4.A.10
Funding****(v) Are any buildings in the proposed Development located in a Geographic Areas of Opportunity?**

No

If "Yes", enter the Geographic Areas of Opportunity Census Tract Number(s):

[The Applicant should enter multiple Geographic Areas of Opportunity Census Tract Numbers individually, one per row]

[The Applicant should enter only the tract code, please include the corresponding state and county codes.]

(vi) Does the proposed Development qualify for the Local Government Areas of Opportunity basis boost?

Yes

(vii) Does the proposed Development qualify for the Public Housing Authority Areas of Opportunity basis boost?

No

(d) Geographic Areas of Opportunity/SADDA Goal

Is the proposed Development eligible to be considered for the Geographic Areas of Opportunity/SADDA Funding Goal (Family demographic only)?

No

If "Yes", to qualify for the Goal, indicate which of the criteria has been met for the entire proposed Development site, including any Scattered Sites:

<select from menu>

(e) The Housing Credit equity proposal must be provided as Attachment 12.**(2) Other Corporation Funding****(a) If a PLP loan has been awarded for this Development, provide the following information:**

Corporation File No:

Amount of Funding:

b. Non-Corporation Funding**(1) If the proposed Development is assisted with funding under the United States Department of Agriculture RD 515 Program and/or the RD 538 Program, indicate the applicable program(s) below and provide the required documentation as Attachment 14 to Exhibit A.**

- ☐ RD 515
☐ RD 538

(2) Non-Corporation Funding Proposals

Attach all funding proposals executed by the lender(s) or by any other source as Attachment 15.

c. Development Cost Pro Forma

To meet the submission requirements, complete the Development Cost Pro Forma in the Pro Forma tab.

d. Per Unit Construction Funding Preference

Does the proposed Development qualify for the Per Unit Construction Funding Preference?

Yes

LGAO Designation & Local Government Contributions



Date Submitted: 2022-12-14 16:05:27.863 | Form Key: 8583

Exhibit A to RFA 2022-201 Housing Credit Financing For Affordable Housing Developments Located In Medium And Small Counties

Section 4.A.11 Local Government Contributions

Local Government Areas of Opportunity Designation

Qualifications for the Local Government Areas of Opportunity Designation include a demonstration of a high level of interest in the development via an increased amount of Local Government contributions in the form of cash loans and/or cash grants with a minimum total amount of \$460,000 for Sarasota County. In addition, a Local Government can only contribute to one Application that qualifies for the Local Government Area of Opportunity Designation. Please enter the name(s) of the Local Government(s) below that contributed cash loans and/or cash grants to earn the designation for the proposed Development as well as the amounts.

| Name of Local Government | Total Cash Loan(s) | Total Cash Grant(s) | Total Cash |
|--------------------------|--------------------|---------------------|--------------|
| Sarasota County | | \$600,000.00 | \$600,000.00 |
| | | | \$0.00 |
| | | | \$0.00 |
| | | | \$0.00 |
| | \$0.00 | \$600,000.00 | \$600,000.00 |

The Total Cash amount provided in the above table does qualify for Local Government Areas of Opportunity Designation for Sarasota County.

- a. Does the documentation provided as Attachment 16 demonstrate that the Application qualifies for the Local Government Areas of Opportunity Designation and the Local Government Areas of Opportunity Basis Boost, as outlined in Section Four, A.11.a. of the RFA?

Yes

- b. Preferences within the Goal

If the proposed Development is eligible for the Local Government Areas of Opportunity Designation Goal, select the preferences below that the Application also qualifies for. The criteria are outlined in Section Four, A.11.b. of the RFA.

- ☒ (1) The Application qualifies as a Local Government Area of Opportunity Designation that is part of a Local Government Revitalization Plan.
- ☐ (2) The Application has received multiple years of continuous Local Government Area of Opportunity support and the Application Number for the Application submitted in RFA 2021-201 that qualified for the Local Government Area of Opportunity Designation is
- ☐ (3) The Application qualifies for the Local Government Area of Opportunity Designation described in Section Four, A.11.a. of the RFA, but does not qualify for the preferences described in (1) or (2) above.

Note: Applications that qualify for both (1) and (2) should select both checkboxes.

Verification Forms

Date Submitted: 2022-12-14 16:05:27.863 | Form Key: 8583

FLORIDA HOUSING FINANCE CORPORATION LOCAL GOVERNMENT VERIFICATION OF CONTRIBUTION – GRANT FORM

Name of Development: New Trail Plaza
Development Location: 4844 N. Tamiami Trail
Sarasota, FL 34234
(At a minimum, provide the address number, street name and city, and/or provide the street name, closest designated intersection and either the city (if located within a city) or county (if located in the unincorporated area of the county). If the Development consists of Scattered Sites, the Development Location stated above must reflect the Scattered Site where the Development Location Point is located.)
The City/County of Sarasota commits \$ 600,000.00 as a grant to the Applicant for its use solely for assisting the proposed Development referenced above. The City/County does not expect to be repaid or reimbursed by the Applicant, or any other entity, provided the funds are expended solely for the Development referenced above. No consideration or promise of consideration has been given with respect to the grant. For purposes of the foregoing, the promise of providing affordable housing does not constitute consideration. The commitment for this grant must be effective as of the Application Deadline for the applicable RFA, and is provided specifically with respect to the proposed Development.
The source of the grant is: SHIP
(e.g., SHIP, HOME, CDBG)

CERTIFICATION

I certify that the foregoing information is true and correct and that this commitment is effective at least through the date required in the applicable RFA.

Signature: Cindy Ernschoff Cindy Ernschoff
Print or Type Name
GENERAL MANAGER, CHDO
9-2-2022
Print or Type Title Date Signed

NOTE TO LOCAL GOVERNMENT OFFICIAL: Additional information is set forth in the applicable Request for Application under which the Applicant is applying for funding for the above referenced Development.

