

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

1. Please clarify the following.  
Section C.1. on pg 42 of RFA 2018-101 SAIL FINANCING FOR SMALLER DEVELOPMENTS FOR PERSONS WITH SPECIAL NEEDS AND HOMELESS HOUSEHOLDS states:  
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 (4 )pages will not be considered.

Please clarify the number of pages that will be considered in the subject text box.

Answer:

Three pages is the correct maximum. A modification will be issued that corrects the language to reflect a three page maximum.

2. Our organization is considering applying for this generous funding in conjunction with a Community Land Trust (CLT). In this case, the land would be held by the CLT and we would lease the land for less than \$10 a year with a maximum year lease (30 plus). Would this meet your requirements?

Answer:

Site Control is an eligibility requirement. Land that is leased through a CLT may meet the eligibility requirements if all requirements for a lease stated in Section Four, A.7.a. are met.

The type of Site Control documentation is also a factor when determining whether an Applicant qualifies for the Qualifying Financial Assistance Funding Preference. The Qualifying Financial Assistance Preference is not an eligibility requirement and Applicants that do not qualify for the Preference may still be eligible for funding. This preference is applicable when there is a tie between Applications in the funding selection process. As explained in Section Four, 10.d. of the RFA, one of the ways to qualify for the Qualifying Financial Assistance Funding Preference is by demonstrating a donation of land by a Local Government. The donation of land must be through a Local Government. A modification will be issued that clarifies that this can be demonstrating by providing a lease that reflects the Local Government as the Lessor and the Applicant as the lessee. A lease that does not reflect the Local Government as the Lessor would not qualify for the Qualifying Financial Assistance Funding Preference, but may still be eligible for funding if the other Site Control requirements are met.

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3. I have a co developer who has completed one project over 100 units a couple of years ago (we are proposing to use these funds for a 20 unit development in a Medium size county). During the past 9 years i have received SHIP funds to renovate both a 10 unit apartment bldg and 4 unit apartment bldg for homeless individuals. Does this qualify us for proceeding with the application submission?

Answer:

As stated in Section Four, A.3.c.(3) of the RFA, to be eligible for funding, at least one natural person Principal of the Developer entity, or if more than one Developer entity, at least one natural person Principal, of at least one of the developer entities, must meet the General Development Experience requirement. Based on your example of a proposed 20 unit Development, the previously developed 100 unit development and 10 unit development appear to meet the unit size requirement; however, it is unclear whether the remaining requirements stated in Section Four, A.3.c.(3)(a) would be met.

4. The RFP limits developments in medium and large counties to between 10 and 30 units. Is 10 a hard minimum or is a development with 6 units serving 8 individuals eligible to apply? The 6 unit development is part of a multi phase development on a single site of over 50 units. The first phase for which we are seeking SAIL funding from this RFA is 8 units.

Answer:

There are no exceptions to the requirement that all Developments in Medium and Large Counties consist of at least 10 units. A proposed 6-unit property being submitted under this RFA will not meet these requirements.

5. On FHFC's website, the links for the *Forms Related To RFA 2018-101* take you to forms related to past RFAs. Please confirm these are the correct forms
- *Ability To Proceed Verification Forms (From Rev. 08-16)* links to forms for RFA 2017-107
  - *American with Disabilities Act Certification forms (Rev. 10-14)* links to forms for RFA 2016-103
  - *Development Team Certification Forms (Rev. 10-17)* links to forms for RFA 2017-107
  - *Local Government Contribution Forms (Rev. 08-16)* links to forms for RFA 2017-107

Answer:

Yes. The Revised date is provided on the bottom of each form and must reflect the dates of the form as stated in the RFA. The links have been fixed so that you will not be redirected to another RFA.

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6. This question is in regard to question 3.b.(3)(b) of Exhibit A and the percentage of Developer's fee that will go to one or more Non-Profit entities. If both the Applicant and Developer are non-profit entities – the Applicant will have 100% ownership interest in the Development, but the Developer expects to receive 100% of the Developer's fee – would it be correct to state that the percentage of Developer's fee that will go to the Non-Profit entity is 100%?

Answer:

As stated in Section Four, A.3.b.(3) of the RFA, only Non-Profit Applicants are eligible for funding and to qualify as a Non-Profit Applicant for purposes of this RFA, the Applicant must (i) answer the question demonstrating that it meets the definition of Non-Profit as set out in Rule Chapter 67-48, F.A.C.; and (ii) provide the required information. As stated in the Non-Profit definition in Rule Chapter 67-48, F.A.C., a Non-Profit owns "at least 51 percent of the ownership interest in the Development held by the general partner or managing member entity", and "shall receive at least 25 percent of the Developer fee." In the scenario you described, the Applicant will not qualify as a Non-Profit Applicant because it is not receiving at least 25% of the Developer Fee.

**Please Note: The Q&A process for RFA 2018-101 is concluded and Florida Housing does not expect to issue any further Q&As regarding RFA 2018-101.**

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