



**August 23, 2024**  
**Information Items**  
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## ASSET MANAGEMENT

### *Information*

#### I. ASSET MANAGEMENT

##### A. Florida Housing Multifamily Rental Portfolio Compliance Dashboard

###### 1. Background/Present Situation:

- a) Florida Housing's Management Review and Physical Inspection (MRPI) includes a review of records such as application for residency, tenant income certification/recertification and income verification documents, leases, rent rolls and regulatory agreements (Land Use Restriction Agreement and/or Extended Low-Income Housing Agreement). Physical Inspections include the interior/exterior of residential building and common areas, and a review of general site conditions - landscape, sidewalks, and paved areas.
- b) Data was analyzed from all reviews conducted between January 1, 2018, and July 31, 2024. It is important to note that due to IRS Notices 2020-53 and 2021-12, and HUD Memos, physical inspections were paused from April 1, 2020, to September 30, 2021, with only desk-top reviews of tenant files completed during this period.
- c) During the study period, Florida Housing conducted a total of 4,835 MRPI Reports across 1,479 different developments. The majority of these reviews, 87%, were successfully closed, reflecting a strong commitment to compliance and quality.
- d) The following observations are based on the 610 reviews that remain open:
  - (1) 232, or 16% of all developments, and 195 owners from the review period have unsatisfactory ratings for examination of records. Examination of records noncompliance can include issues like miscalculating household income, inadequately verifying tenant income and assets, and improperly calculating utility allowances.
  - (2) 262, or 18% of all developments, and 183 owners from the review period have unsatisfactory rating(s) regarding the physical condition of the development. Physical condition noncompliance can range from minor issues like missing tub stoppers and broken light fixtures to severe problems such as structural damage, mold, and inadequate heating or plumbing.
  - (3) 171, or 12% of all developments from the review period, have deficiencies in both the examination of record and physical inspection categories.

**FISCAL**  
*Information*

**II. FISCAL**

**A. Operating Budget Analysis for June 30, 2024**

**1. Background/Present Situation:**

- a) The Financial Analysis is attached as [Exhibit A](#).
- b) The Operating Budget for the period ending June 30, 2024 is attached as [Exhibit B](#).

## GUARANTEE PROGRAM

### *Information*

### III. GUARANTEE PROGRAM

#### A. Status of the Guarantee Program portfolio

##### 1. Background:

- a) Since the implementation of the Guarantee Program in 1993, 120 transactions facilitating the construction of over 28,000 units in Florida were guaranteed. In November 1994, the Guarantee Program entered into an agreement with HUD to participate in the Risk-Sharing Program; characterized by a 50/50 sharing of default risk in connection with the mortgage guarantee. As of 7/31/24, one (1) multifamily development remains in the Guarantee Program portfolio.
- b) Between November 2008 and April 2010, eight (8) multifamily claims were filed on the Guarantee Program portfolio, representing the total (and only) multifamily claims incurred in its 30-year history. The Guarantee Program experienced a strong 87% foreclosure recovery rate, compared to the 64% national average at that time.<sup>1</sup> Currently, there are no foreclosures in inventory and no developments in monetary default in the portfolio.

##### 2. Corpus and Portfolio Risk Exposure:

- a) In response to the 2008 global liquidity crisis, the Guarantee Program restructured its debt, paying off \$89 million and refinancing \$156.2 million in variable rate bonds into a 5-year term loan with Citibank on December 31, 2009. The Citibank loan was successfully paid off in 2012, in less than 3 years reducing the Guarantee Fund's capitalizing debt to zero (\$0). At the time of the restructuring, the Guarantee Program's total risk exposure was \$754.5 million.
- b) Following the 2009 global liquidity crisis, a prolonged period of relatively low interest rates combined with the Guarantee Program's risk mitigation initiatives, prompted many Developers to refinance their properties. Approximately \$115 million in partial prepayments from SAIL ELI proceeds, funded prior to or at the time of closing, contributed to the refinancing activity. These measures, along with other risk reduction actions by the Guarantee Program, collectively served as the primary driver behind the remarkable 99% reduction in total risk exposure. This highlights the program's adaptability and effective risk management in challenging economic conditions.
- c) At July 31, 2024, the Guarantee Fund corpus contained approximately \$149.9 million in capital invested in the Florida Treasury, Special Purpose Investment Account (SPIA) rated "AA-f" by Standard & Poor's as of September 29, 2023.

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<sup>1</sup> Real Capital Analytics, April 2011.

## GUARANTEE PROGRAM

### *Information*

#### **B. Current Ratings (Insurer Financial Strength)**

##### **1. Background:**

- a) Standard & Poor's: September 2023 A+ / Stable outlook
  - (1) Cited strengths: "Strong state financial support...Excellent financial strength...fund's highly strategic status in relation to FHFC..."<sup>2</sup>
- b) Fitch: March 2018 A+ / Stable outlook
  - (1) Cited strengths: "Low Risk-to-Capital Ratio...Limited State support...Minimal Multifamily Losses..."<sup>3</sup>

#### **C. Risk-to-Capital Ratio:**

##### **1. Background/Present Situation:**

- a) Authorized Maximum Ratio = 5:1. Peaking in 1999 at 4.95:1, subsequent management efforts resulted in a more conservative downward trend to the vastly improved ratio of 0.03:1 as of July 31, 2024. Capital not needed to support the outstanding Guarantees was made available to the SAIL program for use in 2016-2019 competitive solicitations.

#### **D. Guarantee Program Portfolio ([Exhibit A](#))**

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<sup>2</sup> Standard & Poor's, "Florida Affordable Housing Guarantee Fund", September 26, 2023, [www.standardandpoors.com/ratingsdirect](http://www.standardandpoors.com/ratingsdirect). Standard & Poor's.

<sup>3</sup> Fitch Ratings, "Fitch Affirms Florida Housing Finance Corp's Guarantee Fund at 'A+'; Outlook Stable", March 28, 2018, [www.fitchratings.com](http://www.fitchratings.com). Fitch Ratings 2024 surveillance was concluded on April 18, 2024 and resulted in Review-No Action of the rating.

## HOUSING CREDITS

### *Information*

#### IV. HOUSING CREDITS

##### A. The developments listed below have requested changes to the Extended Use Agreement:

###### 1. Background/Present Situation:

- a) Villas Del Lago (2001-045C) is a 9% Housing Credit Development. The Extended Low-Income Housing Agreement (EUA) was recorded in Miami-Dade County on October 18, 2003 and subsequently a First Amendment to the EUA was recorded on November 2, 2007 in Miami-Dade County and on March 6, 2020 an Affirmation and Acknowledgement of the EUA was recorded in Miami-Dade County.
- b) On July 15, 2024, staff received a letter from the Owner requesting a revision to Section 2(e)(3) to replace a tennis court with a mini soccer field.
- c) Staff will amend the EUA as appropriate.

###### 2. Background/Present Situation:

- a) Woodsdale Oaks Apartments (2007-501C) is a 4% Housing Credit Development. The Extended Low-Income Housing Agreement (EUA) was recorded in Broward County on November 19, 2007.
- b) On June 13, 2024, staff received a letter from the Owner requesting a revision to Section D.2. of the Exhibit B to replace a swimming pool with an outside recreation facility - putting green.
- c) Staff will amend the EUA as appropriate.

## LIVE LOCAL

### *Information*

#### V. LIVE LOCAL

##### A. Live Local Tax Credit Contribution Program

###### 1. Background/Present Situation:

- a) Florida Department of Revenue (DOR) opened requests for credit allocation on October 2, 2023.
- b) The Florida Housing contribution webpage went live October 2, 2023.
- c) As of August 7, 2024, \$99,575,000 in total program credit allocation has been requested from DOR. Florida Housing has received \$1,750,000 in contributions, applied to the 2023 tax year.
- d) As of August 7, 2024, for the 2024 tax year, \$2,566,667 in program credit allocation has been requested from DOR. Florida Housing has received \$150,000 in contributions, applied to the 2024 tax year.

##### B. Multifamily Middle Market Certification (Component of Missing Middle Tax Exemption)

###### 1. Background/Present Situation:

- a) Florida Housing issued certifications for 120 properties. Owners were required to submit applications for property exemptions with the local property appraisers by March 1, 2024.
- b) Staff is monitoring the status of exemption applications. There is no mechanism for Florida Housing to report denials of exemption requests or differentiate between denials and whether an owner that optioned a certification decided not to apply for an exemption.
- c) The portal for 2025 Certifications will open in the fall of 2024, date to be determined. A workshop is scheduled for September 5, 2024, at 2 PM.

##### C. Florida Hometown Heroes

###### 1. Background/Present Situation:

- a) Reservations for the \$100 million appropriated for the 2024-2025 fiscal year opened on July 1, 2024.
- b) As of Monday, August 12, 2024, over 4,800 in loans totaling over \$78 million had already been reserved on behalf of homebuyers throughout Florida.

**LIVE LOCAL**

*Information*

**D. Additional SAIL – Innovative Multifamily Development Opportunities & Proceeds from Live Local Program Tax Credit Contributions**

**1. Background/Present Situation:**

- a) The \$150 million in SAIL financing for innovative developments for the 2024-2025 fiscal year will be workshopped in the fall of 2024.



## MULTIFAMILY PROGRAMS

### *Information*

#### VI. MULTIFAMILY PROGRAMS

##### A. **Bristol Manor (RFA 2021-201 / 2022-075C / 2023-269C & RFA 2023-211 / 2023-250V) Request approval of Credit Underwriting Report**

###### 1. **Background/Present Situation**

- a) On July 20, 2021, Florida Housing Finance Corporation issued Request for Applications (RFA) 2021-201 for Housing Credit Financing for Affordable Housing Developments Located in Medium and Small Counties. On May 5, 2022, staff issued an invitation to enter credit underwriting to the Applicant for Housing Credits. The acceptance was acknowledged on May 11, 2022.
- b) On May 1, 2023, Florida Housing Finance Corporation issued Request for Applications (RFA) 2023-211 for Construction Inflation Response Viability Funding (Viability Loan) to assist competitive projects in the development pipeline experiencing cost increases related to market inflation. Viability Loan funding is intended to fill the funding gap experienced due to increased construction costs. On June 14, 2023, staff issued a Notice of Preliminary Award to the Applicant. The acceptance was acknowledged on June 16, 2023.

On July 17, 2024, staff received a final credit underwriting report with a positive recommendation for funding ([Exhibit A](#)). Per the RFA, if the Active Award is only for 9 percent Housing Credits, the Credit Underwriter's recommendations will be approved by Florida Housing staff and included as an informational item for the Board. Staff has reviewed and approved this report and finds that the Development meets all requirements of the RFAs.

##### B. **Durham Place (RFA 2020-103 / 2020-480CSN / 2021-341CSN) Request approval to increase permanent first mortgage loan and the addition of a Grant and General Partner equity as permanent sources:**

###### 1. **Background/Present Situation:**

- a) On April 1, 2022, via a Telephonic Board Meeting, staff recommended, and the Board approved to allow staff to approve changes to the development that occur after the Credit Underwriting Report is finalized that would normally require Board approval (such as increasing the principal amount, refinancing, or altering any terms or conditions of any mortgage superior or inferior to a Corporation mortgage). This action was ratified by the Board at the April 29, 2022, Board Meeting.
- b) Under the Rule in place at the time of the Application, Rule Chapter 67-48.010(15), F.A.C. (effective July 11, 2019) stated:
  - (15) After accepting a preliminary commitment, the Applicant shall not refinance, increase the principal amount, or alter any terms or conditions of any mortgage superior or inferior to the SAIL mortgage without prior approval of the Corporation's Board of Directors.
- c) On July 1, 2024, staff received an update to the final credit underwriting report with a positive recommendation to increase the permanent first mortgage loan and allow additional Grant and General Partner equity as permanent sources ([Exhibit](#)

## MULTIFAMILY PROGRAMS

### *Information*

B). Staff has reviewed this report and finds that it meets all requirements of the RFA.

**C. The development listed below has requested changes to the Extended Use Agreement:**

**1. Background/Present Situation:**

- a) Rochester Park (2020-301C/2021-342C/2022-228V) is a 9% Housing Credit Development with Viability Loan Funding. The Extended Low-Income Housing Agreement (EUA) was recorded in Hernando County on December 27, 2023.
- b) On July 23, 2024 staff received a letter from the owner requesting to increase the number of Building Identification Numbers (BINs) assigned to the building due to the installation of firewalls. The increase will go from 1 residential building with 1 BIN to 1 residential building with 3 BINs.
- c) Staff will amend the EUA as appropriate.

**D. The development listed below has requested approval to allow one subcontractor to exceed the 20% limitation:**

**1. Background/Present Situation:**

- a) On March 12, 2021, the Board delegated authority to staff to approve the 20% subcontractor limitation set forth in Rule Chapters 67-48.0072(17)(g) (2022) as stated below:

(17) The General Contractor must meet the following conditions;

(g) Ensure that not more than 20 percent of the construction cost is subcontracted to any one entity or any group of entities that have common ownership or are Affiliates of any other subcontractor, with the exception of a subcontractor (or any group of entities that have common ownership or are Affiliates of any other subcontractor) contracted to deliver the building shell of a building of at least five (5) stories which may not have more than 31 percent of the construction cost in a subcontract, unless otherwise approved by the Corporation for a specific Development. With regard to said approval, the Corporation shall consider the facts and circumstances of each Applicant's request, inclusive of construction costs and the General Contractor's fees. For purposes of this paragraph, "Affiliate" has the meaning given in subsection 67-48.002(5), F.A.C., except that the term "Applicant" therein shall mean "subcontractor"

- b) Staff, in conjunction with review by the credit underwriter and construction consultant and receipt of a positive recommendation from the credit underwriter, has approved the below request to allow one subcontractor to exceed the 20% limitation. Because FHFC became aware of the excess through the cost certification review, after the work had been completed, no General Contractor Fee or Developer Fee will be allowed on the subcontract amounts that surpass the maximum contract amount allowed under Rule 67-48.0072(17)(g), F.A.C. If the General Contractor Fee on this amount has already been paid to the General Contractor, it will be paid out of the Developer's profit and reflected as a subset of the Developer Fee on the Development Final Cost Certification.

**MULTIFAMILY PROGRAMS**

*Information*

Development	Application Number	Dollar Amount of Contract	Percentage of Contract
Swan Lake Village	2019-149CS	\$2,868,391	23.2%

## MULTIFAMILY PROGRAMS - ALLOCATIONS

### *Information*

#### VII. MULTIFAMILY PROGRAMS - ALLOCATIONS

##### A. Multifamily Programs - Allocations Updates

###### 1. RFA Updates:

- a) RFA 2024-306 Community Development Block Grant-Disaster Recovery (CDBG-DR) Financing for Affordable Housing Developments located in Hurricane Ian Impacted Areas was issued on August 1, 2024 with an Application Deadline of September 5, 2024.
- b) RFA 2024-215 SAIL Funding for Development Near Military Installations pursuant to the Live Local Act was issued on July 31, 2024, with an Application Deadline of September 4, 2024.
- c) A workshop regarding RFA 2024-205 SAIL Financing Of Affordable Multifamily Housing Developments To Be Used In Conjunction With Tax-Exempt Bonds And Non-Competitive Housing Credits was held on July 17, 2024. Staff issued the RFA on August 20, 2024, with an Application Deadline of September 12, 2024.
- d) A workshop regarding RFA 2025-102 SAIL Financing for Smaller Permanent Supportive Housing Developments for Persons with Special Needs was held on August 13, 2024. Staff expects to issue the RFA on September 5, 2024 with an anticipated Application Deadline of November 21, 2024.
- e) A workshop regarding RFA 2025-103 Housing Credit and SAIL Financing to Develop Housing for Homeless Persons and RFA 2025-106 Financing to Develop Housing for Persons with Disabling Conditions/Developmental Disabilities is scheduled for September 18, 2024. Staff expects to issue the RFAs in October, with an Application Deadline in January 2025.

###### 2. 2024 Rule Development

- a) Rules 67-21.0025, .003, .014, and .026, F.A.C., and Rules 67-48.003 and .0072, F.A.C., were filed for adoption on August 7, 2024, with an effective date of August 27, 2024.

###### 3. RFA Funding Tracking

- a) RFA funding tracking for 2023 - 2025 is attached as [Exhibit A](#).

## NATURAL DISASTER UPDATES

### *Information*

#### VIII. NATURAL DISASTER UPDATES

##### A. Hurricane Idalia

###### 1. **Background/Present Situation:**

- a) Florida Housing had 238 developments with 1,459 residential buildings comprised of 22,024 units in our portfolio located in the 16 counties declared by FEMA as a major disaster due to Hurricane Idalia.
- b) Of the 23 developments originally reporting damage levels from extensive to limited, there is one (1) property with work to be completed as of 7/15/2024.
- c) A summary of the status of developments within Florida Housing's portfolio that sustained damage from Hurricane Idalia and have not completed all repair work is attached as [Exhibit A](#).

##### B. Hurricane Nicole

###### 1. **Background/Present Situation:**

- a) On November 10, 2022, Hurricane Nicole made landfall near Vero Beach. FEMA declared six (6) counties eligible for Individual Assistance (IA). Florida Housing had 176 developments with 848 buildings comprised of 17,814 units in our portfolio located in the 6 FEMA IA declared counties. All restoration work at the seven (7) developments reporting either moderate or limited damage to residential buildings or accessory buildings from Hurricane Nicole, has been completed.
- b) The Florida Legislature appropriated \$90 million to the Rental Recovery Loan Program (RRLP) to provide rental housing in areas of the state hardest hit by Hurricanes Ian and Nicole. Housing Credit and RRLP Requests for Applications (RFA) 2023-108 was issued April 11, 2023, and RRLP RFA 2023-304 was issued April 12, 2023. In addition, the Board authorized staff to issue HOME RFA 2022-206 and approved funding for seven (6) developments allocating more than \$36 million of Home Investment Partnerships Program funding.
- c) The current status of Hurricanes Ian and Nicole related RFAs and developments awarded funding through those RFAs is attached as [Exhibit B](#).

##### C. Hurricane Ian

###### 1. **Background/Present Situation:**

- a) Florida Housing had 1,056 developments with 6,833 buildings comprised of 132,196 units in our portfolio located in the 26 counties declared a major disaster due to Hurricane Ian.
- b) Of the eighteen (18) developments that reported catastrophic, extensive, or moderate damage, there are five (5) developments with work to be completed. Those developments have a total of nine (9) displaced households as of 7/15/2024.
- c) A summary of the status of developments within Florida Housing's portfolio that sustained damage from Hurricane Ian and have not completed all repair work is attached as [Exhibit C](#).

## NATURAL DISASTER UPDATES

### *Information*

#### **D. Hurricane Eta**

##### **1. Background/Present Situation:**

- a) Damage reports received indicated limited to moderate damage to roofs and windows combined with limited landscape damage. Of the 34 properties that sustained damage, 33 have completed all repair work as of December 31, 2021. Thirty (30) households were displaced due to flooding at Glorieta Gardens in Opa-Locka, Miami-Dade County. As of 5/31/2024, management reported one (1) unit remained out of service.
- b) A summary of the status of developments within Florida Housing's portfolio that sustained damage from Hurricane ETA and have not completed all repair work is attached as [Exhibit D](#).

#### **E. May 2024 Tornados and Severe Storms**

##### **1. Background/Present Situation:**

- a) Florida Housing has 127 developments comprised of 10,882 units in our portfolio located in the 15 counties where a state of emergency was declared by the Governor's Executive Order Number 24-95.
- b) Of the nine (9) developments reporting damage, three (3) have work to be completed as of 7/15/2024. A summary of those three (3) developments that sustained damage from the May 2024 Tornados and Severe Storms, and have not completed all repair work is attached as [Exhibit E](#).

#### **F. Hurricane Debby**

##### **1. Background/Present Situation:**

- a) On August 5, 2024, Hurricane Debby made landfall near Steinhatchee. As of August 9, 2024, FEMA had not yet declared any counties eligible for Individual Assistance (IA). Governor DeSantis declared a state of emergency for 61 counties through executive orders. In accordance with protocol, Asset Management solicited comprehensive damage assessments of the multifamily rental properties within Florida Housing's portfolio.
- b) As of August 8, 2024, 261 damage reports were received with 247 of those reporting no damage and no displaced households. 12 developments reported limited damage to 4 buildings and 17 units; 2 developments reported moderate damage to 10 buildings and 18 units.

## SINGLE FAMILY HOMEBUYER PROGRAMS

### *Information*

#### IX. SINGLE FAMILY HOMEBUYER PROGRAMS

##### A. Single Family Homebuyer Program

###### 1. Background/Present Situation:

- a) Florida Housing's Homebuyer Loan Programs provide assistance to eligible homebuyers by offering competitive, 30-year, fixed-rate mortgages together with down payment and closing cost assistance (DPA). Currently, we have four active first mortgage programs; the Florida First Government Loan Program (Government Loan Program), the Freddie Mac HFA Advantage Conventional Loan Program (HFA Advantage), the Fannie Mae HFA Preferred Conventional Loan Program (HFA Preferred), and the Florida Hometown Heroes Housing Loan Program (Hometown Heroes).
- b) The Government Loan Program offers borrowers a 30-year, fixed-rate mortgage using all approved government-insured loan types. These include Federal Housing Administration (FHA) loans, U.S. Department of Veteran Affairs (VA) loans, and U.S. Department of Agriculture-Rural Development (RD) loans. This program is funded through both traditional mortgage revenue bond sales as well as by the sale of Mortgage-Backed Securities (MBS) into the secondary markets.
- c) The HFA Preferred and HFA Advantage programs offer first mortgage loan products developed specifically for state housing finance agencies. These programs are offered both as bond financed products as well as forward delivery "To Be Announced" (TBA) products in conjunction with our TBA Program administrator, Hilltop Securities. Single Family Program Staff sets daily mortgage interest rates for the TBA loans based upon prevailing market rates and predetermined profitability goals. The conventional loans, originated by participating lenders, offer borrowers 30-year, fixed rate mortgages. Borrowers at or below 80% of the area median income (AMI) benefit from lower mortgage interest rates and insurance costs on these loans when compared to other conventional mortgage products, as well as similar government-insured loans such as FHA.
- d) As part of SB 328 passed by the Florida Legislature in the 2024 session, the Florida Hometown Hero Program ("Hometown Heroes" or "HTH") received \$100 million of new funding on July 1, 2024. In addition, a statutory change eliminated the requirement that a qualified borrower must work a minimum of 35 hours per week and now requires fulltime employment by a business located in Florida. Staff conducted a total of eight HTH-specific lender trainings before we opened reservations on July 1st. We also held four HTH-specific realtor trainings with almost 500 participants attending statewide. As of August 6th, we had 4,318 loan commitments totaling almost \$1.4 billion of first mortgage loans utilizing \$70.3 million of HTH DPA. The \$100 million of HTH DPA should be fully committed by the end of August.
- e) In addition to HTH, Florida Housing offers qualified homebuyers other DPA products, as well. Our Florida Assist loan is a 0% interest, non-amortizing, deferred payment loan in the amount of \$10,000. This second mortgage program serves homebuyers with an AMI of up to 120%, adjusted for household size. It is repayable in the event the home is sold, refinanced, the deed is transferred, or the home is no longer the borrower's primary residence.