This certification must be signed by the chief appointed official (staff) responsible for such approvals, Mayor, City Manager, County Manager/Administrator/Coordinator, Chairperson of the City Council/Commission or Chairperson of the Board of County Commissioners. If the contribution is from a Land Authority organized pursuant to Chapter 380.066, Florida Statutes, this certification must be signed by the Chair of the Land Authority. One of the authorized persons named above may sign this form for certification of state, federal or Local Government funds initially obtained by or derived from a Local Government that is directly administered by an intermediary such as a housing finance authority, a community reinvestment corporation, or a state-certified Community Housing Development Organization (CHDO). Other signatories are not acceptable. The Applicant will not receive credit for this contribution if the certification is improperly signed. The amount of the contribution stated on this form must be a precise dollar amount and cannot include words such as estimated, up to, maximum of, not to exceed, etc.

If there are alterations made to this form that change the meaning of the form, the form will not be accepted.

(Form Rev. 07-2022)

Date Submitted: 2022-12-14 16:05:27.863 | Form Key: 8583

FLORIDA HOUSING FINANCE CORPORATION LOCAL GOVERNMENT VERIFICATION THAT DEVELOPMENT IS PART OF A LOCAL REVITALIZATION PLAN

Name of Development: New Trail Plaza
Development Location: 4844 Tamiami Trail
(At a minimum, provide the address number, street name and city, and/or provide the street name, closest designated intersection and either the city (if located within a city) or county (if located in the unincorporated area of the county). If the Development consists of Scattered Sites, the Development Location stated above must reflect the Scattered Site where the Development Location Point is located.)
The above referenced Development is within the legal boundaries of a local revitalization plan, adopted on May 6, 2013 by the appointed or elected body of the general local government with the authority to regulate the use of the subject site, or an instrumentality thereof (e.g., City, County, Community Redevelopment Agency). Such plans may be in the form of a community redevelopment plan, as outlined in Section 163.362, F.S., or another type of neighborhood plan formally adopted by one of the entities above or adopted into a larger local planning framework, but that at a minimum provides the following standards:

- Contains a written description of streets and/or established landmarks, or a legal description of the boundaries of the local revitalization area and the reasons for establishing such boundaries shown in the plan.
- Shows by diagram or in general terms the street layouts; proposed use of buildings; the approximate number of dwelling units; and property intended for use as public parks, recreation areas, streets, public utilities and public improvements of any nature.
- Includes public and private sector (other than the Applicant) investment and/or involvement in the designated area.
- Contains safeguards that the work of revitalization will be carried out pursuant to the plan.
- Provide assurances that there will be replacement housing for the relocation of persons temporarily or permanently displaced from housing facilities within the planning area.
- Describes actions taken by the below local government that have or will lead to broader economic investment in the area.
- Describes the public involvement process leading to the adoption of the final plan.

CERTIFICATION

I certify that the foregoing information is true and correct.

Signature: Myra Schwarz Myra Schwarz
Print or Type Name
City of Sarasota
General Manager, Development Services
Name of Local Government
North Trail Overlay District
November 2, 2022
Name of Plan/Initiative Date this form was signed

This certification must be signed by the chief appointed official (staff) responsible for such approvals, Mayor, City Manager, County Manager/Administrator/Coordinator, Chairperson of the City Council/Commission or Chairperson of the Board of County Commissioners. Other signatories are not acceptable.

Form (Rev. 08-20)



Exhibit A to RFA 2022-201 Housing Credit Financing For Affordable Housing Developments Located In Medium And Small Counties

RFA 2022-201 DEVELOPMENT COST PRO FORMA

(Page 5 of 7)

CONSTRUCTION/REHAB ANALYSIS

| | AMOUNT | LENDER/TYPE OF FUNDS |
|--|------------------|--|
| A. Total Development Costs | \$ 30,774,771.00 | |
| B. Construction Funding Sources: | | |
| 1. First Mortgage Financing | \$ 25,500,000.00 | Regulated Mortgage Lender |
| 2. Second Mortgage Financing | \$ 600,000.00 | Local Government Subsidy |
| 3. Third Mortgage Financing | \$ | <select from menu> |
| 4. Fourth Mortgage Financing | \$ | <select from menu> |
| 5. Fifth Mortgage Financing | \$ | <select from menu> |
| 6. Sixth Mortgage Financing | \$ | <select from menu> |
| Financing | \$ | Enter request on Funding Tab |
| Financing | \$ | Enter request on Funding Tab |
| Financing | \$ | Enter request on Funding Tab |
| Financing | \$ | Enter request on Funding Tab |
| 7. HC Equity Proceeds Paid Prior to Completion of Construction which is Prior to Receipt of Final Certificate of Occupancy or in the case of Rehabilitation, prior to placed-in service date as determined by the Applicant. | \$ 2,814,919.00 | |
| 8. Other: | \$ | <select from menu> |
| 9. Other: | \$ | <select from menu> |
| 10. Deferred Developer Fee | \$ 3,000,000.00 | |
| 11. Total Construction Sources | \$ 31,914,919.00 | |
| C. Construction Funding Surplus (B. 11. Total Construction Sources, less A. Total Development Costs): | \$ 1,140,148.00 | (A negative number here represents a funding shortfall.) |

Met Construction Financing Threshold for sources equal or exceed uses: Yes

Each Attachment must be listed behind its own Tab. DO NOT INCLUDE ALL ATTACHMENTS BEHIND ONE TAB.

