

FLORIDA HOUSING FINANCE CORPORATION

Modification of Request for Applications (RFA) RFA 2018-101 SAIL Financing for Smaller Developments for Persons with Special Needs and Homeless Households

**Pursuant to Rule 67-60.005, F.A.C., Modification of Terms of Competitive Solicitations, Florida Housing hereby modifies Section Four, A.3.d.(2) of the RFA to read as follows:**

(2) Donation of Land by a Local Government

To qualify, the Total Development Cost cannot consist of any land costs during scoring or during the credit underwriting process; the entire site must have been donated or will be donated from a Local Government to the Applicant; and the site control documentation must reflect one of the following:

- The eligible contract must reflect that a Local Government is the seller and the Applicant is the buyer, and the price of the land must be \$10 or less;
- The deed must reflect the Local Government as the grantor, the transaction must have occurred no more than 12 months prior to the Application Deadline, the price of the land must have been \$10 or less, and the closing statement must be provided demonstrating that the price of land was \$10 or less; or
- The eligible lease must reflect a Local Government as the Lessor and the Applicant as the Lessee, and the lease payments must equal \$10 a year or less.

**Pursuant to Rule 67-60.005, F.A.C., Modification of Terms of Competitive Solicitations, Florida Housing hereby modifies Section Four, A.3.b.(3)(b) of the RFA to read as follows:**

- (b) Provide the percentage of Developer's fee that will go to the Non-Profit Applicant entity. To be eligible for funding, the Non-Profit Applicant entity must receive a total of at least 25 percent of the Developer fee. As outlined in Section Five B. 1. of the RFA, preference will be given to Applications where ~~one or more~~ the Non-Profit Applicant ~~entity~~ entities receives 100 percent of the Developer fee. All other Applications will be considered Tier 2 Applications.

**Pursuant to Rule 67-60.005, F.A.C., Modification of Terms of Competitive Solicitations, Florida Housing hereby modifies Section Four C.1. of the RFA to read as follows:**

- c. Applicant responses to this item will be evaluated based on the following criteria: (1) strength of information provided about the experience of the Applicant and/or, if appropriate, the management company in handling the following aspects of management/operations: tenant screening, selection and move-in; leasing, lease enforcement and rent collections; reasonable accommodations for persons with disabilities; safety and security; maintenance of the physical plant; coordination between property management and services coordination staff, as well as the coordination between on-site services and off-site supportive services, case management and benefits (including the role of Applicant and, if appropriate, management company); management of common space used by community-based service providers; compliance issues;

and long-term asset management issues; (2) if the property will be managed by an entity other than the Applicant, a description of the distinct roles of the Applicant and management company in setting policies and procedures and implementation of the items listed in (1) and how collaboration will occur between the two; and (3) a description of how the Applicant expects to set and oversee achievement of targeted outcomes for residents and the property.

The Applicant's description(s) is limited to no more than three (3) typed pages within the text box at question C.1. of Exhibit A. Note: Although the online Application system allows for more than three (3) pages, any portion of the description that is beyond ~~four-three (43-)~~ pages will not be considered.

Note: Providing only a list of Developments and/or units will not be a sufficient description of experience for any Applicant or the management company.

**Pursuant to Rule 67-60.005, F.A.C., Modification of Terms of Competitive Solicitations, Florida Housing hereby modifies Section Five, B.1. of the RFA to read as follows:**

**1. Tier 1 and Tier 2 Applications**

Applications that commit to provide 100 percent of the Developer fee to ~~one or more~~ the Non-Profit Applicant entity~~ies~~ will be considered Tier 1 Applications. All Applications for proposed Developments that did not qualify as Tier 1 Applications will be considered Tier 2 Applications. Tier 1 Applications will be listed above Tier 2 Applications.

All Tier 1 Applications will be sorted as outlined below. This same sorting process will be performed for Tier 2 Applications.