## SINGLE FAMILY HOMEBUYER PROGRAMS

### *Information*

- f) The HFA Preferred PLUS and the HFA Advantage PLUS programs offer 3%, 4% and 5% of the first mortgage loan amounts in DPA as forgivable second mortgage loans. These loans are forgiven 20% annually over a 5-year period unless the home is sold, refinanced, the deed is transferred, or is no longer the borrower's primary residence. If any of these actions occur prior to the 5-year forgiveness period, any unforgiven balance becomes due and payable.
- g) We also offer an amortizing second mortgage product, the Homebuyer Loan Program (HLP) Second Mortgage. This product is offered across all our first mortgage programs and provides up to \$10,000 of assistance at a 3% fixed interest rate and is repaid in monthly payments over 15 years.
- h) Single Family Program Staff offers a three-hour, Department of Business and Professional Regulation (DBPR)-approved continuing education (CE) course for realtors. Realtors who attend these classes receive a general three-hour CE credit while learning about our Homebuyer Loan Programs and other affordable housing programs available to their potential homebuyers. Florida Housing has permanent approval from DBPR to offer the class via webinar (online) format. We have found this format to be highly effective in attracting more realtors to the classes while also eliminating travel costs. Instead of offering individual classes to specific realtor boards, we are now offering these classes statewide twice each month. This has been effective in reaching our realtor partners while also freeing up staff time to devote to program support and lender management. Since our last Board Report, we have conducted four classes that were attended by 297 realtors.
- i) Single Family Program Staff periodically conducts telephonic and webinar trainings for lender partners throughout the state. Lender trainings generally consist of program requirements and recent updates, system training with our compliance administrator (eHousingPlus) and first mortgage and servicer requirements and updates with our master servicer, Lakeview. Together, Florida Housing, eHousingPlus and Lakeview provide lenders with information to better assist with the origination, delivery, and purchase of first and second mortgages originated through our Homebuyer Loan Program.
- j) Additionally, we partner with other stakeholders such as mortgage insurance (MI) providers and Freddie Mac, to better educate and inform our Participating Lenders of recent industry changes.



**SINGLE FAMILY HOMEBUYER PROGRAMS**

*Information*

**2024 HOMEBUYER LOAN PROGRAMS ORIGINATIONS**

	2023 HLP Program Totals	2024 HLP Program Totals	2024 HLP Government Loan Programs Totals	2024 HLP Conventional Loan Programs Totals
Average 1st Mortgage Loan Amount	\$289,043	\$274,997	\$276,962	\$270,852
Average Acquisition Price	\$305,121	\$288,517	\$285,074	\$295,777
Average DPA Amount	\$14,271	\$13,108	\$12,912	\$13,521
Average Compliance Income	\$83,256	\$81,792	\$81,476	\$82,459
Total Purchased DPA Amounts	\$189,686,980	\$56,902,652	\$38,026,868	\$18,875,784
Total Purchased 1st Mortgage Loan Amounts	\$3,841,674,166	\$1,191,883,222	\$814,341,437	\$377,541,786
Total # of Units	13,291	4,341	2,945	1,396

**2024 TOP 10 COUNTIES FOR HOMEBUYER LOAN PROGRAMS ORIGINATIONS**

County	Loan Count	1st Mortgage Loan Amount	DPA
Duval	297	\$66,224,118	\$3,293,260
Broward	287	\$93,842,570	\$4,590,030
Polk	280	\$70,443,027	\$3,342,737
Lee	233	\$69,414,350	\$3,156,619
Hillsborough	228	\$68,094,611	\$3,227,790
Marion	205	\$46,946,200	\$2,200,583
Pasco	203	\$51,247,976	\$2,406,185
Miami-Dade	195	\$76,719,933	\$3,808,072
Orange	180	\$53,474,135	\$2,520,104
Volusia	176	\$47,599,456	\$2,170,685

**DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION**  
**AND RESULTS OF OPERATIONS**

Results of Operations for the six months ending June 2024

The budget to actual analysis for the six months ending June 2024 shows a net of revenues over expenses in the amount of \$3,972,352. Variances of note compared to the budget are as follows:

**REVENUES**

**Investment Income** (Line 1) is over budget by \$2,275,373. The budget was based on prior year average performance and a conservative projection of current year performance. Returns have been greater than expected.

**Program Fees** (Line 2) are \$907,198 under budget primarily due to the timing of the receipt of commitment fees and extension fees in the multifamily programs.

**Administrative Fees** (Line 3) are \$629,707 under budget primarily related to timing of activities in the various federal programs and directly offset variances in expenses.

**SALARIES & BENEFITS**

**Total Salaries & Benefits** are favorable to the budget by \$1,943,807 primarily due to a vacancy rate greater than budgeted.

**OPERATING EXPENSES**

**Capital Expenses** (Line 5) are under budget by \$206,000 due to the timing of planned purchases of computer equipment and software.

**Furniture, Equipment & Computer Expenses** (Line 6) are under budget by \$86,700 due to the timing of planned purchases of computer equipment.

**Conferences & Seminars** (Line 7) are \$97,404 under budget due to the timing of planned in-house training, schedule conflicts, and efforts to control operating expenses.

**Legal Fees** (Line 10) are \$87,535 under budget due to less than budgeted use of outside counsel primarily in the multifamily programs.

**Professional Fees** (Line 15) are \$589,799 under budget primarily due to the timing of expenses related to the housing data clearinghouse as well as Prolink and Onbase development projects.

**Program Administration** (Line 16) is \$478,731 under budget primarily due to the timing of compliance monitoring and servicer fees in various programs.

**Travel Expenses** (Line 21-27) are \$128,952 under budget due to timing of planned travel and efforts to control operating expenses.

**Workshops** (Line 28) are over budget \$71,250 due to timing of workshops for the Catalyst program.

**Total Operating Expenses** year-to-date are favorable to the budget by \$1,764,686.

**FLORIDA HOUSING FINANCE CORPORATION**  
**OPERATING BUDGET TO ACTUAL SUMMARY**  
**PERIOD ENDING June 30, 2024**

	<b>2024 BUDGET YTD</b>	<b>2024 ACTUAL YTD</b>	<b>2024 VARIANCE YTD</b>	<b>2024 APPROVED ANNUAL BUDGET</b>
<b>REVENUES</b>				
1. Investment Income	3,314,034	5,589,407	2,275,373	6,628,073
2. Program Fees	8,479,704	7,572,506	(907,198)	17,547,105
3. Administrative Fees	5,943,930	5,314,223	(629,707)	13,262,678
4. Other Income	100,398	152,052	51,654	200,800
<b>TOTAL REVENUES</b>	<b>17,838,066</b>	<b>18,628,187</b>	<b>790,121</b>	<b>37,638,656</b>
<b>EXPENSES</b>				
<b>SALARIES &amp; BENEFITS</b>				
1. Salaries & Benefits	10,874,872	8,931,065	1,943,807	21,581,200
<b>TOTAL SALARIES &amp; BENEFITS</b>	<b>10,874,872</b>	<b>8,931,065</b>	<b>1,943,807</b>	<b>21,581,200</b>
<b>OPERATING EXPENSES</b>				
1. Advertising, Marketing & Public Outreach	59,318	28,791	30,527	87,110
2. Bank Charges & Other Fees	20,904	15,566	5,338	41,808
3. Board Meetings	70,075	33,226	36,849	113,175
4. Books & Subscriptions	41,965	29,859	12,106	70,716
5. Capital Expenses	206,000	-	206,000	428,000
6. Furniture, Equipment & Computer Expenses	412,040	325,340	86,700	881,770
7. Conferences & Seminars	131,655	34,251	97,404	235,303
8. Corporate Insurance	300,600	296,791	3,809	345,600
9. General & Administrative Expenses	15,921	4,002	11,919	26,277
10. Legal Fees	166,305	78,770	87,535	688,316
11. Professional Licenses & Membership Dues	74,669	70,783	3,886	82,119
12. Office Supplies	15,309	2,892	12,417	26,987
13. Postage	10,234	3,979	6,255	20,779
14. Printing & Reproduction	11,200	4,269	6,931	15,325
15. Professional Fees	1,306,000	716,201	589,799	3,398,596
16. Program Administration	3,415,784	2,937,053	478,731	6,768,894
17. Rent	424,027	423,970	57	848,359
18. Repairs & Maintenance	3,380	1,160	2,220	7,670
19. Systems Maintenance, Support and Services	356,190	338,654	17,536	482,630
20. Telephone	46,752	35,786	10,966	96,144
21. Travel - Board Members	41,565	13,517	28,048	76,842
22. Travel - Staff to Board Meetings	28,357	15,925	12,432	78,170
23. Travel - Reviews/Monitoring	8,558	-	8,558	37,430
24. Travel - FHFC Workshops	10,758	1,434	9,324	18,650
25. Travel - Staff Development	108,762	48,743	60,019	254,048
26. Travel - Marketing/Public Outreach	11,167	6,460	4,707	55,588
27. Travel - Other	9,462	3,598	5,864	21,873
28. Workshops	182,500	253,750	(71,250)	359,200
<b>TOTAL OPERATING EXPENSES</b>	<b>7,489,457</b>	<b>5,724,771</b>	<b>1,764,686</b>	<b>15,567,379</b>
<b>TOTAL EXPENSES</b>	<b>18,364,329</b>	<b>14,655,836</b>	<b>3,708,493</b>	<b>37,148,579</b>
<b>REVENUES OVER EXPENSES</b>	<b>(526,263)</b>	<b>3,972,352</b>	<b>4,498,615</b>	<b>490,077</b>

**Guarantee Program Portfolio**

(as of July 31, 2024)

Property Name Location	Developer	Issuer Closing Date	Total Units	1st Mortgage			HUD Risk- Share?	GF exposure (\$ share of mtg guarantee	SAIL	SMI	SAIL ELI	Projected refinance closing date	Comments / Refi Status
				Current Bal.	Debt/Unit								
<b>1) Vista Palms</b> Lehigh Acres	Creative Choice	Lee Cnty 6/20/2001	229	\$4,683,858	\$20,454		N	\$4,683,858	\$2,000,000	\$392,788	\$3,450,000		<p>July 2013: initiated contact with borrower re: refinancing. Oct 2016: borrower selling property, negotiating contract, advised borrower of requisite FHFC approval for SAIL/SAIL ELI subordination, SMI pay-off, etc. Jan 2017: Borrower meeting with buyer to revise timeline. Aug 2017: appraisal and DSC issues; closing postponed. Dec 2017: closing postponed. October 2018: possibly closing 1st qtr 2019. Borrower hopes to be on the December Lee County HFA meeting to vote on bond issuance for the refinancing. November 2018: Credit underwriter has been assigned. Lee County will not have bond allocation until 2019. Operating proformas and letters of interest from lender and syndicators submitted by borrowers are stale. Jan 2019: Underwriters had a status call with borrower 12/11/18 but have not received any due diligence items since that call. 3/6/19 Lee County commissioners postponed approval of the TEFRA Hearing for their bond issuance. May 2019: The borrower submitted a letter of intent for a Key Bank/Fannie Mae financing structure. The Credit Underwriter is reviewing the due diligence items that have been submitted but there remains a great deal of information still outstanding. July 2019: Some of the due diligence items have been submitted. Updated due diligence list was sent to Creative Choice on 10/16. No updated items have been received. June 2020: Borrower anticipates selling or refinancing the development within the next year. September 2020, Received a letter of intent from a potential purchaser for the property. Requested follow up information but have not received. We presume the potential purchaser is no longer interested. February 2021: Special Assets had conference call with potential purchaser, owner representative and bond counsel regarding potential purchase to take place by 3rd quarter of 2021. July 2021: The potential purchaser contacted the county for local bonds for the acquisition of Vista Palms but has not submitted an application. Sept 2021: The potential purchaser communicated that he was still interested in acquiring Vista Palms but has not taken any affirmative steps in that direction. Nov. 2021: The potential purchaser has not taken any affirmative steps towards the purchase of Vista Palms. As of 12/23/2021, the potential purchaser advised they had submitted a tax-exempt bond application to Lee County HFA for the financing of the potential acquisition. As of Feb 2022, the Lee County HFA bond application was received and reviewed. By letter dated 3/8/22, Lee County advised the potential purchaser that they are deferring any further review of the application for bond financing due to the development having matured SAIL and SMI loans, Glorieta Gardens' outstanding physical deficiencies as well as other issues. On 6/2/2022, Lee County, the underwriter and special assets had a call with the proposed purchaser and parties representing the owner. The proposed purchaser will be submitting a revised tax-exempt bond application to Lee County HFA. The potential purchaser informed FHFC that he would not be submitting an application to Lee County but would submit a non-competitive (NC) bond application to Florida Housing for the acquisition/rehabilitation of Vista Palms. A check for the application and TEFRA fees was received 10/12/2022. The NC bond application was received 10/18/2022. Nov 2022: NC bond application was under review. Jan 2023: Program staff informed the applicant of needed corrections to cure the application. Feb 2023: Staff has reviewed corrections submitted by the Applicant and relayed comments, however, more corrections are still required to cure the application. Mar 2023: Staff reviewed corrections submitted by the Applicant and relayed comments, however, more corrections are still required to cure the application and that information has been relayed to the applicant. Staff received a 3rd revised application on 4/7/2023 and relayed comments on 4/14/2023 regarding the corrections that are required. May 2023: On 5/15/2023, Staff received responses to the comments provided on 4/14/2023, however, more corrections are required to cure the application and staff relayed outstanding issues to the Applicant on 5/22/2023. After receiving questions from applicant and staff responses, received revised applications on 6/1/2023, 6/14/23 and 6/28/23. Staff anticipates furnishing comments on most recent revision 7/7/2023. The revised application submitted on 6/28/23 was reviewed and deemed final and complete. An invitation to enter credit underwriting was extended on 8/2/23 and accepted by the applicant on 8/8/23. An acknowledgement resolution was approved at the 9/8/23 Board meeting. As of 10/9/23, Applicant has not remitted funds in order for underwriter to engage 3rd party reports (appraisal, capital needs assessment, property condition assessment, etc.). As of 11/29/23, funds were received to engage 3rd party report providers (except for the Plan and Cost Review) on 11/17/23. No other underwriting due diligence has been provided since submission of the application. As of 1/18/24, the CNA has been received and reviewed, market study and appraisal were very recently received but have not yet been reviewed. GC contract has not been received. As of 3/5/24, the underwriter has received the Market Study, Appraisal, and CNA. GC Contract and updated Phase I are still outstanding. At 3/31/24, the GC Contract and updated Phase I are still outstanding. As of 6/7/24, the underwriter continues to follow up with the applicant, however, there are funding gaps in the construction and permanent periods, missing financial due diligence, no GC contract or statement of values, stale appraisal/market study, etc. As of 7/9/24, the underwriter was still waiting on underwriting due diligence, including the GC Contract/Statement of Values and Property Condition Assessment. In addition, the Applicant does not intend to provide a personal guaranty.</p>

**GF Total Commitments: \$4,683,858**

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# **Florida Housing Finance Corporation**

**Credit Underwriting Report**

## **Bristol Manor**

### **Competitive 9% Housing Credits and Viability Funding**

**RFA 2021-201 / 2022-075C / 2023-269C**

**RFA 2023-211 / 2023-250V**

**Housing Credit Financing for Affordable Housing Developments Located in  
Medium and Small Counties / Construction Inflation Response Viability  
Funding**

**Section A: Report Summary**

**Section B: Viability Loan Special and General Conditions  
Housing Credit Allocation Recommendation & Contingencies**

**Section C: Supporting Information & Schedules**

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**Prepared by**

**First Housing Development Corporation of Florida**

**Final Report**

**July 17, 2024**

**Bristol Manor**

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**Section A**

**Report Summary**



## Recommendation

Bristol Manor, Ltd. ("Applicant") has applied for a \$1,699,990 Federal 9% Housing Credit ("HC") determination to finance the new construction of Bristol Manor ("Development"). First Housing Development Corporation of Florida ("FHDC", "First Housing", or "Servicer") recommends a Viability Loan in the amount of \$4,300,000 and an annual 9% HC Allocation of \$1,699,990 be awarded for the construction and permanent financing of the Development.

**DEVELOPMENT & SET-ASIDES**

Development Name: Bristol Manor

RFA/Program Numbers: RFA 2021-201 / 2022-075C 2023-269C RFA 2023-211 / 2023-250V

Address: Harley Strickland Blvd., Approximately 2,100 feet east of the intersection of Harley Strickland Blvd. Veterans Memorial Parkway

City: Orange City Zip Code: 32763 County: Volusia County Size: Medium

Development Category: New Construction Development Type: Garden Apts (1-3 Stories)

Construction Type: Masonry

Demographic Commitment:  
Primary: Elderly: 55+ or 62+ for 80% of the Units

Unit Composition:  
# of ELI Units: 12 ELI Units Are Restricted to 30% AMI, or less. Total # of units with PBRA? 0  
# of Link Units: 6 Are the Link Units Demographically Restricted? Yes # of NHTF Units: 0

As required by the Federal Fair Housing Act and the RFA, at least 80% of the total units will be rented to residents that qualify as Elderly.

### Volusia County, Deltona-Daytona Beach-Ormond Beach HMFA

Bed Rooms	Bath Rooms	Units	Square Feet	AMI%	Low HOME Rents	High HOME Rents	Gross HC Rent	Utility Allow.	Net Restricted Rents	PBRA Contr Rents	Applicant Rents	Appraiser Rents	CU Rents	Annual Rental Income
1	1.0	6	679	30%			\$466	\$174	\$ 292		\$ 292	\$ 292	\$ 292	\$ 21,024
1	1.0	10	679	50%			\$776	\$174	\$ 602		\$ 602	\$ 602	\$ 602	\$ 72,240
1	1.0	10	679	60%			\$932	\$174	\$ 758		\$ 758	\$ 758	\$ 758	\$ 90,960
1	1.0	14	679	80%			\$1,243	\$174	\$ 1,069		\$ 1,069	\$ 1,069	\$ 1,069	\$ 179,592
2	2.0	6	942	30%			\$559	\$219	\$ 340		\$ 340	\$ 340	\$ 340	\$ 24,480
2	2.0	10	942	50%			\$932	\$219	\$ 713		\$ 713	\$ 713	\$ 713	\$ 85,560
2	2.0	10	942	60%			\$1,119	\$219	\$ 900		\$ 900	\$ 900	\$ 900	\$ 108,000
2	2.0	14	942	80%			\$1,492	\$219	\$ 1,273		\$ 1,273	\$ 1,273	\$ 1,273	\$ 213,864
		80	64,840											\$ 795,720

The Applicant selected Average Income Test as the type of minimum set aside election for Housing Credits. Therefore, according to the Request for Applications 2021-201 ("RFA"), the Applicant must set-aside 15% of the units (12 units) as Extremely Low Income ("ELI") Set-Asides at 30% Area Median Income ("AMI"). The proposed Development must set aside 50% of the ELI Set-Aside units (6 units) as Link units for Persons with Special Needs. In order to meet

the commitment to set aside ELI units as Link units for Persons with Special Needs, the Applicant must develop and execute a Memorandum of Understanding (“MOU”) with at least one designated Special Needs Household Referral Agency that provides supportive services for Persons with Special Needs for the county where the proposed Development will be located (Volusia County). The MOU was approved by Florida Housing Finance Corporation (“FHFC” or “Florida Housing”) on January 13, 2023.

The Tenant Selection Plan was approved by Florida Housing on June 1, 2022.

Buildings: Residential - 1 Non-Residential - 0  
 Parking: Parking Spaces - 96 Accessible Spaces - 4

Set Asides:

Program	% of Units	# of Units	% AMI	Term (Years)
Housing Credit	15.0%	12	30%	50
Housing Credit	25.0%	20	50%	50
Housing Credit	25.0%	20	60%	50
Housing Credit	35.0%	28	80%	50
Volusia County SHIP	23.75%	19	80%	50
Volusia County HOME	7.50%	6	60%	50
Volusia County HOME	56.3%	45	80%	50

Absorption Rate: 30 units per month for 3.0 months.

Occupancy Rate at Stabilization: Physical Occupancy 97.00% Economic Occupancy 95.00%  
 Occupancy Comments N/A - New Construction

DDA: Yes QCT: No Multi-Phase Boost: No QAP Boost: No  
 Site Acreage: 6.44 Density: 12.4224 Flood Zone Designation: X  
 Zoning: Mixed-Use Flood Insurance Required?: No

The Development was located in a Small Area Difficult Development Area (“SADDA”) in 2021 at the time of the Application but is no longer located in a SADDA.