Sources



RFA 2019-102

Community Development Block Grant-Disaster Recovery (CDBG-DR) To Be Used In Conjunction With Tax-Exempt MMRB And Non-Competitive Housing Credits In Counties Deemed Hurricane Recovery Priorities

- Brownsville Transit Village V
- Atlantic Pacific Companies, Brownsville Village V, Ltd. Housing
- Miami-Dade County



Initial Construction Financing Sources

RFA 2019-102 DEVELOPMENT COST PRO FORMA

(Page 5 of 8)

CONSTRUCTION/REHAB ANALYSIS

| | AMOUNT | LENDER/TYPE OF FUNDS |
|---|-------------------------|--|
| A. Total Development Costs | \$ <u>23,106,274.16</u> | |
| B. Construction Funding Sources: | | |
| 1. First Mortgage Financing | \$ <u>12,350,000.00</u> | <u>FHFC - MMRB</u> |
| 2. Second Mortgage Financing | \$ <u>3,900,000.00</u> | <u>FHFC - CDBG-DR</u> |
| 3. Third Mortgage Financing | \$ _____ | <u><select from menu></u> |
| 4. Fourth Mortgage Financing | \$ _____ | <u><select from menu></u> |
| 5. Fifth Mortgage Financing | \$ _____ | <u><select from menu></u> |
| 6. Sixth Mortgage Financing | \$ _____ | <u><select from menu></u> |
| 7. Seventh Mortgage Financing | \$ _____ | <u><select from menu></u> |
| 8. Eighth Mortgage Financing | \$ _____ | <u><select from menu></u> |
| 9. Ninth Mortgage Financing | \$ _____ | <u><select from menu></u> |
| 10. Tenth Mortgage Financing | \$ _____ | <u><select from menu></u> |
| 11. HC Equity Proceeds Paid Prior to Completion of Construction which is Prior to Receipt of Final Certificate of Occupancy or in the case of Rehabilitation, prior to placed-in service date as determined by the Applicant. | \$ <u>3,798,022.00</u> | |
| 12. Other: _____ | \$ _____ | |
| 13. Other: _____ | \$ _____ | |
| 14. Deferred Developer Fee | \$ <u>3,467,571.00</u> | |
| 15. Total Construction Sources | \$ <u>23,515,593.00</u> | |
| C. Construction Funding Surplus (B.15. Total Construction Sources, less A. Total Development Costs): | \$ <u>409,318.84</u> | (A negative number here represents a funding shortfall.) |

Each Attachment must be listed behind its own Tab. DO NOT INCLUDE ALL ATTACHMENTS BEHIND ONE TAB.

Final Construction Financing Sources

FHDC

Construction Financing Sources:

| Construction Sources | Lender | Application | Revised Applicant | Underwriter | Construction Interest Rate | Annual Construction Debt Service |
|----------------------------------|--|---------------------|---------------------|---------------------|----------------------------|----------------------------------|
| FHFC - MMRB | FHFC | \$17,370,000 | \$7,380,000 | \$18,850,000 | 3.80% | \$716,300 |
| Bridge Loan | Wells Fargo | \$1,740,000 | \$12,900,000 | \$1,206,155 | 8.82% | \$106,383 |
| FHFC - CDBG-DR | | \$3,900,000 | \$3,900,000 | \$3,900,000 | 0.00% | \$0 |
| FHFC - Viability | FHFC | \$2,250,000 | \$2,250,000 | \$2,250,000 | 0.00% | \$0 |
| Local Government Subsidy | Miami-Dade County - Surtax | \$4,800,000 | \$4,800,000 | \$4,800,000 | 0.00% | \$0 |
| Local Government Subsidy | Miami-Dade County - DIAF | \$0 | \$1,000,000 | \$1,000,000 | 0.00% | \$0 |
| HC Equity | Wells Fargo CU | \$3,548,133 | \$3,618,862 | \$3,544,166 | N/A | N/A |
| Deferred Developer Fee | APC Brownsville Village V Development, LLC | \$2,950,802 | \$3,102,128 | \$3,407,799 | N/A | N/A |
| Affiliate / Principal | APC Brownsville Village V Development, LLC | \$0 | \$25,000 | \$25,000 | N/A | N/A |
| Total | | \$36,558,935 | \$38,975,990 | \$38,983,120 | | \$822,683 |
| Cash Collateral Source(s) | | | | | | |
| Regulated Mortgage Lender | Wells Fargo / FHA / HUD | | | \$7,380,000 | 6.05% | \$446,490 |
| Bridge Loan | Wells Fargo | | | \$11,470,000 | 8.82% | \$1,011,654 |
| Grand Total | | | | \$57,833,120 | | \$2,280,827 |

Please note, the Application column is based on First Housing's conclusions in the CUR Update Letter.

