

LEGAL

Action

I. LEGAL

A. Marlin Housing Partners, LP. v. Florida Housing Finance Corporation and MHP Miami I, LLC. FHFC Case No. 2023-093BP; DOAH Case No. 23-004932BID.

1. Background:

- a) This case concerns a protest filed against the preliminary awards for RFA 2023-203: Housing Credit Financing for Affordable Housing Developments Located in Miami-Dade County (the “RFA”). Florida Housing received 49 applications in response to the RFA. At the October 27, 2023, Board meeting, three applicants were preliminarily selected for funding, including application number 2024-181C for MHP Miami I, LLC’s (“MHP”) Ekos Kendall development. Application number 2024-200C for Marlin Housing Partners, LP’s (“Marlin Housing”) Residences at Westview Landing development was deemed eligible for funding but, according to the funding selection process outlined in the RFA, was not selected for funding.
- b) Marlin Housing timely filed a Formal Written Protest and Petition for Administrative Hearing (the “Petition”) challenging Florida’s Housing scoring and ranking of the RFA applicants. Specifically, Marlin Housing challenged the proximity points received by MHP, claiming that neither the medical facility nor the pharmacy listed in MHP’s application qualified to receive proximity points under the terms of the RFA.
- c) A Notice to Bidders was issued by Florida Housing informing all bidders that their substantial interests might be affected by the Petition. The intervenors timely filed Notices of Appearance and intervened in the matter. The Petition was referred to the Division of Administrative Hearings (“DOAH”).

2. Present Situation:

- a) Based upon the evidence provided during the litigation process, on January 18, 2024, Marlin Housing, Florida Housing, and MHP entered a Consent Agreement whereby the parties agreed that the medical facility and pharmacy provided in MHP’s application do not satisfy the definitions outlined in the RFA, that MHP’s application was not entitled to proximity points for either the pharmacy or the medical facility, and that MHP’s application is, therefore, ineligible for failing to achieve the minimum total proximity points required by the RFA. Under the selection process outlined in the RFA, application number 2024-200C for Marlin Housing’s Residences at Westview Landing development will be selected for funding in its place. A copy of the Consent Agreement is attached as [Exhibit A](#).
- b) Attached as [Exhibit B](#) is a spreadsheet listing the applications that have been or will be invited to credit underwriting if the Board adopts the forgoing Recommendations.

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3. Recommendation:

- a) Staff recommends the Board:
 - (1) Adopt the stipulated findings of the Consent Agreement;
and
 - (2) Issue a Final Order consistent with the same in this matter.

MULTIFAMILY PROGRAMS

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II. MULTIFAMILY PROGRAMS - ALLOCATIONS

A. RFA 2023-204 SAIL Financing for the Preservation of Elderly Developments

1. **Background:**

- a) On November 21, 2023, Florida Housing Finance Corporation (Florida Housing) issued RFA 2023-204 offering \$4,533,638 in SAIL Financing to be used in conjunction with Tax-Exempt Bonds and Non-Competitive Housing Credits for Applicants proposing the preservation of affordable, multifamily housing for the Elderly.
- b) The deadline for receipt of Applications was 3:00 p.m., Eastern Time, December 14, 2023.

2. **Present Situation:**

- a) Florida Housing received 4 Applications in response to this RFA. The Review Committee members, designated by the Chief Financial Officer, as Acting Executive Director, were Amanda DuSold, Multifamily Programs Manager (Chair), Bryan Barber, Multifamily Programs Allocations Manager, and Len Hardy, Multifamily Programs Cost Certification Manager. Each member of the Review Committee independently evaluated and scored their assigned portions of the submitted Applications, consulting with non-committee staff and legal counsel as necessary and appropriate.
- b) At its January 16, 2024, Review Committee meeting, the individual committee members presented their scores and the Committee carried out the funding selection process in accordance with Section Five, B. of the RFA. The individual scores are set forth on the RFA webpage and can be accessed here.
- c) The RFA 2023-204 All Applications chart (provided as [Exhibit A](#)) lists the eligible and ineligible Applications. The eligible Applications (i.e., Applications that met all criteria to be eligible to be considered for funding) and the ineligible Applications are listed in assigned Application Number order.
- d) The Review Committee considered the following motions:
 - (1) A motion for the Review Committee to approve the scoring results set out on [Exhibit A](#) and recommendations for funding as set out on [Exhibit B](#);
 - (2) A motion to recommend that the Board approve the scoring results set out on [Exhibit A](#) and recommendations for funding as set out on [Exhibit B](#).
- e) The motions passed unanimously.

3. **Recommendation:**

- a) Approve the Committee's recommendations that the Board, adopt the scoring results of the 4 Applications and authorize the tentative selection of the Application (set out on [Exhibit B](#)) for funding.

MULTIFAMILY PROGRAMS

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- b) If no notice of protest or formal written protest is filed in accordance with Section 120.57(3), Fla. Stat., et. al., staff will proceed to issue an invitation to enter credit underwriting to the Applications set out on [Exhibit B](#).
- c) If a notice of protest or formal written protest is filed in accordance with Section 120.57(3), Fla. Stat., et. al., then at the completion of litigation for the Applicant impacted by litigation, staff will present any Recommended Orders for Board approval prior to issuing an invitation to enter credit underwriting to the Applicant in the resulting funding range.
- d) There is \$2,244,726 in SAIL funding remaining. As provided in Section Five, B. of the RFA, any remaining funding will be distributed as approved by the Board.

MULTIFAMILY PROGRAMS

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B. RFA 2023-213 SAIL Funding for Live Local Mixed Income, Mixed-Use, and Urban Infill Developments

1. Background:

- a) On November 20, 2023, Florida Housing Finance Corporation (Florida Housing) issued RFA 2023-213 offering \$100 million in SAIL funding appropriated by the Live Local Act set forth in Section 420.50871, F.S., to be used in conjunction with Tax-Exempt Bonds and Non-Competitive Housing Credits, for Applicants proposing the development of affordable, multifamily housing that qualify as (i) Mixed-Income; and (ii) either an Urban Infill Development or a Mixed-Use Development for Families and the Elderly.
- b) The deadline for receipt of Applications was 3:00 p.m., Eastern Time, December 20, 2023.

2. Present Situation:

- a) Florida Housing received 71 Applications in response to this RFA. The Review Committee members, designated by the Chief Financial Officer, as Acting Executive Director, were Amanda DuSold, Multifamily Programs Manager (Chair), Bryan Barber, Multifamily Programs Allocations Manager, and Len Hardy, Multifamily Programs Cost Certification Manager. Each member of the Review Committee independently evaluated and scored their assigned portions of the submitted Applications, consulting with non-committee staff and legal counsel as necessary and appropriate.
- b) At its January 16, 2024, Review Committee meeting, the individual committee members presented their scores and the Committee carried out the funding selection process in accordance with Section Five, B. of the RFA. The individual scores are set forth on the RFA webpage and can be accessed here.
- c) The RFA 2023-213 All Applications chart (provided as [Exhibit C](#)) lists the eligible and ineligible Applications. The eligible Applications (i.e., Applications that met all criteria to be eligible to be considered for funding) and the ineligible Applications are listed in assigned Application Number order.
- d) The Review Committee considered the following motions:
 - (1) A motion for the Review Committee to approve the scoring results set out on [Exhibit C](#) and recommendations for funding as set out on [Exhibit D](#);
 - (2) A motion to recommend that the Board approve the scoring results set out on [Exhibit C](#) and recommendations for funding as set out on [Exhibit D](#).
- e) The motions passed unanimously.

MULTIFAMILY PROGRAMS

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3. **Recommendation:**

- a) Approve the Committee's recommendations that the Board, adopt the scoring results of the 71 Applications and authorize the tentative selection of the nine Applications (set out on [Exhibit D](#)) for funding.
- b) If no notice of protest or formal written protest is filed in accordance with Section 120.57(3), Fla. Stat., et. al., staff will proceed to issue an invitation to enter credit underwriting to the Applications set out on [Exhibit D](#).
- c) If a notice of protest or formal written protest is filed in accordance with Section 120.57(3), Fla. Stat., et. al., then at the completion of all litigation for those Applicants impacted by litigation, staff will present all Recommended Orders for Board approval prior to issuing invitations to enter credit underwriting to those Applicants in the resulting funding range. For those Applications in the funding range but not impacted by litigation, staff will issue invitations to underwriting as outlined in rule 67-48.0072(1), F.A.C.
- d) There is \$3,139,979 in SAIL funding remaining. As provided in Section Five, B. of the RFA, any remaining funding will be distributed as approved by the Board. Pursuant to Section Five, B.5. of the RFA (the Funding Selection Process), the first Application funded was the highest-ranking eligible Elderly, Mixed-Use Development and, "once this goal is met, no additional Elderly Developments will be selected for funding in this RFA." Once all goals were met, Applications that did not qualify as Elderly Mixed-Use Developments would be selected for funding, based on ranking, subject to the Funding Test.
- e) After the funding selection process was completed during the review committee meeting, the only remaining eligible Applications that could meet the funding test were Elderly Mixed-Use Developments; however, they could not be selected for funding based on the RFA language limiting any additional elderly developments from being selected for funding. Upon review of the intent of the RFA, staff finds it reasonable to utilize the remaining funding in the RFA to select a final application that meets the funding test regardless of demographic commitment. Therefore, staff recommends that for the last development funded in the waterfall of the ranking and funding selection process, the Board waive the language in the RFA limiting additional Elderly developments from being selected for funding and allow the last development selected for funding that meets the funding test to be selected for funding regardless of the demographic commitment. Staff further recommends the Board select the highest ranking eligible application to meet the funding test, regardless of demographic commitment, Application 2024-252S, with a total SAIL Request Amount of \$3,000,000, for funding. If approved, this leaves \$139,979 in SAIL funding remaining to be allocated as approved by the Board.
- f) If there is any litigation, the RFA requirement that only one Elderly Mixed-Use Development be funded would still apply unless after litigation, there is only enough remaining funding available to fully fund an Elderly Mixed-Use Development.

MULTIFAMILY PROGRAMS

Action

C. 2024 Rule Development

1. Background

- a) Staff would like to begin the rule development process by scheduling a rule development workshop to solicit comments concerning Rule Chapters 67-21 Non-Competitive Affordable Rental Housing Programs, and 67-48 Competitive Affordable Multifamily Rental Housing Programs, and the Qualified Allocation Plan (QAP) which is incorporated by reference in both rule chapters. Specifically, staff would like to open only Rules 67-21.002 and 67-48.002, the Definition rule under each rule chapter.

2. Present Situation

- a) Staff plans to hold a Rule Development Workshop in early February.

3. Recommendation

- a) Authorize staff to proceed with the 2024 rule development process, specifically Rules 67-21.002 and 67-48.002, F.A.C.

PROFESSIONAL SERVICES SELECTION (PSS)

Action

III. PROFESSIONAL SERVICES SELECTION (PSS)

A. Request for Proposals (RFP) 2023-05, for a Single Family Senior Manager and Investment Banking Services

1. Background:

- a) On May 8, 2023, Florida Housing staff issued a competitive solicitation for a Single Family Senior Manager and Investment Banking Services. A review committee was established to make a recommendation to the Board.

2. Present Situation:

- a) The deadline for receipt of responses was 2:00 p.m., June 7, 2023. A copy of the RFP is provided as [Exhibit A](#).
- b) Four proposals were received from:
- Loop Capital Markets LLC
 - Raymond James & Associates, Inc.
 - Stern Brothers & Co.
 - Wells Fargo Bank, N.A.
- c) Members of the review committee were Tamara Alford (Chairperson), Mortgage Pipeline Manager; Michelle Connelly, Financial Manager; Sandy Smith, Homebuyer Loan Programs Manager; Melanie Weathers, Finance Director; and Chip White, Homebuyer Loan Programs Director.
- d) Each member of the review committee individually reviewed the proposals prior to convening for the Review Committee meeting which was held at 2:00 p.m., January 11, 2024.
- e) At the January 11th meeting, the review committee provided final scores for the response. The score sheet is provided as [Exhibit B](#).

3. Recommendation:

- a) The review committee recommends that Florida Housing enter into contract negotiations with Raymond James & Associates, Inc. Should negotiations with that firm fail, the committee recommends that Florida Housing enter into contract negotiations with Wells Fargo Bank, N.A. Should contract negotiations fail with both firms, the committee recommends issuing a subsequent competitive solicitation for these services at a later date.
- b) Staff further recommends that any agreement entered into under this item run through August 13, 2026, which is the same end date as the current investment banker agreements.

PROFESSIONAL SERVICES SELECTION (PSS)

Action

B. Request for Qualifications (RFQ) 2023-07 REBID, for Investment Manager Services

1. Background:

- a) On November 7, 2023, Florida Housing staff issued a competitive solicitation for Investment Manager Services. A review committee was established to make a recommendation to the Board.

2. Present Situation:

- a) The deadline for receipt of responses was 2:00 p.m., December 12, 2023. A copy of the RFQ is provided as [Exhibit C](#).
- b) Ten proposals were received from:
- Amundi Asset Management US, Inc.
 - Buckhead Capital Management, LLC
 - Chandler Asset Management, Inc.
 - Deep Blue Investment Advisors, Wertz York Capital Management Group, LLC
 - Garcia, Hamilton & Associates, L.P.
 - Insight Investment Management Limited
 - Lord Abbett & Co. LLC
 - MetLife Investment Management
 - Neuberger Berman Group LLC
 - PFM Asset Management LLC
- c) Members of the review committee were Denise Monzingo (Chairperson), Assistant Comptroller; Michelle Connelly, Financial Manager; Kenny Derrickson, Assistant Comptroller; Dinee Haddan, Accounting Administrator; and Tammy Mixon, Program Accounting Manager.
- d) Each member of the review committee individually reviewed the proposals prior to convening for the Review Committee meeting which was held at 2:00 p.m., January 10, 2023.
- e) At the January 10th meeting, the review committee provided final scores for the response. The score sheet is provided as [Exhibit D](#).