DEVELOPMENT TEAM		
Applicant/Borrower:	Bristol Manor, Ltd.	% Ownership
General Partner	Berkeley Bristol GP, LLC	
Limited Partner	Berkeley Bristol Class B, LLC	
Limited Partner	Wells Fargo Community Investment Holdings, LLC ("Wells Fargo")	
Construction Completion Guarantor(s):		
CC Guarantor 1:	Bristol Manor, Ltd.	
CC Guarantor 2:	Berkeley Bristol GP, LLC	
CC Guarantor 3:	Berkeley Bristol Class B, LLC	
CC Guarantor 4:	Berkeley Housing Initiative, Inc.	
CC Guarantor 5:	Jonathan Wolf	
CC Guarantor 6:	Bristol Manor Developer, LLC	
Operating Deficit Guarantor(s):		
OD Guarantor 1:	Bristol Manor, Ltd.	
OD Guarantor 2:	Berkeley Bristol GP, LLC	
OD Guarantor 3:	Berkeley Bristol Class B, LLC	
OD Guarantor 4:	Berkeley Housing Initiative, Inc.	
OD Guarantor 5:	Jonathan Wolf	
OD Guarantor 6:	Bristol Manor Developer, LLC	
Developer:	Bristol Manor Developer, LLC	
General Contractor 1:	VCC, LLC	
Management Company:	Wendover Management, LLC	
Syndicator:	Wells Fargo	
Architect:	Slocum Platts Architects	
Market Study Provider:	Colliers International Valuation & Advisory Services ("Colliers")	
Appraiser:	Colliers	

PERMANENT FINANCING INFORMATION				
Lien Position	1st Source	2nd Source	3rd Source	4th Source
	First	Second	Third	Fourth
Lender/Grantor	Neighborhood Lending Partners of Florida, Inc. ("NLP")	FHFC - Viability	Volusia County	NLP
Amount	\$2,920,000	\$4,300,000	\$1,658,505	\$2,500,000
Underwritten Interest Rate	6.94%	1.00%	0.00%	4.00%
All In Interest Rate	6.94%	1.00%	0.00%	4.00%
Loan Term	18	18	47.5	18
Amortization	35	0	0	35
Market Rate/Market Financing LTV	16%	39%	47%	61%
Restricted Market Financing LTV	51%	127%	156%	200%
Loan to Cost - Cumulative	10%	25%	31%	40%
Debt Service Coverage	1.25	1.00	1.00	0.68
Operating Deficit & Debt Service Reserves	\$168,129			
# of Months covered by the Reserves	2.8			

Per RFA 2023-211, the minimum Debt Service Coverage ("DSC") ratio shall be 1.10x for the Viability Loan, including all superior mortgages. However, if the Applicant defers at least 35% 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 1.00x for

the Viability Loan, including all superior mortgages. The Applicant will be required to show permanent Deferred Developer Fee of at least 35% as the Viability Loan DSC is 1.00x.

Deferred Developer Fee	\$1,478,472
As-Is Land Value	\$1,400,000
Market Rent/Market Financing Stabilized Value	\$18,700,000
Rent Restricted Market Financing Stabilized Value	\$5,700,000
Projected Net Operating Income (NOI) - Year 1	\$277,233
Projected Net Operating Income (NOI) - 15 Year	\$275,083
Year 15 Pro Forma Income Escalation Rate	2.00%
Year 15 Pro Forma Expense Escalation Rate	3.00%
Housing Credit (HC) Syndication Price	\$0.93
HC Annual Allocation - Initial Award	\$1,699,990
HC Annual Allocation - Qualified in CUR	\$1,699,990
HC Annual Allocation - Equity Letter of Interest	\$1,699,990

CONSTRUCTION/PERMANENT SOURCES:				
Source	Lender	Construction	Permanent	Perm Loan/Unit
Regulated Mortgage Lender	WFB/NLP	\$16,300,000	\$2,920,000	\$36,500
FHFC - Viability	FHFC	\$4,300,000	\$4,300,000	\$53,750
Local Government Subsidy	Volusia County	\$1,658,505	\$1,658,505	\$20,731
Regulated Mortgage	NLP	\$2,500,000	\$2,500,000	\$31,250
HC Equity	Wells Fargo	\$2,371,249	\$15,808,326	\$197,604
Deferred Developer Fee	Bristol Manor Developer, LLC	\$1,535,549	\$1,478,472	\$18,481
<b>TOTAL</b>		\$28,665,303	\$28,665,303	\$358,316

Credit Underwriter: First Housing  
Date of Final CUR: \_\_\_\_\_  
TDC PU Limitation at Application: \$311,900 TDC PU Limitation at Credit Underwriting: \$404,222  
Minimum 1st Mortgage per Rule: \$2,356,797 Amount Dev. Fee Reduced for TDC Limit: \$0

Changes from the Application:

COMPARISON CRITERIA	YES	NO
Does the level of experience of the current team equal or exceed that of the team described in the application?	1.	
Are all funding sources the same as shown in the Application?	2.-3.	
Are all local government recommendations/contributions still in place at the level described in the Application?		3.
Is the Development feasible with all amenities/features listed in the Application?	X	
Do the site plans/architectural drawings account for all amenities/features listed in the Application?	X	
Does the applicant have site control at or above the level indicated in the Application?	X	
Does the applicant have adequate zoning as indicated in the Application?	X	
Has the Development been evaluated for feasibility using the total length of set-aside committed to in the Application?	4.	
Have the Development costs remained equal to or less than those listed in the Application?		5.

Is the Development feasible using the set-asides committed to in the Application?	X	
If the Development has committed to serve a special target group (e.g. elderly, large family, etc.), do the development and operating plans contain specific provisions for implementation?	X	
HOME ONLY: If points were given for match funds, is the match percentage the same as or greater than that indicated in the Application?	N/A	
HC ONLY: Is the rate of syndication the same as or greater than that shown in the Application?		6.
Is the Development in all other material respects the same as presented in the Application?		7.

The following are explanations of each items listed in the table above:

1. A request, dated May 11, 2022, was submitted to change the Authorized Principal Representative of Berkeley Housing Initiative, Inc. from Terry Cummins to Julie von Weller. This change was approved by FHFC staff on June 16, 2022.
2. At Application it was anticipated that Wells Fargo Community Lending and Investment would provide a construction loan in the amount of \$13,000,000 and a permanent loan in the amount of \$2,200,000. Wells Fargo Bank, National Association (“WFB”) is now providing a construction loan in the maximum amount of \$16,400,000 and NLP is providing a permanent loan in the amount of \$2,920,000. In addition, the Syndicator has changed from National Equity Fund, Inc. to Wells Fargo.
3. Since the Application, the following sources have been added: a Viability Loan from FHFC in the amount of \$4,300,000, a third mortgage loan from Volusia County in the amount of \$1,658,505, and a fourth mortgage loan from NLP in the amount of \$2,500,000.
4. The Applicant submitted a request, dated January 26, 2024, to change the set-asides as shown below. This change was approved by FHFC staff on March 12, 2024.

From (Application)	To (Final)
12 units at 30% AMI	12 units at 30% AMI
0 units at 50% AMI	20 units at 50% AMI
50 units at 60% AMI	20 units at 60% AMI
18 units at 80% AMI	28 units at 80% AMI

5. The Total Development Costs (“TDC”) have increased by a total of \$9,138,780 or 46.80% from \$19,526,523 to \$28,665,303 since the Application. The change is mainly due to an increase in construction and financial costs.
6. Since the Application, the syndication rate has decreased from \$0.94 to \$0.93.
7. The 21-Day Requirements identified the General Contractor (“GC”) as RBK3, LLC dba Roger B. Kennedy Construction. The GC is now VCC, LLC. First Housing received the GC Certification form for VCC, LLC along with the required experience chart.

The above changes have no substantial material impact to the Viability Loan or HC recommendation for this Development.

Does the Development Team have any FHFC Financed Developments on the Past Due/Noncompliance Report?

According to the FHFC Asset Management Noncompliance Report, dated October 18, 2023, the Development Team has the following noncompliance item(s) not in the correction period:

- None

According to the FHFC Past Due report, dated June 17, 2024, the Development Team has the following past due item(s):

- None

Strengths:

1. The Principals of the Developer, General Contractor, and the Management Company are experienced in affordable multifamily housing.
2. The Principals have sufficient experience and substantial financial resources to construct and operate the proposed Development.

Issues and Concerns:

None

Mitigating Factors:

None

Waiver/Special Conditions:

1. According to the RFA, the Corporation will review the limited partnership agreement or limited liability company operating agreement language on reserves for compliance with the RFA requirement. If the limited partnership agreement or limited liability company operating agreement does not specifically state that the parties will comply with the Corporation's RFA requirements, the Corporation will require an amendment of the agreement and will not issue IRS form(s) 8609 until the amendment is executed and provided to the Corporation.

The RFA includes language restricting the disposition of any funds remaining in any operating deficit reserve(s) after the term of the reserve's original purpose has terminated or is near termination. The RFA also requires the Corporation to review the limited partnership agreement or limited liability company operating agreement language on reserves for compliance with the RFA requirement. While Florida Housing will continue to require the Applicant to adhere to all requirements in the RFA including the restrictions on the disposition of any funds in an operating deficit reserve account, Florida Housing will not monitor the limited partnership agreement or limited liability company operating agreement language for compliance with these requirements, as this would require analysis of a legal contract. This deviation in process was included as an Information Item in the April 29, 2022 FHFC Board Meeting.

Additional Information:

1. Based on the TDC per unit limitations in affect as of the April 1, 2022 FHFC Telephonic Board meeting, FHFC has set the TDC for the RFA, exclusive of land costs and Operating Deficit Reserves ("ODR"), of \$404,222.40 per unit for a new Enhanced Structural Systems ("ESS") Construction, garden-style development located in Volusia County. The Development's per unit TDC, less land costs and reserves is \$27,697,174 or \$346,215 per unit, which meets the TDC limitation allowed by the RFA.
2. FHDC has completed the required minimum first mortgage qualifying test and finds that the proposed first mortgage in the amount of \$2,920,000 exceeds the minimum requirement of \$2,356,797.

Recommendation:

First Housing recommends a Viability Loan in the amount of \$4,300,000 and an annual 9% Housing Credit Allocation of \$1,699,990 be awarded to finance the Development.

This recommendation is based upon the assumptions detailed in the Report Summary (Section A) and Supporting Information and Schedules (Section C). In addition, these recommendations are subject to the Viability Loan Special and General Conditions and the Housing Credit Allocation Recommendation and Contingencies (Section B). **This recommendation is only valid for six months from the date of the report.**

The reader is cautioned to refer to these sections for complete information.

Prepared by:



Taylor Arruda  
Senior Credit Underwriter

Reviewed by:



Ed Busansky  
Senior Vice President



## Overview

### Construction Financing Sources:

Construction Sources	Lender	Application	Revised Applicant	Underwriter	Construction Interest Rate	Annual Construction Debt Service
Regulated Mortgage Lender	WFB	\$13,000,000	\$15,000,000	\$16,300,000	8.33%	\$1,357,790
FHFC - Viability	FHFC	\$0	\$4,300,000	\$4,300,000	1.00%	\$43,000
Local Government Subsidy	Volusia County	\$0	\$1,658,505	\$1,658,505	0.00%	\$0
Regulated Mortgage Lender	NLP	\$0	\$2,500,000	\$2,500,000	4.00%	\$100,000
HC Equity	Wells Fargo	\$3,994,577	\$2,371,249	\$2,371,249	N/A	N/A
Deferred Developer Fee	Bristol Manor Developer, LLC	\$2,531,946	\$2,729,094	\$1,535,549	N/A	N/A
<b>Total</b>		\$19,526,523	\$28,558,848	\$28,665,303		\$1,500,790

### First Mortgage:

First Housing received a Term Sheet from WFB, dated February 27, 2024, for a construction loan in the lesser of \$16,400,000 (includes a \$3,000,000 participation to a TBD permanent lender, up to their perm loan amount) or 80% of the total appraised value, or 80% of the total development cost. Interest only payments will be required during construction. The interest rate is floating based on the 30-Day SOFR Average, with a floor of 0.50%, plus a spread of 2.25%. The term is 24 months, with one 6-month extension option available. The construction loan interest is calculated based on the 30-Day SOFR Average of 5.33%, as of June 6, 2024, plus a 2.25% spread, and an underwriting cushion of 0.75%, for an overall interest rate of 8.33%. First Housing has reduced the construction loan to be \$16,300,000 as the full loan is not needed to balance the sources and uses.

### FHFC Viability Loan:

First Housing reviewed a Notice of Preliminary Award from FHFC, dated June 14, 2023, with a preliminary Viability Loan in the amount of up to \$4,300,000. Based on the sizing parameters in RFA 2023-211, First Housing has sized the Viability Loan in the amount of \$4,300,000.

The Viability Loan is non-amortizing with an interest rate of 1% over the life of the loan with annual payments based upon available cash flow. The Viability Loan will have a total term of 20.5 years, of which 2.5 years is for the construction/stabilization period and 18 years is for the permanent period. As required by the first mortgage lender and permitted by RFA 2023-211, the Viability Loan will be coterminous with the first mortgage. Annual payments of all applicable fees will be required. Any unpaid interest will be deferred until cash flow is available. However, at the maturity of the Viability Loan, all principal and unpaid interest will be due.

Third Mortgage:

First Housing received a commitment letter from Volusia County, dated May 7, 2024, for a loan in the maximum amount \$1,658,505. According to the letter, the loan will be in the form of a 50-year deferred, forgivable loan with 0% interest. First Housing has projected that 2.5 years will be for the construction/stabilization period and 47.5 years will be for the permanent period.

Fourth Mortgage:

First Housing received a letter of interest from NLP, dated May 1, 2024, for a loan in the maximum amount \$2,500,000. According to the letter, the loan will have an interest rate of 4%. The construction loan term will be up to maximum of 24 months with one conditional 6-month extension. During construction, the Applicant will make monthly payments of interest only.

Housing Credit Equity:

First Housing has reviewed an executed term sheet, dated February 27, 2024, indicating Wells Fargo, and or its affiliates, will acquire 99.99% ownership interest in the Applicant. Based on the term sheet, the annual HC allocation is estimated to be in the amount of \$1,699,990 with a syndication rate of \$0.93 for a net capital contribution of \$15,808,326. Wells Fargo has committed to make available 15% or \$2,371,249 of the total net equity during construction. An additional \$13,437,077 will be available in two additional installments at 100% completion, stabilization, and upon receipt of the Forms 8609. The first installment, in the amount of \$2,371,249, meets the RFA requirement that 15% of the total equity must be contributed at or prior to the closing.

Deferred Developer Fee:

To balance the sources and uses of funds during the permanent period, the Developer is required to defer \$1,535,549 or approximately 40.19% of the total Developer Fee of \$3,820,299.

**Permanent Financing Sources:**

Permanent Sources	Lender	Application	Revised Applicant	Underwriter	Term Yrs.	Amort. Yrs.	Interest Rate	Annual Debt Service
Regulated Mortgage Lender	NLP	\$2,200,000	\$1,650,000	\$2,920,000	18	35	6.94%	\$222,383
FHFC - Viability	FHFC	\$0	\$4,300,000	\$4,300,000	18	0	1.00%	\$43,000
Local Government Subsidy	Volusia County	\$0	\$1,658,505	\$1,658,505	47.5	0	0.00%	\$0
Regulated Mortgage Lender	NLP	\$0	\$2,500,000	\$2,500,000	18	35	4.00%	\$132,832
HC Equity	Wells Fargo	\$15,978,308	\$15,808,326	\$15,808,326	N/A	N/A	N/A	N/A
Deferred Developer Fee	Bristol Manor Developer, LLC	\$1,348,215	\$2,642,017	\$1,478,472	N/A	N/A	N/A	N/A
<b>Total</b>		\$19,526,523	\$28,558,848	\$28,665,303				\$398,216

First Mortgage:

First Housing received a Letter of Interest from NLP, dated January 24, 2024, for a permanent loan. Based on the letter of interest, NLP will provide a permanent loan in an amount up to \$3,000,000 or not to exceed 80% of the as-completed and stabilized rent-restricted appraised value. The term of the loan will be 18 years. The amortization for the permanent loan will be 35 years. The interest rate will be fixed at a rate equal to the 10-year Treasury plus 265 basis points with a floor rate of 6%. First Housing has based the interest rate on the 10-year Treasury rate of 4.29%, as of June 5, 2024, plus 265 basis points for an all-in rate of 6.94%. First Housing has reduced the first mortgage to \$2,920,000 in order to maintain a 1.00x on the Viability Loan. In the event the permanent period First Mortgage interest rate locked at closing exceeds 6.94%, the Servicer will review and confirm if the Development is still able to support the proposed First Mortgage Loan amount or if a reduction to the loan amount is necessary to ensure that a minimum DSC of 1.00x on the Viability Loan is achieved. The Servicer’s DSC confirmation is a condition to close.

FHFC Viability Loan:

First Housing reviewed a Notice of Preliminary Award from FHFC, dated June 14, 2023, with a preliminary Viability Loan in the amount of up to \$4,300,000. Based on the sizing parameters in RFA 2023-211, First Housing has sized the Viability Loan in the amount of \$4,300,000.

The Viability Loan is non-amortizing with an interest rate of 1% over the life of the loan with annual payments based upon available cash flow. The Viability Loan will have a total term of 20.5 years, of which 2.5 years is for the construction/stabilization period and 18 years is for the permanent period. As required by the first mortgage lender and permitted by RFA 2023-211, the Viability Loan will be coterminous with the first mortgage. Annual payments of all applicable fees will be required. Any unpaid interest will be deferred until cash flow is available. However, at the maturity of the Viability Loan, all principal and unpaid interest will be due.

Fees include an annual Permanent Loan Servicing Fee of 25 bps of the outstanding loan amount up to a maximum of \$964 per month, subject to a minimum of \$243 per month.

Third Mortgage:

First Housing received a commitment letter from Volusia County, dated May 7, 2024, for a loan in the maximum amount \$1,658,505. According to the letter, the loan will be in the form of a 50-year deferred, forgivable loan with 0% interest. First Housing has projected that 2.5 years will be for the construction/stabilization period and 47.5 years will be for the permanent period.

Fourth Mortgage:

First Housing received a letter of interest from NLP, dated May 1, 2024, for a loan in the maximum amount \$2,500,000. According to the letter, the loan will have an interest rate of 4%. The permanent loan term will be 18 years and the amortization will be 35 years. Upon loan conversion, the Applicant will make monthly payments of principal and interest on the loan. Payments will be contingent upon available cash flows after all other debt service.

Housing Credit Equity:

First Housing has reviewed an executed term sheet, dated February 27, 2024, indicating Wells Fargo and or its affiliates, will acquire 99.99% ownership interest in the Applicant. Based on a syndication rate of \$0.93, Wells Fargo anticipates a net capital contribution of \$15,808,326 paid in three installments, as follows:

Capital Contributions	Amount	Percentage of Total	When Due
1st Installment	\$2,371,249	15.00%	Closing
2nd Installment	\$6,936,693	43.88%	The latter of final Certificate of Occupancy for 100% of the units, lien free construction completion of the property, receipt of an estimate of eligible basis prepared by the General Partner, or June 1, 2025.
3rd Installment	\$6,500,384	41.12%	The latter of permanent loan closing/conversion, 1.15 DSC on all must pay debt for 90 consecutive days, 100% qualified occupancy, cost certification, calculation of adjusters, executed 8609s, and November 1, 2025.
<b>Total</b>	<b>\$15,808,326</b>	<b>100.00%</b>	

Annual Credit Per Syndication Agreement	\$1,699,990
Calculated HC Exchange Rate	\$0.93
Limited Partner Ownership Percentage	99.99%
Proceeds Available During Construction	\$2,371,249

Deferred Developer Fee:

To balance the sources and uses of funds during the permanent period, the Developer is required to defer \$1,478,472 or approximately 38.70% of the total Developer Fee of \$3,820,299. Therefore, the Applicant is meeting the Viability requirement of deferring at least 30% of the Developer Fee and it meets the requirement of deferring 35% of the Developer Fee since the Viability Loan debt service coverage is below a 1.10x.

## Uses of Funds

CONSTRUCTION COSTS:	Applicant Costs	Revised Applicant Costs	Underwriters Total Costs - CUR	Cost Per Unit	HC Ineligible Costs - CUR
New Rental Units	\$9,391,000	\$12,140,004	\$12,140,006	\$151,750	\$0
Site Work	\$1,100,000	\$3,800,723	\$3,800,722	\$47,509	\$1,650,074
Constr. Contr. Costs subject to GC Fee	\$10,491,000	\$15,940,727	\$15,940,728	\$199,259	\$1,650,074
General Conditions	\$0	\$956,444	\$956,444	\$11,956	\$0
Overhead	\$0	\$318,815	\$318,813	\$3,985	\$0
Profit	\$1,458,237	\$956,444	\$956,444	\$11,956	\$0
Payment and Performance Bonds	\$0	\$97,444	\$97,444	\$1,218	\$0
Total Construction Contract/Costs	\$11,949,237	\$18,269,874	\$18,269,873	\$228,373	\$1,650,074
Hard Cost Contingency	\$597,461	\$913,494	\$913,493	\$11,419	\$0
FF&E paid outside Constr. Contr.	\$350,000	\$375,000	\$375,000	\$4,688	\$0
<b>Total Construction Costs:</b>	<b>\$12,896,698</b>	<b>\$19,558,368</b>	<b>\$19,558,366</b>	<b>\$244,480</b>	<b>\$1,650,074</b>

### Notes to the General Development Costs:

- The Applicant has provided an executed construction contract, dated January 31, 2024, in the amount of \$18,971,433. The contract is a Standard Form of Agreement between Bristol Manor, Ltd. (“Owner”) and VCC, LLC (“Contractor”) where the basis of payment is the Cost of Work Plus a fee with a Guaranteed Maximum Price (“GMP”). The contract specifies substantial completion of not later than 517 calendar days from the date of commencement of Work. Retainage of 10% shall be withheld from payment through 50% completion of work and 0% retainage withheld on amounts due after 50% completion. First Housing reviewed a change order, dated May 17, 2024, which reduced the GMP to \$18,269,873.
- The GC Fees are within the maximum 14% of hard costs allowed by the RFA and Rule Chapter 67-48. The GC Fee stated herein is for credit underwriting purposes only, and the final GC fee will be determined pursuant to the final cost certification process as per Rule Chapter 67-48.023, F.A.C.
- The GC Contract includes \$1,395,000 in allowances which is 7.64% of the GMP. Moran Construction Consultants (“Moran”) recommends that the GC procure pricing for the electrical allowance. Receipt of an updated schedule which removes the electrical scope allowance is a condition to closing. Please note that without the electrical scope allowance then the total allowance amount is \$485,000 which is 2.65% of the GMP.

Clubhouse Interior Finishes	\$150,000
PLAM Countertops	\$40,000
Temporary Power	\$50,000
Electric Fireplace	\$5,000
Entry Door Storefront Systems	\$20,000

Light Fixtures	\$190,000
Electrical Scope	\$910,000
Monument Sign	\$30,000
<b>Total</b>	<b>\$1,395,000</b>

4. Hard Cost Contingency is within 5% of total construction costs, as allowed for new construction developments by the RFA and Rule Chapter 67-48.