Pro Forma Income

CREDIT UNDERWRITING

| FINANCIAL COSTS: | | | | Year 1 | Year 1 Per Unit | |
|---|--------------------------------------|-------------|-------|-------------|--------------------|---------|
| OPERATING PRO FORMA | | | | | | |
| INCOME: | Gross Potential Rental Income | | | \$1,518,516 | \$12,654 | |
| | Other Income | | | | | |
| | Miscellaneous | | | \$28,500 | \$238 | |
| | Washer/Dryer Rentals | | | \$32,400 | \$270 | |
| | Gross Potential Income | | | \$1,579,416 | \$13,162 | |
| | Less: | | | | | |
| | Physical Vac. Loss | Percentage: | 5.00% | \$78,971 | \$658 | |
| | Collection Loss | Percentage: | 0.81% | \$12,793 | \$107 | |
| Total Effective Gross Income | | | | \$1,487,652 | \$12,397 | |
| EXPENSES: | Fixed: | | | | | |
| | Real Estate Taxes | | | \$97,697 | \$814 | |
| | Insurance | | | \$156,000 | \$1,300 | |
| | Variable: | | | | | |
| | Management Fee | Percentage: | 6.00% | \$89,259 | \$744 | |
| | General and Administrative | | | \$66,000 | \$550 | |
| | Payroll Expenses | | | \$168,000 | \$1,400 | |
| | Utilities | | | \$60,000 | \$500 | |
| | Marketing and Advertising | | | \$3,000 | \$25 | |
| | Maintenance and Repairs/Pest Control | | | \$63,600 | \$530 | |
| | Grounds Maintenance and Landscaping | | | \$16,200 | \$135 | |
| | Security | | | \$74,400 | \$620 | |
| | Reserve for Replacements | | | \$36,000 | \$300 | |
| | Total Expenses | | | | \$830,156 | \$6,918 |
| | Net Operating Income | | | | \$657,496 | \$5,479 |
| Debt Service Payments | | | | | | |
| First Mortgage - Wells Fargo/FHA/HUD | | | | \$490,359 | \$4,086 | |
| Second Mortgage - FHFC - CDBG-DR/Viability | | | | \$0 | \$0 | |
| Third Mortgage - Miami-Dade County - Surtax & DIAF | | | | \$48,000 | \$400 | |
| First Mortgage Fees - MIP | | | | \$18,389 | \$153 | |
| Second Mortgage Fees - FHFC - CDBG-DR/Viability | | | | \$12,255 | \$102 | |
| Third Mortgage Fees - Miami-Dade County - Surtax & DIAF | | | | \$0 | \$0 | |
| Total Debt Service Payments | | | | \$569,004 | \$4,742 | |
| Cash Flow after Debt Service | | | | \$88,492 | \$737 | |
| | | | | | | |
| Debt Service Coverage Ratios | | | | | | |
| DSC - First Mortgage plus Fees | | | | 1.29x | | |
| DSC - Second Mortgage plus Fees | | | | 1.26x | | |
| DSC - Third Mortgage plus Fee | | | | 1.16x | | |
| DSC - Fourth Mortgage plus Fees | | | | 1.16x | | |
| Financial Ratios | | | | | | |
| Operating Expense Ratio | | | | 55.80% | | |
| Break-even Economic Occupancy Ratio (all debt) | | | | 88.94% | | |



Structure of LG Debt

Miami-Dade Surtax:

First Housing reviewed a Conditional Loan Commitment from Miami-Dade County, dated August 10, 2021, for \$4,800,000 in Surtax Funds for the Development. The Surtax Loan will bear interest at 0% during years 1 and 2. The loan will require 1% interest only payments from Development cash flow in years 3 - 42.5, with an additional 1% accrual in years 3 - 42.5. The total term of the loan will be 42.5 years and coterminous with the HUD 221(d)(4) loan, of which 2 years is for the construction period and years 3 - 42.5 is for the permanent period. Based on an email, dated October 19, 2021, Miami-Dade County has no issues with the Surtax Loan being coterminous with the HUD 221(d)(4) loan. Full principal and accrued interest are due at maturity. First Housing received an Extension No. 2, dated August 4, 2022, from Miami-Dade County. The extension extends the commitment to February 10, 2023. First Housing further received an email, dated December 13, 2022, indicating that if closing goes beyond February 10, 2023, a formal extension is not required.

Miami-Dade DIAF:

First Housing received a Notification of Award of Development Inflation Adjustment Funds for Brownsville Transit Village V, dated January 20, 2023. According to the Award, the Development has been awarded \$1,000,000 in DIAF for the purposes of construction costs. According to First Housing's understanding, the term of the DIAF will be 42.5 years with a 0% interest rate. At the end of the term the loan may be forgiven. Verification of the loan terms is a condition to close.

Debt Coverage

| PERMANENT FINANCING INFORMATION | | | | | |
|-------------------------------------|----------------------|----------------|------------------|----------------------------|--------------------------|
| | 1st Source | 2nd Source | 2nd Source | 3rd Source | 3rd Source |
| Lien Position | First | Second | Second | Third | Third |
| Lender/Grantor | Wells Fargo /FHA/HUD | FHFC - CDBG-DR | FHFC - Viability | Miami-Dade County - Surtax | Miami-Dade County - DIAF |
| Amount | \$7,380,000 | \$3,900,000 | \$2,250,000 | \$4,800,000 | 1,000,000 |
| Underwritten Interest Rate | 6.05% | 0.00% | 0.00% | 1.00% | 0.00% |
| Loan Term | 40 | 40 | 40 | 40 | 40 |
| Amortization | 40 | 0 | 0 | 0 | 0 |
| Market Rate/Market Financing LTV | 22% | 33% | 40% | 54% | 57% |
| Restricted Market Financing LTV | 51% | 78% | 94% | 127% | 134% |
| Loan to Cost - Cumulative | 19% | 29% | 35% | 47% | 50% |
| Debt Service Coverage | 1.29 | 1.26 | 1.26 | 1.16 | 1.16 |
| Operating Deficit Reserve | \$354,853 | | | | |
| # of Months covered by the Reserves | 5.1 | | | | |

Project Viability for 15 Years

| | |
|---|---|
| Deferred Developer Fee | \$2,339,549 |
| As-Is Land Value | \$3,850,000 |
| Market Rent/Market Financing Stabilized Value | \$34,200,000 |
| Rent Restricted Market Financing Stabilized Value | \$14,400,000 |
| Projected Net Operating Income (NOI) - Year 1 | \$657,496 |
| Projected Net Operating Income (NOI) - 15 Year | \$724,477 |
| Year 15 Pro Forma Income Escalation Rate | 2.00% |
| Year 15 Pro Forma Expense Escalation Rate | 3.00% |
| Bond Structure | Short Term FHA 221(d)(4), Cash Collateralized |
| Housing Credit (HC) Syndication Price | \$0.9825 |
| HC Annual Allocation - Qualified in CUR | \$1,759,688 |
| HC Annual Allocation - Equity Letter of Interest | \$1,759,827 |

Ratios

Notes to the Operating Pro Forma and Ratios:

1. The MMRN program does not impose any rent restrictions; however, the development will be utilizing Housing Credits, SAIL and ELI which will impose rent restrictions. Whispering Oaks is projected to achieve 2023 Maximum Allowable HC Rents published by Florida Housing on all units at 30% AMI, 50% AMI, 60% AMI, 70% AMI and 80% AMI based upon the Appraiser's estimate of achievable rents per comparable properties surveyed. Utility Allowances are based upon a September 15, 2022 Energy Consumption Model from Matern, has not been approved by FHFC and will be a condition to close. The model reflects the residents paying for electricity and the Applicant paying for water, sewer, pest control, and trash pick-up. No manager/employee units are anticipated at this time.