3. Recommendation:

- a) The review committee recommends that Florida Housing enter into contract negotiations with the top three highest scoring respondents: MetLife Investment Management; PFM Asset Management LLC; and Chandler Asset Management, Inc. If negotiations with one or more of these firms fail, the committee recommends entering into contract negotiations with the fourth-highest scoring respondent, Insight Investment Management Limited.

PROFESSIONAL SERVICES SELECTION (PSS)

Action

C. Single Source Procurement for a Davis-Bacon Software Solution

1. **Background:**

- a) The Davis–Bacon Act of 1931 is a United States federal law that establishes the requirement for paying the local prevailing wages on public works projects. Florida Housing and its partners are subject to these requirements when building developments that are primarily funded by the U.S. Department of Housing and Urban Development (HUD), e.g., when using HOME or Community Development Block Grant – Disaster Recovery (CDBG-DR) funds. Section 3 requires recipients of HUD funding to direct employment, training and contracting opportunities to low-income individuals and the businesses that employ these persons within their community. Section 3 is also applicable to developments that are primarily funded by HUD funds like HOME and CDBG-DR but also includes National Housing Trust Fund (NHTF) dollars as well.
- b) In 2015, HUD contracted with Elation Systems, Inc., to improve HUD's Davis-Bacon and Section 3 oversight and compliance for federally funded and/or assisted construction projects receiving HUD grants, loans, loan guarantees and/or insurance. Certain HUD-funded partners were then directed to use Elations' system to assist with managing prevailing wage data.
- c) Compliance with Davis-Bacon and Section 3 during construction is performed on Florida Housing's behalf by its contracted construction loan servicers Seltzer Management Group, First Housing Development Corporation and AmeriNat Community Services. All three of these firms have been onboarded into Elations' system and the transition from a manual reporting process to the electronic system has been beneficial for all stakeholders involved.

2. **Present Situation:**

- a) Florida Housing's current contract with Elation Systems, Inc., expires on March 21, 2024.
- b) While Florida Housing is not on the list of partners that have been identified as mandatory users of the system, there are notable benefits that the software system provides that no other vendor on the market currently does, including:
 - Extracting payroll data from the developers' system rather than via manual data entry;
 - Immediately identifying any underpayments;
 - Running database checks so that developers are informed about any issues prior to certification and submission to the servicers; and
 - Transmitting all MBE/WBE and Section 3 reporting directly to the U.S. Dept. of Housing and Urban Development.

3. **Recommendation:**

- a) Staff recommends that the Board direct staff to proceed with entering into a new, one-year single source contract with Elation Systems, Inc., for their Davis-Bacon and Section 3 software solution.

SPECIAL PROGRAMS

Action

IV. SPECIAL PROGRAMS

A. Multifamily Middle Market Certification - Rule Development

1. **Background:**

- a) The Multifamily Middle Market Certification program was created under The Live Local Act and implemented in s. 196.1978, F.S.
- b) Florida Housing was given authority by the Legislature to adopt rules to implement the program in paragraph 196.1978(3)(n), F.S.
- c) Staff would like to begin the rule development process by (i) creating a new rule chapter for the Multifamily Middle Market Certification; and (ii) scheduling a rule development workshop to solicit comments concerning the rule.
- d) Included in the new rule will be any amendments made during the 2024 Legislative session.

2. **Present Situation:**

- a) If approved, staff will schedule a rule development workshop to be held at the conclusion of the 2024 Legislative session.

3. **Recommendation:**

- a) Authorize staff to proceed with Multifamily Middle Market Certification rule development.

STATE OF FLORIDA
DIVISION OF ADMINISTRATIVE HEARINGS

HTG SKYVIEW, LTD.
Petitioner,

DOAH Case No. 23-0004931BID

v.

FLORIDA HOUSING
FINANCE CORPORATION

Respondent

and

QUAIL ROOST TRANSIT
VILLAGE V, LTD.

Intervenor.

_____/

MARLIN HOUSING
PARTNERS, LP
Petitioner,

DOAH Case No.23-004932BID

v.

FLORIDA HOUSING
FINANCE CORPORATION

Respondent.

and

MHP MIAMI I, LLC
Intervenor.

_____/

CONSENT AGREEMENT

Petitioner, Marlin Housing Partners (“Marlin Housing”), Intervenor MHP Miami I, LLC (“MHP Miami”) and Florida Housing Finance Corporation (“Florida Housing”) by and through

undersigned counsel, hereby present the following Consent Agreement in accordance with Section 120.57(4), Florida Statutes.

PRELIMINARY STATEMENT

1. On July 7, 2023, Florida Housing issued *RFA 2023-203 Housing Credit Financing for Affordable Housing Developments Located in Miami-Dade County* (the “RFA”).

2. Marlin Housing submitted Application No. 2024-200C in response to the RFA. MHP Miami submitted Application No. 2024-181C.

3. Florida Housing received 48 eligible Applications in response to the RFA.

4. The designated Review Committee recommended that Florida Housing’s Board of Directors (the “Board”) find certain Applications eligible including Marlin Housing and MHP Miami. The Review Committee further recommended that the Board select MHP Miami’s Application for funding under the Family Development that qualified for the Geographic Area of Opportunity/SADDA goal.

5. At the October 27, 2023, Board meeting, the Board approved the preliminarily funding recommendations from the Review Committee.

6. Marlin Housing timely filed its Notice of Intent to Protest followed by a Formal Written Protest and Petition for Administrative Hearing (the “Petition”) challenging the eligibility of MHP Miami for the Proximity Funding Preference and Minimum Proximity Points. The Petition was forwarded to the Division of Administrative Hearings (“DOAH”) and a formal administrative Hearing is scheduled to commence on January 26, 2024.

7. Florida Housing issued a Notice to All Bidders on the RFA. The Notice informed all bidders that their substantial interests might be affected by the disposition of Marlin Housing’s Petition and advised bidders of their opportunity to intervene.

8. MHP Miami timely filed a Notice of Appearance by a Named Party.

STIPULATED FINDINGS

9. Florida Housing is a public corporation that is organized to provide welfare by administering the governmental function of financing and refinancing housing and related facilities in the State of Florida.

10. Chapter 67-60, Florida Administrative Code, establishes the procedures by which Florida Housing administers the competitive solicitation funding process for the allocation of funding.

11. The RFA was issued pursuant to and in accordance with Rule 67-60.003, Florida Administrative Code, and is adopted and incorporated by reference.

12. MHP Miami Application is ineligible for failing to achieve the Required Minimum Total Proximity Points. Specifically, MHP Miami provided Lifesaver Pharmacy (“Pharmacy”) and the Country Walk Family Medicine (“Medical Facility”) as Community Services. Unknowingly, the Pharmacy and Medical Facility failed to satisfy the definition of Pharmacy and Medical Facility as set forth in the RFA. Based upon the discovery conducted to date and these stipulated facts, the parties agree that MHP Miami should have received zero points for both its Pharmacy and Medical Facility, resulting in MHP Miami failing to achieve the Required Minimum Total Proximity Points of 10.5.

13. By entering into this Agreement, MHP Miami denies any wrongdoing or intentional misrepresentation, and neither Florida Housing nor Marlin Housing asserts any wrongdoing or intentional misrepresentation by MHP Miami.

14. The Parties agree that this Agreement does not constitute the withdrawal of an Application by MHP Miami, or by its Developer or Financial Beneficiary of the Applicant or Developer, and

shall not result in any points loss, preference, loss, ineligibility determination penalty or negative impact in any pending or future Florida Housing program.

STIPULATED CONCLUSIONS OF LAW

15. Considering the foregoing stipulated facts and to avoid the time, expense, and uncertainty of litigation, the parties agree that MHP Miami's Application in RFA 2023-202 is ineligible. The Parties further agree that pursuant to the funding and selection process outlined in the RFA, Marlin Housing is selected for funding subject to Credit Underwriting requirements.

16. The undersigned attorneys represent that they have the authority to execute this Consent Agreement on behalf of their respective clients.

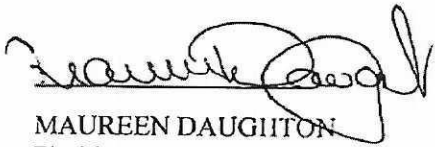
17. Pursuant to Sections 120.569 and 120.57 (3), Florida Statutes, and Chapter 67-60, Florida Administrative Code, the Florida Housing Board has jurisdiction over the parties to this proceeding.

18. With the execution of this Agreement the Parties will file a Joint motion to relinquish jurisdiction of this proceeding at DOAH to allow the Board to take final agency action.

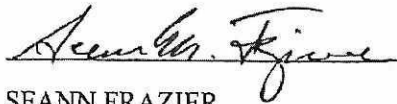
19. This Consent Agreement is subject to approval of the Board. If the Board does not approve this Consent Agreement, no Final Order will be issued, and this Consent Agreement shall be null and void as if it were never executed. The Parties agree that in the event the Board does not approve this Agreement, Marlin Bay shall be allowed to reopen its challenge at DOAH.

20. The parties waive all rights to appeal this Consent Agreement and the Final order to be issued in this case. Each party shall bear its own costs and attorney's fees.

Respectfully signed this 18th day of January 2024.



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Total HC Available for RFA	9,481,390.00
Total HC Allocated	10,375,200.00
Total HC Remaining	(893,810.00)

Application Number	Name of Development	Name of Authorized Principal Representative	Name of Developers	Demo	Total Units	HC Request Amount	Eligible For Funding?	Priority Level	Family Demo and qualifies for the Geographic Area of Opportunity / HUD-designated SADDA Funding Goal?	Urban Center?	Tier of Urban Center?	Total Points	Development Category Funding Preference	Leveraging Classification	Proximity Funding Preference	Florida Job Creation Preference	Lottery Number
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One proposed Family Development that qualifies for the Geographic Areas of Opportunity/SADDA Goal

2024-200C	Residences at Westview Landing	Robert Hoskins	NuRock Development Partners Inc.; R Howell Development, LLC; R Block Development, LLC	F	130	\$3,458,400	Y	1	Y	Y	2	20	Y	A	Y	Y	16
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One proposed Development that selected the Demographic Commitment of Elderly (Non-ALF)

2024-195C	Princeton Manor	Lewis V Swezy	RS Development Corp	E, Non-ALF	132	\$3,458,400	Y	1	N	Y	1	20	Y	A	Y	Y	1
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One proposed Development that qualifies for the Urban Center/MetroRail Station Designation

2024-198C	Quail Roost Transit Village V	Kenneth Naylor	Quail Roost V Development, LLC	E, Non-ALF	106	\$3,458,400	Y	1	N	Y	1	20	Y	A	Y	Y	2
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RFA 2023-204 - All Applications

Application Number	Name of Development	County	County Size	Name of Authorized Principal Representative	Name of Developer	Demo	Units	Total SAIL Request Amount (SAIL plus ELI)	MMRB Request Amount	Non Competitive HC Request Amount	Eligible For Funding?	Total Points	Age of Development Preference	RA Level 1,2, or 3 Preference	ESS Construction Funding Preference	Corporation Funding PSAU	A/B Leveraging	RA Level	Florida Job Creation Preference	Lottery Number
2024-216S	Riverside Park Apartments	Duval	L	Darren Smith	SHAG Riverside Developer, LLC	E, Non-ALF	90	4,533,638		\$1,054,564	Y	5	Y	Y	Y	50,373.76	A	1	Y	4
2024-217BS	Magnolia Gardens	Volusia	M	Mark J. Kemp	Mansermar Development, LLC; Rebuild America of Florida, Inc.; Collaborative Housing Solutions, Inc.	E, Non-ALF	88	4,533,638	\$10,900,000	\$788,548	Y	10	N	Y	N	45,852.70	A	1	Y	3
2024-218BS	Sandpiper Run	Lee	M	Matthew D. Rule	National Church Residences	E, Non-ALF	60	2,338,300	\$4,130,000	\$347,502	Y	10	N	Y	N	37,802.42	A	1	Y	2
2024-219BS	Reserve at Indian Hill	Orange	L	Matthew D. Rule	National Church Residences	E, Non-ALF	70	2,288,912	\$4,020,000	\$303,247	Y	10	N	Y	N	30,370.05	A	1	Y	1

RFA 2023-204 – Review Committee Recommendations

Total SAIL Funding	4,533,638
Total SAIL Allocated	2,288,912
Total SAIL Remaining	2,244,726

Application Number	Name of Development	County	County Size	Name of Authorized Principal Representative	Name of Developer	Dev Category	Development Type	Demo	Units	Total Request Amount (SAIL plus ELI)	MMRB Request Amount	Non Competitive HC Request Amount	Eligible For Funding?	Total Points	Age of Development Preference	RA Level 1,2, or 3 Preference	ESS Construction Funding Preference	Corporation Funding PSAU	A/B Leveraging	RA Level	Florida Job Creation Preference	Lottery Number
2024-219BS	Reserve at Indian Hill	Orange	L	Matthew D. Rule	National Church Residences	P	G	E, Non-ALF	70	2,288,912	\$4,020,000	\$303,247	Y	10	N	Y	N	30,370.05	A	1	Y	1