GENERAL DEVELOPMENT COSTS:	Applicant Costs	Revised Applicant Costs	Underwriters Total Costs - CUR	Cost Per Unit	HC Ineligible Costs - CUR
Accounting Fees	\$25,000	\$25,000	\$25,000	\$313	\$12,500
Appraisal	\$10,000	\$15,000	\$15,000	\$188	\$0
Architect's Fee - Landscape	\$0	\$25,000	\$25,000	\$313	\$0
Architect's Fee - Site/Building Design	\$275,000	\$250,000	\$250,000	\$3,125	\$0
Architect's Fee - Supervision	\$25,000	\$25,000	\$25,000	\$313	\$0
Building Permits	\$80,000	\$80,000	\$80,000	\$1,000	\$0
Builder's Risk Insurance	\$45,000	\$200,000	\$200,000	\$2,500	\$0
Engineering Fees	\$200,000	\$200,000	\$200,000	\$2,500	\$0
Environmental Report	\$10,000	\$20,000	\$20,000	\$250	\$0
FHFC Administrative Fees	\$152,999	\$152,999	\$152,999	\$1,912	\$152,999
FHFC Application Fee	\$3,000	\$3,500	\$3,500	\$44	\$3,500
FHFC Credit Underwriting Fee	\$14,721	\$14,721	\$25,305	\$316	\$25,305
FHFC Compliance Fee	\$220,094	\$220,904	\$243,215	\$3,040	\$243,215
FHFC Other Processing Fee(s)	\$0	\$0	\$26,500	\$331	\$26,500
Impact Fee	\$89,529	\$472,244	\$472,244	\$5,903	\$0
Lender Inspection Fees / Const Admin	\$20,000	\$50,000	\$50,000	\$625	\$0
Green Building Cert. (LEED, FGBC, NAHB)	\$40,000	\$40,000	\$40,000	\$500	\$0
Insurance	\$30,000	\$0	\$0	\$0	\$0
Legal Fees - Organizational Costs	\$300,000	\$300,000	\$300,000	\$3,750	\$250,000
Market Study	\$10,000	\$15,000	\$5,500	\$69	\$5,500
Marketing and Advertising	\$100,000	\$100,000	\$100,000	\$1,250	\$100,000
Plan and Cost Review Analysis	\$0	\$0	\$5,250	\$66	\$0
Property Taxes	\$15,000	\$30,000	\$30,000	\$375	\$0
Soil Test	\$10,000	\$30,000	\$30,000	\$375	\$0
Survey	\$10,000	\$30,000	\$30,000	\$375	\$0
Title Insurance and Recording Fees	\$100,000	\$100,000	\$100,000	\$1,250	\$40,000
Utility Connection Fees	\$376,000	\$0	\$0	\$0	\$0
Soft Cost Contingency	\$104,526	\$95,500	\$122,725	\$1,534	\$0
<b>Total General Development Costs:</b>	<b>\$2,265,869</b>	<b>\$2,494,868</b>	<b>\$2,577,238</b>	<b>\$32,215</b>	<b>\$859,519</b>

Notes to the General Development Costs:

1. General Development Costs are the Applicant's updated estimates, which appear reasonable.
2. First Housing has utilized actual costs for: FHFC Application Fee, Appraisal, Market Study, and Plan and Cost Review.

3. The FHFC Application Fee of \$3,500 includes a \$3,000 initial application fee and a \$500 fee for the Viability Loan.
4. FHFC Compliance Fee is based on the compliance fee calculator spreadsheet provided by FHFC.
5. The FHFC Processing Fees includes a Site Control Extension Fee of \$5,000, a 10% Test Extension Fee of \$5,000, a \$15,000 Credit Swap Fee, a \$500 Progress Report Extension Fee, and a \$1,000 PRL Extension Fee.
6. The FHFC Administrative Fee is based on 9% of the recommended annual housing credit allocation.
7. The FHFC Credit Underwriting Fee includes an underwriting fee of \$13,455, a Preliminary Recommendation Letter fee of \$1,708, a CHIRP underwriting fee of \$4,996, and a Viability underwriting fee of \$5,146. The CHIRP underwriting fee of \$4,996 was not included as a reimbursable since the Development did not close on CHIRP funds.
8. The Applicant provided a Proposal, dated August 18, 2022, from Trifecta for FGBC Certification services for the Development.
9. First Housing has adjusted Soft Cost Contingency to be 5% of the General Development Costs, less the contingency as allowed by the RFA and Rule Chapter 67-48 for new construction developments.



FINANCIAL COSTS:	Applicant Costs	Revised Applicant Costs	Underwriters Total Costs - CUR	Cost Per Unit	HC Ineligible Costs - CUR
Construction Loan Origination Fee	\$130,000	\$0	\$0	\$0	\$0
Construction Loan Commitment Fee	\$0	\$175,000	\$163,000	\$2,038	\$0
Construction Loan Closing Costs	\$90,000	\$50,000	\$50,000	\$625	\$0
Construction Loan Interest	\$688,988	\$1,168,368	\$1,267,271	\$15,841	\$316,818
Permanent Loan Application Fee	\$0	\$0	\$8,000	\$100	\$8,000
Permanent Loan Origination Fee	\$22,000	\$41,500	\$30,000	\$375	\$30,000
Permanent Loan Closing Costs	\$50,000	\$50,000	\$18,500	\$231	\$18,500
Misc Loan Application Fee	\$0	\$0	\$8,000	\$100	\$8,000
Misc Loan Origination Fee	\$0	\$0	\$50,000	\$625	\$50,000
Misc Loan Closing Costs	\$0	\$0	\$3,000	\$38	\$3,000
Other: Syndication Fee	\$0	\$88,000	\$88,000	\$1,100	\$88,000
Other: FHFC Viability Commitment Fee	\$0	\$68,000	\$43,000	\$538	\$43,000
Other: FHFC Viability Closing Costs	\$0	\$11,000	\$12,500	\$156	\$12,500
Other: Predevelopment Loan Costs	\$0	\$80,000	\$0	\$0	\$0
<b>Total Financial Costs:</b>	<b>\$980,988</b>	<b>\$1,731,868</b>	<b>\$1,741,271</b>	<b>\$21,766</b>	<b>\$577,818</b>
<b>Dev. Costs before Acq., Dev. Fee &amp; Reserves</b>	<b>\$16,143,555</b>	<b>\$23,785,104</b>	<b>\$23,876,875</b>	<b>\$298,461</b>	<b>\$3,087,411</b>

Notes to the Financial Costs:

1. The Construction Loan Commitment Fee is based on 1% of the construction loan.
2. The Construction Loan Interest is based on an interest rate of 8.33%, a 20-month term, and an average outstanding loan balance of 56%. The GC Contract specifies a substantial completion of not later than approximately 17 months and considering it will take approximately 3 months to lease-up, First Housing has estimated that a construction term of 20-months is reasonable and conservative.
3. The FHFC Viability Commitment Fee is based on the 1% of the Viability Loan.
4. First Housing included FHFC Viability Closing costs of \$12,500 for the Viability Loan FHFC legal counsel fees.

NON-LAND ACQUISITION COSTS	Applicant Costs	Revised Applicant Costs	Underwriters Total Costs - CUR	Cost Per Unit	HC Ineligible Costs - CUR
<b>Total Non-Land Acquisition Costs:</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

Notes to the Non-Land Acquisition Costs:

1. As this is new construction, non-land acquisition costs are not applicable.

DEVELOPER FEE ON NON-ACQUISITION COSTS	Applicant Costs	Revised Applicant Costs	Underwriters Total Costs - CUR	Cost Per Unit	HC Ineligible Costs - CUR
Developer Fee - Unapportioned	\$2,582,968	\$3,805,616	\$3,820,299	\$47,754	\$0
<b>Total Other Development Costs:</b>	<b>\$2,582,968</b>	<b>\$3,805,616</b>	<b>\$3,820,299</b>	<b>\$47,754</b>	<b>\$0</b>

Notes to the Other Development Costs:

1. The recommended Developer Fee does not exceed 16% of total development cost before Developer Fee and Operating Deficit Reserves as allowed by the RFA and Rule Chapter 67-48.

LAND ACQUISITION COSTS	Applicant Costs	Revised Applicant Costs	Underwriters Total Costs - CUR	Cost Per Unit	HC Ineligible Costs - CUR
Land	\$800,000	\$800,000	\$800,000	\$10,000	\$800,000
<b>Total Acquisition Costs:</b>	<b>\$800,000</b>	<b>\$800,000</b>	<b>\$800,000</b>	<b>\$10,000</b>	<b>\$800,000</b>

Notes to Acquisition Costs:

1. First Housing reviewed a Purchase and Sale Agreement, dated August 20, 2021, between Frank A. Ford and Volaco, Inc. (collectively referred to as “Seller”) and Bristol Manor, Ltd. (“Buyer”). According to the terms of the Agreement, the purchase price shall be \$800,000 with a closing date of on or before December 17, 2021. First Housing received a Reinstatement of and First Amendment to Purchase and Sale Agreement, dated August 11, 2022, a Third Amendment, dated December 8, 2022, a Fourth Amendment, dated December 21, 2022, a Reinstatement of and Fifth Amendment, dated October 25, 2023, a Sixth Amendment, dated December 14, 2023, and a Reinstatement of and Seventh Amendment, dated May 20, 2024. A Second Amendment was never fully executed. The closing shall occur on or before August 30, 2024 and the Buyer shall be responsible for the real estate taxes and assessments for the entire year of 2024.
2. The market value of the fee simple interest in the Development, as is, based on market conditions prevailing on March 1, 2024 was \$1,400,000 which supports the purchase price.

RESERVE ACCOUNTS	Applicant Costs	Revised Applicant Costs	Underwriters Total Costs - CUR	Cost Per Unit	HC Ineligible Costs - CUR
Operating Deficit Reserve (Syndicator)	\$0	\$168,129	\$168,129	\$2,102	\$168,129
<b>Total Reserve Accounts:</b>	<b>\$0</b>	<b>\$168,129</b>	<b>\$168,129</b>	<b>\$2,102</b>	<b>\$168,129</b>

Notes to Reserve Accounts:

1. Based on the term sheet, dated February 27, 2024, an ODR in the estimated amount of \$168,129 is required by the Syndicator. In exchange for receiving funding from the Corporation, the Corporation reserves the authority to restrict the disposition of any funds

remaining in any operating deficit reserve(s) after the term of the reserve’s original purpose has terminated or is near termination. Authorized disposition uses are limited to payments towards any outstanding loan balances of the Development funded from the Corporation, any outstanding Corporation fees, any unpaid costs incurred in the completion of the Development (i.e., deferred Developer Fee), the Development’s capital replacement reserve account (provided, however, that any operating deficit reserve funds deposited to the replacement reserve account will not replace, negate, or otherwise be considered an advance payment or pre-funding of the Applicant’s obligation to periodically fund the replacement reserve account), the reimbursement of any loan(s) provided by a partner, member or guarantor as set forth in the Applicant’s organizational agreement (i.e., operating or limited partnership agreement whereby its final disposition remains under this same restriction. The actual direction of the disposition is at the Applicant’s discretion so long as it is an option permitted by the Corporation. In no event, shall the payment of amounts to the Applicant or the Developer from any operating deficit reserve established for the Development cause the Developer Fee or General Contractor fee to exceed the applicable percentage limitations provided for in this RFA.

At the end of the Compliance Period, any remaining balance of the ODR less amounts that may be permitted to be drawn (which includes Deferred Developer Fee and reimbursements for authorized member/partner and guarantor loan(s) pursuant to the operating/partnership agreement), will be used to pay FHFC loan debt; if there is no FHFC loan debt on the proposed Development at the end of the Compliance Period, any remaining balance shall be used to pay any outstanding FHFC fees. If any balance is remaining in the ODR after the payments above, the amount should be placed in a Replacement Reserve account for the Development. In no event shall the payments of amounts to the Applicant or the Developer from the Reserve Account cause the Developer Fee or General Contractor Fee to exceed the applicable percentage limitations provided for in Rule Chapter 67-48. Any and all terms and conditions of the ODR must be acceptable to Florida Housing, its legal counsel, and its Servicer.

TOTAL DEVELOPMENT COSTS	Applicant Costs	Revised Applicant Costs	Underwriters Total Costs - CUR	Cost Per Unit	HC Ineligible Costs - CUR
<b>TOTAL DEVELOPMENT COSTS:</b>	<b>\$19,526,523</b>	<b>\$28,558,849</b>	<b>\$28,665,303</b>	<b>\$358,316</b>	<b>\$4,055,540</b>

Notes to Total Development Costs:

1. The Total Development Costs have increased by a total of \$9,138,780 or 46.80% from \$19,526,523 to \$28,665,303 since the Application. The change is mainly due to an increase in construction and financial costs.

## Operating Pro Forma – Bristol Manor

FINANCIAL COSTS:		Year 1	Year 1 Per Unit
<b>OPERATING PRO FORMA</b>			
INCOME:	Gross Potential Rental Income	\$795,720	\$9,947
	Other Income		
	Miscellaneous	\$32,000	\$400
	Gross Potential Income	\$827,720	\$10,347
	Less:		
	Physical Vac. Loss Percentage: 3.00%	\$24,832	\$310
	Collection Loss Percentage: 2.00%	\$16,554	\$207
<b>Total Effective Gross Income</b>		<b>\$786,334</b>	<b>\$9,829</b>
EXPENSES:	Fixed:		
	Real Estate Taxes	\$52,584	\$657
	Insurance	\$96,000	\$1,200
	Variable:		
	Management Fee Percentage: 5.00%	\$39,317	\$491
	General and Administrative	\$32,000	\$400
	Payroll Expenses	\$128,000	\$1,600
	Utilities	\$68,000	\$850
	Marketing and Advertising	\$6,000	\$75
	Maintenance and Repairs/Pest Control	\$44,000	\$550
	Grounds Maintenance and Landscaping	\$19,200	\$240
	Reserve for Replacements	\$24,000	\$300
	<b>Total Expenses</b>		<b>\$509,101</b>
<b>Net Operating Income</b>		<b>\$277,233</b>	<b>\$3,465</b>
<b>Debt Service Payments</b>			
First Mortgage - NLP		\$222,383	\$2,780
Second Mortgage - FHFC - Viability		\$43,000	\$538
Third Mortgage - Volusia County		\$0	\$0
Fourth Mortgage - NLP		\$132,832	\$1,660
First Mortgage Fees - NLP		\$0	\$0
Second Mortgage Fees - FHFC - Viability		\$10,750	\$134
Third Mortgage Fees - Volusia County		\$0	\$0
Fourth Mortgage Fees - NLP		\$0	\$0
Total Debt Service Payments		\$408,966	\$5,112
Cash Flow after Debt Service		-\$131,732	-\$1,647
<b>Debt Service Coverage Ratios</b>			
DSC - First Mortgage plus Fees		1.25x	
DSC - Second Mortgage plus Fees		1.00x	
DSC - Third Mortgage plus Fees		1.00x	
DSC - Fourth Mortgage plus Fee		0.68x	
<b>Financial Ratios</b>			
Operating Expense Ratio		64.74%	
Break-even Economic Occupancy Ratio (all debt)		111.17%	

### Notes to the Operating Pro Forma and Ratios:

1. The rent levels are based on the 2024 maximum LIHTC rents published on FHFC's website for Volusia County less the applicable utility allowance. Below is the rent roll for the Development.

Volusia County, Deltona-Daytona Beach-Ormond Beach HMFA

Bed Rooms	Bath Rooms	Units	Square Feet	AMI%	Low HOME Rents	High HOME Rents	Gross HC Rent	Utility Allow.	Net Restricted Rents	PBRA Contr Rents	Applicant Rents	Appraiser Rents	CU Rents	Annual Rental Income
1	1.0	6	679	30%			\$466	\$174	\$ 292		\$ 292	\$ 292	\$ 292	\$ 21,024
1	1.0	10	679	50%			\$776	\$174	\$ 602		\$ 602	\$ 602	\$ 602	\$ 72,240
1	1.0	10	679	60%			\$932	\$174	\$ 758		\$ 758	\$ 758	\$ 758	\$ 90,960
1	1.0	14	679	80%			\$1,243	\$174	\$ 1,069		\$ 1,069	\$ 1,069	\$ 1,069	\$ 179,592
2	2.0	6	942	30%			\$559	\$219	\$ 340		\$ 340	\$ 340	\$ 340	\$ 24,480
2	2.0	10	942	50%			\$932	\$219	\$ 713		\$ 713	\$ 713	\$ 713	\$ 85,560
2	2.0	10	942	60%			\$1,119	\$219	\$ 900		\$ 900	\$ 900	\$ 900	\$ 108,000
2	2.0	14	942	80%			\$1,492	\$219	\$ 1,273		\$ 1,273	\$ 1,273	\$ 1,273	\$ 213,864
		80	64,840											\$ 795,720

2. First Housing based the utility allowances on the schedule for Orange City for multi-family units, dated December 31, 2023.
3. The appraisal projected vacancy and collection loss at 4%. First Housing has used an industry standard of 5%.
4. The Appraisal projected Miscellaneous Income of \$32,000 which is comprised of late fees, pet fees, transfer fees, retained deposits, and application fees.
5. The appraisal included insurance of \$950 per unit. First Housing has adjusted insurance to be \$1,200 per unit which is consistent with the increase in insurance throughout the State of Florida.
6. Based upon operating data from comparable properties, third-party reports (Appraisal and Market Study) and the Credit Underwriter's independent due diligence, First Housing represents that, in its professional opinion, estimates for Rental Income, Vacancy, Other Income, and Operating Expenses fall within a band of reasonableness.
7. The Applicant has submitted a draft Housing Management Agreement between Bristol Manor, Ltd. and Wendover Management, LLC. The draft Agreement reflects a management fee of \$2,500 per month or 5% of the monthly gross receipts, whichever is greater. First Housing used a management fee of 5% which is industry standard.
8. Residents are responsible for electric and cable/phone/internet expenses. The landlord is responsible for water/sewer, trash, and common area utility expenses.
9. Replacement Reserves of \$300 per unit per year are required per the RFA and Rule Chapter 67-48. First Housing received an executed term sheet, dated February 27, 2024, indicating Wells Fargo will require a reserve of \$300 per unit increasing at 3% annually.

10. The Break-even Economic Occupancy Ratio includes all debt; however, the second, third, and fourth mortgage payments are based on available cash flow. This ratio would improve to 89.92% if only the first mortgage payments and Viability Loan fees were included in the calculation.
11. Refer to Exhibit 1, Page 1 for a 15-Year Pro Forma, which reflects rental income increasing at an annual rate of 2%, and expenses increasing at an annual rate of 3%.
12. Per RFA 2023-211, the minimum DSC ratio shall be 1.10x for the Viability Loan, including all superior mortgages. However, if the Applicant defers at least 35% 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 1.00x for the Viability Loan, including all superior mortgages. The Applicant will be required to show permanent Deferred Developer Fee of at least 35% as the Viability Loan  
DSC is 1.00x.

**Section B**

**Viability Loan Special and General Conditions**

**Housing Credit Allocation Recommendation & Contingencies**

## **Special Conditions**

This recommendation is contingent upon the review and approval of the following items by Florida Housing and First Housing **at least two weeks prior to Real Estate Loan Closing**. Failure to submit and to receive approval of these items within this time frame may result in postponement of the Viability Loan closing date.

1. The permanent first mortgage loan amount approved at closing cannot be increased without approval from FHFC.
2. Firm Commitment from WFB (construction financing) and NLP (permanent financing) with terms and conditions that are not substantially different than those utilized in this credit underwriting report.
3. Final loan documents for the third and fourth mortgages with terms which are not substantially different than those utilized in this credit underwriting report.
4. Receipt and satisfactory review of the Final signed, sealed “approved for construction” plans and specifications by the Construction Consultant and the Servicer.
5. Servicer’s review and confirmation of the DSC upon rate lock of the permanent first mortgage interest rate confirming that the Viability Loan meets a minimum 1.00 DSC per the RFA 2023-211.
6. Per RFA 2023-211, the minimum DSC ratio shall be 1.10x for the Viability Loan, including all superior mortgages. However, if the Applicant defers at least 35% 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 1.00x for the Viability Loan, including all superior mortgages. The Applicant will be required to show permanent Deferred Developer Fee of at least 35% as the Viability Loan DSC is 1.00x, this meets the requirements of Viability that at least 30% of the Developer Fee is deferred.
7. Receipt of an updated schedule which removes the electrical scope allowance.
8. Receipt of an executed management agreement.
9. Satisfactory receipt and review of updated financials for the Guarantors, dated within 90 days of closing.



10. Any other reasonable requirements of the Servicer, Florida Housing, or its Legal Counsel.

### **General Conditions**

This recommendation is contingent upon the review and approval of the following items by Florida Housing and First Housing **at least two weeks prior to Real Estate Loan Closing**. Failure to submit and to receive approval of these items within this time frame may result in postponement of the closing date:

1. Payment of any outstanding arrearages to the Corporation, its Legal Counsel, Servicer or any agent or assignee of the Corporation for past due issues applicable to the Development Team (Applicant or Developer or Principal, Affiliate or Financial Beneficiary, as described 67-48.0075 (5) F.A.C. of an Applicant or a Developer).
2. Moran is to act as construction inspector during the construction phase.
3. At all times there will be undisbursed loan funds (collectively held by Florida Housing, the first mortgage lender and any other source) sufficient to complete the Development. If at any time there are not sufficient funds to complete the Development, the Borrower will be required to expend additional equity on Development Costs or to deposit additional equity with Florida Housing which is sufficient (in Florida Housing's judgment) to complete the Development before additional loan funds are disbursed. This condition specifically includes escrowing at closing all equity necessary to complete construction or another alternative acceptable to Florida Housing in its sole discretion.
4. Construction Period Developer Fee shall be the lesser of i) 50% of the Total Developer Fee or ii) the Total Developer Fee less the Deferred Developer Fee listed in the Sources and Uses for the construction period, as calculated by the Servicer. At closing, a maximum of 35% of the Construction Period Developer Fee may be funded. Remaining Construction Period Developer Fee will be disbursed during construction/rehabilitation on a pro rata basis, based on the percentage of completion of the development, as approved and reviewed by FHFC and Servicer.

Once the Development has achieved 100% lien free completion and retainage has been released, the Post-Construction Period Developer Fee may be funded. Post-Construction Period Developer Fee is the remaining portion of Developer Fee less Deferred Developer Fee listed in the Sources and Uses for the permanent period, as calculated by the Servicer.