The DSC for the permanent first mortgage and SAIL reflects a ratio lower than 1.10 to 1.00. According to Rule 67-48.0072 (11), the combined minimum DSC shall be 1.10 to 1.00 for SAIL including all superior mortgages. However, if the Applicant defers at least 35 percent of its Developer Fee following the last disbursement of all permanent sources of funding identified in the final credit underwriting report and, in the case of a Housing Credit Development, the final cost certification documentation, and when the primary expected source of repayment has been identified as projected cash flow, the minimum DSC shall be 1.00 to 1.00 for the SAIL, including all superior mortgages. This Development meets the preceding guidelines.

To ensure that the Third Mortgage SAIL meets or exceeds the minimum DSC of 1.00 to 1.00, based on the projection/estimates and loan amounts in this report, the interest rate of the permanent period First Mortgage Loan may not exceed 6.54%. Following the rate lock of the permanent period First Mortgage Loan, the Servicer will review and confirm if the Development is still able to support the proposed First Mortgage Loan amount of \$17,338,968, or if a reduction to the loan amount is necessary. The Servicer's DSC confirmation is a condition to close.





Right Sizing Local Subsidies for Single Family Home and Multifamily Development

Director Alex Ballina
Miami-Dade County
Public Housing & Community Development



Miami-Dade County Affordable Homeownership Program

<https://www.miamidade.gov/global/housing/affordable-homeownership-program.page#:~:text=The%20property%20must%20be%20in,you%20cannot%20rent%20the%20property>)



MIAMI-DADE COUNTY

Services & Information ▾ News & Social Media ▾ Your Government ▾ Employees ▾

Home > Public Housing & Community Development > Affordable Homeownership Program

Miami-Dade County Surtax Uses

- Rental
- Homeownership
- Single Family/Multifamily
- New Construction
- Preservation of Naturally Occurring Affordable Housing
- Rehabilitation
- Condo Special Assessment Program



**MIAMI-DADE COUNTY
PUBLIC HOUSING AND COMMUNITY DEVELOPMENT**



<https://www.miamidade.gov/housing/library/guidelines/affordable-housing-and-homeownership-program-guidelines.pdf>

**AFFORDABLE HOUSING HOMEBUYER LOAN
PROGRAM AND SINGLE-FAMILY REHABILITATION
PROGRAM GUIDELINES**



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Assistance for Condominium Unit Owners/Special Assessments per Use of Surtax Dollars

- The Program will address physical damage to the condominium
 - The Program will assist families and or/individual homeowners
 - The Program will assist Condominium Properties throughout the County
 - The homeowner must reside in the unit and it must be their primary residence and homestead; Investment owners are not eligible for program assistance
 - The Program will provide loans up to \$50,000.00 with a repayment term of 40 years
 - The monthly payment will be \$50.00 for low-income families with the remaining balance due at Maturity Date
 - The monthly payment for moderate income families will be calculated at 0.00% interest rate for 40 years
 - Any cash assets exceeding \$50,000.00 must be used for down payment up to 10% of the loan amount
 - If the owner sells the property, cash out refinance or ceases to use the home as primary residence, the balance of the loan becomes due and payable
 - Upon the death of the owner, the loan shall become due and payable in full unless ownership of the property passes to the heirs of owner and those heirs meet the following criteria: (a) live in the property, (b) earn no more than the maximum percentage AMI funding activity at time of transfer, and (c) execute appropriate documents as required by Miami-Dade County.
 - One-time assessment per unit owner
 - The rehabilitation funds will be payable to the Condominium Association
- The Condominium Budget and Condo Questionnaire will be required and reviewed
 - Mortgage payments and HOA/Maintenance fees must be current
 - A description of the work to be done and or the Scope of Work will be required to determine the loan assistance
 - Semi-annual reports from the Condominium Association will be required

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Revised 09/01/2022



Loan Program Terms, and Eligibility

- Assist owner occupied condominium homeowners with limited finances, address special assessment requirements associated with rehabilitation/repairs as a result of applicable building integrity recertification requirements.
- Surtax funds will be in the form of a loan and the annual household median income may not exceed the maximum limit of 140% as indicated in the Miami-Dade County income limit chart.
- Loan terms will be structured so as to mitigate the financial burden on families while recognizing the need to ensure compliance with the Surtax program



Other Rehab Programs & Guidelines

Surtax and Ship Rehabilitation - Single-Family Funded Programs

A rehabilitation loan may be made to an eligible applicant for the purpose of fully bringing the property up to current building code and/or to make the home barrier-free for disabled persons. It is used to repair roofs, perform other structural, electrical or sanitation related repairs.

- **Surtax Rehabilitation Loan Program**
The maximum total loan amount shall not exceed \$40,000.00 (up to \$50,000.00 if the applicant is Elderly, Disabled, Development Disabilities, Disabling Condition and Special Needs).
- **State Housing Initiatives Partnership (SHIP) Program**
The maximum total loan amount shall not exceed \$40,000.00 (up to \$50,000.00 if the applicant is Elderly, Disabled, Development Disabilities, Disabling Condition and Special Needs).

Surtax Beautification Loan Program

The Beautification Home Loan Program assists homeowners of single-family detached residences with exterior home painting and/or landscaping.

- **Surtax Beautification Loan Program**
The maximum total loan amount is subject to funding availability.

Surtax, Paint and Shutter Loan Program

This program assists low- to moderate- income homeowners with single family detached residences with exterior home painting and/or the installation of hurricane impact shutters approved by Miami-Dade County.