RFA 2023-213 - All Applications

Application Number	Name of Development	County	County Size	Name of Authorized Principal Representative	Name of Developer	Demo	Total Live Local SAIL Request Amount (SAIL plus ELI)	Eligible For Funding?	Total Points	Mixed-Use Development	Youth Aging Out of Foster Care Goal	Publicly Owned Lands Development Goal	Elderly, Mixed-Use Development	Urban In-Fill Development	A/B/C Leveraging	Proximity Funding Preference	Florida Job Creation Preference	Lottery Number
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Eligible Applications

2024-220S	Blue Fort Harrison	Pinellas	L	Shawn Wilson	Blue FH Developer, LLC	F	9,975,000	Y	10	N	N	N	N	Y	C	Y	Y	24
2024-221BS	Palm Grove	Miami-Dade	L	Matthew A. Rieger	HTG Palm Grove Developer, LLC	E, Non-ALF	17,000,000	Y	15	Y	N	N	Y	N	B	Y	Y	32
2024-222BS	Oak Hills	Marion	M	Matthew A. Rieger	HTG Oak Hills Developer, LLC	E, Non-ALF	9,500,000	Y	15	Y	N	N	Y	N	C	Y	Y	12
2024-223BS	Skyview Lofts	Miami-Dade	L	Matthew A. Rieger	HTG Skyview Developer, LLC	F	11,898,000	Y	15	Y	Y	N	N	Y	B	Y	Y	13
2024-224S	Tallman Pines - Phase I	Broward	L	Matthew A. Rieger	HTG Tallman Villas Developer, LLC; Building Better Communities, Inc.	F	7,600,000	Y	15	N	Y	Y	N	Y	A	Y	Y	9
2024-225BS	Southward Village CNI Phase 2	Lee	M	Vincent R Bennett	Fort Myers Developer, LLC; Southwest Florida Affordable Development, LLC	F	5,000,000	Y	15	N	N	Y	N	Y	A	Y	Y	63
2024-226BS	Bayside Heights	Pinellas	L	J. David Page	Southport Development, Inc., a WA corporation doing business in FL as Southport Development Services, Inc.; Woda Southport Developer Inc.	F	8,400,000	Y	15	N	Y	N	N	Y	B	Y	Y	26
2024-227BS	Residences of Lake Worth Beach	Palm Beach	L	William T Fabbri	The Richman Group of Florida, Inc.	F	18,000,000	Y	15	N	N	N	N	Y	A	Y	Y	59
2024-228BS	Naranja Lakes Apartments	Miami-Dade	L	William T Fabbri	The Richman Group of Florida, Inc.	E, Non-ALF	17,868,400	Y	15	Y	N	N	Y	N	A	Y	Y	70
2024-229BS	Capri Place	Miami-Dade	L	William T Fabbri	The Richman Group of Florida, Inc.	F	15,165,500	Y	15	Y	N	N	N	Y	A	Y	Y	7
2024-230BS	The Atrium	Polk	M	J. David Page	Southport Development, Inc., a WA corporation doing business in FL as Southport Development Services, Inc.; Woda Southport Developer Inc.	F	11,500,000	Y	15	N	Y	N	N	Y	A	Y	Y	35

RFA 2023-213 - All Applications

Application Number	Name of Development	County	County Size	Name of Authorized Principal Representative	Name of Developer	Demo	Total Live Local SAIL Request Amount (SAIL plus ELI)	Eligible For Funding?	Total Points	Mixed-Use Development	Youth Aging Out of Foster Care Goal	Publicly Owned Lands Development Goal	Elderly, Mixed-Use Development	Urban In-Fill Development	A/B/C Leveraging	Proximity Funding Preference	Florida Job Creation Preference	Lottery Number
2024-231BS	Grace Village	Miami-Dade	L	Jacques F. Saint-Louis	Stone Soup Development, Inc.; Grace Evangelical Baptist Church, Inc.	E, Non-ALF	13,050,000	Y	15	Y	N	N	Y	N	B	Y	Y	45
2024-232S	Bella Vista at Deland Apartments	Volusia	M	Jay P. Brock	Atlantic Housing Partners, L.L.L.P.	F	9,295,800	Y	15	Y	N	N	N	N	B	Y	Y	15
2024-233S	Caribbean Isles	Miami-Dade	L	David O. Deutch	Pinnacle Communities, LLC; South Miami Heights Community Development Corporation	E, Non-ALF	10,000,000	Y	15	Y	N	N	Y	N	A	Y	Y	37
2024-234S	Deland Commons Apartments	Volusia	M	Scott Culp	Atlantic Housing Partners, L.L.L.P.	F	17,271,200	Y	15	N	N	N	N	Y	C	Y	Y	47
2024-236S	Rainbow Village II	Miami-Dade	L	Matthew A. Rieger	RGC Phase II Developer, LLC	F	17,000,000	Y	15	Y	Y	Y	N	Y	A	Y	Y	65
2024-237S	Riverbend Landings - Phase II	Seminole	M	Jay P. Brock	Atlantic Housing Partners, L.L.L.P.	F	4,441,521	Y	15	Y	N	N	N	N	A	Y	Y	8
2024-238S	Rolling Acres Reserve Apartments	Lake	M	Jay P. Brock	Atlantic Housing Partners, L.L.L.P.	F	8,671,300	Y	15	Y	N	N	N	N	C	Y	Y	33
2024-239BS	Southward Village CNI Phase 3	Lee	M	Vincent R Bennett	Fort Myers Developer, LLC; Southwest Florida Affordable Development, LLC	E, Non-ALF	6,000,000	Y	15	Y	N	Y	Y	N	A	Y	Y	57
2024-240BS	Century Crossing	Orange	L	J. David Page	Southport Development, Inc., a WA corporation doing business in FL as Southport Development Services, Inc.; Woda Southport Developer Inc.	F	8,800,000	Y	15	N	Y	N	N	Y	C	Y	Y	14
2024-241BS	Liberty Square Elderly	Miami-Dade	L	Alberto Milo, Jr.	Liberty Square Elderly Developer, LLC	E, Non-ALF	2,500,000	Y	15	Y	N	Y	Y	N	A	Y	Y	60
2024-242BS	Liberty Square Phase Five	Miami-Dade	L	Alberto Milo, Jr.	Liberty Square Phase Five Developer, LLC	F	6,250,000	Y	15	Y	Y	Y	N	Y	A	Y	Y	51
2024-243BS	Catherine Flon Estates	Miami-Dade	L	Nikul A. Inamdar	Catherine Flon Estates Developer, LLC	F	14,000,000	Y	15	Y	N	N	N	Y	A	Y	Y	36
2024-244BS	Gallery at SoMi Parc	Miami-Dade	L	Alberto Milo, Jr.	Gallery at SoMi Parc Developer, LLC	F	18,000,000	Y	15	Y	N	Y	N	Y	A	Y	Y	50

RFA 2023-213 - All Applications

Application Number	Name of Development	County	County Size	Name of Authorized Principal Representative	Name of Developer	Demo	Total Live Local SAIL Request Amount (SAIL plus ELI)	Eligible For Funding?	Total Points	Mixed-Use Development	Youth Aging Out of Foster Care Goal	Publicly Owned Lands Development Goal	Elderly, Mixed-Use Development	Urban In-Fill Development	A/B/C Leveraging	Proximity Funding Preference	Florida Job Creation Preference	Lottery Number
2024-245BS	Residences at Marina Village	Palm Beach	L	Alberto Milo, Jr.	Residences at Marina Village Developer, LLC	F	16,203,000	Y	15	N	N	Y	N	Y	A	Y	Y	17
2024-246BS	Poinciana Terrace	Orange	L	Kenneth Naylor	Poinciana Terrace Development, LLC	F	17,000,000	Y	15	N	N	N	N	Y	C	Y	Y	67
2024-247BS	Gallery at Rome Yards Phase 3A	Hillsborough	L	Alberto Milo, Jr.	Rome Yards Phase 3A Developer, LLC	F	17,853,300	Y	15	Y	N	Y	N	Y	A	Y	Y	39
2024-248S	Ekos Pembroke Park	Broward	L	Christopher L. Shear	Magellan Housing, LLC; MJHS Broward I Developer, LLC ; MHP Broward I Developer, LLC	E, Non-ALF	9,995,000	Y	15	Y	N	N	Y	N	A	Y	Y	5
2024-249S	Ekos on Collier	Collier	M	Christopher L. Shear	MHP Collier II Developer, LLC; Magellan Housing, LLC	F	11,995,000	Y	15	N	N	N	N	Y	A	Y	Y	1
2024-250BS	The Arbors at Naranja	Miami-Dade	L	Michael Ruane	ACRUVA Community Developers, LLC; CORE Miami Dade Developer, LLC	E, Non-ALF	13,200,000	Y	15	Y	N	N	Y	N	B	Y	Y	3
2024-251BS	Arbors at The Ridge	Lee	M	Daniel F. Acosta	ACRUVA Community Developers, LLC	F	13,800,000	Y	15	Y	Y	N	N	N	B	Y	Y	55
2024-252S	Metro Grande II	Miami-Dade	L	Mara S. Mades	Cornerstone Group Partners, LLC	E, Non-ALF	3,000,000	Y	15	Y	N	Y	Y	N	A	Y	Y	54
2024-253BS	Ninth Street Apartments	Manatee	M	C. Hunter Nelson	ECG Florida 2023 Developer, LLC	F	9,500,000	Y	15	N	N	N	N	Y	A	Y	Y	20
2024-254BS	Lakeside Lofts	Orange	L	C. Hunter Nelson	ECG Florida 2023 VII Developer, LLC	F	15,628,400	Y	15	N	N	N	N	Y	A	Y	Y	27
2024-255S	Oakhurst Trace	Pinellas	L	J. David Page	Southport Development, Inc., a WA corporation doing business in FL as Southport Development Services, Inc.; Woda Southport Developer Inc.	F	11,200,000	Y	15	N	Y	N	N	Y	A	Y	Y	28
2024-256BS	Horse Lake Apartments	Hernando	M	C. Hunter Nelson	ECG Florida 2023 V Developer, LLC	F	16,000,000	Y	15	Y	N	N	N	N	C	Y	Y	46
2024-257BS	Meadow Oaks	Orange	L	J. David Page	Southport Development, Inc., a WA corporation doing business in FL as Southport Development Services, Inc.; Woda Southport Developer Inc.	F	17,000,000	Y	15	N	Y	N	N	Y	C	Y	Y	41

RFA 2023-213 - All Applications

Application Number	Name of Development	County	County Size	Name of Authorized Principal Representative	Name of Developer	Demo	Total Live Local SAIL Request Amount (SAIL plus EJI)	Eligible For Funding?	Total Points	Mixed-Use Development	Youth Aging Out of Foster Care Goal	Publicly Owned Lands Development Goal	Elderly, Mixed-Use Development	Urban In-Fill Development	A/B/C Leveraging	Proximity Funding Preference	Florida Job Creation Preference	Lottery Number
2024-258BS	Santa Rosa Apartments	Orange	L	C. Hunter Nelson	ECG Florida 2023 VI Developer, LLC	F	16,902,200	Y	15	N	N	N	N	Y	A	Y	Y	21
2024-259BS	Fern Grove Phase Two	Orange	L	Ted Handel	BDG Fern Grove Phase Two Developer, LLC	E, Non-ALF	12,535,000	Y	15	Y	N	N	Y	N	C	Y	Y	53
2024-260S	Pinellas Heights II	Pinellas	L	Brian Evjen	Newstar Development, LLC; PCHA Development, LLC	E, Non-ALF	12,540,000	Y	15	Y	N	N	Y	N	A	Y	Y	38
2024-261S	DeSoto Workforce Housing	Manatee	M	J. David Heller	NRP Sunshine Development LLC	F	17,000,000	Y	15	Y	N	N	N	Y	B	Y	Y	11
2024-262S	Lake Saunders Apartments	Lake	M	Jay P. Brock	Atlantic Housing Partners, L.L.P.	F	16,996,054	Y	15	Y	N	N	N	N	B	Y	Y	2
2024-263BS	Osprey Landing	Miami-Dade	L	Michael Ruane	ACRUVA Community Developers, LLC; CORE Osprey Landing Developer, LLC	F	12,320,000	Y	15	N	N	N	N	Y	B	Y	Y	52
2024-264BS	Urick Street Apartments	Lake	M	C. Hunter Nelson	ECG Florida 2023 III Developer, LLC	F	10,750,000	Y	15	N	N	N	N	Y	A	Y	Y	6
2024-265BS	Perrine Village III	Miami-Dade	L	Kenneth Naylor	Perrine Development III, LLC	F	14,820,000	Y	15	N	N	Y	N	Y	A	Y	Y	56
2024-266BS	Kelley Commons	Broward	L	Kenneth Naylor	APC Kelley Commons Development, LLC; HEF Development, LLC	F	15,390,000	Y	15	Y	N	Y	N	Y	A	Y	Y	48
2024-267BS	CM Redevelopment Senior	Miami-Dade	L	Aaron Gornstein	Preservation of Affordable Housing LLC	E, Non-ALF	6,800,000	Y	15	Y	N	N	Y	N	A	Y	Y	61
2024-268BS	CM Redevelopment II	Miami-Dade	L	Aaron Gornstein	Preservation of Affordable Housing LLC	F	9,175,000	Y	15	N	N	N	N	Y	A	Y	Y	58
2024-269BS	Woodlock Manor Phase Two	Osceola	M	Ted Handel	BDG Woodlock Manor Phase Two Developer, LLC	E, Non-ALF	7,539,850	Y	15	Y	N	N	Y	N	C	Y	Y	69
2024-270BS	Mallorca Isles	Miami-Dade	L	Lewis V Swezy	RS Development Corp	F	10,400,000	Y	15	N	Y	N	N	Y	A	Y	Y	18
2024-271BS	Ivey Apartments	Orange	L	C. Hunter Nelson	ECG South Ivey Developer, LLC	F	7,860,000	Y	15	N	Y	N	N	Y	A	Y	Y	4