5. Signed and sealed survey, dated within 90 days of loan closing, unless otherwise approved by Florida Housing, and its Legal Counsel, based upon the particular circumstances of the transaction. The Survey shall be certified to Florida Housing, and its Legal Counsel, as well as the title insurance company, and shall indicate the legal description, exact boundaries of the Development, easements, utilities, roads, and means of access to public streets, total acreage and flood hazard area and any other requirements of Florida Housing.
6. Building permits and any other necessary approvals and permits (e.g., final site plan approval, Department of Environmental Protection, Army Corps of Engineers, the Water Management District, Department of Transportation, etc.) or a letter from the local permitting and approval authority stating that the above referenced permits and approvals will be issued upon receipt of applicable fees (with no other conditions), or evidence of 100% lien-free completion, if applicable. If a letter is provided, copies of all permits will be required as a condition of the first post-closing draw.
7. Final "as permitted" (signed and sealed) site plans, building plans and specifications. The geotechnical report must be bound within the final plans and specifications, if applicable.
8. Final sources and uses of funds schedule itemized by source and line item, in a format and in amounts approved by the Servicer. A detailed calculation of the construction loan interest based upon the final draw schedule, documentation of the closing costs, and draft loan closing statement must also be provided. The sources and uses of funds schedule will be attached to the Loan Agreement as the approved development budget.
9. A final construction draw schedule showing itemized sources and uses of funds for each monthly draw. Viability Loan proceeds shall be disbursed during the construction phase in an amount per draw that does not exceed the ratio of the Viability Loan to the Total Development Costs, unless approved by First Housing. The closing draw must include appropriate backup and ACH wiring instructions.
10. Evidence of insurance coverage pursuant to the RFA governing this proposed transaction and, as applicable, the FHFC Insurance Guide.
11. The General Contractor shall secure a payment and performance bond equal to 100 percent of the total construction cost listing FHFC as a co-obligee, whose terms do not adversely affect the Corporation's interest, issued in the name of the General Contractor, from a company rated at least "A-" by AMBest & Co., or a Corporation-approved alternate security for the General Contractor's performance such as a letter of credit

issued by a financial institution with a senior long term (or equivalent) credit rating of at least “Baa3” by Moody’s, or at least “BBB-” by Standard & Poor’s or Fitch, or a financial rating of at least 175 by IDC Financial Publishing. The LOC must include “evergreen” language and be in a form satisfactory to Florida Housing, its Servicer and its Legal Counsel.

12. Architect, Construction Consultant, and Developer Certifications on forms provided by FHFC will be required for both design and as built with respect to Section 504 of the Rehabilitation Act, Americans with Disabilities Act, and the Federal Fair Housing Act requirements, if applicable.
13. Borrower is to comply with any and all recommendations noted in the Plan and Cost Analysis, prepared by Moran.
14. At the end of the Compliance Period, any remaining balance of the ODR less amounts that may be permitted to be drawn (which includes Deferred Developer Fee, and reimbursements for authorized member/partner and guarantor loan(s) pursuant to the operating/partnership agreement), will be used to pay FHFC loan debt; if there is no FHFC loan debt on the proposed Development at the end of the Compliance Period, any remaining balance shall be used to pay any outstanding FHFC fees. If any balance is remaining in the ODR after the payments above, the amount should be placed in a Replacement Reserve account for the Development. In no event shall the payments of amounts to the Applicant or the Developer from the Reserve Account cause the Developer Fee or General Contractor Fee to exceed the applicable percentage limitations provided for in the Rule. Any and all terms and conditions of the ODR must be acceptable to Florida Housing, its Servicer and its Legal Counsel.
15. A copy of an Amended and Restated Limited Partnership Agreement reflecting purchase of the HC under terms consistent with the assumptions contained within this Credit Underwriting Report. The Amended and Restated Limited Partnership Agreement shall be in a form and of financial substance satisfactory to Servicer and to FHFC and its Legal Counsel.

This recommendation is contingent upon the review and approval of the following items by Florida Housing, and its Legal Counsel **at least two weeks prior to Real Estate Loan Closing.** Failure to receive approval of these items, along with all other items listed on Florida Housing Counsel’s due diligence, within this time frame may result in postponement of the loan closing date.

1. Documentation of the legal formation and current authority to transact business in Florida for the Borrower, the general partner/principal(s)/manager(s) of the Borrower, the guarantor, and any limited partners of the Borrower.
2. Award of 9% Housing Credits and purchase of HC by Wells Fargo or an affiliate, under terms consistent with the assumptions of this report.
3. Signed and sealed survey, dated within 90 days of closing, unless otherwise approved by Florida Housing, and its Legal Counsel, based upon the particular circumstances of the transaction. The Survey shall be certified to Florida Housing and its Legal Counsel, as well as the title insurance company, and shall indicate the legal description, exact boundaries of the Development, easements, utilities, roads, and means of access to public streets, total acreage and flood hazard area and any other requirements of Florida Housing.
4. An acceptable updated Environmental Audit Report, together with a reliance letter to Florida Housing, prepared within 90 days of closing, unless otherwise approved by Florida Housing, and Legal Counsel, based upon the particular circumstances of the transaction. Borrower to comply with any and all recommendations and remediation restrictions noted in the Environmental Assessment(s) and Updates and the Environmental Review, if applicable.
5. Title insurance pro forma or commitment for title insurance with copies of all Schedule B exceptions, in the amount of the Loans naming FHFC as the insured. All endorsements required by FHFC shall be provided.
6. Florida Housing and its Legal Counsel shall review and approve all other lenders closing documents and the limited partnership or other applicable agreement. Florida Housing shall be satisfied in its sole discretion that all legal and program requirements for the Loan(s) have been satisfied.
7. Evidence of insurance coverage pursuant to the RFA governing this proposed transaction and, as applicable, the FHFC Insurance Guide.
8. Receipt of a legal opinion from the Borrower's Legal Counsel acceptable to Florida Housing addressing the following matters:
  - a. The legal existence and good standing of the Borrower and of any partnership or limited liability company that is the general partner of the Borrower (the "GP") and of

- any corporation or partnership that is the managing general partner of the GP, of any corporate guarantor and any manager;
- b. Authorization, execution, and delivery by the Borrower and the guarantor, of all Loan(s) documents;
  - c. The Loan(s) documents being in full force and effect and enforceable in accordance with their terms, subject to bankruptcy and equitable principles only;
  - d. The Borrower's and the Guarantor's execution, delivery and performance of the Loan(s) documents shall not result in a violation of, or conflict with, any judgments, orders, contracts, mortgages, security agreements or leases to which the Borrower is a party or to which the Development is subject to the Borrower's Partnership Agreement and;
  - e. Such other matters as Florida Housing or its Legal Counsel may require.
9. Evidence of compliance with the local concurrency laws, if applicable.
  10. Such other assignments, affidavits, certificates, financial statements, closing statements and other documents as may be reasonably requested by Florida Housing or its Legal Counsel in form and substance acceptable to Florida Housing or its Legal Counsel, in connection with the Loan(s).
  11. UCC Searches for the Borrower, its partnerships, as requested by Counsel.
  12. Any other reasonable conditions established by Florida Housing and its Legal Counsel.

### **Additional Conditions**

This recommendation is also contingent upon satisfaction of the following additional conditions:

1. Compliance with all provisions of Section 420.507 Florida Statutes, Rule 67-48 F.A.C., Rule Chapter 67-53, F.A.C., Rule Chapter 67-60 F.A.C., RFA 2021-201, RFA 2023-211, Section 42 I.R.C. (Housing Credits), and any other State or Federal requirements.
2. Acceptance by the Borrower and execution of all documents evidencing and securing the Viability loan in form and substance satisfactory to Florida Housing, including, but not limited to, the Promissory Note(s), the Loan Agreement(s), the Mortgage and Security Agreement(s), Extended Land Use Agreement(s), and Final Cost Certificate.

3. Receipt and satisfactory review of a Joint Funding Agreement between Applicant and Wells Fargo or an affiliate, that requires funding of all HC Equity Installments during construction, even if the Borrower is in default under the Limited Partnership Agreement.
4. Guarantors to provide the standard FHFC Construction Completion Guaranty, to be released upon lien-free completion, as approved by the Servicer.
5. For the Viability Loan, Guarantors are to provide the standard FHFC Operating Deficit Guaranty. If requested in writing by the Applicant, the Servicer will consider a recommendation to release the Operating Deficit Guaranty if all conditions are met, including achievement of a 1.15x debt service coverage on the combined permanent first mortgage and Viability Loan as determined by FHFC, or the Servicer, and 90% occupancy, and 90% of the gross potential rental income, net of utility allowances, if applicable, for a period equal to 12 consecutive months, all as certified by an independent Certified Public Accountant, and verified by the Servicer. The calculation of the debt service coverage ratio shall be made by FHFC or the Servicer. Notwithstanding the above, the Operating Deficit Guaranty shall not terminate earlier than three (3) years following the final certificate of occupancy.
6. Guarantors to provide the Standard FHFC Environmental Indemnity Guaranty.
7. Guarantors to provide the Standard FHFC Guaranty of Recourse Obligations.
8. A Mortgagee Title Insurance policy naming Florida Housing as the insured in the amount of the Loan(s) is to be issued immediately after closing. Any exceptions to the title insurance policy must be acceptable to Florida Housing or its Legal Counsel. The form of the title policy must be approved prior to closing.
9. Property tax and hazard insurance escrow are to be established and maintained by the First Mortgagee Lender, Trustee, or the Servicer. In the event the reserve account is held by Florida Housing's Loan(s) servicing agent, the release of funds shall be at Florida Housing's sole discretion.
10. Replacement Reserves in the amount of \$300 per unit per year will be required to be deposited on a monthly basis into a designated escrow account, to be maintained by the First Mortgagee or Florida Housing's Loan(s) servicing agent. However, Applicant has the option to prepay Replacement Reserves, as allowed per 67-48 F.A.C., in the amount of \$24,000 (one-half the required Replacement Reserves for Years 1 and 2), in order to

meet the applicable DSC loan requirements. Applicant can waive this election, if at closing of the loan(s) the required DSC is met without the need to exercise the option. It is currently estimated that Replacement Reserves will be funded from Operations in the amount of \$300 per unit per year for years 1 and 2, followed by \$300 per unit per year thereafter. The initial replacement reserve will have limitations on the ability to be drawn. New construction developments shall not be allowed to draw during the first five (5) years or until the establishment of a minimum balance equal to the accumulation of five (5) years of replacement reserves per unit. The amount established as a replacement reserve shall be adjusted based on a Capital Needs Assessment (“CNA”) to be received by the Corporation or its servicers, prepared by an independent third party and acceptable to the Corporation and its servicers at the time the CNA is required, beginning no later than the tenth year after the first residential building in the development receives a certificate of occupancy, a temporary certificate of occupancy, or is placed in service, whichever is earlier (“initial replacement reserve date”). A subsequent CNA is required no later than the 15<sup>th</sup> year after the initial Replacement Reserve Date and subsequently every five (5) years thereafter.

11. A minimum of 10% retainage holdback on all construction draws until the Development is 50% complete, and 0% retainage thereafter is required. Retainage will not be released until successful completion of construction and issuance of all certificates of occupancy. The construction contract specifies a 10% retainage of each application for payment. After the completed work has reached 50% of the work, retainage will be reduced to 0%. This meets the RFA and Rule Chapter 67-48 minimum requirements.
12. Closing of all funding sources prior to or simultaneous with the Viability Loan.
13. Satisfactory completion of a pre-loan closing compliance audit conducted by FHFC or Servicer, if applicable.
14. Satisfactory resolution of any outstanding past due and/or noncompliance items.
15. Any other reasonable requirements of the Servicer, Florida Housing, or its Legal Counsel.

## **Housing Credit Allocation Recommendation**

First Housing Development Corporation has estimated a preliminary annual HC allocation of \$1,699,990. Please see the HC Allocation Calculation in Exhibit 2 of this report for further details.

### **Contingencies**

The HC allocation will be contingent upon the receipt and satisfactory review of the following items by First Housing and Florida Housing by the deadline established in the Preliminary Determination. Failure to submit these items within this time frame may result in forfeiture of the HC Allocation.

1. Satisfactory resolution of any outstanding past due and/or noncompliance issues.
2. Receipt of executed FHFC Fair Housing, Section 504, and ADA as built certification forms 122, 127, 129.
3. Any other reasonable requirements of the Servicer, Florida Housing, or its Legal Counsel.



**15-Year Pro Forma**

FINANCIAL COSTS:			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	
<b>OPERATING PRO FORMA</b>																		
<b>INCOME:</b>	Gross Potential Rental Income		\$795,720	\$811,634	\$827,867	\$844,424	\$861,313	\$878,539	\$896,110	\$914,032	\$932,313	\$950,959	\$969,978	\$989,378	\$1,009,165	\$1,029,349	\$1,049,936	
	Other Income																	
	Miscellaneous		\$32,000	\$32,640	\$33,293	\$33,959	\$34,638	\$35,331	\$36,037	\$36,758	\$37,493	\$38,243	\$39,008	\$39,788	\$40,584	\$41,395	\$42,223	
	Gross Potential Income		\$827,720	\$844,274	\$861,160	\$878,383	\$895,951	\$913,870	\$932,147	\$950,790	\$969,806	\$989,202	\$1,008,986	\$1,029,166	\$1,049,749	\$1,070,744	\$1,092,159	
	Less:																	
	Physical Vac. Loss	Percentage: 3.00%	\$24,832	\$25,328	\$25,835	\$26,351	\$26,879	\$27,416	\$27,964	\$28,524	\$29,094	\$29,676	\$30,270	\$30,875	\$31,492	\$32,122	\$32,765	
	Collection Loss	Percentage: 2.00%	\$16,554	\$16,885	\$17,223	\$17,568	\$17,919	\$18,277	\$18,643	\$19,016	\$19,396	\$19,784	\$20,180	\$20,583	\$20,995	\$21,415	\$21,843	
	<b>Total Effective Gross Income</b>		<b>\$786,334</b>	<b>\$802,061</b>	<b>\$818,102</b>	<b>\$834,464</b>	<b>\$851,153</b>	<b>\$868,176</b>	<b>\$885,540</b>	<b>\$903,251</b>	<b>\$921,316</b>	<b>\$939,742</b>	<b>\$958,537</b>	<b>\$977,707</b>	<b>\$997,262</b>	<b>\$1,017,207</b>	<b>\$1,037,551</b>	
	<b>EXPENSES:</b>	Fixed:																
		Real Estate Taxes		\$52,584	\$54,162	\$55,786	\$57,460	\$59,184	\$60,959	\$62,788	\$64,672	\$66,612	\$68,610	\$70,668	\$72,789	\$74,972	\$77,221	\$79,538
Insurance		\$96,000	\$98,880	\$101,846	\$104,902	\$108,049	\$111,290	\$114,629	\$118,068	\$121,610	\$125,258	\$129,016	\$132,886	\$136,873	\$140,979	\$145,209		
Variable:																		
Management Fee		Percentage: 5.00%	\$39,317	\$40,103	\$40,905	\$41,723	\$42,558	\$43,409	\$44,277	\$45,163	\$46,066	\$46,987	\$47,927	\$48,885	\$49,863	\$50,860	\$51,878	
General and Administrative		\$32,000	\$32,960	\$33,949	\$34,967	\$36,016	\$37,097	\$38,210	\$39,356	\$40,537	\$41,753	\$43,005	\$44,295	\$45,624	\$46,993	\$48,403		
Payroll Expenses		\$128,000	\$131,840	\$135,795	\$139,869	\$144,065	\$148,387	\$152,839	\$157,424	\$162,147	\$167,011	\$172,021	\$177,182	\$182,497	\$187,972	\$193,611		
Utilities		\$68,000	\$70,040	\$72,141	\$74,305	\$76,535	\$78,831	\$81,196	\$83,631	\$86,140	\$88,725	\$91,386	\$94,128	\$96,952	\$99,860	\$102,856		
Marketing and Advertising		\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379	\$7,601	\$7,829	\$8,063	\$8,305	\$8,555	\$8,811	\$9,076		
Maintenance and Repairs/Pest Control		\$44,000	\$45,320	\$46,680	\$48,080	\$49,522	\$51,008	\$52,538	\$54,114	\$55,738	\$57,410	\$59,132	\$60,906	\$62,733	\$64,615	\$66,554		
Grounds Maintenance and Landscaping		\$19,200	\$19,776	\$20,369	\$20,980	\$21,610	\$22,258	\$22,926	\$23,614	\$24,322	\$25,052	\$25,803	\$26,577	\$27,375	\$28,196	\$29,042		
Reserve for Replacements		\$24,000	\$24,720	\$25,462	\$26,225	\$27,012	\$27,823	\$28,657	\$29,517	\$30,402	\$31,315	\$32,254	\$33,222	\$34,218	\$35,245	\$36,302		
<b>Total Expenses</b>		<b>\$509,101</b>	<b>\$523,981</b>	<b>\$539,299</b>	<b>\$555,069</b>	<b>\$571,304</b>	<b>\$588,017</b>	<b>\$605,224</b>	<b>\$622,938</b>	<b>\$641,174</b>	<b>\$659,949</b>	<b>\$679,277</b>	<b>\$699,176</b>	<b>\$719,663</b>	<b>\$740,754</b>	<b>\$762,468</b>		
<b>Net Operating Income</b>		<b>\$277,233</b>	<b>\$278,080</b>	<b>\$278,803</b>	<b>\$279,395</b>	<b>\$279,850</b>	<b>\$280,159</b>	<b>\$280,316</b>	<b>\$280,313</b>	<b>\$280,142</b>	<b>\$279,793</b>	<b>\$279,260</b>	<b>\$278,531</b>	<b>\$277,599</b>	<b>\$276,453</b>	<b>\$275,083</b>		
<b>Debt Service Payments</b>																		
First Mortgage - NLP		\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	\$222,383	
Second Mortgage - FHFC - Viability		\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	\$43,000	
Third Mortgage - Volusia County		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Fourth Mortgage - NLP		\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	\$132,832	
First Mortgage Fees - NLP		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Second Mortgage Fees - FHFC - Viability		\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	\$10,750	
Third Mortgage Fees - Volusia County		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Fourth Mortgage Fees - NLP		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
<b>Total Debt Service Payments</b>		<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	<b>\$408,966</b>	
Cash Flow after Debt Service		-\$131,732	-\$130,885	-\$130,163	-\$129,570	-\$129,116	-\$128,806	-\$128,649	-\$128,653	-\$128,824	-\$129,172	-\$129,706	-\$130,434	-\$131,367	-\$132,513	-\$133,883		
<b>Debt Service Coverage Ratios</b>																		
DSC - First Mortgage plus Fees		1.25	1.25	1.25	1.26	1.26	1.26	1.26	1.26	1.26	1.26	1.26	1.25	1.25	1.24	1.24		
DSC - Second Mortgage plus Fees		1.00	1.01	1.01	1.01	1.01	1.01	1.01	1.02	1.02	1.01	1.01	1.01	1.01	1.00	1.00		
DSC - Third Mortgage plus Fees		1.00	1.01	1.01	1.01	1.01	1.01	1.01	1.02	1.02	1.01	1.01	1.01	1.01	1.00	1.00		
DSC - Fourth Mortgage plus Fee		0.68	0.68	0.68	0.68	0.68	0.69	0.69	0.69	0.69	0.68	0.68	0.68	0.68	0.68	0.67		
<b>Financial Ratios</b>																		
Operating Expense Ratio		64.74%	65.33%	65.92%	66.52%	67.12%	67.73%	68.35%	68.97%	69.59%	70.23%	70.87%	71.51%	72.16%	72.82%	73.49%		
Break-even Economic Occupancy Ratio (all debt)		111.17%	110.75%	110.36%	110.00%	109.66%	109.34%	109.05%	108.78%	108.53%	108.31%	108.11%	107.92%	107.76%	107.63%	107.51%		

First Housing received an executed term sheet, dated February 27, 2024, indicating Wells Fargo will require a reserve of \$300 per unit increasing at 3% annually.

## HC Allocation Calculation

### Section I: Qualified Basis Calculation

Total Development Costs(including land and ineligible Costs)	\$28,665,303
Less Land Costs	\$800,000
Less Federal Grants and Loans	\$0
Less Other Ineligible Costs	\$3,255,540
Total Eligible Basis	\$24,609,763
Applicable Fraction	100%
DDA/QCT Basis Credit	130%
Qualified Basis	\$31,992,692
Housing Credit Percentage	9.00%
Annual Housing Credit Allocation	\$2,879,342

Notes to the Qualified Basis Calculation:

1. Other ineligible costs include site work, accounting fees, FHFC fees, legal, market study, advertising/marketing, title and recording, financial costs, and operating deficit reserves.
2. The Development has a 100% set-aside. Therefore, the Applicable Fraction is 100%.
3. The Development was located in a SADDA in 2021 at the time of the Application; therefore, the 130% basis credit was applied.
4. For purposes of this recommendation a HC percentage of 9% was applied based on the 9% floor rate which was permanently extended through the Protecting Americans from Tax Hikes (PATH) Act of 2015 as part of the Omnibus Consolidated Appropriations Act of 2016.

**Section II: GAP Calculation**

Total Development Costs(including land and ineligible Costs)	\$28,665,303
Less Mortgages	\$11,378,505
Less Grants	\$0
Equity Gap	\$17,286,798
HC Syndication Percentage to Investment Partnership	99.99%
HC Syndication Pricing	\$0.93
HC Required to meet Equity Gap	\$18,589,813
Annual HC Required	\$1,858,981

Notes to the Gap Calculation:

1. The syndication information was taken from the executed term sheet, dated February 27, 2024, from Wells Fargo.
2. The committed first mortgage in the amount of \$2,920,000 exceeds the minimum first mortgage requirement of \$2,356,797.

**Section III: Summary**

HC Per Applicant's Request	\$1,699,990
HC Per Qualified Basis	\$2,879,342
HC Per GAP Calculation	\$1,858,981
Annual HC Recommended	\$1,699,990
Syndication Proceeds based upon Syndication Agreement	\$15,808,326

1. The estimated annual housing credit allocation is limited to the lesser of the Qualified Basis calculation, the GAP calculation or the Applicant's Request. The recommendation is based on the Applicant's Request.
2. FHFC reserves the right to resize the Housing Credit preliminary awarded to the Applicant. The next opportunity for a feasibility review of this transaction will be at cost certification. If the cost certification indicates a need to resize the HC allocation, FHFC will do so at that time.