- **Surtax Paint/Shutter Loan Program**
The maximum loan amount for paint and shutters combined is \$15,000.00; if the combined amount exceeds \$10,000.00, the homeowner must select paint or shutter assistance.



Eligibility Areas

- Surtax and SHIP Single-Family Rehabilitation Loan Program- encompasses properties located within Miami-Dade County.
- Surtax Beautification Loan Program
currently encompasses Commission Districts 1 and 2.
- Surtax Paint/Shutter Loan Program
encompasses properties located within Miami-Dade County.

All other Beautification Loan Programs encompass properties located within the Commission Districts.

Eligible Properties

- Surtax and SHIP - Single-Family Rehabilitation Loan Program
Owner-occupied single-family residences, cluster homes, townhomes, twin homes, manufactured homes (must evidence a Declaration of Condominium documents recorded in the Public records disclosing separate folio numbers), condominium unit (with the exception of common areas). Duplexes, Studios, and Mobile Homes are not allowed.

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Revised 09/01/2022

- Properties with a swimming pool are acceptable on a case-by-case basis except for SHIP funding source. In addition, properties with an efficiency are not allowed regardless of funding source.
- Surtax Beautification Funded Program only allow Single-Family Detached Properties. Paint/Shutters Funded Program allows Single-Family Attached, Detached and Condominiums Properties. Duplexes, Studios and Mobile Homes are not allowed.

Repayment Guidelines

FUNDING SOURCES

SURTAX Single-Family Rehabilitation Loan Program

General Population: Non-Elderly, Disabled, Development Disabilities, Disabling Condition and Special Needs:

- If the Total Debt to Income Ratio (TDI) is less than 50%, repayment and terms shall be as follows:
 - 0.00%-3.00% interest rate amortized for 30 years. First payment is due and payable one month after completion of rehabilitation. A Certificate of Completion is required.
- If the Applicant's TDI is more than 50% repayment and terms shall be as follows:
 - 0.00%-3.00% interest rate at a 30-year loan term with a minimum payment of \$50.00 per month. The remaining unpaid balance is due upon Sale, Transfer of Title, Death or whichever occurs first.
 - First payment is due and payable one month after completion of the rehabilitation. A Certificate of Completion is required.

For Elderly, Disabled, Development Disabilities, Disabling Condition and Special Needs:

- 0.00%-3.00% interest rate at a 30-year loan term with a minimum payment of \$50.00 per month. The remaining unpaid balance is due upon Sale, Transfer of Title, Death or whichever occurs first.
- First payment is due and payable one month after completion of rehabilitation. A Certificate of Completion is required.

SHIP Single-Family Rehabilitation Loan Program

General Population: Non-elderly, Disabled, Development Disabilities, Disabling Condition and Special Needs are offered repayment terms dependent upon total debt to income ratio. Specifically, at ratios exceeding 50%, the mortgage term is 15 years with a \$50.00 monthly payment. The remaining unpaid balance is due upon Sale, Transfer of Title or Death. For applicants whose total debt to income ratio is no greater than 50%, the loan term will be 15 years fully amortized at 0.00%-6.00%.

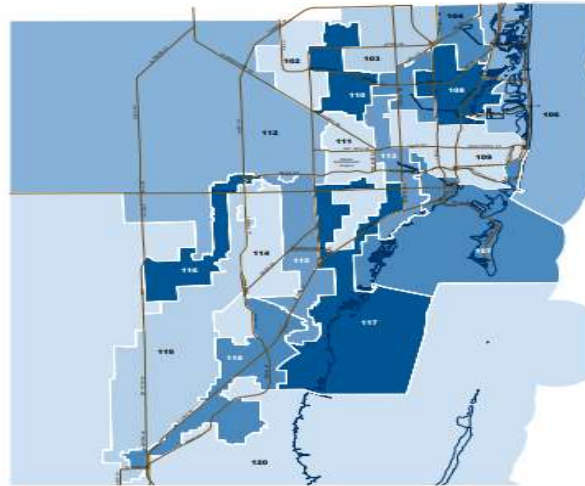
Rehabilitation Loan Terms for Elderly, Disabled, Developmental Disabilities, Disabling Condition and Special Needs:

For Elderly, Disabled, Developmental Disabilities, Disabling Condition and Special Needs population, the mortgage term is 15 years with a \$50.00 monthly payment. The remaining unpaid balance is due upon Sale, Transfer of Title or Death.

First payment is due and payable one month after completion of the rehabilitation. A certificate of completion is required.

The SHIP proceeds repaid to the County will be used by the County for other SHIP assistance. In the event that the proceeds from the sale are insufficient to repay the outstanding SHIP subsidy, the County will recapture whatever proceeds are available after the first mortgage from a private lender (if any) has been repaid.

| House Districts | Rental Units | Active Home Loans |
|----------------------|---------------|-------------------|
| 102 | 718 | 104 |
| 103 | 895 | 540 |
| 104 | 1,689 | 423 |
| 106 | 247 | 93 |
| 107 | 2,225 | 263 |
| 108 | 1,508 | 239 |
| 109 | 3,716 | 524 |
| 110 | — | 77 |
| 111 | 144 | 45 |
| 112 | 256 | 38 |
| 113 | 284 | 241 |
| 114 | — | 58 |
| 115 | 55 | 53 |
| 116 | — | 85 |
| 117 | 144 | 60 |
| 118 | 2,425 | 754 |
| 119 | 98 | 151 |
| 120 | 527 | 71 |
| Multi-District Sites | 494 | — |
| TOTAL | 15,425 | 3,819 |