RFA 2023-213 - All Applications

Application Number	Name of Development	County	County Size	Name of Authorized Principal Representative	Name of Developer	Demo	Total Live Local SAIL Request Amount (SAIL plus ELI)	Eligible For Funding?	Total Points	Mixed-Use Development	Youth Aging Out of Foster Care Goal	Publicly Owned Lands Development Goal	Elderly, Mixed-Use Development	Urban In-Fill Development	A/B/C Leveraging	Proximity Funding Preference	Florida Job Creation Preference	Lottery Number
2024-272BS	Santa Cruz Isles	Miami-Dade	L	Lewis V Swezy	RS Development Corp	E, Non-ALF	15,500,000	Y	15	Y	N	N	Y	N	A	Y	Y	64
2024-273BS	Holden Avenue Apartments	Orange	L	C. Hunter Nelson	ECG Florida 2023 II Developer, LLC	F	9,100,000	Y	15	N	N	N	N	Y	A	Y	Y	30
2024-274S	Avery Place Apartments	Escambia	M	Renée Sandell	Paces Preservation Partners, LLC	F	13,890,000	Y	15	N	N	N	N	Y	C	Y	Y	31
2024-276BS	Arbours at Ocala	Marion	M	Sam Johnston	Arbour Valley Development, LLC	F	16,170,000	Y	10	N	Y	N	N	Y	C	Y	Y	22
2024-277S	Edison Towers II	Miami-Dade	L	Carol Gardner	TEDC Affordable Communities Inc.	E, Non-ALF	13,016,100	Y	15	Y	N	N	Y	N	A	Y	Y	68
2024-278BS	Notre Communauté	Miami-Dade	L	Stephanie Berman	Carrfour Supportive Housing, Inc.	F	18,000,000	Y	15	Y	Y	N	N	Y	A	Y	Y	40
2024-279BS	Lenox Avenue Apartments	Duval	L	C. Hunter Nelson	ECG Florida 2023 IV Developer, LLC	F	15,450,000	Y	15	N	N	N	N	Y	A	Y	Y	10
2024-280BS	Quail Roost Transit Village IV	Miami-Dade	L	Kenneth Naylor	Quail Roost IV Development, LLC	F	14,820,000	Y	15	N	N	Y	N	Y	B	Y	Y	42
2024-281BS	Vista at Springtree	Broward	L	Kenneth Naylor	APC Springtree Development, LLC; Dania Beach Quality Housing Solutions, Inc.	F	16,040,000	Y	15	Y	N	N	N	Y	A	Y	Y	16
2024-282BS	Lofts at Carver Theater	Miami-Dade	L	Kenneth Naylor	Carver Theater Development, LLC	F	7,980,000	Y	15	N	Y	Y	N	Y	B	Y	Y	43
2024-283BS	Cardinal Oaks Phase Two	Citrus	M	Paula McDonald Rhodes	Invictus Development, LLC; Urban Affordable Development, LLC; ADC Communities II, LLC	F	7,600,000	Y	15	Y	N	N	N	N	C	Y	Y	29
2024-284BS	Culmer Apartments II	Miami-Dade	L	Kenneth Naylor	APC Culmer Development II, LLC	E, Non-ALF	13,490,000	Y	15	Y	N	Y	Y	N	A	Y	Y	19
2024-285BS	Hillside Apartments	Hillsborough	L	J. David Page	Southport Development, Inc., a WA corporation doing business in FL as Southport Development Services, Inc.; Woda Southport Developer Inc.	F	16,000,000	Y	15	N	Y	N	N	Y	A	Y	Y	62
2024-286BS	Culmer Apartments III	Miami-Dade	L	Kenneth Naylor	APC Culmer Development III, LLC	F	17,000,000	Y	15	N	Y	Y	N	Y	A	Y	Y	25

RFA 2023-213 - All Applications

Application Number	Name of Development	County	County Size	Name of Authorized Principal Representative	Name of Developer	Demo	Total Live Local SAIL Request Amount (SAIL plus ELI)	Eligible For Funding?	Total Points	Mixed-Use Development	Youth Aging Out of Foster Care Goal	Publicly Owned Lands Development Goal	Elderly, Mixed-Use Development	Urban In-Fill Development	A/B/C Leveraging	Proximity Funding Preference	Florida Job Creation Preference	Lottery Number
2024-287S	Village of Valor	Palm Beach	L	Kathy S Makino-Leipsitz	Development Partners, Inc	F	4,950,000	Y	15	Y	N	N	N	Y	B	Y	Y	34
2024-288S	Union on Broadway	Palm Beach	L	Matthew A. Rieger	HTG Union Baptist Developer, LLC; The Spectra Organization, Inc.; The Union Missionary Baptist Church, Inc.	E, Non-ALF	11,875,000	Y	15	Y	N	N	Y	N	A	Y	Y	44
2024-289S	350 Overtown	Miami-Dade	L	Mario Procida	350 SFCLT TBP LLC	F	16,479,200	Y	15	Y	N	N	N	Y	B	Y	Y	66

Ineligible Applications

2024-275S	Kupfrian Manor	Escambia	M	Renée Sandell	Paces Preservation Partners, LLC	E, Non-ALF	11,805,000	N	15	N	N	N	N	N	C	Y	Y	23
2024-290BS	Orange on 14th	Manatee	M	Brian Swanton	Gorman & Company, LLC	F	17,000,000	N	15	Y	N	N	N	N	A	Y	Y	49

Withdrawn Application

2024-235S - withdrawn on 1/11/24	Howland Pointe Apartments	Volusia	M	Jay P. Brock	Atlantic Housing Partners, L.L.L.P.	F	9,682,578								A			71
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RFA 2023-213 – Review Committee Recommendations

Total Live Local SAIL Funding	100,000,000
Total Live Local SAIL Allocated	96,860,021
Total Live Local SAIL Remaining	3,139,979

To ensure an appropriate amount of funding is available for future RFAs that will fund additional projects meeting the criteria outlined in s. 420.50871(1)(a)-(d), the Corporation will award a maximum of \$62,000,000 to Applications that do not qualify for any of the following: the Elderly Mixed-Use Development Goal; the Public Lands Development Goal; or the Youth Aging Out of Foster Care Goal.

Total Live Local SAIL Funding allocated to Developments that do not qualify for these goals:	\$ 57,802,021.00
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Application Number	Name of Development	County	County Size	Authorized Principal Representative	Name of Developer	Demo	Units	Total Live Local SAIL Request Amount (\$SAIL plus ELI)	Total Points	Mixed-Use Development	Youth Aging Out of Foster Care Goal	Publicly Owned Lands Development Goal	Elderly, Mixed-Use Development	Urban In-Fill Development	A/B/C Leveraging	Proximity Funding Preference	Florida Job Creation Preference	Lottery Number
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Goal to fund one Elderly, Mixed-Use Development

2024-248S	Ekos Pembroke Park	Broward	L	Christopher L. Shear	Magellan Housing, LLC; MJHS Broward I Developer, LLC ; MHP Broward I Developer, LLC	E, Non-ALF	150	9,995,000	15	Y	N	N	Y	N	A	Y	Y	5
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Goal to fund one Public Lands Development

2024-245BS	Residences at Marina Village	Palm Beach	L	Alberto Milo, Jr.	Residences at Marina Village Developer, LLC	F	148	16,203,000	15	N	N	Y	N	Y	A	Y	Y	17
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Goal to fund one Family Development that qualifies for the Youth Aging Out of Foster Care Goal

2024-271BS	Ivey Apartments	Orange	L	C. Hunter Nelson	ECG South Ivey Developer, LLC	F	131	7,860,000	15	N	Y	N	N	Y	A	Y	Y	4
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Goal to fund at least one Urban Infill Development, if not met above
met above

Goal to fund at least one Mixed-Use Development, if not met above
met above

Remaining Funding

2024-249S	Ekos on Collier	Collier	M	Christopher L. Shear	MHP Collier II Developer, LLC; Magellan Housing, LLC	F	160	11,995,000	15	N	N	N	N	Y	A	Y	Y	1
2024-264BS	Urick Street Apartments	Lake	M	C. Hunter Nelson	ECG Florida 2023 III Developer, LLC	F	150	10,750,000	15	N	N	N	N	Y	A	Y	Y	6
2024-229BS	Capri Place	Miami-Dade	L	William T Fabbri	The Richman Group of Florida, Inc.	F	180	15,165,500	15	Y	N	N	N	Y	A	Y	Y	7
2024-237S	Riverbend Landings - Phase II	Seminole	M	Jay P. Brock	Atlantic Housing Partners, L.L.L.P.	F	50	4,441,521	15	Y	N	N	N	N	A	Y	Y	8
2024-279BS	Lenox Avenue Apartments	Duval	L	C. Hunter Nelson	ECG Florida 2023 IV Developer, LLC	F	200	15,450,000	15	N	N	N	N	Y	A	Y	Y	10
2024-225BS	Southward Village CNI Phase 2	Lee	M	Vincent R Bennett	Fort Myers Developer, LLC; Southwest Florida Affordable Development, LLC	F	87	5,000,000	15	N	N	Y	N	Y	A	Y	Y	63

REQUEST FOR PROPOSALS (RFP) 2023-05

SINGLE FAMILY SENIOR MANAGER AND INVESTMENT BANKING SERVICES

for

FLORIDA HOUSING FINANCE CORPORATION

May 8, 2023

SECTION ONE
INTRODUCTION

Florida Housing Finance Corporation (“Florida Housing”) is soliciting competitive, sealed responses from qualified firms to provide Single Family Senior Manager and Investment Banking services in accordance with the terms and conditions set forth in this Request for Proposals (RFP), and any other term and condition in any contract subsequently awarded. Respondents will be selected and determined through Florida Housing’s review of each response, considering the factors identified in this RFP. Florida Housing expects to select one Respondent that proposes to provide all of the services specified in this RFP and join the existing team of Single Family Senior Managers. Firms already engaged to provide the services outlined in the RFP need not respond.

SECTION TWO
DEFINITIONS

For purposes of this document, the following terms will be defined as follows:

“Board”	The Board of Directors of Florida Housing Finance Corporation.
“Committee”	The review committee composed only of employees of Florida Housing that is established pursuant to Rule 67-49.007, Fla. Admin. Code.
“Contractor”	A person or entity providing the professional services described in Section Four of this RFP.
“Days”	Calendar days, unless otherwise specified.
“Effective Date”	The date the last party signs the contract that is awarded as a result of this RFP.
“Florida Housing”	Florida Housing Finance Corporation, a public corporation and public body corporate and politic created by Section 420.504, Fla. Stat.
“Respondent”	Any person or entity who has the capability in all respects to perform fully the requirements contained in this RFP, and submits a response to this RFP.
“Response”	The written submission by a Respondent to this RFP.
“RFP”	This RFP, including all exhibits referenced in this document and all other documents incorporated by reference.
“Website”	The Florida Housing Finance Corporation website, the URL of which is www.floridahousing.org .

**SECTION THREE
PROCEDURES AND PROVISIONS**

A. Respondents will submit their Response to:

<https://www.floridahousing.org/legal/procurements/RFP-2023-05-Document-Upload>

Florida Housing must receive the entire Response on or before 2:00 p.m., Eastern Time, on June 7, 2023, as Responses will be opened at that time. Any Responses received after the deadline will be considered non-responsive. One complete copy of the response in PDF format is preferred, unless specified otherwise in Section Six below, and the file name ought to contain a reference to both the solicitation number (RFP 2023-05) and the name of the Respondent. Please note that the site will ask for the Respondent's contact information and the solicitation number prior to being able to upload the Response. Florida Housing will not accept a mailed or faxed Response.

B. This RFP does not commit Florida Housing to award a contract to any Respondent or to pay any costs incurred in the preparation or mailing of a Response.

C. All services under the contract awarded are to be performed solely by the Contractor, unless subcontracted or assigned with the prior written approval and consent of Florida Housing.

D. Florida Housing reserves the right to:

1. Waive minor deficiencies and informalities;
2. Accept or reject any or all Responses received as a result of this RFP;
3. Obtain information concerning any or all Respondents from any source;
4. Request an oral interview before the Board from any or all Respondents;
5. Select for contract negotiation or for award a Response other than (or in addition to) that with the highest score in order to serve the best interests of Florida Housing and the public; and
6. Negotiate with the successful Respondent with respect to any additional terms or conditions of the contract.

E. Any interested party may submit any question regarding this RFP in writing via e-mail to the Contract Administrator at Contract.Admin@floridahousing.org. All questions must be submitted no later than 2:00 p.m., Eastern Time, on May 17, 2023. Phone calls will not be accepted. Florida Housing expects to respond to all questions in writing by 5:00 p.m., Eastern Time, on May 24, 2023. Florida Housing will post a copy of all questions received and the corresponding answers on Florida Housing's website at:

<http://www.floridahousing.org/legal/procurements/request-for-proposals>.

Only written responses or statements from the Contract Administrator that are posted on our website will bind Florida Housing. No other means of communication, whether oral or written, may be construed as an official response or statement from Florida Housing.

F. Between the release of the solicitation and the end of the 72-hour period following the posting of the notice of intended award, respondents to this solicitation or persons acting on their behalf may not contact any member of Florida Housing's Board of Directors or any Florida Housing employee concerning any aspect of this solicitation, except in writing to the Contract Administrator. Violation of this provision may be grounds for rejecting a response.