<b>Rule Chapter 67-48.0072(28)(g)</b>	
<b>Determination of the minimum first mortgage for use in the Housing Credit gap calculation</b>	
<b>Input Variables</b>	
Annual rate of increase for revenues	2.00%
Annual rate of increase for operating expenses	3.00%
Vacancy & Collection Factor in CUR	5.00%
Minimum Vacancy & Collection Factor	7.00%
Which Rule was applicable at time of Application?	Post 7/11/2019
Minimum DSCR Year 15	1.25x
Minimum DSCR Year 1	1.50x
Minimum NCF after DS Year 1	\$1,000.00
Minimum qualifying 1st mortgage	\$500,000.00
Number of units in the proposed Development	80
Potential Gross Income Year 1	\$827,720.00
Vacancy & Collection Loss (7.00%)	\$57,940.40
Effective Gross Income Year 1	\$769,779.60
Operating Expenses Year 1	\$509,101.00
<b>(i) Actual Debt of Development</b>	<b>\$2,920,000.00</b>
Actual interest rate	6.94%
Actual term of debt amortization	35.00 Yrs
DS Interest Rate floor	7.00%
Application deadline	08/26/21
10-Year Treasury Rate as of App deadline	1.342%
Spread over 10-yr Treasury	325 bps
10-yr Treasury plus the stated spread	4.59%
Greater of interest rate floor or spread over Treasury	7.00%
Maximum Rate	8.00%
<b>Interest Rate to be used for qualifying debt</b>	<b>7.00%</b>
Minimum stated term of debt amortization per RFA	30.00 Yrs
<b>Term of debt amortization to be used for qualifying debt</b>	<b>35.00 Yrs</b>
Resulting Mortgage Constant to be used for qualifying debt	7.66628%
<b>Minimum Debt Service</b>	
NOI Year 15	\$245,646.89
DSCR DS limitation	\$196,517.51
<b>(a) Resulting Debt, Year 15 limitation</b>	<b>\$2,563,402.45</b>
NOI Year 1	\$260,678.60
(b)(i) DSCR DS limitation	\$173,785.73
(b)(i) DSCR Debt Sizing	\$2,266,885.86
(b)(ii) NCF DS limitation	\$180,678.60
(b)(ii) NCF Debt Sizing	\$2,356,797.39
<b>(b) Greater of (i) DSCR debt or (ii) NCF debt, Year 1 limitation</b>	<b>\$2,356,797.39</b>
<b>(ii) Minimum qualifying first mortgage (lesser of (a) or (b))</b>	<b>\$2,356,797.39</b>
<b>Greater of Actual or Minimum</b>	<b>\$2,920,000.00</b>

**Viability Loan Sizing**

**Viability Loan Sizing Parameters and Metrics**

Select the Development	Bristol Manor	
RFA of Active Award	RFA 2021-201	
Demographic Commitment	Elderly, Non-ALF	
Total Number of Units	80	
Existing Competitive Active Awards:	Set-Aside Units	
9% HC Allocation	\$ 1,699,990	80
SAIL	NA	NA
ELI	NA	NA
NHTF	NA	NA
HOME	NA	NA
<b>Tax Exempt Bond Financing:</b>		
If MMRB, how much is the Perm Amount?		NA
<b>Viability Funding Limits:</b>		
Gross Per Development Limit	\$ 4,300,000	
Maximum Per Unit Limit	\$ 125,000	
Net Per Development Limit (same as gross)	\$ 4,300,000	
Maximum Limit from PU Limit (80 units x \$125,000 PU)	\$ 10,000,000	
<b>Lesser of Net Per Development or PU Limit</b>	<b>\$ 4,300,000</b>	

**Viability Loan Sizing Parameters**

a. Eligible Request Amount:		<b>No</b>
Applicant's Request Amount	\$ 4,300,000	If so, how much should
Per Development/PU Limit	\$ 4,300,000	be deducted?
<b>Eligible Request Amount:</b>	<b>\$ 4,300,000</b>	

b. Gap Analysis for Viability Sizing Purposes Only:

Permanent Funding Sources:		DS w/ Fees	DSCR	NCF
Traditional First Mortgage	\$ 2,855,000.00	\$ 217,433	1.2472x	\$ 53,750
Viability	\$ 4,300,000.00	\$ 53,750	1.0000x	\$ 0
FHFC Source 1 - NA	\$ -	\$ -	1.0000x	\$ 0
FHFC Source 2 - NA	\$ -	\$ -	1.0000x	\$ 0
FHFC Source 3 - NA	\$ -	\$ -	1.0000x	\$ 0
Volusia County	\$ 1,658,505.00	\$ -	1.0000x	\$ 0
NLP	\$ 2,500,000.00	\$ -	1.0000x	\$ 0
	\$ -	\$ -	1.0000x	\$ 0
	\$ -	\$ -	1.0000x	\$ 0
	\$ -	\$ -	1.0000x	\$ 0
HC Equity	\$ 15,808,326.00			
Deferred Developer Fee (37.61%)	\$ 1,431,073.00			
<b>Total Sources</b>	<b>\$ 28,552,904.00</b>	<b>\$ 271,183</b>	<b>1.0000x</b>	<b>\$ 0</b>
Additional First Mortgage (Min 1st Sizing)	\$ -	\$ -		
Additional First Mortgage (DCR Sizing)	\$ -	\$ -		
<b>Total Development Costs \$28,552,904</b>				
Maximum Developer Fee Percentage	16%			
<b>Total Developer Fee</b>	<b>\$3,804,796</b>			
Minimum 30% Deferred Developer Fee	\$ 1,141,438.80			

\*Set-Asides for MMRB are expressed as the greater of MMRB Set-Asides or 4%HC Set-Asides for purposes of calculating Compliance Monitoring Fees on the MMRB loan.

**Cash Flow Assumptions**

**Net Operating Income:**

Total Effective Gross Income in CUR Yr 1	\$ 786,334.00
Total Operating Expenses in CUR Yr 1	\$ 515,151.00
<b>Net Operating Income in CUR Yr 1</b>	<b>\$ 271,183.00</b>

**Actual Traditional 1st Mortgage:**

<b>Proposed Amount of Traditional 1st Mortgage</b>	<b>\$ 2,855,000.00</b>
Traditional 1st Mtg Amortization (Years)	35.00
Traditional 1st Mtg Interest Rate	6.940%
Traditional 1st Mtg Mortgage Constant	7.61586%
Local HFA Bond Fees, if applicable	
Traditional 1st Mtg DSCR	1.25x
Net Cash Flow (NCF) after 1st Mtg Debt Service	\$ 53,750.22
Debt Service (DS) on FHFC Subsidy Loans (w/ fees)	\$ -
<b>NCF after FHFC Subsidy Loans DS &amp; Fees</b>	<b>\$ 53,750.22</b>

**RFA 2023-211 Minimum 1st Mortgage:**

Maximum 1st Mtg DSCR from Viability RFA	1.30x
Sized Debt Service from maximum DSCR	\$ 208,602.31
When TEBS are not utilized, no fees are included	\$ -
Sized Debt Service to be incorporated, net of fees	\$ 208,602.31
Mortgage Constant to be incorporated	7.61586%
<b>Resulting minimum 1st Mtg</b>	<b>\$ 2,739,051.47</b>
NCF after resulting minimum 1st Mtg	\$ 62,580.69
<b>NCF after FHFC Subsidy Loans DS &amp; Fees</b>	<b>\$ 62,580.69</b>

**Rule Chapter 67-48.0072(28)(g)2. Variables and Process:**

Total Vacancy & Collection Rate in CUR	5.000%
Revenue Growth Rate in CUR	2.000%
Operating Expense Growth Rate in CUR	3.000%
Amortization to be incorporated (Years)	35.00
Interest Rate to be incorporated	7.000%
Resulting Mortgage Constant for qualifying debt	7.66628%
Revenue Growth Rate to be incorporated	2.000%
Operating Expense Growth Rate to be incorporated	3.000%
Vacancy Rate to be incorporated	7.000%
Maximum DSCR for Year 1 NOI	1.50x
Maximum DSCR for Year 15 NOI	1.25x
Minimum NCF PU Year 1 (after 1st Mtg DS Only)	\$1,000
Net Operating Income Year 1	\$ 254,628.60
Net Operating Income Year 15	\$ 236,495.73
(a) Resulting Debt for Year 15 DSCR Limitations	\$ 2,467,907.14
(b)(i) Resulting Debt for Year 1 DSCR Limitation	\$ 2,214,274.48
(b)(ii) Resulting Debt for Year 1 NCS Limitation	\$ 2,277,880.33
(b) Greater of (b)(i) or (b)(ii)	\$ 2,277,880.33
Lesser of (a) or (b)	\$ 2,277,880.33
<b>Sized Minimum 1st Mortgage per Rule</b>	<b>\$ 2,277,880.33</b>
Resulting DSCR from Sized Minimum 1st Mortgage per Rule (using actual 1st mortgage debt structure)	1.56x

BRISTOL MANOR  
RFA 2021-201 (2022-075C/2023-269C)/RFA 2023-111 (2023-250)  
DESCRIPTION OF FEATURES AND AMENITIES

The Development will consist of:

80 apartments units located in 1 garden residential building.

Unit Mix:

Forty (40) one bedroom/one bath units; and

Forty (40) two bedroom/two bath units.

80 Total Units

All units are expected to meet all requirements as outlined below. If the proposed Development consists of rehabilitation, the proposed Development's ability to provide all construction features will be confirmed as outlined in Exhibit F of the RFA. The quality of the construction features committed to by the Applicant is subject to approval of the Board of Directors.

a. Federal Requirements and State Building Code Requirements for all Developments

All proposed Developments must meet all federal requirements and state building code requirements, including the following, incorporating the most recent amendments, regulations and rules:

- Florida Accessibility Code for Building Construction as adopted pursuant to Section 553.503, Florida Statutes;
- The Fair Housing Act as implemented by 24 CFR 100;
- Section 504 of the Rehabilitation Act of 1973\*; and
- Titles II and III of the Americans with Disabilities Act of 1990 as implemented by 28 CFR 35.

\*All Developments must comply with Section 504 of the Rehabilitation Act of 1973, as implemented by 24 CFR Part 8 ("Section 504 and its related regulations"). All Developments must meet accessibility standards of Section 504. Section 504 accessibility standards require a minimum of 5 percent of the total dwelling units, but not fewer than one unit, to be accessible for individuals with mobility impairments. An additional 2 percent of the total units, but not fewer than one unit, must be accessible for persons with hearing or vision impairments.

All of the accessible units must be equally distributed among different unit sizes and Development types and must be dispersed on all accessible routes throughout the Development.

To the extent that a Development is not otherwise subject to Section 504 and its related regulations, the Development shall nevertheless comply with Section 504 and its related regulations as requirements of the Corporation funding program to the same extent as if the Development were subject to Section 504 and its related regulations in all respects. To that end, all Corporation funding shall be deemed “Federal financial assistance” within the meaning of that term as used in Section 504 and its related regulations for all Developments.

b. General Features

The Development will provide the following General Features:

- Termite prevention;
- Pest control;
- Window covering for each window and glass door inside each unit;
- Cable or satellite TV hook-up in each unit and, if the Development offers cable or satellite TV service to the residents, the price cannot exceed the market rate for service of similar quality available to the Development’s residents from a primary provider of cable or satellite TV;
- Washer and dryer hook ups in each of the Development’s units or an on-site laundry facility for resident use. If the proposed Development will have an on-site laundry facility, the following requirements must be met:
  - There must be a minimum of one Energy Star certified washer and one Energy Star certified or commercial grade dryer per every 15 units. To determine the required number of washers and dryers for the on-site laundry facility; divide the total number of the Development’s units by 15, and then round the equation’s total up to the nearest whole number;
  - At least one washing machine and one dryer shall be front loading that meets the accessibility standards of Section 504;
  - If the proposed Development consists of Scattered Sites, the laundry facility shall be located on each of the Scattered Sites, or no more than 1/16 mile from the Scattered Site with the most units, or a combination of both;

- At least two full bathrooms in all 3 bedroom or larger new construction units;
- Bathtub with shower in at least one bathroom in at least 90 percent of the new construction non-Elderly units;
- Elderly Developments must have a minimum of one elevator per residential building provided for all Elderly Set-Aside Units that are located on a floor higher than the first floor; and
- Full-size range and oven in all units.

c. Required Accessibility Features, regardless of the age of the Development

Federal and state law and building code regulations requires that programs, activities, and facilities be readily accessible to and usable by persons with disabilities. Florida Housing requires that the design, construction, or alteration of its financed Developments be in compliance with federal and state accessibility requirements. When more than one law and accessibility standard applies, the Applicant shall comply with the standard (2010 ADA Standards, Section 504, Fair Housing Act, or Florida Building Code, Accessibility) which affords the greater level of accessibility for the residents and visitors. Areas required to be made accessible to mobility-impaired residents and their visitors, including those in wheelchairs, shall include, but not be limited to, accessible routes and entrances, paths of travel, primary function areas, parking, trash bins, mail and package receiving areas for residents, pool and other amenities, including paths of travel to amenities and laundry rooms, including washers and dryers.

(1) Required Accessibility Features in all Units

- Primary entrance doors on an accessible route shall have a threshold with no more than a ½-inch rise;
- All door handles on primary entrance door and interior doors must have lever handles;
- Lever handles on all bathroom faucets and kitchen sink faucets;
- Mid-point on light switches and thermostats shall not be more than 48 inches above finished floor level; and
- Cabinet drawer handles and cabinet door handles in bathroom and kitchen shall be lever or D-pull type that operate easily using a single closed fist.

(2) Accessibility Features in all Developments with the Elderly (ALF or Non-ALF) Demographic must also provide the following features:



- 20 percent of the new construction units must have roll-in showers.
- Horizontal grab bars in place around each tub and/or shower, or a Corporation-approved alternative approach for grab bar installation. The installation of the grab bars must meet or exceed the 2010 ADA Standards for Accessible Design, Section 609. In addition, the following standards for grab bars are required:
  - If a bathtub/shower combination with a permanent seat is provided, grab bars shall be installed to meet or exceed the 2010 ADA Standards for Accessible Design, Section 607.4.1.
  - If a bathtub/shower combination without a permanent seat is provided, grab bars shall be installed to meet or exceed the 2010 ADA Standards for Accessible Design, Section 607.4.2.
  - If a roll-in shower is provided, grab bars shall be installed to meet or exceed the 2010 ADA Standards for Accessible Design, Section 608.3.2;
- Reinforced walls for future installation of horizontal grab bars in place around each toilet, or a Corporation-approved alternative approach for grab bar installation. The installation of the grab bars must meet or exceed the 2010 ADA Standards for Accessible Design;
- All bathrooms in all new construction units must have vanity cabinets with at least one roll-out shelf or drawer in bottom of cabinet.;
- Adjustable shelving in master bedroom closets (must be adjustable by resident); and
- In one of the kitchen's base cabinets, there shall be a large bottom drawer that opens beyond full extension, also referred to as an "over-travel feature." Drawers with the over-travel feature allow drawers to extend completely past the cabinet front so all the contents can be accessed. The drawer shall be deep and wide enough to store pots and pans and the drawer slides shall have a weight load rating of a minimum of 100 pounds. The drawers shall be mounted on a pair of metal side rails that are ball-bearing.

d. Required Green Building Features in all Developments

- (1) All units and, as applicable, all common areas must have the features listed below:

- Low or No-VOC paint for all interior walls (Low-VOC means 50 grams per liter or less for flat; 150 grams per liter or less for non-flat paint);
- Low-flow water fixtures in bathrooms—WaterSense labeled products or the following specifications:
  - Toilets: 1.28 gallons/flush or less,
  - Urinals: 0.5 gallons/flush,
  - Lavatory Faucets: 1.5 gallons/minute or less at 60 psi flow rate,
  - Showerheads: 2.0 gallons/minute or less at 80 psi flow rate;
- Energy Star certified refrigerator;
- Energy Star certified dishwasher;
- Energy Star certified ventilation fan in all bathrooms;
- Water heater minimum efficiency specifications:
  - Residential Electric:
    - Up to 55 gallons = 0.95 EF or 0.92 UEF; or
    - More than 55 gallons = Energy Star certified; or
    - Tankless = 0.97 EF and Max GPM of  $\geq 2.5$  over a 77° rise or 0.87 UEF and GPM of  $\geq 2.9$  over a 67° rise;
  - Residential Gas (storage or tankless/instantaneous): Energy Star certified,
  - Commercial Gas Water Heater: Energy Star certified;
- Energy Star certified ceiling fans with lighting fixtures in bedrooms;
- Air Conditioning (in-unit or commercial):
  - Air-Source Heat Pumps – Energy Star certified:
    - $\geq 8.5$  HSPF/  $\geq 15$  SEER/  $\geq 12.5$  EER for split systems
    - $\geq 8.2$  HSPF  $\geq 15$  SEER/  $\geq 12$  EER for single package equipment including gas/electric package units
  - Central Air Conditioners – Energy Star certified:

- $\geq 15$  SEER/  $\geq 12.5$  EER\* for split systems
- $\geq 15$  SEER/  $\geq 12$  EER\* for single package equipment including gas/electric package units.

NOTE: Window air conditioners and portable air conditioners are not allowed. Package Terminal Air Conditioners (PTACs) / Package Terminal Heat Pumps (PTHPs) are allowed in studio and 1 bedroom units.

- (2) In addition to the required Green Building features outlined in (1) above, this New Construction Development commits to achieve the following Green Building Certification program:

- \_\_\_\_\_ Leadership in Energy and Environmental Design (LEED);
- X   Florida Green Building Coalition (FGBC);
- \_\_\_\_\_ Enterprise Green Communities; or
- \_\_\_\_\_ ICC 700 National Green Building Standard (NGBS)

- e. This Elderly (Non-ALF) Development will provide the following resident programs:

- (1) 24 Hour Support to Assist Residents In Handling Urgent Issues

An important aging in place best practice is providing the residents access to property management support 24 hours per day, 7 days a week to assist them to appropriately and efficiently handle urgent issues or incidents that may arise. These issues may include, but are not limited to, an apartment maintenance emergency, security or safety concern, or a health risk incident in their apartment or on the property. The management's assistance will include a 24/7 approach to receiving residents' requests for assistance that will include a formal written process for relevant property management staff to effectively assess and provide assistance for each request.

This assistance may include staff:

- visiting or coordinating a visit to a resident's apartment to address an urgent maintenance issue;
- responding to a resident being locked out of their apartment;
- contacting on-site security or the police to address a concern;

- providing contact information to the resident and directing or making calls on a resident's behalf to appropriate community-based emergency services or related resources to address an urgent health risk incident;
- calling the resident's informal emergency contact; or
- addressing a resident's urgent concern about another resident.

Property management staff shall be on site at least 8 hours daily, but the 24-hour support approach may include contracted services or technology to assist the management in meeting this commitment, if these methods adequately address the intent of this service. The Development's owner and/or designated property management entity shall develop and implement policies and procedures for staff to immediately receive and handle a resident's call and assess the call based on a resident's request and/or need.

At a minimum, residents shall be informed by the property management, at move-in and via a written notice(s)/instructions provided to each resident and displayed in the Development's common or public areas, that staff are available to receive resident calls at all times. These notices shall also provide contact information and direction to first contact the community-based emergency services if they have health or safety risk concerns.

(2) Daily Activities

The Applicant or its Management Company must provide on-site supervised, structured activities, at no cost to the resident, at least five days per week which must be offered between the hours of 8:00 a.m. and 7:00 p.m. If the Development consists of Scattered Sites, this resident program must be provided on the Scattered Site with the most units.

(3) Assistance with Light Housekeeping, Grocery Shopping and/or Laundry

The Applicant or its Management Company must provide residents with a list of qualified service providers for (a) light housekeeping, and/or (b) grocery shopping, and/or (c) laundry and will coordinate, at no cost to the resident, the scheduling of services. The Developer or Management Company shall verify that the services referral information is accurate and up-to-date at least once every six months.

(4) Resident Assurance Check-In Program

Provide and use an established system for checking in with each resident on a pre-determined basis not less than once per day, at no cost to the resident. Residents

may opt out of this program with a written certification that they choose not to participate.

**DEVELOPMENT**

**NAME: Bristol Manor**

**DATE: July 17, 2024**

In accordance with the applicable Program Rule(s), the applicant is required to submit the information required to evaluate, complete, and determine its sufficiency in satisfying the requirements for Credit Underwriting to the Credit Underwriter in accordance with the schedule established by the Florida Housing Finance Corporation ("FHFC"). The following items must be satisfactorily addressed. "Satisfactorily" means that the Credit Underwriter has received assurances from third parties unrelated to the applicant that the transaction can close within the allowed time frame. Unsatisfactory items, if any, are noted below in the "Issues and Concerns" section of the Executive Summary.

<b>FINAL REVIEW</b>	<b>STATUS</b>	<b>NOTE</b>
<b>REQUIRED ITEMS:</b>	<b>Satis. / Unsatis.</b>	
1. The development's final "as submitted for permitting" plans and specifications. Note: Final "signed, sealed, and approved for construction" plans and specifications will be required thirty days before closing.	Satis.	1.
2. Final site plan and/or status of site plan approval.	Satis.	
3. Permit Status.	Satis.	
4. Pre-construction analysis ("PCA"). a. No construction costs exceeding 20% is subcontracted to any one entity with the exception of a subcontractor contracted to deliver the building shell of a building of at least 5 stories which may not have more than 31% of the construction cost in a subcontract. b. No construction costs is subcontracted to any entity that has common ownership or is an affiliate of the general contractor of the developer.	Satis.  Satis.  Satis.	
5. Survey.	Satis.	
6. Complete, thorough soil test reports.	Satis	
7. Full or self-contained appraisal as defined by the Uniform Standards of Professional Appraisal Practice.	Satis.	
8. Market Study separate from the Appraisal.	Satis.	
9. Environmental Site Assessment – Phase I and/or the Phase II if applicable (If Phase I and/or II disclosed environmental problems requiring remediation, a plan, including time frame and cost, for the remediation is required). If the report is not dated within one year of the application date, an update from the assessor must be provided indicating the current environmental status.	Satis.	
10. Audited financial statements for the most recent fiscal year ended or acceptable alternative as stated in Rule for credit enhancers, applicant, general partner, principals, guarantors and general contractor.	Satis.	
11. Resumes and experience of applicant, general contractor and management agent. Confirmed active status on Sunbiz for Applicant, Developer, and GC entities.	Satis.	
12. Credit authorizations; verifications of deposits and mortgage loans.	Satis.	
13. Management Agreement and Management Plan.	Satis.	2.
14. Firm commitment from the credit enhancer or private placement purchaser, if any.	N/A	

15. Firm commitment letter from the syndicator, if any.	Satis.	3.
16. Firm commitment letter(s) for any other financing sources.	Satis.	4-5.
17. Updated sources and uses of funds.	Satis.	
18. Draft construction draw schedule showing sources of funds during each month of the construction and lease-up period.	Satis.	6.
19. Fifteen-year income, expense, and occupancy projection.	Satis.	
20. Executed general construction contract with "not to exceed" costs.	Satis.	7.
21. HC ONLY: 15% of the total equity to be provided prior to or simultaneously with the closing of the construction financing.	Satis.	
22. Any additional items required by the credit underwriter.	Satis.	
23. Receipt of executed Florida Housing Fair Housing, Section 504 and ADA Design Certification Forms 121, 126, and 128.	Satis.	
24. If the owner has a HAP Contract or ACC with HUD, then receipt of HUD approval for an owner-adopted preference or limited preference specifically for individuals or families who are referred by a designated Referral Agency serving the county where the Development is located.	N/A	
25. Receipt of Tenant Selection Plan	Satis.	
26. Receipt of GC Certification	Satis.	
27. Reliance for FHDC as agent for FHFC is include in all applicable third party reports: Appraisal, Market Study, PCA, CNA, and Phase I.	Satis.	