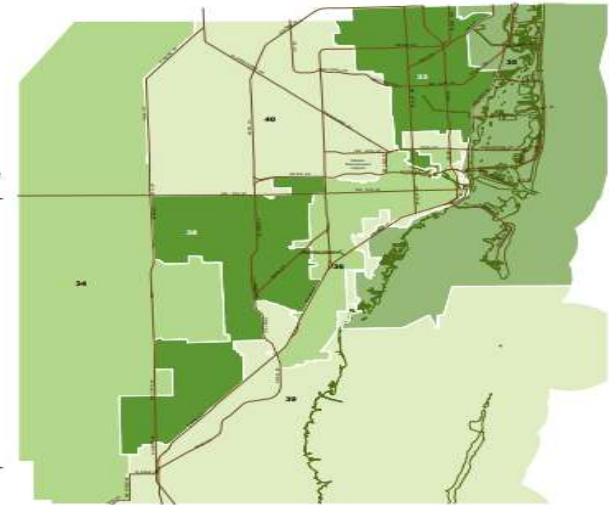


Miami-Dade County Affordable Housing Surtax Program



COVER

| Senate Districts | Rental Units | Active Home Loans |
|----------------------|---------------|-------------------|
| 33 | 4,850 | 1,426 |
| 34 | — | 45 |
| 35 | 1,345 | 218 |
| 36 | 3,315 | 471 |
| 38 | 55 | 203 |
| 39 | 4,248 | 1,218 |
| 40 | 1,118 | 238 |
| Multi-District Sites | 494 | — |
| TOTAL | 15,425 | 3,819 |



BACK COVER



<https://www.miamidade.gov/housing/library/maps/surtax.pdf>



<https://www.miamidade.gov/housing/library/guidelines/homeownership-surtax-open-rolling-rfa.pdf>

<https://www.miamidade.gov/housing/library/guidelines/2022-surtax-shp-home-multifamily-rfa-draft.pdf>

MIAMI-DADE COUNTY
DOCUMENTARY STAMP SURTAX FUNDING
HOMEOWNERSHIP
OPEN AND ROLLING APPLICATION PROGRAM

- Rehabilitation
- Redevelopment
- New Construction Acquisition
- New Construction Non-Acquisition

This application is available at:
<http://www.miamidade.gov/housing/>



Miami-Dade County
Public Housing and Community Development
701 NW 1st Court, 16th Floor - Miami, FL



Miami-Dade County
Public Housing and Community Development
701 NW 1st Court, 16th Floor - Miami, FL 33136

MIAMI-DADE COUNTY
REQUEST FOR APPLICATION
FY 2022

DOCUMENTARY STAMP SURTAX FUNDING
AND
STATE HOUSING INITIATIVES PARTNERSHIP FUNDING
AND
HOME INVESTMENT PARTNERSHIPS FUNDING
FY 2022 ELIGIBLE MULTI-FAMILY RENTAL NEW CONSTRUCTION,
REDEVELOPMENT AND REHABILITATION ACTIVITIES

- Countywide Multi-Family Rental Developments
- Workforce Housing Multi-Family Rental Developments
- Elderly Multi-Family Rental Developments
- Public Housing Multi-Family Rental Developments
- Small Developments
- Faith-Based Developments
- Innovations

July 1, 2022



MIAMI-DADE COUNTY
DOCUMENTARY STAMP SURTAX and
STATE HOUSING INITIATIVES PARTNERSHIPS
FUNDING (SURTAX/SHIP)

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THE COMPLETE APPLICATION CAN BE FOUND ONLINE AT
<http://www.miamidade.gov/housing/>

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Homeownership Loan to Value

Additional Criteria

- Combined Loan to Value (CLTV) not to exceed 105 percent of the purchase price including all mortgages and down payment assistance.
- Borrower must have 1% of the purchase price from their own funds for the down payment.
- Amount of down payment assistance will be based on underwriting by the first mortgage lender.
- Fixed rate mortgages only.
- For stand-alone purchases, first mortgage lenders are not required to be an approved lender in PHCD's Homebuyer Loan Program. First mortgage lenders must provide a commitment letter along with the completed loan package.
- Must be a Miami-Dade County resident at the time of application and loan closing.

HOMEBUYER LOAN PROGRAM GUIDELINES

THE HOMEBUYER SECOND MORTGAGE PROGRAM

| | |
|---|---|
| Income Limits <ul style="list-style-type: none"> • 30%-140% AMI | Homebuyer's Counseling <ul style="list-style-type: none"> • 8 hours HUD approved |
| Employment & Credit <ul style="list-style-type: none"> • Satisfactory Credit History • 24 months of verified employment | Maximum Purchase Price <ul style="list-style-type: none"> • Is subject to approval by the State of Florida licensed First Mortgage Lender* |
| Citizenship <ul style="list-style-type: none"> • Must be a US citizen or permanent resident | Loan Terms <ul style="list-style-type: none"> • 30 years |
| Down-payment <ul style="list-style-type: none"> • 3% • 1% from own funds | Loan Rate <ul style="list-style-type: none"> • 1% - 2% |
| Minimum Debt to Income <ul style="list-style-type: none"> • 40% | Occupancy <ul style="list-style-type: none"> • Primary |
| Maximum Debt to Income <ul style="list-style-type: none"> • 50% | <ul style="list-style-type: none"> • Must be a Miami-Dade County resident at time of application. |

*The maximum sales price for borrowers to purchase a home under the Homebuyer Loan Program is subject to approval by the State of Florida licensed First Mortgage Lender. The funding is provided through the First Mortgage Lender's First - Time Homebuyer/Homeownership Program with HLP.

The interest rates and loan amounts are determined/based on the location of the property. The Maximum Loan Amount is up to \$100,000 at 1% interest rate inside Vulnerability Ranked Eligible Block Group Areas. Vulnerability Ranked Eligible Block Group Areas are in Miami-Dade County as identified in the County's Miami-Dade County Five -Year Consolidated Plan filed with the United States Department of Housing and Urban Development (U.S.HUD). The Maximum Loan Amount is up to \$80,000 at 2% interest rate outside Miami-Dade County Vulnerability Ranked Eligible Block Group Areas.