G. Any person who wishes to protest the specifications of this RFP must file a protest in compliance with Section 120.57(3), Fla. Stat., and Rule Chapter 28-110, Fla. Admin. Code. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat., will constitute a waiver of proceedings under Chapter 120, Fla. Stat.

H. The term of the contract will be for three years, subject to satisfactory performance at the sole discretion of Florida Housing.

I. Florida Housing is not required to use the services of any selected Contractor or to assign any work to such provider, and may terminate the contract with any selected Contractor without cause and without penalty.

J. Pursuant to Rule 67-49.004, Fla. Admin. Code, Florida Housing may modify the terms of the RFP at any point prior to the due date for Responses. A notice of such modification will be posted on Florida Housing's Website. Any Respondent will have at least seven days from the date of the posting of the notice of the modification to submit or modify its Response.

K. The terms of this RFP, and any modifications thereto, will be incorporated into any contract offered as a result of this RFP. Failure of a successful Respondent to accept these obligations in the final contract may result in cancellation of the award.

SECTION FOUR

SCOPE OF SERVICES

A. Single Family Senior Manager(s)

1. Services to be provided in connection with any Florida Housing Single Family bond issue include, but are not limited to, the following:

a. In consultation with Florida Housing's Municipal Advisor and Cash Flow Provider, recommend the optimum bond structure for specific debt issuances and alternatives to minimize overall debt service costs while advising Florida Housing on the various risks.

b. Recommend structures that will assist in down payment assistance creation as well as cost effective ways to provide low mortgage rates.

- c. Prepare ongoing weighted average rate analyses to determine the creation and use of zeroes in the indenture.
- d. Prepare and/or review preliminary, interim, and final stand-alone cash flows as requested.
- e. Prepare arbitrage runs as requested.
- f. Assist with drafting and reviewing relevant documents such as official statements, resolutions, and presentations to Florida Housing. Some of these documents will be for the purpose of obtaining Board and Fiscal Determination approval. .
- g. Work directly with the rating agencies to provide them with the information needed and answer their questions in order to acquire a rating for the bonds to be issued.
- h. Prepare a final pricing book after the pricing of each bond sale for distribution to Florida Housing. The following information must be included: a summary of the key points of a bond sale including the date, amount and interest rate of each maturity; true interest cost; a copy of the pricing wire, a summary of the sources and uses of funds, a breakdown of the underwriter's takedown, management fee and expenses; a comparison of the interest rates and yields to other comparable issues in the market, and any applicable articles regarding current market indicators and credit market comments. The comparables should include preliminary and final wires for other HFA deals done within the range of 30 days prior through 15 days after Florida Housing's institutional pricing.
- i. Pre-marketing and marketing of Florida Housing's bonds.
- j. Provide proposed wires at least fifteen minutes prior to any call where marketing of the bonds will be discussed, and a release granted by Florida Housing.
- k. Provide Florida Housing with the preliminary and final pricing wires and offering scales to be reviewed and approved prior to publication.
- l. Provide Florida Housing with a detailed list of orders and allocations, to be approved by Florida Housing.
- m. Provide such other program and bond related investment banking services as requested by Florida Housing.
- n. Identify new strategies and initiatives as well as new ideas which could be utilized by Florida Housing to further enhance Florida Housing's operations and the performance of Florida Housing's programs as well as its overall goals.
- o. Coordinate with the Guaranteed Investment Broker, if used by FHFC, for the bidding of program and float fund accounts.

2. The following services will be provided on an on-going basis:
 - a. Provide assistance in financial planning and the use of indenture assets and optimizing volume cap throughout the year.
 - b. Keep Florida Housing informed about housing programs and/or financing structures previously implemented or being implemented by other issuers.
 - c. Periodically review Florida Housing's debt redemption provisions and recommend, when appropriate, debt refunding and/or refinancing.
 - d. Assist Florida Housing in maintaining and improving its current and future ratings from various rating agencies.
 - e. Assist in providing a broader market for Florida Housing's bonds including organizing and holding investor presentations when appropriate.
 - f. Assist Florida Housing in maintaining its continuous lending program through the use of alternative practices to sell the SF loans, when it is not prudent to sell bonds including but not limited to purchasing mortgage-backed securities through the TBA market.
 - g. Provide a secondary market for Florida Housing's bonds.
 - h. Provide such other bond and non-bond-related investment banking services as requested by Florida Housing, including, but not limited to, letters of credit, standby bond purchase agreements, ISDA master agreements, master repurchase agreements, and master securities forward transaction agreements, to the extent that your firm offers such services to municipal issuers.
 - i. Provide upon request, Florida specific data on housing, homebuyers and the economy.

SECTION FIVE **CERTIFICATION**

Do not reproduce the language of Section Five in the Response. By inclusion and execution of the statement provided in Section Six, subsection I, of this RFP, each Respondent certifies that:

A. The Respondent submits this Response without prior understanding, agreement, or connection with any person or entity submitting a separate Response for the same services. However, any agreement with a person or entity with whom the Response is jointly filed and such joint filing is made clear on the face of the Response will be an exception so long as the Response is in all respects fair and without collusion or fraud.

B. Any material submitted in response to this RFP is a public record pursuant to Chapter 119, Fla. Stat., and subject to examination upon request, but only after Florida Housing provides a notice of decision pursuant to Section 120.57(3), Fla. Stat., or within 30 days after the Response is opened, whichever is earlier.

C. The Respondent, if awarded a contract under this RFP, will comply with Section 420.512(5), Fla. Stat. For the purpose of Section 420.512(5), Fla. Stat., “Prohibited Business Solicitation Communications” is defined by Section 420.503(34), Fla. Stat.

D. The Respondent further affirms it is in compliance with Section 420.512(5)(c), Fla. Stat.

E. The Respondent is in compliance with Section 287.133(2)(a), Fla. Stat.

F. The Respondent is in compliance with Section 448.095, Fla. Stat.

G. The Respondent understands and agrees to cooperate with any audits conducted in accordance with the provisions set forth in Section 20.055(5), Fla. Stat.

H. Pursuant to Section 119.0701(2)(b), Fla. Stat., the Respondent, if awarded a contract under this RFQ, will be required to comply with public records laws, specifically to:

1. Keep and maintain public records required by Florida Housing to perform the service.

2. Upon request from Florida Housing’s custodian of public records, provide Florida Housing with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.

3. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract if the contractor does not transfer the records to Florida Housing.

4. Upon completion of the contract, transfer, at no cost, to Florida Housing all public records in possession of the contractor or keep and maintain public records required by Florida Housing to perform the service. If the contractor transfers all public records to Florida Housing upon completion of the contract, the contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the contractor keeps and maintains public records upon completion of the contract, the contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to Florida Housing, upon request from Florida Housing’s custodian of public records, in a format that is compatible with Florida Housing’s information technology systems.

If the Contractor has questions regarding the application of Chapter 119, Florida Statutes, to the Contractor's duty to provide public records relating to this contract, contact the Corporation Clerk at:

Corporation Clerk
227 N. Bronough Street, Suite 5000
Tallahassee, Florida 32301-1329
Phone: 850.488.4197
E-mail: Corporation.Clerk@floridahousing.org

Notwithstanding anything contained herein to the contrary, the provisions and requirements of this paragraph will only apply if and when the Contractor is acting on behalf of Florida Housing.

I. The Respondent acknowledges that if awarded a contract it will be prohibited from engaging in activities in connection with services related to Florida Housing transactions that produce direct or indirect financial gain for the Respondent other than for the compensation agreed upon in the contract that results from this RFP, unless that Respondent has Florida Housing's written consent after Florida Housing has been fully informed of such activities in writing.

J. The Respondent acknowledges that if awarded a contract it will be prohibited from engaging in any actual, apparent, or potential conflict of interest. Should any such actual, apparent, or potential conflict of interest come into being subsequent to the effective date of the contract and prior to the conclusion of the contract, the Respondent will provide written notification (Notice of Conflict of Interest) to Florida Housing's Contract Administrator within 10 working days for review by Florida Housing's Executive Director in consultation with the Ethics Officer. If the Respondent is found to be in non-compliance with this provision, any compensation received in connection with this contract will be subject to forfeiture to Florida Housing.

K. The Respondent, in submitting this Response, acknowledges and agrees that the terms and conditions of this RFP, as well as any modifications thereto, will be incorporated into any contract offered as a result of this RFP.

L. CERTIFICATION STATEMENT:

THE FOLLOWING WILL BE REPEATED IN THE RESPONDENT'S RESPONSE AND SIGNED BY AN INDIVIDUAL AUTHORIZED TO BIND THE RESPONDENT. THIS IS A MANDATORY ITEM. FAILURE TO INCLUDE THE CERTIFICATION STATEMENT BEARING AN ORIGINAL SIGNATURE, EXACTLY AS STATED AND WITHOUT ANY ADDITIONS, DELETIONS OR CAVEAT LANGUAGE, WILL RESULT IN REJECTION OF THE RESPONSE.

“I agree to abide by all conditions of RFP 2023-05 and certify that all information provided in this Response is true and correct, that I am authorized to sign this Response as the Respondent and that I am in compliance with all requirements of the RFP, including but not limited to, the certification requirements stated in Section Five of this RFP.”

Authorized Signature (Original)

Print Name and Title

SECTION SIX
INFORMATION TO BE PROVIDED IN RESPONSE

In providing the following information, restate each item and sub-item (with its letter and number), limit your Response to one attachment. Responses to the items must be included immediately after the restated items without any reference to any appendix and may not exceed a total of 40 pages.

A. COVER LETTER

Each proposal must be accompanied by a cover letter that contains a general statement of the purpose of submission and includes the following information.

1. The name, job title, address, office and cellular telephone numbers, and e-mail address of a primary contact person, who will be responsible for day-to-day contact with Florida Housing, and any backup personnel who would be accessible if the primary contact cannot be reached.
2. Legal business status (individual, partnership, corporation, etc.), address, and telephone number of the Respondent.

B. GENERAL INFORMATION

1. Provide a brief description of the Respondent that includes the length of time the Respondent has been in business, details about its public finance department, and information about the Respondent’s ability to market taxable and tax-exempt bonds. Discuss any substantive changes in management and staffing within the Respondent’s housing banking group, municipal securities trading group, and in any other area of its public finance practice in the last three years. Identify the location and key personnel of the municipal trading desk that will have primary responsibility for Florida Housing’s bond sales.
2. Provide evidence that the Respondent is qualified to do business in the State of Florida.

3. Describe the Respondent's presence in Florida, and ability to be accessible to Florida Housing staff, availability for meetings, conferences, consultation, etc.
4. Describe the Respondent's ability to provide the services requested in Section Four of this RFQ immediately upon award of the contract.
5. Describe any relationships with other parties, e.g. brokers or financial advisory firms, regarding fee splitting or consulting/soliciting of business.
6. Provide proof of current professional liability errors and omissions insurance to include:
 - a. Name of carrier and policy number;
 - b. Effective date of insurance;
 - c. Policy exclusions, if any;
 - d. Current coverage amounts;
 - e. Staff covered; and
 - f. Type of coverage.

C. QUALIFICATIONS OF PERSONNEL

1. List the names of all of the Respondent's key personnel who will be assigned to perform the services requested in Section Four of this RFQ. Indicate personnel assigned by multifamily and single family transaction type. Describe the identified key personnel's qualifications and experience.
2. Provide resumes and locations of key personnel to be assigned to Florida Housing's account. Include their proposed responsibilities and indicate the other housing clients to which they are assigned and in what capacity.
3. For services described in Section Four, Scope of Services, provide a list detailing state-level housing finance agencies to which your firm provides each of these services.
4. Please provide an overview of the Respondent's public finance department in Table 1 below:

TABLE 1				
PUBLIC FINANCE DEPARTMENT OVERVIEW				
	12/31/2022	12/31/2021	12/31/2020	12/31/2019
Number of professionals in Public Finance Department				
Number of professionals assigned full-time to tax-exempt housing				
Number of institutional sales personnel assigned exclusively to marketing tax- exempt bonds and notes				
Net capital of firm				
Excess net capital of firm				
Net capital allocated to Public Finance				
Excess net capital allocated to Public Finance				

5. Discuss any changes in staffing levels in the Respondent’s housing group since January 1, 2022, and its impact on servicing clients.

6. Provide a description of the Respondent’s proposed lead banker’s other responsibilities.

7. Discuss which individual or individuals will take the lead on structuring the bonds, the software that will be used for such analytics, and the specific individual’s experience providing structuring analysis to other housing issuers.

D. EXPERIENCE

1. Provide a listing of all Single Family housing finance agency bond issues in which the Respondent’s firm or current senior personnel at the Respondent’s firm to be assigned to this account have participated, noting the firm’s roles as either senior manager, co-manager or selling group member, in the past two years. In all senior manager situations, provide the number of additional senior managers existing on the account. Transactional details requested in responses include: par amounts, fixed and variable rate amounts, detailed breakdown of underwriter spread components, and your role in the transaction. Summary information should be included in the proposal, but the detailed information may be presented in an exhibit. Summary information should clearly delineate between total firm housing activity and senior manager activity.

2. Provide the following summary data with respect to competitive, negotiated and private placement public sales of mortgage revenue bond transactions (both tax exempt and taxable) for each of the periods indicated in Table 2 below.

TABLE 2						
SINGLE FAMILY						
Year	Negotiated Sale - Senior Manager		Negotiated Sale - Co-Manager		Competitive Sale	
	# Issues	\$ Volume (Millions)	# Issues	\$ Volume (Millions)	# Issues	\$ Volume (Millions)
2022						
2021						
2020						
Total						

3. List the state housing finance agencies for which the Respondent currently serves as senior manager, co-manager, and/or selling group member (specify in what capacity and whether it is for single family or multifamily). Identify any state housing finance agency for which the Respondent served as senior manager subsequent to December 2019, but for which the Respondent is not currently serving in that capacity.