1. Receipt and satisfactory review of the Final signed, sealed “approved for construction” plans and specifications by the Construction Consultant and the Servicer is a condition to closing.
2. Receipt of an executed Management Agreement is a condition to closing.
3. Closing is conditioned upon receipt of an Amended and Restated Limited Partnership Agreement.
4. Closing is conditioned upon receipt of a firm commitment from WFB (construction financing) and NLP (permanent financing) with terms and conditions that are not substantially different than those utilized in this credit underwriting report.
5. Closing is conditioned upon final loan documents for the third and fourth mortgages with terms that are not substantially different than those utilized in this credit underwriting report.
6. Closing is conditioned upon receipt of a final draw schedule.

7. Receipt of an updated allowance schedule which removes the electrical scope is a condition to closing.



**SELTZER MANAGEMENT GROUP, INC.**

17633 ASHLEY DRIVE  
PANAMA CITY BEACH, FL 32413  
TEL: (850) 233-3616  
FAX: (850) 233-1429

July 1, 2024

Mr. Tim Kennedy  
Multifamily Loans & Bonds Director  
Florida Housing Finance Corporation  
City Centre Building  
227 North Bronough Street, Suite 5000  
Tallahassee, Florida 32301

Re: Durham Place – SAIL, ELI, NHTF & 9% HC RFA 2020-103 (2020-480CSN / 2021-341CSN)  
Credit Underwriting Report (“CUR”) Update Letter – Change to the Final CUR dated November 24, 2021

Dear Mr. Kennedy:

Seltzer Management Group, Inc. (“SMG” or “Seltzer”) is in receipt of correspondence dated May 22, 2024, from Durham Place, Ltd. (“Borrower” or “Applicant”) requesting Florida Housing Finance Corporation’s (“FHFC” or “Florida Housing”) consent to an increase in the existing permanent first mortgage superior debt for the above referenced transaction. In addition, a Grant and General Partner (“GP”) equity has been included as permanent sources. At your direction, SMG has reviewed the request and formulated a recommendation. Seltzer’s findings are presented below.

The CUR for the above referenced transaction was approved at the December 10, 2021, FHFC Board meeting and closed on December 16, 2021.

**Revised Permanent Financing Sources**

Please note that in the following table, the Applicant column reflects the Permanent Financing Sources from the Final Sources and Uses / Construction Draw Schedule approved at closing and the Revised Applicant column reflects the sources per the Draft Cost Certification dated March 7, 2024.

Source	Lender	Applicant	Revised Applicant	Underwriter	Interest Rate	Amort. Yrs.	Term Yrs.	Annual Debt
First Mortgage	NLP	\$1,900,000	\$3,000,000	\$3,000,000	5.21%	30	16	\$197,880
Second Mortgage	FHFC - SAIL	\$4,771,550	\$4,771,550	\$4,771,550	0.00%	N/A	16	\$0
Third Mortgage	FHFC - ELI	\$359,500	\$359,500	\$359,500	0.00%	N/A	16	\$0
Fourth Mortgage	FHFC - NHTF	\$872,000	\$872,000	\$872,000	0.00%	N/A	30	\$0
Fifth Mortgage	Home Depot	\$0	\$300,000	\$300,000	0.00%			\$0
GP Equity	Durham Place GP, LLC	\$0	\$200	\$200	0.00%			\$0
HC Equity	CREA	\$21,728,860	\$21,017,954	\$21,017,954				
Def. Developer Fee	Developer	\$961,564	\$1,801,063	\$1,961,975				
<b>Total</b>		<b>\$30,593,474</b>	<b>\$32,122,267</b>	<b>\$32,283,179</b>				<b>\$197,880</b>

Mr. Tim Kennedy  
Durham Place  
July 1, 2024

*Changes to the sources:*

1. The CUR contemplated construction period co-first mortgage loans in the total amount of \$17,000,000, consisting of a \$15,100,000 co-first mortgage that at completion of construction and conversion to the permanent phase, in accordance with Fifth Third Bank's ("Fifth Third") underwriting requirements, the loan would be satisfied and the \$1,900,000 Neighborhood Lending Partners of Florida, Inc. ("NLP") co-first mortgage would remain following conversion. As noted in the Closing Letter dated December 16, 2021, the co-first mortgage total amount was reduced to \$15,900,000, of which Fifth Third funded \$14,000,000 and NLP funded \$1,900,000.

Per a NLP Commitment Letter dated December 15, 2021, the NLP loan of \$1,900,000 included a blended interest rate, where \$1,400,000 was fixed at a rate of 4.47% with the remaining \$500,000 being fixed at 3.25%.

The Amendment to Firm Commitment dated March 28, 2024, provides for an increase in the total NLP loan amount from \$1,900,000 to \$2,500,000. NLP has confirmed that they need additional committee approval to increase the loan amount to \$3,000,000. The understanding at the moment is that the Borrower will close on the original loan amount of \$1,900,000 with a future advance clause included in the loan documents to allow for a total loan amount of \$3,000,000.

This additional \$1,100,000 will have the same term and amortization as the original loan amount and will follow the same terms and conditions as detailed in the commitment. The interest rate of this additional amount will be determined two business days prior to the closing of the permanent loan. The rate will be fixed at the 10-year treasury plus 275 basis points (2.75%), subject to a floor of 6.50%. As of June 5, 2024, the 10-year treasury rate was 4.29%, resulting in an overall interest rate of 7.04% for the additional \$1,100,000. The resulting blended interest rate for the NLP loan is 5.21%.

The term of the loan is 16 years and will amortize over a 30-year schedule with monthly principal and interest payments due. Conversion requirements include completion of construction and 90% physical occupancy of the development for at least 90 consecutive days with 75% of required lease units occupied with lease terms of at least one year and the Development's Net Operating Income ("NOI") must provide a minimum debt service coverage ratio ("DSCR") of 1.15 to 1.00 for a period of three (3) consecutive months.

2. Borrower added a Grant from The Home Depot Foundation in the amount of \$300,000 as evidenced by a Grant Agreement dated April 21, 2022. This Grant Agreement was between The Home Depot Foundation and Step Up on Second Street, Inc., as Grantee.

The Grant Agreement does not provide for any repayment of the funds unless the Grantee ceases to be recognized as a 501(c)(3) organization or if any of the facts contained in the Grantee's grant proposal cease to be correct and accurate or if Grantee fails to perform any of the requirements of the Agreement.

3. Borrower added GP Equity of \$200 for their admission into the Partnership.
4. Housing Credit Equity decreased by \$710,906, from \$21,728,860 to \$21,017,954 based on changes to the syndication rate. As reflecting in the Limited Partnership Agreement ("LPA"), dated December 15, 2021, when re-calculating the syndication rate based on the basis and timing adjusters in the LPA, the syndication rate decreased from \$0.915 to \$0.885. These changes are reflected in the Draft Cost Certification submitted to Florida Housing.

Mr. Tim Kennedy  
Durham Place  
July 1, 2024

5. Deferred Developer Fee has increased by \$1,000,411, from \$961,564 to \$1,961,975, due to the increase in the permanent first mortgage being offset by an increase in the development budget and a decrease in HC Equity.
6. Total Development Costs have increased by \$1,689,705, from \$30,593,474 to \$32,283,179, mainly due to increases in construction costs, general development costs, financing costs and an increase in the Operating Deficit Reserve (“ODR”) required by the syndicator CREA, LLC (“CREA”) in connection with the first mortgage increase.

A rent roll for the Development is illustrated in the following table:

MSA / County: Orlando – Kissimmee – Sanford MSA / Orange County

Bed Rooms	Bath Rooms	Units	Square Feet	AMI%	Low HOME Rents	High HOME Rents	Gross HC Rent	Utility Allow.	Net Restricted Rents	PBRA Contr Rents	Applicant Rents	Appraiser Rents	CU Rents	Annual Rental Income
1	1.0	2	579	22%			\$299	\$53	\$246		\$264	\$248	\$246	\$5,904
1	1.0	8	579	33%			\$450	\$178	\$272	\$1,224	\$421	\$399	\$1,224	\$117,504
1	1.0	11	579	60%			\$818	\$178	\$640	\$1,224	\$808	\$767	\$1,224	\$161,568
1	1.0	32	579	60%			\$818	\$53	\$765		\$808	\$767	\$765	\$293,760
2	2.0	1	878	22%			\$360	\$79	\$281		\$301	\$283	\$281	\$3,372
2	2.0	1	878	33%			\$540	\$223	\$317	\$1,393	\$489	\$463	\$1,393	\$16,716
2	2.0	5	878	33%			\$540	\$79	\$461		\$489	\$463	\$461	\$27,660
2	2.0	30	878	60%			\$982	\$79	\$903		\$953	\$905	\$903	\$325,080
3	2.0	1	1,099	22%			\$415	\$98	\$317		\$342	\$320	\$317	\$3,804
3	2.0	2	1,099	33%			\$624	\$98	\$526		\$560	\$529	\$526	\$12,624
3	2.0	9	1,099	60%			\$1,134	\$98	\$1,036		\$1,096	\$1,039	\$1,036	\$111,888
		102	76,361											\$1,079,880

*Notes to the Rent Roll:*

1. The Gross HC Rents reflected above are the 2020 Maximum Allowable HC Rents as originally underwritten. Seltzer did not engage nor was provided an updated Appraisal to confirm whether current HC rents are achievable at the property. Even utilizing the 2020 HC Rents, which are significantly lower than the 2024 HC Rents, the Development generates sufficient income to cover all operating expenses and debt service payments.
2. Borrower provided a Section 8 Project-Based Voucher Program Housing Assistance Payments Contract (“HAP Contract”) executed by the Borrower on October 27, 2023. The HAP Contract provides for project-based vouchers on 20 total units, 19 one-bedroom units and 1 two-bedroom unit, as reflected above. The term of the HAP Contract is 20 years.
3. Utility Allowances
  - a. For the 20 units under the HAP Contract, the utility allowances reflected are as described in Exhibit A of the HAP Contract.
  - b. The remaining units reflect the utility allowances as described in an Energy Consumption Model (“ECM”) dated April 9, 2024, prepared by KN Consultants, LLC, of Safety Harbor, Florida. The ECM provided has not been approved by Florida Housing’s Asset Management Department.

Mr. Tim Kennedy  
Durham Place  
July 1, 2024

**Operating Pro forma**

<b>OPERATING PRO FORMA</b>		<b>ANNUAL</b>	<b>PER UNIT</b>
<b>INCOME</b>	Gross Potential Rental Income	\$1,079,880	\$10,587
	Other Income:		
	Miscellaneous	\$0	\$0
	Gross Potential Income	\$1,079,880	\$10,587
	Less:		
	Physical Vacancy Loss - Percentage: 4.0%	(\$43,195)	(\$423)
Collection Loss - Percentage: 1.0%	(\$10,799)	(\$106)	
<b>Total Effective Gross Revenue</b>		\$1,025,886	\$10,058
<b>EXPENSES</b>	Fixed:		
	Real Estate Taxes	\$84,000	\$824
	Insurance	\$101,124	\$991
	Variable:		
	Management Fee - Percentage: 5.0%	\$51,294	\$503
	General and Administrative	\$49,080	\$481
	Payroll Expenses	\$231,932	\$2,274
	Utilities	\$84,795	\$831
	Marketing and Advertising	\$11,573	\$113
	Maintenance and Repairs	\$39,708	\$389
	Grounds Maintenance and Landscaping	\$0	\$0
	Resident Programs	\$0	\$0
	Contract Services	\$78,324	\$768
	Reserve for Replacements	\$30,600	\$300
	<b>Total Expenses</b>		\$762,430
<b>Net Operating Income</b>		\$263,456	\$2,583
<b>Debt Service Payments</b>			
<b>DEBT SERVICE</b>	First Mortgage - NLP	\$197,880	\$1,940
	Second Mortgage - FHFC - SAIL	\$0	\$0
	Third Mortgage - FHFC - ELI	\$0	\$0
	Fourth Mortgage - FHFC - NHTF	\$0	\$0
	Fifth Mortgage - Home Depot	\$0	\$0
	All Other Mortgages -	\$0	\$0
	First Mortgage Fees - NLP	\$0	\$0
	Second Mortgage Fees - FHFC - SAIL	\$11,560	\$113
	Third Mortgage Fees - FHFC - ELI	\$3,628	\$36
	Fourth Mortgage Fees - FHFC - NHTF	\$3,628	\$36
	Fifth Mortgage Fees - Home Depot	\$0	\$0
<b>Total Debt Service Payments</b>		\$216,696	\$2,124
<b>Cash Flow After Debt Service</b>		\$46,760	\$458

<b>Debt Service Coverage Ratios</b>	
DSC - First Mortgage plus Fees	1.331
DSC - Second Mortgage plus Fees	1.258
DSC - Third Mortgage plus Fees	1.236
DSC - Fourth Mortgage plus Fees	1.216
DSC - Fifth Mortgage plus Fees	1.216
DSC - All Mortgages and Fees	1.216
<b>Financial Ratios</b>	
Operating Expense Ratio	74.3%
Break-Even Ratio	90.9%

Mr. Tim Kennedy  
Durham Place  
July 1, 2024

*Notes to the Operating Pro Forma and Ratios:*

1. During underwriting, the Debt Service Coverage ("DSC") for the first mortgage and second mortgage SAIL, plus fees, did exceed the maximum requirement of 1.50 to 1.00; therefore, per Rule 67-48.0072 (11), the DSC may exceed 1.50 to 1.00 when the Development has deep or short-term subsidy and if the Credit Underwriter's favorable recommendation is supported by the projected cash flow analysis. Per Requests for Applications ("RFA") 2020-103, Borrowers that commit to set aside at least 80 percent of the total units for Homeless individuals and families will qualify for a SAIL with an interest rate of 0 percent. Based on the deep subsidy provided by the 0 percent interest rate of the SAIL, ELI, NHTF and HC Equity, exceeding the maximum threshold is permitted.

Based on the updates to the first mortgage loan amount and interest rate estimates, the Development no longer exceeds the maximum requirement of 1.50 to 1.00 for the first mortgage and second mortgage SAIL, plus fees.

2. Insurance expense was verified per an Insurance Office of America invoice dated April 9, 2024, for the Development.
3. Other operating expense estimates are based on current operations of the Development.

**Conclusion**

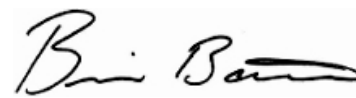
SMG concludes that the increase to the NLP permanent first mortgage to a maximum amount of \$3,000,000 and the addition of the Grant in the amount of \$300,000 and GP equity of \$200 will not adversely impact the transaction and/or Florida Housing's security position. Accordingly, SMG provides this analysis for FHFC's consideration to approve the Borrower's request, subject to the following:

- Approval of the ECM by FHFC.
- Review and approval of all loan documents consistent with the terms outlined above by Florida Housing, its Legal Counsel and Servicer.
- Payment of all costs and fees to Florida Housing, its Legal Counsel and Servicer, as applicable.
- Payment of any outstanding arrearages to FHFC, its Legal Counsel, Servicer or any agent or assignee of FHFC for past due issues applicable to the development team (Borrower or Developer or Principal, Affiliate or Financial Beneficiary, as described in 67-48.0075(5) F.A.C., of a Borrower or a Developer).
- Consent of the HC equity provider, if applicable.
- Satisfactory resolution of any outstanding past due and/or noncompliance items.
- All other due diligence required by FHFC and its legal counsel.

Should you have any questions please feel free to contact me directly.

Sincerely,

SELTZER MANAGEMENT GROUP, INC.



Brian Barth  
Senior Credit Underwriter

**Status of RFAs and Funding Amounts**  
**Housing Credits – Remaining 2023-2024 Cycle**

RFA Number	RFA Title	Housing Credit Funding Made Available	Housing Credit Funding Awarded	Housing Credit Funding Remaining	Status
2024-106	Financing to Develop Housing for Persons with Disabling Conditions / Developmental Disabilities	\$6,592,000*	\$6,592,000**	\$0	Final Order Being Presented at the August 23rd Board Meeting

\*Included \$3,327,000 in returned/remaining funding

\*\*Included Board Approved Award for #2024-307CSN

**Housing Credits – 2024-2025 Cycle**

RFA Number	RFA Title	Housing Credit Funding Made Available	Housing Credit Funding Awarded	Housing Credit Funding Remaining	Status
2024-201	Housing Credit Financing for Affordable Housing Developments Located in Small and Medium Counties	\$22,718,520	\$22,330,320	\$388,200	Awards Being Presented for Approval at the August 23rd Board Meeting
2024-202*	Housing Credit Financing for Affordable Housing Developments Located in Broward, Duval, Hillsborough, Orange, Palm Beach, and Pinellas Counties	\$26,877,902	\$27,029,800	(\$151,898)	Awards Being Presented for Approval at the August 23rd Board Meeting
2024-203	Housing Credit Financing for Affordable Housing Developments Located in Miami-Dade County	\$9,957,110	\$9,740,000	\$217,110	Awards Being Presented for Approval at the August 23rd Board Meeting
2024-213	SAIL Funding for Live Local Mixed Income, Mixed-Use, and Urban Infill Developments (Keys Goal)	\$1,629,260		\$1,629,260	RFA Issue Date - November 2024
2025-103	Housing Credit and SAIL Financing to Develop Housing for Homeless Persons	\$6,500,000		\$6,500,000	RFA Issue Date - October 2024
2025-106	Financing to Develop Housing for Persons with Disabling Conditions / Developmental Disabilities	\$3,466,500		\$3,466,500	RFA Issue Date - October 2024
<b>Totals</b>		<b>\$71,149,292</b>	<b>\$59,100,120</b>	<b>\$12,049,172</b>	

\*Includes \$1,819,292 in allocation remaining from 2024 allocation that Board approved to be allocated in 2024-202 as 2024 credits

**SAIL – Remaining 2023-2024 Cycle**

RFA Number	RFA Title	SAIL Funding Made Available	SAIL Funding Awarded	SAIL Funding Remaining	Status
2024-104	SAIL Financing Farmworker and Commercial Fishing Worker Housing	\$7,710,269	\$7,710,268	\$1	No Litigation - Invited into Credit Underwriting
2024-106	Financing to Develop Housing for Persons with Disabling Conditions / Developmental Disabilities	\$6,000,000	\$6,000,000	\$0	Final Order Being Presented at the August 23rd Board Meeting
<b>Totals</b>		<b>\$13,710,269</b>	<b>\$13,710,268</b>	<b>\$1</b>	

**SAIL – 2024-2025 Cycle**

RFA Number	RFA Title	SAIL Funding Made Available	SAIL Funding Awarded	SAIL Funding Remaining	Status
2024-204	SAIL Financing for the Preservation of Elderly Developments	\$3,675,000		\$3,675,000	RFA Issue Date - November 2024
2024-205	SAIL Financing of Affordable Multifamily Housing Developments	\$87,825,000		\$87,825,000	RFA Issued August 20, 2024
2025-102*	SAIL Financing for Smaller Permanent Supportive Housing Developments for Persons with Special Needs	\$12,815,413		\$12,815,413	RFA Issue Date - September 2024
2025-103	Housing Credit and SAIL Financing to Develop Housing for Homeless Persons	\$12,500,000		\$12,500,000	RFA Issue Date - October 2024
2025-104	SAIL Financing Farmworker and Commercial Fishing Worker Housing	\$6,250,000		\$6,250,000	RFA Issue Date - April 2025
2025-106	Financing to Develop Housing for Persons with Disabling Conditions / Developmental Disabilities	\$6,000,000		\$6,000,000	RFA Issue Date - October 2024
<b>Totals</b>		<b>\$129,065,413</b>	<b>\$0</b>	<b>\$129,065,413</b>	

\*Includes \$4,065,413 leftover from RFA 2024-102

### Live Local SAIL – 2024-2025 Cycle

RFA Number	RFA Title	Live Local SAIL Funding Made Available	Live Local SAIL Funding Awarded	Live Local SAIL Funding Remaining	Status
2023-213*	SAIL Funding for Live Local Mixed Income, Mixed-Use and Urban Infill Developments	\$100,389,979		\$100,389,979	RFA Issue Date - November 2024
2024-206	HOME and Live Local SAIL Financing to be Used for Rental Developments in Rural Areas of Opportunity	\$7,000,000		\$7,000,000	RFA Issue Date - TBD
2024-214**	Live Local SAIL Financing to be Used for Developing and Reconstructing Affordable Multifamily Housing Developments	\$40,000,000	\$40,000,000	\$0	Awards Being Presented for Approval at the August 23rd Board Meeting
2024-215**	SAIL Funding for Development near Military Installations Pursuant to The Live Local Act; 420.50871, F.S.	\$46,000,000		\$46,000,000	RFA Issued July 16, 2024
2024-216	SAIL Funding for Large Scale Developments of Significant Regional Impact	\$50,000,000		\$50,000,000	Awards Being Presented for Approval at the August 23rd Board Meeting as a Supplemental Item
<b>Totals</b>		<b>\$243,389,979</b>	<b>\$40,000,000</b>	<b>\$203,389,979</b>	

\*Includes \$389,979 leftover from 2023-2024 Cycle

\*\*Includes 2023 and 2024 Funding Allocations

### HOME – 2024-2025 Cycle

RFA Number	RFA Title	HOME Funding Made Available	HOME Funding Awarded	HOME Funding Remaining	Status
2025-206*	HOME and Live Local SAIL Financing to be Used for Rental Developments in Rural Areas of Opportunity	\$30,000,000		\$30,000,000	RFA Issue Date - TBD
<b>Totals</b>		<b>\$30,000,000</b>	<b>\$0</b>	<b>\$30,000,000</b>	

\*Estimated amount



**CDBG-DR**

RFA Number	RFA Title	CDBG-DR Funding Made Available	CDBG-DR Funding Awarded	CDBG-DR Funding Remaining	Status
2024-305*	Community Development Block Grant-Disaster Recovery (CDBG DR) Financing for Affordable Housing Developments located in Hurricane Sally impacted areas	\$23,750,000	\$20,980,000	\$2,770,000	No Litigation - Invited into Credit Underwriting
2024-306	Community Development Block Grant-Disaster Recovery (CDBG DR) Financing for Affordable Housing Developments located in Hurricane Ian impacted areas	\$90,000,000		\$90,000,000	RFA Issued August 1st
<b>Totals</b>		<b>\$113,750,000</b>	<b>\$20,980,000</b>	<b>\$92,770,000</b>	

\*Staff coordinated with Commerce and will disburse the remaining \$2,770,000 of funding to the awardees.

