

Florida Housing Finance Corporation

RFA 2024-205 SAIL Financing of Affordable Multifamily Housing Developments to be Used in Conjunction with Tax-Exempt Bonds and 4% Housing Credits Workshop Agenda

July 17, 2024, 2:00 p.m., Eastern Time

Workshop is held via webinar and in-person at Florida Housing at 227 N. Bronough Street, Tallahassee, FL 32301

**To attend the workshop via webinar, registration is required.
Registration information is available on RFA Webpage¹**

Overview

- A. Introductions
- B. Purpose of RFA

The workshop will be held to solicit comments and suggestions from interested persons relative to Florida Housing’s proposed RFA 2024-205 SAIL Financing of Affordable Multifamily Housing Developments to be Used in Conjunction with Tax-Exempt Bonds and 4% Housing Credits.

Funding available

- A. Estimated total SAIL funding amount of \$87,825,000 to be divided as follows:

- 1. Demographic Funding Available:

- \$33,075,000 of Elderly funding (Demographic Commitment of Elderly ALF or Non-ALF)
- \$54,750,000 of Family funding (Demographic Commitment of Family)

Up to a maximum of \$27,375,000 of the Family funding (50% of the total) shall be reserved for Applicants that demonstrate self-financed sources and meet additional Application criteria set forth in Section Four, A.3.a.(1)(b) below. (“Self-Sourced Applicants”)

\$27,375,000 of the Family funding (50% of the total) shall be reserved for Applicants that select the Family Demographic Commitment but do not qualify as Self-Sourced Applicants.

- 2. Geographic Funding Available:

- \$45,932,475 for Large Counties
- \$33,110,025 for Medium Counties
- \$8,782,500 for Small Counties

- B. Tax-Exempt Bond Financing and 4% Housing Credits

All proposed Developments may use the SAIL funding offered under this RFA in conjunction with Tax-Exempt Bonds (Corporation-issued Multifamily Mortgage Revenue Bonds (MMRB) or Non-Corporation-issued Tax-Exempt Bonds) and 4% Housing Credits.

Note: Pursuant to subsection 67-21.003(11), F.A.C., the withdrawal by the Applicant from any one program will be deemed by the Corporation to be a withdrawal of the Application from all programs.

¹ References to the RFA Webpage refer to <https://www.floridahousing.org/programs/developers-multifamily-programs/competitive/2024/2024-205> which can be accessed [here](#).

C. Home Investment Partnerships Program (HOME) From The American Rescue Plan Act (HOME-ARP)

All non-Self-Sourced Applicants proposing the Development Category of New Construction must commit to a certain number of 22% units. All Self-Sourced Applicants have the option to commit to 22% units. Forgivable HOME-ARP funding will be made available for the 22% Units.

The HUD environmental requirements provided in 24 CFR 93.301(f)(1) and (2) do not apply; however, all HOME-ARP requirements would apply such as how the units must be used for Qualifying Populations, the HUD environmental requirements provided in 24 CFR Part 92 and 24 CFR Part 58, AND Davis-Bacon requirements apply, if there are at least twelve 22% Units.

Outline of RFA

A. Section One – Introduction

B. Section Two – Definitions

Some Definitions, like Preservation, are defined in Rule Chapter 67-48, F.A.C. Preservation means:

Unless otherwise stated in a competitive solicitation, means Rehabilitation of an existing development that is at least 20 years old as of an Application Deadline in a competitive solicitation and has an active contract through one or more of the following HUD or RD programs: Sections 202 of the Housing Act of 1959 (12 U.S.C. §1701q), 236 of the National Housing Act (12 U.S.C. §1701), 514, 515, or 516 of the U.S. Housing Act of 1949 (42 U.S.C. §1484), 811 of the U.S. Housing Act of 1937 (42 U.S.C. §1437), or either has PBRA or is public housing assisted through ACC. If funded through the Corporation, the Development must maintain at least the same number of PBRA or ACC units. Such developments must not have closed on funding from HUD or RD within the 20 years prior to an Application Deadline in a competitive solicitation where the budget was at least \$10,000 per unit for rehabilitation in any year.

Additional definitions can be found in Exhibit B of the RFA and Rules, which are posted on the RFA Webpage.