4. Discuss three engagements that you feel are most similar to the relationship that you envision with Florida Housing. What was the term of the engagement and who at your firm was the primary contact for each engagement? How was the issuer similar to and different from Florida Housing? What specific challenges were presented in each engagement, and what do you consider some of your successes with each client?

5. How does the Respondent’s firm commit capital to public finance activities? How much capital is committed to the municipal area since January 1, 2019? How might the absolute level of capital and the procedures that you use to allocate it affect your performance on Florida Housing bond issues?

6. If your firm publishes research on tax-exempt bonds, please include sample report as an exhibit.

E. MARKETING

1. Describe the Respondent’s ability to market Florida Housing bonds and the firm’s performance in the Florida Housing retail market.

2. Describe any distribution agreements, including retail distribution agreements, the Respondent’s firm uses or contemplated using to market bonds. Please describe the relationship between the Respondent and the parties to the distribution agreements. Discuss how bonds and fees are allocated among the various parties.

3. Provide a description of the Respondent’s marketing abilities in the following areas:
- a. Retail and institutional sales capabilities, for both tax exempt and taxable municipal bonds, including the ability to reach Florida, national, individual and professional retail

accounts and the ability to bring new institutional accounts to the table (include specific examples from past Florida Housing transactions, if relevant);

- b. National, as well as Florida Housing, marketing and distribution capabilities;
- c. Secondary market trading activity of state housing finance agency securities over the last two years;
- d. Primary and secondary market trading of Florida Housing securities over the last two years; and,
- e. Primary market sales of tax-exempt and taxable serial bonds, term bonds, PAC bonds, pass-through bonds, notes and other bonds relevant to Florida Housing.

F. ISSUANCE STRATEGY AND RECOMMENDATIONS

The following questions are to be answered only by respondents that request consideration for senior manager for Florida Housing's single family bond program.

1. Explain why the Respondent's underwriting, sales, and trading teams are more capable than other firms.
2. What is the Respondent's forecast for interest rates over the next year?
3. Given the current interest rate environment: a) discuss the use of tax-exempt and taxable municipal bonds to fund single family mortgages and b) describe the Respondent's strategies on how to mitigate the scarcity of volume cap.
4. What does the Respondent believe to be the most significant issues facing Florida Housing in managing its financial and affordable housing activities during the next three years? What strategies does the firm recommend to Florida Housing in preparing to deal with those issues and what role does the Respondent envision in supporting these strategies? Discuss the outlook for housing bonds, including, but not limited to, taxable, tax-exempt, PACs, premium bonds, and pass-through structures, and the impact of issue size for each structure. Discuss the Respondent's experience in structuring bonds that achieve the lowest cost of funds, the lowest cost of issuance, the least negative arbitrage and the maximum bond yield to mortgage rate spread. Describe structures you would recommend that Florida Housing utilize given your views of the current market. Describe your firm's involvement in directly purchasing bonds from HFAs in the current market and the relevant terms of such purchases. Discuss your firm's willingness to directly purchase bonds from Florida Housing, and the related fees proposed.
5. Discuss how the Respondent could be helpful to Florida Housing as it seeks to develop new programs for single family and multifamily housing. Discuss any specific recommendations proposed for Florida Housing's consideration.

6. Describe the Respondent's approach to premarketing and establishing the initial pricing wire. Discuss the factors that are involved in determining whether a transaction should initially be presented brought to market with a conservative scale versus an aggressive scale when the Respondent's firm is positioning a transaction for the market. Discuss the Respondent's thoughts on presenting a scale based on your firm's view of the market versus premarketing to investors to determine the initial scale.

7. Discuss the difference in the Respondent's efforts and success selling bonds to individual (not professional) retail investors if the role of the firm is book-running senior manager, co-senior manager, or co-manager.

8. Propose the syndicate procedures for the retail and institutional order periods, including order priorities and designation rules, that would be optimal for Florida Housing's bond sales. Discuss the Respondent's views on whether professional retail should be a separate priority from individual retail and whether or not professional retail should be subject to designation rules

9. What other procedures would the Respondent recommend to optimize the distribution of bonds? In particular, how can the senior manager use the co-managers and selling group members to improve the pricing on and expand the distribution of Florida Housing's bonds? What mechanisms would the Respondent recommend to provide reporting and monitoring the sales performance of all participants?

10. Propose and justify how many senior and co-manager firms would be appropriate for Florida Housing's syndicate, and the types of firms that should be included. Discuss the firm's thoughts on the practice of elevating one or more selling group members to co-manager positions and moving an equivalent number of co-managers to the selling group based on retail sale performance by each firm during the issuer's prior bond sale.

11. Discuss the Respondent's role and experience in providing financial products to housing finance agencies for the purpose of recycling prepayments and preserving volume cap for single family and multifamily bonds. Discuss the firm's ability and willingness to provide lines of credit or other recycling facilities to Florida Housing and the related fees proposed. Discuss the firm's ability and willingness to provide other forms of credit to Florida Housing (e.g. an unenhanced line of credit) and the related fees proposed.

G. LEGAL ISSUES

Describe any completed or pending litigation or regulatory action involving or alleged to involve securities law violation by current or previous members of your public finance department in the last five years, and the resolution thereof. Also describe any pending or anticipated proceedings by private parties against your firm (individually or in the aggregate) that your firm has determined may have a material adverse impact on the current financial status or operations of the firm.

H. FEES

1. Provide a complete schedule of fees for a single family transaction of \$150 million single family bond issue. Describe your firm's procedure for establishing takedowns for HFA bond issues. Under current market conditions, what takedowns would your firm propose for Florida Housing's bonds, broken down by maturity and type of security (taxable/tax-exempt, fixed rate, variable rate, PACs, notes/COBs, private placements, premium serials without housing calls, pass-throughs, and any other structure you think is relevant to Florida Housing). Discuss the management fee your firm would propose, if any, and how it should be split among the managers. What would be the expected profit to the senior managers versus co-managers on a typical offering size? Fill in Tables 4 and 5 below assuming a \$150 million SF bond structure. For takedowns, management fee and expenses, fill in the fee or amount your firm proposes for serving as Florida Housing's underwriter under current market conditions. For yields, provide the yield that you would expect Florida Housing's bonds to have priced at as of May 24, 2023.

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TABLE 4							
FEE SCHEDULE – \$150 MILLION SINGLE FAMILY BOND ISSUE							
Maturity	Non-AMT (Par)		Non-AMT (Premium)			Taxable	
	Yield	Takedown	Coupon	Yield	Takedown	Yield	Takedown
1/1/2024							
7/1/2024							
1/1/2025							
7/1/2025							
1/1/2026							
7/1/2026							
1/1/2027							
7/1/2027							
1/1/2028							
7/1/2028							
1/1/2029							
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1/1/2034							
7/1/2034							
1/1/2035							
7/1/2035							
7/1/2038							
7/1/2043							
7/1/2048							
7/1/2054							
4yr PAC	N/A	N/A					
5yr PAC	N/A	N/A					
6yr PAC	N/A	N/A					
New Money Pass Through							
COB			N/A	N/A	N/A		
Note			N/A	N/A	N/A		
VRDO			N/A	N/A	N/A		

TABLE 5 FEES AND EXPENSES		
	Cost	
	\$	\$/1000
Management Fee ¹		
Underwriter’s Counsel		
Day Loan		
Ipreo Bookrunning		
Ipreo News Service Charge		
Ipreo Wire Charges		
DTC Charges		
CUSIP Fees		
CUSIP Disclosure Fee		
Electronic Investor Presentation		

2. Management fees proposed must include all charges relating to the services required under the contract and all out-of-pocket expenses, such as telephone, postage and shipping, printing and/or copy costs, and travel, if any. No costs will be reimbursed under the contract or engagement.

FINAL FEE SCHEDULE WILL BE SUBJECT TO NEGOTIATION.

I. DRUG-FREE WORKPLACE

If the Respondent has implemented a drug-free workplace program, the Respondent must submit the following certification indicating that it meets all of the requirements of Section 287.087, Fla. Stat.:

I hereby certify on behalf of the Respondent, under the terms of RFP 2023-05, that the Respondent has implemented a drug-free workplace program pursuant to Section 287.087, Fla. Stat.

Authorized Signature: _____
 Print Name: _____
 Print Title: _____

¹ Travel expenses are to be paid out of the management fee.

J. MINORITY BUSINESS ENTERPRISE

If the Respondent is a minority business enterprise as defined in Section 288.703, Fla. Stat., the Respondent must submit the following certification:

I hereby certify on behalf of the Respondent, under the terms of RFP 2023-05, that the Respondent is a “minority business enterprise” as defined in Section 288.703(3), Fla. Stat.

Authorized Signature: _____
Print Name: _____
Print Title: _____

K. CERTIFICATION (Mandatory Item)

FAILURE TO INCLUDE THE CERTIFICATION STATEMENT LOCATED IN SECTION FIVE OF THIS RFP BEARING AN ORIGINAL SIGNATURE WILL RESULT IN REJECTION OF THE RESPONSE.

**SECTION SEVEN
EVALUATION PROCESS**

The individual Committee members will independently evaluate the Responses by reviewing the answers to each of the items identified in Section Six of this RFP and assigning points up to the maximum points allowed for each item. The points available for items in Section Six are to be evaluated are as follows:

<u>Item Reference</u>	<u>Maximum Points</u>
B. General Information.....	10
C. Qualifications of Personnel.....	25
D. Experience.....	20
E. Marketing	25
F. Issuance Strategy and Recommendations	100
H. Fees	20
Total Points Available.....	200

In the event of a tie, Florida Housing will give preference in the award process to the Response certifying a drug-free workplace has been implemented in accordance with Section 287.087, Fla. Stat. If a tie continues to exist, Florida Housing will give preference to minority business enterprises as defined in Section 288.703, Fla. Stat.

The Committee will conduct one or more public meetings during which members will discuss their evaluations and develop a recommendation or series of recommendations to the Board. The Committee’s recommendation will be based on the cumulative scoring and information gathered from the non-scored items. The Board may use the Responses, the Committee’s scoring, the non-

scored items in the Responses, any other information or recommendation provided by the Committee or staff, and any other information the Board deems relevant in its selection of Respondents to whom to award a contract.

SECTION EIGHT
AWARD PROCESS

Florida Housing will provide notice of its decision, or intended decision, for this RFP on Florida Housing's Website the next business day after the applicable Board vote. After posting, an unsuccessful applicant may file a notice of protest and a formal written protest in accordance with Section 120.57(3), Fla. Stat. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat. or failure to post the bond or other security required by law within the time allowed for filing a bond will constitute a waiver of proceedings under Chapter 120, Fla. Stat.

RFP 2023-05 - Single Family Senior Manager and Investment Banking Services

		Loop Capital Markets LLC						Raymond James & Associates, Inc. ★						Stern Brothers & Co.						Wells Fargo Bank, N.A.					
SECTION SIX ITEM REFERENCE	Max Score	Tamara	Michelle	Sandy	Melanie	Chip	Total	Tamara	Michelle	Sandy	Melanie	Chip	Total	Tamara	Michelle	Sandy	Melanie	Chip	Total	Tamara	Michelle	Sandy	Melanie	Chip	Total
B. General Information	10	9	10	9	9	7	44	10	10	10	10	10	50	8	10	8	8	8	42	10	10	10	10	10	50
C. Qualifications of Personnel	25	21	20	20	17	18	96	25	23	25	23	22	118	21	20	20	16	21	98	24	23	24	24	22	117
D. Experience	20	16	14	18	14	13	75	20	17	20	19	20	96	15	15	18	15	17	80	19	18	18	20	18	93
E. Marketing	25	17	20	20	18	20	95	23	22	23	24	24	116	16	20	20	20	21	97	22	23	25	24	21	115
F. Issuance Strategy and Recommendations	100	85	88	80	73	80	406	93	90	98	93	95	469	82	86	80	65	76	389	90	91	95	90	80	446
H. Fees	20	16	15	20	20	20	91	18	10	15	20	17	80	15	12	18	20	19	84	17	10	15	20	15	77
TOTAL POINTS	200	164	167	167	151	158	807	189	172	191	189	188	929	157	163	164	144	162	790	182	175	187	188	166	898
A. Cover Letter	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y
G. Legal Issues	Y/N	Y	Y	Y	Y	N	Y	Y	Y	Y	N	N	Y	Y	N	Y	N	N	Y	Y	Y	Y	Y	Y	Y
I. Drug-Free Workplace	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
J. Minority Business Enterprise	Y/N	Y	Y	Y	Y	Y	Y	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N
K. Certification	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y

REQUEST FOR QUALIFICATIONS (RFQ) 2023-07 REBID

INVESTMENT MANAGER SERVICES

for

FLORIDA HOUSING FINANCE CORPORATION

November 7, 2023

SECTION ONE
INTRODUCTION

Florida Housing Finance Corporation (“Florida Housing”) is soliciting competitive, sealed responses from qualified firms to provide investment manager services in accordance with the terms and conditions set forth in this Request for Qualifications (RFQ), and any other term and condition in any contract subsequently awarded. Respondents will be selected and determined through Florida Housing’s review of each response, considering the factors identified in this RFQ. Florida Housing expects to select one or more Respondents that propose to provide all of the services specified in this RFQ.