**Pursuant to Rule 67-60.005, F.A.C., Modification of Terms of Competitive Solicitations, Florida Housing hereby modifies Item 2 of Exhibit C of the RFA to read as follows:**

**2. Florida Job Creation Funding Preference**

Each Application will be measured to determine whether it qualifies for the Florida Job Creation Funding Preference. To determine eligibility for the preference, the Corporation will calculate the Application's Florida Job Creation score, which will reflect the number of Florida jobs per \$1 million of implied eligible ~~housing credit equity~~ SAIL funding. To qualify for the Florida Job Creation Funding Preference in Section Five of the RFA, all Applications must earn a Florida Job Creation score equal to or greater than 9.0

Determination of the Florida Job Creation score will be based on the following information:

- The number of new construction and rehabilitation units committed to by the Applicant (as stated by the Applicant in Exhibit A);
- The applicable Florida job creation rate for the type of units:
  - Rate of 3.811 Florida Jobs per unit for proposed new construction units;
  - Rate of 1.916 Florida Jobs per unit for proposed rehabilitation units; and
- The Eligible SAIL Request Amount.

The score for the Florida Rate of Job Creation per \$1 million of implied eligible ~~housing credit equity~~SAIL funding will be measured using one of the following calculations:

- a. Developments consisting of only new construction units

Number of new construction units x 3.811 Florida Jobs per unit x 1,000,000 / (the Eligible SAIL Request Amount) = Florida Jobs per \$1 million of ~~Housing Credit Allocation~~SAIL funding.

For example:

Application A consists of 15 new construction units and has an Eligible SAIL Request Amount of \$3,000,000.

$15 \times 3.811 \times 1,000,000 / (3,000,000) =$  Florida Job Creation score of 19.06.

- b. Developments consisting of only rehabilitation units

Number of rehabilitation units x 1.916 Florida Jobs per unit x 1,000,000 / (the Eligible SAIL Request Amount) = Florida Jobs per \$1 million of ~~Housing Credit Allocation~~SAIL funding.

For example:

Application B consists of 25 rehabilitation units, and has an Eligible SAIL Request Amount of \$4,000,000.

$25 \times 1.916 \times 1,000,000 / (4,000,000) =$  Florida Job Creation score of 11.98.

In above examples, all Applications will qualify for the Job Creation Funding Preference because each has a Florida Job Creation score that is at least 9.0.

**Pursuant to Rule 67-60.005, F.A.C., Modification of Terms of Competitive Solicitations, Florida Housing hereby modifies Item 3.b. of Exhibit D of the RFA to read as follows:**

- b. Provide the identity of the remaining members of the Development Team (i.e., inexperienced co-Developer(s), General Contractor, Architect, Attorney, Accountant, and Service Provider as outlined below. The team members so identified, and any future replacement thereof, must be acceptable to the Corporation and the Credit Underwriter;
- (1) Identify any inexperienced co-Developer(s) by providing the name, address, telephone and facsimile numbers, e-mail address, and the relationship of the co-Developer to the Applicant.
  - (2) Identify the General Contractor by providing the completed and executed Florida Housing Finance Corporation General Contractor or Qualifying Agent of General Contractor Certification form\*. Note: The Applicant must also provide the prior experience chart, as outlined in the form.

- (3) Identify the Architect by providing the completed and executed Florida Housing Finance Corporation Architect Certification form\*.
- (4) Identify the Attorney by providing the completed and executed Florida Housing Finance Corporation Attorney Certification [For MMRB, SAIL, HOME, And/-Or Other Gap Loans form for Housing Credits form](#)\*.
- (5) Identify the Accountant by providing the completed and executed Florida Housing Finance Corporation Certification of Accountant form\*.
- (6) Identify the Service Provider by providing the completed and executed Florida Housing Finance Corporation Service Provider or Principal of Service Provider Certification form\*.

\* The certification forms (Forms Rev. 10-17) which are available on the Corporation's Website <http://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2018/2018-101/forms-related-to-rfa-2018-101> (also accessible by clicking [here](#)). Note: The use of any prior version of these forms will not be acceptable to meet this requirement.

Submitted By:  
Marisa Button  
Director of Multifamily Allocations  
Florida Housing Finance Corporation  
227 N. Bronough Street, Suite 5000  
Tallahassee, FL 32301  
850-488-4197 or [Marisa.Button@floridahousing.org](mailto:Marisa.Button@floridahousing.org)