C. Section Three- Submission Requirements and Financial Arrears

1. Submission Requirements
2. Financial Arrearage Requirement

An Application will be deemed ineligible for funding if, as of close of business **two business days*** before the Committee meets to make a recommendation to the Board there remains any financial obligations for which an Applicant or Developer or Principal, Affiliate or Financial Beneficiary of the Applicant or Developer is in arrears to the Corporation or any agent or assignee of the Corporation as reflected on the most recently published Past Due Report.

The Past Due Report contains the financial arrearages to the Corporation. The most recently published Past Due Report is posted to the Corporation’s Website under the link <https://www.floridahousing.org/data-docs-reports/past-due-reports> (also accessible by clicking [here](#)), but not more recently than seven business days prior to the date the Committee meets to make a recommendation to the Board.

3. Bookmarking the All Attachments Document before uploading (5 points)

To be awarded 5 points, bookmark the pdf of the All Attachments Document before uploading. Instructions are provided on the RFA Webpage. Acrobat Standard DC or Acrobat Pro DC are the programs required to create bookmarks.

D. Section Four of the RFA outlines instructions for completing Exhibit A

1. Review of Application

During the Review Committee scoring process, the Corporation (i) may rely on the answers submitted by the Applicant in Exhibit A, the Development Cost Pro Forma, and the Principal Disclosure Form; and (ii)

may, but is not obligated to, review the substance of the documentation that is submitted as Attachments to the Application.

If it is determined that the Attachments do not meet the RFA requirements or the Applicant submitted materially incorrect information in the Application, the Corporation may take any or all of the following actions, even if the Application was not selected for funding, was deemed ineligible, or was withdrawn: deem the Application ineligible, rescind the award, and consider all Principals of the Applicant to have made a material misrepresentation subject to Section 420.518, F.S.

2. Demographic Commitment

- a. The Demographic Commitment may be Family or Elderly (ALF or non-ALF).
- b. Veteran Preference in Elderly (ALF or Non-ALF) Developments in Medium and Large Counties
As defined in Exhibit B, a Veteran is a person who served in the active military, naval, or air service and who was discharged or released under honorable conditions only or who later received an upgraded discharge under honorable conditions, notwithstanding any action by the United States Department of Veterans Affairs on individuals discharged or released with other than honorable discharges. To qualify for the Veteran Preference in Elderly Developments, commit to offer a preference to Veterans on occupancy applications and waitlists throughout the Compliance Period with a goal of at least five percent of the units in the Development being occupied by one or more Veterans.

Veteran Households that meet the Link Units or other AMI Set-Aside requirements will also count towards the goal of at least five percent of the units in the Development being occupied by one or more Veterans.

3. Applicant/Developer/Management Company/Contact Person

- a. Applicant
 - (1) State the name of the Applicant and whether the Applicant is a Self-Sourced Applicant. A summary of all criteria for Self-Sourced Applicants is in Section Four, A.3.a.(1)(b) of the RFA.
 - (2) Evidence that Applicant is legally formed entity qualified to do business in Florida as of Application Deadline
 - (3) If applying as a Non-Profit, the Applicant must meet the definition of a Non-Profit as set out in Rule 67-48, F.A.C., and provide documents within 21 Calendar Days of the invitation to enter into credit underwriting. If this cannot be verified, the Applicant will no longer be considered a Non-Profit Applicant.

Note: Applicants that apply as a Non-Profit and provide the proper documentation during credit underwriting will not be charged a fee for the environmental review and, if requesting Housing Credits, will be charged a lower administrative fee.

- b. Developer Information
 - (1) Name of Developer (including all co-Developers);
 - (2) Evidence each Developer is a legally formed entity qualified to do business in Florida as of Application Deadline
 - (3) Developer Experience
 - (a) Required Developer Experience

A natural person Principal of at least one experienced Developer entity, which must be disclosed on the Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-2019) outlined below, must have, since January 1, 2004 completed at least one multifamily

rental housing development that consists of a total number of units no less than 50 percent of the total number of units in the proposed Development.

The individual meeting the Developer Experience requirements must be disclosed as a Principal of the Developer on the Principals of the Applicant and Developer(s) Disclosure Form (Form Rev. 05-2019) and must remain with the Development until the release of the operating deficit guarantee set forth in subsection 67-48.0072(18), F.A.C.