SECTION TWO
DEFINITIONS

For purposes of this document, the following terms will be defined as follows:

“Board”	The Board of Directors of Florida Housing Finance Corporation.
“Committee”	The review committee composed only of employees of Florida Housing that is established pursuant to Rule 67-49.007, Fla. Admin. Code.
“Contractor”	A person or entity providing the professional services described in Section Four of this RFQ.
“Days”	Calendar days, unless otherwise specified.
“Effective Date”	The date the last party signs the contract that is awarded as a result of this RFQ.
“Florida Housing”	Florida Housing Finance Corporation, a public corporation and public body corporate and politic created by Section 420.504, Fla. Stat.
“IRS”	Internal Revenue Service
“Respondent”	Any person or entity who has the capability in all respects to perform fully the requirements contained in this RFQ, and submits a response to this RFQ.
“Response”	The written submission by a Respondent to this RFQ.
“RFQ”	This RFQ, including all exhibits referenced in this document and all other documents incorporated by reference.

“SSAE”	Statements on Standards of Attestation Engagements
“SEC”	Securities Exchange Commission
“Website”	The Florida Housing Finance Corporation website, the URL of which is www.floridahousing.org .

SECTION THREE
PROCEDURES AND PROVISIONS

A. Respondents will submit their Response to:

<https://www.floridahousing.org/legal/procurements/RFQ-2023-07-REBID-Document-Upload>

Florida Housing must receive the entire Response on or before 2:00 p.m., Eastern Time, on December 12, 2023, as Responses will be opened at that time. Any Responses received after the deadline will be considered non-responsive. One complete copy of the response in PDF format is preferred, unless specified otherwise in Section Six below, and the file name ought to contain a reference to both the solicitation number (RFQ 2023-07 REBID) and the name of the Respondent. Please note that the site will ask for the Respondent's contact information and the solicitation number prior to being able to upload the Response. Florida Housing will not accept a mailed or faxed Response.

B. This RFQ does not commit Florida Housing to award a contract to any Respondent or to pay any costs incurred in the preparation or mailing of a Response.

C. All services under the contract awarded are to be performed solely by the Contractor, unless subcontracted or assigned with the prior written approval and consent of Florida Housing.

D. Florida Housing reserves the right to:

1. Waive minor deficiencies and informalities;
2. Accept or reject any or all Responses received as a result of this RFQ;
3. Obtain information concerning any or all Respondents from any source;
4. Request an oral interview before the Board from any or all Respondents;
5. Select for contract negotiation or for award a Response other than (or in addition to) that with the highest score in order to serve the best interests of Florida Housing and the public; and
6. Negotiate with the successful Respondent with respect to any additional terms or conditions of the contract.

E. Any interested party may submit any question regarding this RFQ in writing via e-mail to the Contract Administrator at Contract.Admin@floridahousing.org. All questions must be submitted no later than 2:00 p.m., Eastern Time, on November 16, 2023. Phone calls will not be accepted. Florida Housing expects to respond to all questions in writing by 5:00 p.m., Eastern Time, on November 21, 2023. Florida Housing will post a copy of all questions received and the corresponding answers on Florida Housing's website at:

<http://www.floridahousing.org/legal/procurements/request-for-qualifications>.

Only written responses or statements from the Contract Administrator that are posted on our website will bind Florida Housing. No other means of communication, whether oral or written, may be construed as an official response or statement from Florida Housing.

F. Between the release of the solicitation and the end of the 72-hour period following the posting of the notice of intended award, respondents to this solicitation or persons acting on their behalf may not contact any member of Florida Housing's Board of Directors or any Florida Housing employee concerning any aspect of this solicitation, except in writing to the Contract Administrator. Violation of this provision may be grounds for rejecting a response.

G. Any person who wishes to protest the specifications of this RFQ must file a protest in compliance with Section 120.57(3), Fla. Stat., and Rule Chapter 28-110, Fla. Admin. Code. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat., will constitute a waiver of proceedings under Chapter 120, Fla. Stat.

H. The term of the contract will be for three years, subject to satisfactory performance at the sole discretion of Florida Housing. If the parties mutually agree in writing, the contract may be renewed up to three times for an additional one year.

I. Florida Housing is not required to use the services of any selected Contractor or to assign any work to such provider, and may terminate the contract with any selected Contractor without cause and without penalty.

J. Pursuant to Rule 67-49.004, Fla. Admin. Code, Florida Housing may modify the terms of the RFQ at any point prior to the due date for Responses. A notice of such modification will be posted on Florida Housing's Website. Any Respondent will have at least seven days from the date of the posting of the notice of the modification to submit or modify its Response.

K. The terms of this RFQ, and any modifications thereto, will be incorporated into any contract offered as a result of this RFQ. Failure of a successful Respondent to accept these obligations in the final contract may result in cancellation of the award.

SECTION FOUR

SCOPE OF SERVICES

The services that the Investment Manager shall perform include, but are not limited to, the following:

A. INVESTMENT MANAGER

1. Florida Housing shall appoint the Investment Manager as its attorney-in-fact to invest the investment account assets in accordance with Florida Housing Finance Corporation's Investment Guidelines, which may be amended from time to time; the authorized investments per the 1995 Master Trust Indenture, Homeowner Mortgage Revenue Bonds, Article I Section 1.01 (as amended); and the 2009 Master Trust Indenture, Homeowner Mortgage Revenue Bonds (Special Program), Article I Section 1.01 (as amended).

2. The Investment Manager shall perform the duties in this section with the care, skill, prudence and diligence under the circumstances then prevailing that a prudent person acting in a like capacity and familiar with such matters would use in the conduct of an enterprise of a like character and with like aims.

B. INVESTMENT GUIDELINES

The Investment Manager shall make recommendations to Florida Housing for amending the Florida Housing Finance Corporation Investment Guidelines as needed or requested.

C. INVESTMENT ACCOUNT ASSETS

The Investment Account Assets shall consist of the cash and investments which Florida Housing may from time-to-time place in its account, plus all investments, reinvestment, and proceeds of the sale of any investments, all dividends and interest earned, and all appreciation and additions, less any withdrawals.

D. PROCEDURES

All transactions will be consummated by payment or delivery of cash and/or securities to or from the investment account.

E. RECORDS RETENTION

The Investment Manager shall retain investment accounts supporting documentation and reports of investments on file for a period of 10 fiscal years. Documentation of investments includes: trust statements, investment income analysis, investment income allocation, and investment activity spreadsheets.

F. MEETINGS

Florida Housing and the Investment Manager shall meet periodically, at such times as Florida Housing may reasonably request, concerning the Investment Account(s). The Investment Manager shall be available to attend meetings of Florida Housing's Board of Directors upon request.

G. REPORTS

The content and format of each report must be acceptable to Florida Housing. Reports shall include, but are not limited to, the following monthly reports:

1. Summary report of account assets;
2. Summary report of account activity;
3. List of all securities in the portfolio at month end, showing cost, market value and rating of each security;
4. Securities transactions journals including brokerage firm utilized;
5. Income earned analysis;
6. Computation of monthly expenses;
7. Actual performance compared to benchmarks for the month and calendar year to date; and
8. Portfolio compliance with Florida Housing Finance Corporation Investment Guidelines.

There may be other reports requested by Florida Housing during the course of the resulting Contract term including, but not limited to, market outlook and portfolio review summaries.

H. COMMUNICATION REQUIREMENTS

Pursuant to s. 215.855(2), Fla. Stat., any written communication made by the Investment Manager to a company in which such manager invests public funds on behalf of a governmental entity must include the following disclaimer in a conspicuous location if such communication discusses social, political, or ideological interests; subordinates the interest of the company's shareholders to the interest of another entity; or advocates for the interest of an entity other than the company's shareholders:

The views and opinions expressed in this communication are those of the sender and do not reflect the views and opinions of the people of the State of Florida.

Failure to include this disclaimer may result in termination of any contract resulting from this RFQ.

**SECTION FIVE
CERTIFICATION**

Do not reproduce the language of Section Five in the Response. By inclusion and execution of the statement provided in Section Six, subsection I, of this RFQ, each Respondent certifies that:

A. The Respondent submits this Response without prior understanding, agreement, or connection with any person or entity submitting a separate Response for the same services. However, any agreement with a person or entity with whom the Response is jointly filed and such joint filing is made clear on the face of the Response will be an exception so long as the Response is in all respects fair and without collusion or fraud.

B. Any material submitted in response to this RFQ is a public record pursuant to Chapter 119, Fla. Stat., and subject to examination upon request, but only after Florida Housing provides a notice of decision pursuant to Section 120.57(3), Fla. Stat., or within 30 days after the Response is opened, whichever is earlier.

C. The Respondent, if awarded a contract under this RFQ, will comply with Section 420.512(5), Fla. Stat. For the purpose of Section 420.512(5), Fla. Stat., “Prohibited Business Solicitation Communications” is defined by Section 420.503(34), Fla. Stat.

D. The Respondent further affirms it is in compliance with Section 420.512(5)(c), Fla. Stat.

E. The Respondent is in compliance with Section 287.133(2)(a), Fla. Stat.

F. The Respondent is in compliance with Section 448.095, Fla. Stat.

G. The Respondent understands and agrees to cooperate with any audits conducted in accordance with the provisions set forth in Section 20.055(5), Fla. Stat.

H. The Respondent attests, under penalty of perjury, that it does not meet any of the criteria in Section 287.138(2)(a) – (c), Fla. Stat.

I. Pursuant to Section 119.0701(2)(b), Fla. Stat., the Respondent, if awarded a contract under this RFQ, will be required to comply with public records laws, specifically to:

1. Keep and maintain public records required by Florida Housing to perform the service.

2. Upon request from Florida Housing’s custodian of public records, provide Florida Housing with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.

3. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration

of the contract term and following completion of the contract if the contractor does not transfer the records to Florida Housing.

4. Upon completion of the contract, transfer, at no cost, to Florida Housing all public records in possession of the contractor or keep and maintain public records required by Florida Housing to perform the service. If the contractor transfers all public records to Florida Housing upon completion of the contract, the contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the contractor keeps and maintains public records upon completion of the contract, the contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to Florida Housing, upon request from Florida Housing's custodian of public records, in a format that is compatible with Florida Housing's information technology systems.

If the Contractor has questions regarding the application of Chapter 119, Florida Statutes, to the Contractor's duty to provide public records relating to this contract, contact the Corporation Clerk at:

Corporation Clerk
227 N. Bronough Street, Suite 5000
Tallahassee, Florida 32301-1329
Phone: 850.488.4197
E-mail: Corporation.Clerk@floridahousing.org

Notwithstanding anything contained herein to the contrary, the provisions and requirements of this paragraph will only apply if and when the Contractor is acting on behalf of Florida Housing.

J. The Respondent acknowledges that if awarded a contract it will be prohibited from engaging in activities in connection with services related to Florida Housing transactions that produce direct or indirect financial gain for the Respondent other than for the compensation agreed upon in the contract that results from this RFQ, unless that Respondent has Florida Housing's written consent after Florida Housing has been fully informed of such activities in writing.

K. The Respondent acknowledges that if awarded a contract it will be prohibited from engaging in any actual, apparent, or potential conflict of interest. Should any such actual, apparent, or potential conflict of interest come into being subsequent to the effective date of the contract and prior to the conclusion of the contract, the Respondent will provide written notification (Notice of Conflict of Interest) to Florida Housing's Contract Administrator within 10 working days for review by Florida Housing's Executive Director in consultation with the Ethics Officer. If the Respondent is found to be in non-compliance with this provision, any compensation received in connection with this contract will be subject to forfeiture to Florida Housing.

L. The Respondent, in submitting this Response, acknowledges and agrees that the terms and conditions of this RFQ, as well as any modifications thereto, will be incorporated into any contract offered as a result of this RFQ.

M. CERTIFICATION STATEMENT:

THE FOLLOWING WILL BE REPEATED IN THE RESPONDENT’S RESPONSE AND SIGNED BY AN INDIVIDUAL AUTHORIZED TO BIND THE RESPONDENT. THIS IS A MANDATORY ITEM. FAILURE TO INCLUDE THE CERTIFICATION STATEMENT BEARING AN ORIGINAL SIGNATURE, EXACTLY AS STATED AND WITHOUT ANY ADDITIONS, DELETIONS OR CAVEAT LANGUAGE, WILL RESULT IN REJECTION OF THE RESPONSE.

“I agree to abide by all conditions of RFQ 2023-07 REBID and certify that all information provided in this Response is true and correct, that I am authorized to sign this Response as the Respondent and that I am in compliance with all requirements of the RFQ, including but not limited to, the certification requirements stated in Section Five of this RFQ.”

Authorized Signature (Original)

Print Name and Title

SECTION SIX
INFORMATION TO BE PROVIDED IN RESPONSE

In providing the following information, restate each item and sub-item (with its letter and number), and limit your Response to one PDF to be uploaded. Responses to the items must be included immediately after the restated items without any reference to any appendix or exhibits unless such items are explicitly requested within this section. Any information provided in an appendix or exhibit that has not been explicitly requested separately in that format will not be reviewed or scored.

A. COVER LETTER

Each proposal must be accompanied by a cover letter that contains a general statement of the purpose of submission and includes the following information.

1. The name, job title, address, office and cellular telephone numbers, and e-mail address of a primary contact person, who will be responsible for day-to-day contact with Florida Housing, and any backup personnel who would be accessible if the primary contact cannot be reached.
2. Legal business status (individual, partnership, corporation, etc.), address, and telephone number of the Respondent.