Funding Request Cap

8. Applicants must meet the funding request cap requirements: *This is a minimum threshold requirement.* See Resolution No. R-343-15 or other such applicable resolution that may supersede it.

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ersion 06/09/2022

| Subsidy Caps % of TDC excluding land | Competitive 9% LIHTC | Non-Competitive 4% LIHTC | Without LIHTC |
|---|-------------------------|-----------------------------|---------------|
| New Construction High-Rise | 15% | 25% | 25% |
| New Construction Mid-Rise | 15% | 25% | 25% |
| New Construction Garden Style | 15% | 20% | 25% |
| Rehabilitation | 15% | 15% | 25% |



Credit Underwriting and Feasibility

The Operating Pro Forma and whether or not the:

- Proposed rents are achievable;
- Vacancy rate is reasonable;

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Version 06/09/2022

-
- Additional income is reasonable;
 - Operating expenses are reasonable;
 - Net operating income represented is sufficient to cover all proposed financing, annual debt service, and applicable fees at a level acceptable to the County or other lenders based on the information available.
 - Subsidy layering review, where applicable, to determine the appropriate amount of gap funding required, especially as it relates to public funds and reasonableness of cost allocations.



GAP Funding

SECTION E

Policies

The number of applications recommended for funding shall be limited by the application scores and the funds available for this RFA. Applications are recommended for funding by categories in this RFA and are fully funded until the funding in that category is exhausted. PHCD reserves the right to reallocate funding between categories.

Applications for GAP funding shall be limited to a maximum of \$6,000,000 for a single application.

A conditional loan commitment approved by the Board of County Commissioners (BCC) for development activity will be provided to awardees based upon the application submitted by awardees in response to the FY 2022 Request for Applications. Awardees must close on projects within six months of the issuance of the conditional loan commitment.

PHCD may determine that partial funding may be made available to an application. If this occurs, the applicant must sign an agreement, affirming that the amount of funding allocation that the applicant is recommended for is sufficient for the project to proceed without any additional funds from any PHCD source, and that even if an application is partially funded, subject to successful completion of underwriting, the developer can proceed. The partial funding acknowledgment agreement is attached.

Only Applications meeting Minimum Threshold requirements will be scored. Only Applications that have been scored will be ranked and may be recommended for funding. **Applicants must score a minimum of 70 points to be recommended for funding.** The 70-point minimum may be achieved with the addition of bonus points. Applications that have not been scored or ranked will be considered ineligible for funding.



Definitions

Four percent (4%) Tax Credits: Sec 42 U.S.C. § of IRS tax code. The four (4%) Low Income Housing Tax Credits (LIHTC) like the nine (9%) LIHTC are designed to cover the GAP between the cost of developing affordable rental housing and the amount of financing that may be raised based on the rents that low-income families can afford. The 4% LIHTCs are administered by the Florida Housing Finance Corporation and are not competitive. Any project financed through tax-exempt private activity bonds that serve families with incomes below 60% of the Area Median Income (AMI), and meets other eligibility criteria qualifies automatically for the 4% LIHTC.

GAP Funding: Funds that fill the GAP between existing financing commitments to a project and the overall Development Cost of the housing project. Development Cost of the project means the total cost of completing the entire project, from acquisition to issuance of a certificate of occupancy, including but not limited to the cost for acquisition, design and planning, zoning and variances, financing costs, legal costs, construction, permitting, hard costs and development soft costs; GAP as defined by Resolution R-343-15. Deferred Developer Fee is not considered a GAP.



Debt Service Ratio

| | |
|-------|--|
| | Subject to subsidy layering review. |
| Notes | <p>Minimum debt service ratio 1.10 to Maximum 1.6. Applicable to the first 15 years. (Subject to the department's discretion)</p> <p>Payments from Development Cash Flow will be considered payments that are due only from available Cash Flow after the payment of all other property expenses, including debt, operating expenses, and deferred Developer fee.</p> <p>Interest only payments will be simple interest (non-amortizing)</p> <p>Ten percent of the Developer fee must be deferred provided that it can be paid back in 10 years.</p> |

Multi-family Rental



| Multi-family Rental | |
|---|---|
| Homeless and Public Housing For-Profit Developers | |
| Rate | <p>Construction: 0% during construction, years 1-2.</p> <p>Permanent: 1% interest only payments from Development Cash Flow years 3-30</p> <p>Full principal due at maturity.</p> |
| Term | <p>1-2-year construction – 30-year perm</p> <p>Public Housing projects can carry debt based on operating subsidy not on real estate debt.</p> |
| Affordability | <p>Subject to rental regulatory agreement. Subject to a 30-year affordability and occupancy restriction period.</p> <p>Subject to FHFC terms, if applicable.</p> <p>Subject to subsidy layering review.</p> |
| Notes | <p>If borrower ceases its use of the property as a homeless facility, then or at any time, upon written notice from the County, the loan, including any accrued interest, if any, shall become immediately due and payable.</p> |
| Multi-family Rental | |
| Homeless and Public Housing Not-For-Profit Developers | |
| Rate | <p>Construction: 0% during construction, years 1-2.</p> <p>Permanent: 0.5% interest only payments from Development Cash Flow years 3-30</p> <p>Full principal due at maturity.</p> |
| Term | <p>1-2-year construction – 30-year perm</p> <p>Public Housing projects can carry debt based on operating subsidy not on real estate debt.</p> |
| Affordability | <p>Subject to rental regulatory agreement. Subject to a 30-year affordability and occupancy restriction period.</p> <p>Subject to FHFC terms, if applicable.</p> <p>Subject to subsidy layering review.</p> |
| Notes | <p>If borrower ceases its use of the property as a homeless facility, then or at any time, upon written notice from the County, the loan, including any accrued interest, if any, shall become immediately due and payable.</p> |

*Debt Ratio may be modified or waived at discretion of PHCD.

Questions?



**Please
Complete the
Evaluation!**