**Grant Funding**

RFA Number	RFA Title	Grant Funding Made Available	Grant Funding Awarded	Grant Funding Remaining	Status
2024-105*	Financing to Build Smaller Permanent Supportive Housing Properties for Persons with Developmental Disabilities	\$1,300,000**	\$1,044,500.00	\$255,500**	No Litigation - Invited into Credit Underwriting
2025-106	Financing to Develop Housing for Persons with Disabling Conditions / Developmental Disabilities	TBD		TBD	RFA Issue Date - October 2024

\*2023-2024 Cycle

\*\*Leftover to be allocated in RFA 2025-106

**Exhibit A**  
**Hurricane Idalia- Progress Report on Reconstruction and Re-housing of Displaced Households**  
**as of 7/15/2024**

HFA#	FEMA IA County	Development Name	City	County	Total Units	Total Bldgs.	Buildings Damaged	Units Damaged	Households Displaced	Estimated Damage	Progress as of 7/15/2024	Households Displaced as of 7/15/2024
3128	Yes	Hilltop	Madison	Madison	72	15	2	3	0	MODERATE	Initial reports of moderate roof damage to two (2) residential buildings with three (3) units in the building damaged. One household was required to move out. As of 10/31/2023, all fallen trees had been removed from the roofs and grounds of the development. Roofs had been tarped to prevent any further damage. Bids had been received by several vendors. Work was anticipated to begin once the insurance claim was settled. As of 12/31/2023, roof work was complete. Interior work was scheduled for completion on 2/15/2024. As of 2/15/24, all roofs had been repaired and debris had been removed from each unit in preparation for interior work. Anticipated completion date was 4/10/2024. As of 4/1/2024, repairs were 97% completed. The 3 damaged units were repaired except for punch list items and cleaning. Anticipated completion date was 4/15/2024. As of 5/31/2024, all units were completed, but the inspector requested that an air quality test be performed before units were reoccupied. Testing was scheduled for 6/4/2024. As of 7/15/2024, the air quality test was completed and the results indicated that all three units have airborne mold contamination and need to be remediated. The recommended equipment/supplies for remediation have been ordered.	0
3023	Yes	Springhill	Madison	Madison	76	8	2	4	4	MODERATE	Initial report of moderate roof damage to two (2) residential buildings with four (4) households displaced as a result. As of 9/30/2023, all damaged roofs were tarped and owner was soliciting bids from contractors. As of 10/31/2023, owner continued to negotiate claim with insurance adjuster. As of 12/31/2023, owner continued to seek bids from contractors. No anticipated completion date at that time. As of 2/15/2024, roof repairs had been completed. Interior work was still pending with no anticipated start/completion date at that time. As of 4/1/2024, interior work had commenced and was anticipated to be completed by 4/30/2024. As of 5/31/2024, all damage has been repaired. Currently awaiting an air quality inspection. As of 7/15/2024, air quality testing completed; units passed and are ready for occupancy.	0

Displaced Households- Total

0

RFA	Application Number	Name of Development	Funding Amount	Name of Applicant	Name of Developers	County	Total Units	Devo. Commitment	Current Status	Assigned Credit Underwriter	Credit Underwriting Status, if applicable
2023-304 (RRLP)	2023-201R	Lofts on Lemon Phase II	\$10,657,100.00	Lofts on Lemon II, LLC	Lofts II Fortis Developer, LLC; SHA Affordable Development, LLC	Sarasota	93	F	Invited into credit underwriting on August 23, 2023.	First Housing	
2023-304 (RRLP)	2023-216BR	Palms Landing	\$8,096,200.00	SP Palms LLC	Southport Development, Inc.	Lee	88	F	Invited into credit underwriting on August 23, 2023.	First Housing	
2023-304 (RRLP)	2023-220BR	Legacy Park II	\$8,950,600.00	HTG Legacy II, Ltd.	HTG Legacy II Developer, LLC	Lee	80	E, Non-ALF	Invited into credit underwriting on August 23, 2023.	AmeriNat	
2023-304 (RRLP)	2023-226BR	New York Avenue Apartents	\$9,353,500.00	Blue Ian, LLC	Blue Ian Developer, LLC	Volusia	84	F	Invited into credit underwriting on August 23, 2023.	AmeriNat	
2023-304 (RRLP)	2023-196BR	Town Oaks Apartments	\$5,340,600.00	ECG Town Oaks, LP	ECG Town Oaks Developer, LLC	Orange	71	F	Invited into credit underwriting on August 23, 2023.	Seltzer	Included in the August 23rd FHFC Board package
2023-304 (RRLP)	2023-206BR	Lakewood Senior Housing	\$5,394,400.00	Lakewood Senior Housing, LLLP	ACRUVA Community Developers, LLC; Neighborhood Renaissance, Inc.	Volusia	56	E, Non-ALF	Invited into credit underwriting on August 23, 2023.	Seltzer	
2023-304 (RRLP)	2023-202BR	Oak Park	\$10,721,600.00	CORE Oak Park LLLP	CORE Oak Park Developer LLC	Lee	144	E, Non-ALF	Invited into credit underwriting on November 1, 2023.	First Housing	
2023-304 (RRLP)	2023-197BR	Parkside Oaks	\$9,227,900.00	Archway Princeton Oaks, LLC	Archway Princeton Oaks Developer, LLC	Orange	90	F	Invited into credit underwriting on November 1, 2023.	AmeriNat	
2023-304 (RRLP)	2023-211R	Amaryllis Park Place III	\$11,059,100.00	Amaryllis Park Place III, LLC	Amaryllis III Fortis Developer, LLC; SHA Affordable Development, LLC	Sarasota	108	F	Invited into credit underwriting on November 1, 2023.	Seltzer	
2023-108 (HC and RRLP)	2023-190CRA	Blue Coral Apartments	\$2,040,000 HC \$4,200,000 RRLP	Blue CASL Coral, LLC	Blue BC Developer, LLC; CASL Developer, LLC	Lee	72	H	Invited into credit underwriting on June 20, 2023. Carryover Allocation Agreement executed October 4, 2023. CUR approved by the Board at the May 10, 2024 meeting. Targeted closing date is by the November 12, 2024 closing deadline.	First Housing	
2023-108 (HC and RRLP)	2023-192CRA	Fox Pointe	\$2,040,000 HC \$4,200,000 RRLP	HFH Fox Pointe, LLC	HTG Fox Pointe Developer, LLC; HFH Fox Pointe Developer, LLC	Volusia	70	H	Invited into credit underwriting on June 20, 2023. Carryover Allocation Agreement executed October 2, 2023.	Seltzer	
2022-206 (HOME)	2023-163H	Wauchula Place	\$5,700,000.00	NDA Wauchula, LLC	NDA Developer, LLC	Hardee	22	F	Invited into credit underwriting on May 24, 2023. CUR approved by the Board at the December 15, 2023 meeting. Loan closed on May 8, 2024. Development construction is 2% complete.	First Housing	
2022-206 (HOME)	2023-164H	Phoenix Crossings	\$6,250,000.00	Phoenix Crossings, LLC	Rural Neighborhoods, Incorporated	Flagler	28	F	Invited into credit underwriting on May 24, 2023. Commitment deadline extension request from May 24, 2024 through November 24, 2024 was approved by the Board at the June 28, 2024 meeting.	AmeriNat	
2022-206 (HOME)	2023-165BH	Sovereign at Harbor West	\$6,173,749.00	Sovereign at Harbor West, LLC	Strategic Sovereign Developers, LLC; N Vision Communities, Inc.	Charlotte	32	F	Invited into credit underwriting on May 24, 2023. Firm Loan Commitment deadline extension request from May 26, 2024 through November 26, 2024 was approved at the May 10, 2024 meeting.	Seltzer	
2022-206 (HOME)	2023-166BH	Sovereign at Parkside East	\$5,653,571.00	Sovereign at Parkside East, LLC	Strategic Sovereign Developers, LLC; N Vision Communities, Inc.	Charlotte	32	E, Non-ALF	Invited into credit underwriting on May 24, 2023. Firm Loan Commitment deadline extension request from May 26, 2024 through November 26, 2024 was approved at the May 10, 2024 Board meeting.	Seltzer	
2022-206 (HOME)	2023-168H	Holy Child	\$6,994,000.00	Holy Child Housing, Inc.	NDA Developer, LLC; Holy Child Developer, Inc.	Hardee	25	F	Invited into credit underwriting on June 12, 2023. CUR approved by Board at October 27, 2023 meeting. Loan closed on June 21, 2024.	First Housing	

**Exhibit C**  
**Hurricane Ian- Progress Report on Reconstruction and Re-housing of Displaced Households**  
**as of 7/15/2024**

Displaced HHs with Catastrophic, Extensive, or Moderate Damage

HFA#	Event	FEMA IA County	Property-HDR	City	County	Ttl Units HDR	Buildings Damaged	Units Damaged	Households Displaced	Estimated Damage	Construction Progress as of 7/15/2024	Households Displaced at 7/15/2024
2278	Hurricane Ian	Yes	Renaissance Phase I	Ft. Myers	Lee	96	15	18	6	EXTENSIVE	All tenants were relocated to other properties operated by the Housing Authority of the City of Ft. Myers (HACFM). As of 3/31/2023, HACFM was waiting on insurance funds and/or FEMA funding to begin roof replacement. All roofs were tarped. Anticipated completion date was 2024. As of 6/15/2023, owner was still waiting on funds from FEMA and/or insurance carrier to commence work. As of 9/30/2023, the owner continued to negotiate the claim with the insurer. Contract for roof work was anticipated no earlier than December 2023. Anticipated completion date for all work was during the first quarter of 2024. As of 2/15/2024, a contract for roof repairs/replacement had been executed. Work was estimated to begin no later than May 1, 2024, and should be completed by year end. As of 4/1/2024, contractors onboard and all roofs being replaced. Project was recently awarded CDBG-DR funds for multifamily rehab. Contract for funding was expected by May 7th and work was anticipated to start immediately after. Expected completion time was 3-4 months from start date. As of 5/31/2024, property was officially awarded CDBG-DR funding from Board of County Commissioners (May 21st). Currently working with County grant managers to finalize contracts with all the requirements for funding. The county is performing an Environmental Review as required by CDBG-DR funds that should be completed by July 1st. Contractors to be ready to begin work immediately after the county signed the contracts. As of 7/15/2024, Lee County committed to an August 20th grant award date. Contractors are waiting on final approval to file for permits.	0
2466	Hurricane Ian	Yes	Renaissance Phase II	Ft. Myers	Lee	88	8	11	4	EXTENSIVE	All tenants were relocated to other properties operated by the Housing Authority of the City of Ft. Myers (HACFM). As of 3/31/2023, HACFM was waiting on insurance funds and/or FEMA funding to begin roof replacement. All roofs were tarped. Anticipated completion date was 2024. As of 6/15/2023, owner was still waiting on funds from FEMA and/or insurance carrier to commence work. As of 9/30/2023, the owner continued to negotiate the claim with the insurer. Contract for roof work was anticipated no earlier than December 2023. Anticipated completion date for all work was during the first quarter of 2024. As of 2/15/2024, a contract for roof repairs/replacement had been executed. Work was estimated to begin no later than May 1, 2024, and should be completed by year end. As of 4/1/2024, contractors onboard and all roofs being replaced. Project was recently awarded CDBG-DR funds for multifamily rehab. Contract for funding was expected by May 7th and work was anticipated to start immediately after. Expected completion time was 3-4 months from start date. As of 5/31/2024, property was officially awarded CDBG-DR funding from Board of County Commissioners (May 21st). Currently working with County grant managers to finalize contracts with all the requirements for funding. The county is performing an Environmental Review as required by CDBG-DR funds that should be completed by July 1st. Contractors to be ready to begin work immediately after the county signed the contracts. As of 7/15/2024, Lee County committed to an August 20th grant award date. Contractors are waiting on final approval to file for permits.	0

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**Hurricane Ian- Progress Report on Reconstruction and Re-housing of Displaced Households**  
**as of 7/15/2024**

Displaced HHs with Catastrophic, Extensive, or Moderate Damage

HFA#	Event	FEMA IA County	Property-HDR	City	County	Ttl Units HDR	Buildings Damaged	Units Damaged	Households Displaced	Estimated Damage	Construction Progress as of 7/15/2024	Households Displaced at 7/15/2024
2710	Hurricane Ian	Yes	Renaissance Phase III	Ft. Myers	Lee	72	8	11	3	EXTENSIVE	All tenants were relocated to other properties operated by the Housing Authority of the City of Ft. Myers (HACFM). As of 3/31/2023, HACFM was waiting on insurance funds and/or FEMA funding to begin roof replacement. All roofs were tarped. Anticipated completion date was 2024. As of 6/15/2023, owner was still waiting on funds from FEMA and/or insurance carrier to commence work. As of 9/30/2023, the owner continued to negotiate the claim with the insurer. Contract for roof work was anticipated no earlier than December 2023. Anticipated completion date for all work was during the first quarter of 2024. As of 2/15/2024, a contract for roof repairs/replacement had been executed. Work was estimated to begin no later than May 1, 2024, and should be completed by year end. As of 4/1/2024, contractors onboard and all roofs being replaced. Project was recently awarded CDBG-DR funds for multifamily rehab. Contract for funding was expected by May 7th and work was anticipated to start immediately after. Expected completion time was 3-4 months from start date. As of 5/31/2024, property was officially awarded CDBG-DR funding from Board of County Commissioners (May 21st). Currently working with County grant managers to finalize contracts with all the requirements for funding. The county is performing an Environmental Review as required by CDBG-DR funds that should be completed by July 1st. Contractors to be ready to begin work immediately after the county signed the contracts. As of 7/15/2024, Lee County committed to an August 20th grant award date. Contractors are waiting on final approval to file for permits.	0
2010	Hurricane Ian	Yes	Renaissance Senior	Ft. Myers	Lee	120	1	8	0	EXTENSIVE	All tenants were relocated to other properties operated by the Housing Authority of the City of Ft. Myers (HACFM). As of 3/31/2023, HACFM was waiting on insurance funds and/or FEMA funding to begin roof replacement. All roofs were tarped. Anticipated completion date was 2024. As of 6/15/2023, owner was still waiting on funds from FEMA and/or insurance carrier to commence work. As of 9/30/2023, the owner continued to negotiate the claim with the insurer. Contract for roof work was anticipated no earlier than December 2023. Anticipated completion date for all work was during the first quarter of 2024. As of 2/15/2024, a contract for roof repairs/replacement had been executed. Work was estimated to begin no later than May 1, 2024, and should be completed by year end. As of 4/1/2024, contractors onboard and all roofs being replaced. Project was recently awarded CDBG-DR funds for multifamily rehab. Contract for funding was expected by May 7th and work was anticipated to start immediately after. Expected completion time was 3-4 months from start date. As of 5/31/2024, property was officially awarded CDBG-DR funding from Board of County Commissioners (May 21st). Currently working with County grant managers to finalize contracts with all the requirements for funding. The county is performing an Environmental Review as required by CDBG-DR funds that should be completed by July 1st. Contractors to be ready to begin work immediately after the county signed the contracts. As of 7/15/2024, Lee County committed to an August 20th grant award date. Contractors are waiting on final approval to file for permits.	0

**Exhibit C  
Hurricane Ian- Progress Report on Reconstruction and Re-housing of Displaced Households  
as of 7/15/2024**

Displaced HHs with Catastrophic, Extensive, or Moderate Damage

HFA#	Event	FEMA IA County	Property-HDR	City	County	Ttl Units HDR	Buildings Damaged	Units Damaged	Households Displaced	Estimated Damage	Construction Progress as of 7/15/2024	Households Displaced at 7/15/2024
1608	Hurricane Ian	Yes	Valencia Gardens	Wauchula	DeSoto	104	1	16	16	CATASTROPHIC	Sixteen (16) units destroyed by fire due to the Hurricane. No anticipated completion date. Seven (7) households were re-housed at Valencia Gardens. As of 3/31/2023, debris removal had started. Bids for reconstruction of the building were being reviewed. A contract was anticipated to be finalized by 4/30/2023. As of 5/15/2023, the building site was cleared of all debris. As of 6/15/2023, owner and insurance carrier were working to finalize contracts for reconstruction. As of 7/31/2023, environmental and geotechnical site studies were being conducted along with draft architectural plans and preliminary cost estimates. As of 9/30/2023, full set of construction plans were complete and being reviewed by claims adjuster. As of 10/31/2023, plans were submitted to the local governments for permit review. As of 12/31/2023, a contract was executed and building permits were expected by 1/31/2024. As of 2/15/2024, owner was finalizing its building permit request to Hardee County. Permits expected to be issued by 3/31/2024. As of 4/1/2024, architect was working on plan revisions recommended by Hardee County. As of 5/31/2024, Foundation permits issued and Notice of Commencement filed to apply for building permits. Application for building permits are pending architect review of truss drawings. As of 7/15/2024, temporary power was installed and the site was cleared for staging. Foundation work started 7/1/2024, with underground plumbing and electrical to follow. Tentative completion date is March 2025.	9
Total											9	

**Exhibit D**  
**Hurricane Eta (FEMA-3551\_FL) Damage Assessment**  
**as of 7/15/2024**

Development	City	County	Demographic	# Units	Damage reported	Current Status	# Displaced Households
Glorieta Gardens	Opa Locka	Miami-Dade	Family	330	Flood damage to first floor units of two (2) buildings	<p>According to management, the Local government agreed to issue permits to begin demolition work. However, commencement of work was dependent on a damaged storm drain line that extends from the property to a city-owned canal. As of 2/15/2021, management reported building permits were secured and all households had been relocated. Owners anticipated having the units back online by 4/30/2021. As of 4/9/2021, management reported the households had all been relocated to either a hotel or another unit at the development. As of 5/15/2021, management reported the completion had been extended to 7/31/2021 and there were 28 households displaced. As of 6/30/2021, management reported there were 26 households displaced. As of 7/31/2021, management reported there were 19 households displaced and anticipated completion date was October 31, 2021. As of 9/30/2021, management reported there were 43 units out of service and 15 households displaced. According to management, no work was completed due to a shortage in supplies/materials. Contractors had placed material and supply orders directly through the manufacturers to expedite delivery. Anticipated completion date was March 31, 2022. As of 2/15/2022, management reported 13 households displaced and the anticipated completion date was 3/31/2022. As of 3/31/2022, management reported 13 households were in hotels. Seven (7) units were ready for move-in on 3/31/2022. However, according to management, inspection backlogs within the City of Opa Locka Building Dept. delayed receipt of Certificates of Occupancy. As of 5/31/2022, management reported 24 units out of service and 8 households displaced. However, by Thursday, 6/2/2024 only one tenant was anticipated to remain in a hotel. Pending additional site work, the new anticipated completion date was June 30, 2022. As of 8/31/2022, management reported 16 units out of service with 1 household displaced. As of 3/31/2023, management reported only one (1) unit remained out-of-service from flooding caused by Hurricane Eta and no households were displaced. As of 5/15/2023, management reported one (1) unit remained out-of-service while awaiting air quality testing and final inspection. As of 6/15/2023, management reported the unit had been fully inspected and a new tenant had a scheduled move-in date of June 28th. Since that time and as of 7/15/2024, management reports the final unit remains unoccupied.</p>	1

**Exhibit E**  
**May 2024 Tornadoes and Severe Storms- Progress Report on Reconstruction and Re-housing of Displaced Households**  
**as of 7/15/2024**

HFA#	Development Name	City	County	Total Units	Total Bldgs.	# of Buildings Damaged	# of Units Damaged	Estimated Damage	Construction Progress as of 7/15/2024	Households Displaced as of 7/15/2024
3261	Ekos at Magnolia Oaks	Tallahassee	Leon	110	1	3 (Residential)	2 (Window damage - Repaired)	LIMITED	Roof/Soffit Damage – Light roof damaged with missing shingles. No water intrusion due to roof damage was reported. Window Damage – 2 windows broken in 2 units. Accessory Buildings & Amenities – Pool had tree branches, leaves and pool furniture blown in, but no major damages. Landscape Trees Debris - Various tree limbs and branches fell across the community, damaging vinyl fences. One large tree fell across a fence and into the retention pond. All work was complete except for the fencing. Anticipated completion date was 6/30/2024. As of 7/15/2024, the fence company indicated the supplies arrived and work is scheduled to be completed by 8/15/24.	0
3472	Emery Cove	Tallahassee	Leon	96	1	1	0	LIMITED	Roof/Soffit Damage, Window Damage, Landscape Trees Debris Etc. - Encountered debris, Soffit damage near gutter at Building 1, and two (2) broken windows (double pane windows, only 1 pane was broken.) Windows have been repaired. As of 7/15/2024, all repairs are completed.	0
1140	Addison Place	Crestview	Okaloosa	160	8	1	0	LIMITED	Accessory Buildings & Amenities, Landscape Trees Debris Etc. - Gable damage to an accessory building (200 building). No estimated completion date given. As of 7/15/2024, the gable had not been reinstalled. Awaiting three quotes to move forward with repair.	0
1486	Hickory Hill	Tallahassee	Leon	128	12	3	3	MODERATE	Roof/Soffit Damage, Window Damage, Landscape Trees Debris Etc.- Building J had damage to the roof from a big tree that fell and the 400-amp service panel overhead risers that caused electrical issues. A tree fell on the roof of Bldg. E resulting in heavy water damage to 3 residential units. The building was tarped to prevent further water damage. Affected residents were relocated to vacant units. All repairs were completed on 5/29/2024.	0
2760	Kenwood Place	Tallahassee	Leon	112	5	1	0	LIMITED	Large tree blocking entrance was cleared within hours of the storm passing. Minor damage to roofing shingles, soffits and gutter was reported. No leaks or water damage reported. All work was completed with the exception of the fence. Anticipated completion date was 6/30/2024. Fence repair completion date is delayed until 9/30/2024.	0