B. GENERAL INFORMATION

1. Provide a brief history of the Respondent, including the year organized, ownership, affiliated companies and relationships, and the total number of employees.
2. Provide documentation to show that the Respondent is authorized to do business in the State of Florida.
3. Describe the Respondent's experience with providing services or engaging in activities as they relate to the work being requested in Section Four of this RFQ.
4. Provide a description of the primary account manager, and the description and contact information of any backup personnel that would be accessible to Florida Housing if the Respondent's primary contact cannot be reached.
5. Identify the services and requirements referenced in this RFQ that the Respondent is unable to fully perform, if any, and state reasons for the same.
6. Provide a listing of fidelity bond coverage, errors and omissions, employee dishonesty, fiduciary liability insurance, cybercrime coverage, or other fiduciary coverage your firm carries and the respective dollar amounts.
7. Provide a description of any recent (defined as the 6 months prior to the submission date of the Respondent's Response) or announced downsizing, merger, or acquisition pertaining to the Respondent.
8. Provide a description of any transaction during the five-year period ending on September 30, 2023, in which a proposed team member or the Respondent, including all holding companies and subsidiaries, was involved in the performance of investment manager services that was or is the subject of an adverse determination by or settlement agreement with the SEC, IRS, or U.S. Department of Treasury and a description of the results.
9. Provide a narrative regarding any conviction or plea of nolo contendere of a proposed team member or the Respondent, including all holding companies and subsidiaries, of fraud or any other felony in violation of state or Federal criminal statutes for which sentence has been imposed during the last five-year period ending on June 30, 2023. Such narrative should include the position held by the individual, date of offense, date of conviction, citation to the law violated, and any other information the Respondent feels would assist Florida Housing in its decision making. Respondents whose staff have been convicted of a crime or pled nolo contendere, within the relevant time period, to an offense related to fraud, misrepresentation, or misuse of employer funds will not be considered for contract award, at Florida Housing's sole discretion.
10. Provide a description of to what extent, if any, the Respondent, including all holding companies and subsidiaries, or any officers or directors or other key personnel, is now, or has been during the five years ending September 30, 2023, under indictment, investigation, or order issued by a regulatory or governmental Agency, or engaged in litigation, or subject to

an order from a court of competent jurisdiction. If any such condition exists, or existed, in the time period specified, discuss the outcome, if one has occurred, or probable outcome, and to what extent this could impair the level of service of the Respondent. In addition, describe any allegations made against the Respondent and any impending litigation of which Florida Housing should be made aware.

11. Provide a discussion of your firm's philosophy of average duration, maturity and yield for management of existing client portfolios similar to Florida Housing.

12. Provide a list of all clients, identifying the type of business, for which the Respondent has performed services that are similar in scope of services and size of portfolio to be provided to Florida Housing pursuant to this RFQ.

13. Provide a complete reference list of any canceled or non-renewed clients for the three years ending on the submission date of the Respondent's Response. State the reason(s) for each cancellation or non-renewal.

14. Provide a description of any new or proposed regulatory criteria or legislation that could affect Florida Housing in structuring its cash management operations.

15. Provide your firm's quarterly investment record (gross) for the past five years for the following:

a. Short Duration Fixed Income vs. ICE BofA 1-3 year U.S. Treasury Index and the ICE BofA 1-3 Year U.S. Corporate & Government Index; and

b. Intermediate Duration Fixed Income vs. Bloomberg Intermediate U.S. Treasury Index and the Bloomberg Intermediate U.S. Government / Credit Index.

16. Affirmatively state that the Respondent can provide an annual certification to Florida Housing that all investment decisions made on behalf of Florida Housing are based solely on pecuniary factors and will not subordinate the interests of the people of Florida to other objectives, including sacrificing investment return or undertaking additional investment risk to promote any nonpecuniary factor.

C. QUALIFICATIONS OF PERSONNEL

Provide an organizational chart and an overview of no more than five of the key individuals (team members) proposed to be assigned to Florida Housing's account. The overview shall include the following information for each individual:

1. Name of individual, title and role on this engagement;
2. Office street address, e-mail address, and office telephone number;
3. Total years' experience with this Respondent and other entities, and a list of various roles and/or duties;

4. Specific qualifications and expertise brought to this project; and
5. A description of the individuals' educational and professional accomplishments.

D. WORK PLAN FOR SCOPE OF SERVICES

1. Describe the Respondent's plan to provide the services requested in Section Four of this RFQ.

2. Describe the Respondent's ability to provide the services requested in Section Four of this RFQ immediately upon award of the Contract. Include a detailed implementation plan for assuming the responsibilities of an existing Investment Manager with a timeline of activities.

3. Provide information about staffing levels in the required areas as they relate to the services to be performed and other resources that shall be needed to complete the services requested in Section Four of this RFQ.

4. Provide a description of any planned use of contract services, such as trust custodial services.

5. Provide sample reports you propose to provide to Florida Housing. Sample reports must include illustrative data and be no more than five pages per report. These sample reports may be included as an appendix or exhibit.

6. Provide a statement of any other qualifications or services, which the Respondent considers to be significant, innovative or otherwise relevant to Florida Housing.

7. Identify any initial or future problems that the Respondent foresees in the engagement and discuss the Respondent's method for dealing with these problems.

8. Describe any unique approaches that are designed to increase earnings or save Florida Housing time and/or money.

E. BUSINESS CONTINUITY AND SYSTEMS ACCESS

1. Affirm whether there is a business continuity plan that the Respondent maintains that covers the services requested in this RFQ, and indicate how often the plan is reviewed and updated.

2. Describe electronic account access systems or online services provided for clients.

F. FEES

Provide a detailed proposal as to the Respondent’s requested total compensation. Fee structure may be tiered based on the amount of investments under management. Respondents must specify if their fee structure based on total assets under management, regardless of the number of accounts, or if it is per account. Total assets may be comprised of one or more separate investment accounts. Respondents must specify how proposed fees apply to multiple accounts. NOTE: Fees proposed must include all charges relating to the services required under the contract and all out-of-pocket expenses, such as telephone, postage and shipping, printing and/or copy costs, and travel, if any. No such costs will be reimbursed under the contract.

Additionally, please provide calculated fees for managed portfolios of \$50 million, \$150 million, and \$250 million in the table below. If multiple fee structures are proposed, provide a separate table for each structure or type of account within this section of the response.

TABLE 1 PROPOSED FEES	
Managed Portfolio Value	Fees
\$50 million	\$
\$150 million	\$
\$250 million	\$

FINAL FEE SCHEDULE WILL BE SUBJECT TO NEGOTIATION.

G. DRUG-FREE WORKPLACE

If the Respondent has implemented a drug-free workplace program, the Respondent must submit the following certification indicating that it meets all of the requirements of Section 287.087, Fla. Stat.:

I hereby certify on behalf of the Respondent, under the terms of RFQ 2023-07 REBID, that the Respondent has implemented a drug-free workplace program pursuant to Section 287.087, Fla. Stat.

Authorized Signature: _____

Print Name: _____

Print Title: _____

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H. MINORITY BUSINESS ENTERPRISE

If the Respondent is a minority business enterprise as defined in Section 288.703, Fla. Stat., the Respondent must submit the following certification:

I hereby certify on behalf of the Respondent, under the terms of RFQ 2023-07 REBID, that the Respondent is a “minority business enterprise” as defined in Section 288.703(3), Fla. Stat.

Authorized Signature: _____
Print Name: _____
Print Title: _____

I. CERTIFICATION (Mandatory Item)

FAILURE TO INCLUDE THE CERTIFICATION STATEMENT LOCATED IN SECTION FIVE OF THIS RFQ BEARING AN ORIGINAL SIGNATURE WILL RESULT IN REJECTION OF THE RESPONSE.

**SECTION SEVEN
EVALUATION PROCESS**

The individual Committee members will independently evaluate the Responses by reviewing the answers to each of the items identified in Section Six of this RFQ and assigning points up to the maximum points allowed for each item. The points available for items in Section Six are to be evaluated are as follows:

<u>Item Reference</u>	<u>Maximum Points</u>
B. General Information.....	10
C. Qualifications of Personnel.....	30
D. Work Plan for Scope of Services	35
E. Business Continuity and Systems Access.....	10
F. Fees	15
Total Points Available.....	100

In the event of a tie, Florida Housing will give preference in the award process to the Response certifying a drug-free workplace has been implemented in accordance with Section 287.087, Fla. Stat. If a tie continues to exist, Florida Housing will give preference to minority business enterprises as defined in Section 288.703, Fla. Stat.

The Committee will conduct one or more public meetings during which members will discuss their evaluations and develop a recommendation or series of recommendations to the Board. The Committee’s recommendation will be based on the cumulative scoring and information gathered from the non-scored items. The Board may use the Responses, the Committee’s scoring, the non-scored items in the Responses, any other information or recommendation provided by the Committee or staff, and any other information the Board deems relevant in its selection of

Respondents to whom to award a contract. ¹

SECTION EIGHT
AWARD PROCESS

Florida Housing will provide notice of its decision, or intended decision, for this RFQ on Florida Housing's Website the next business day after the applicable Board vote. After posting, an unsuccessful applicant may file a notice of protest and a formal written protest in accordance with Section 120.57(3), Fla. Stat. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat., or failure to post the bond or other security required by law within the time allowed for filing a bond will constitute a waiver of proceedings under Chapter 120, Fla. Stat.

¹ Pursuant to s. 287.05701 Fla. Stat. (2023), Florida Housing may not request documentation of or consider a vendor's social, political, or ideological interest when determining if the vendor is a responsible vendor. Additionally, Florida Housing may not give preference to a vendor based on the vendor's social, political, or ideological interests.

RFQ 2023-07 REBID - Investment Manager Services

		Amundi Asset Management US, Inc.						Buckhead Capital Management, LLC						Chandler Asset Management, Inc. ★						Deep Blue Investment Advisors, Wertz York Capital Management Group, LLC					
SECTION SIX ITEM REFERENCE	Max Score	Denise	Michelle	Kenny	Dinec	Tammy	Total	Denise	Michelle	Kenny	Dinec	Tammy	Total	Denise	Michelle	Kenny	Dinec	Tammy	Total	Denise	Michelle	Kenny	Dinec	Tammy	Total
B. General Information	10	6	7	7	8	7	35	7	7	8	9	7	38	8	8	9	7	7	39	6	6	6	7	6	31
C. Qualifications of Personnel	30	23	23	25	25	25	121	23	22	28	26	27	126	26	27	29	28	25	135	21	23	26	25	26	121
D. Work Plan for Scope of Services	35	20	27	30	26	27	130	26	28	32	31	29	146	29	30	33	28	29	149	26	29	33	32	26	146
E. Business Continuity and Systems Access	10	6	6	10	7	8	37	6	7	10	8	10	41	9	10	10	10	10	49	7	7	10	8	10	42
F. Fees	15	10	7	13	12	10	52	13	11	13	14	15	66	15	14	14	14	15	72	14	12	14	14	10	64
TOTAL POINTS	100	65	70	85	78	77	375	75	75	91	88	88	417	87	89	95	87	86	444	74	77	89	86	78	404
A. Cover Letter	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
G. Drug-Free Workplace	Y/N	Y	Y	Y	Y	Y	Y	N	N	N	N	N	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
H. Minority Business Enterprise	Y/N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N
I. Certification	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y

		Garcia Hamilton & Associates, L.P.						Insight Investment Management Limited						Lord Abbett & Co. LLC						MetLife Investment Management ★					
SECTION SIX ITEM REFERENCE	Max Score	Denise	Michelle	Kenny	Dinec	Tammy	Total	Denise	Michelle	Kenny	Dinec	Tammy	Total	Denise	Michelle	Kenny	Dinec	Tammy	Total	Denise	Michelle	Kenny	Dinec	Tammy	Total
B. General Information	10	6	7	6	8	7	34	7	6	8	9	8	38	8	7	8	7	7	37	9	9	9	9	8	44
C. Qualifications of Personnel	30	21	24	26	24	5	100	27	23	29	22	26	127	25	23	27	24	27	126	28	29	29	28	27	141
D. Work Plan for Scope of Services	35	27	29	31	28	26	141	31	30	32	29	29	151	30	29	33	28	27	147	32	34	32	31	30	159
E. Business Continuity and Systems Access	10	6	6	9	7	8	36	8	9	10	9	9	45	8	7	9	9	7	40	9	9	10	10	10	48
F. Fees	15	9	6	12	13	9	49	12	10	14	12	15	63	8	8	14	10	10	50	12	9	14	14	15	64
TOTAL POINTS	100	69	72	84	80	55	360	85	78	93	81	87	424	79	74	91	78	78	400	90	90	94	92	90	456
A. Cover Letter	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
G. Drug-Free Workplace	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
H. Minority Business Enterprise	Y/N	Y	Y	Y	Y	Y	Y	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N
I. Certification	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y

		Neuberger Berman Group LLC						PFM Asset Management LLC ★					
SECTION SIX ITEM REFERENCE	Max Score	Denise	Michelle	Kenny	Dinec	Tammy	Total	Denise	Michelle	Kenny	Dinec	Tammy	Total
B. General Information	10	6	7	8	7	6	34	8	8	8	8	7	39
C. Qualifications of Personnel	30	24	24	28	27	24	127	26	28	29	28	29	140
D. Work Plan for Scope of Services	35	26	27	33	24	26	136	30	33	32	33	28	156
E. Business Continuity and Systems Access	10	8	7	9	8	9	41	9	10	10	9	10	48
F. Fees	15	11	6	13	12	10	52	14	13	14	15	15	71
TOTAL POINTS	100	75	71	91	78	75	390	87	92	93	93	89	454
A. Cover Letter	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
G. Drug-Free Workplace	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
H. Minority Business Enterprise	Y/N	N	N	N	N	N	N	N	N	N	N	N	N
I. Certification	Y/N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y