- (b) Requests for additional Corporation Funding for a recently funded Development
- (c) Reduction in number of Priority 1 Application submissions allowed in the Future Corresponding RFA

Applicants must either (i) close on the SAIL funding by the closing deadlines as set forth in Rule Chapter 67-48, F.A.C.; or (ii) if the Development has any HUD funding, including but not limited to rental subsidy, development funding, or insured mortgage financing, the Applicant must, within 90 days of receipt of the Firm Commitment, submit evidence to the Corporation that the Financing Plan, Subsidy Layering Review Package, rental subsidy transfer documentation, or Firm Commitment Application, or similar necessary documentation for the application process has been submitted to HUD or the Public Housing Authority, as applicable. If the Application fails to meet these requirements and either requires a closing extension, or does not submit the required documentation outlined in (ii) above to HUD or the Public Housing Authority as applicable within the stated time frame, the Principals of the Application will be prohibited from submitting Priority 1 Applications in the Future Corresponding RFA cycle after the SAIL closing deadline has passed, (e.g. RFA 2026 SAIL Financing Of Affordable Multifamily Housing Developments To Be Used In Conjunction With Tax-Exempt Bonds And 4% Housing Credits).

c. Principals of the Applicant and Developer(s) Disclosure Form

(1) Eligibility

The Principals Disclosure Form must identify the Principals of the Applicant and each Developer, pursuant to the RFA, as of the Application Deadline. Per subsection 67-48.002(94), F.A.C., any Principal other than a natural person must be a legally formed entity as of the Application Deadline.

The investor limited partner of an Applicant limited partnership, or the investor member of an Applicant limited liability company must be identified.

(2) Advance Review Process (5 points)

Applicants will receive 5 points if the uploaded Principal Disclosure Form was either (a) stamped "Approved" at least 14 Calendar Days prior to the Application Deadline; or (b) stamped "Received" by the Corporation at least 14 Calendar Days prior to the Application Deadline AND stamped "Approved" prior to the Application Deadline.

The Advance Review Process for Disclosure of Applicant and Developer Principals is available on the RFA Webpage.

(3) Designation of Priority 1 and 2 Applications

Principals of Applications in this RFA are limited to a maximum of three Priority 1 Related Application submissions in this RFA; however, Principals of Applications submitted in previous RFAs may have further limitations on the number of Priority I Applications to be submitted in this RFA. The 2024/2025 Priority I Application Limitation Chart outlining such limitations is available on the RFA webpage.

d. Management Company Information

- (1) Contact Information on Management Company
- (2) Required General Management Company experience

The Management Company must have completed at least two affordable rental housing properties, at least one of which consists of a total number of units no less than 50 percent of the total number of units in the proposed Development, for at least two years each.

e. Authorized Principal Representative / Operational Contact Person

The Authorized Principal Representative (a) must be a natural person Principal of the Applicant listed on the Principal Disclosure Form; (b) must have signature authority to bind the Applicant entity; (c) must sign the Applicant Certification and Acknowledgement section of Exhibit A; and (d) if funded, will be the recipient of all future documentation that requires a signature. The Operational Contact Person is optional.

4. General Proposed Development Information

a. Development Name

b. Development Category

- (1) The Development Categories for these RFAs are New Construction, Rehabilitation, Acquisition and Rehabilitation.

(a) Development Subcategory of New Construction: Redevelopment, with or without Acquisition Development Subcategory

(b) NEW! - Development Subcategory of Rehabilitation: Preservation, with or without Acquisition Development Subcategory

Note: There is a goal to fund one Application that qualifies for the Development Subcategory of Preservation (“Preservation Development Goal”). Once the Preservation Development Goal is met, no other Applications that qualify for the Preservation Development Goal will be selected to meet the other goals; however, Developments that qualify for the Preservation Development Goal may compete for funding in the selection process after the selection of Applications to meet the goals.

- (2) The Development Category qualifications are outlined in the RFA.

- (3) Rental Assistance (RA) Level Classification

The total number of units that will receive rental assistance (i.e., PBRA and/or ACC) will be the basis of the Applicant’s RA Level Classification.

c. Characteristics of a Development

- (1) Development Type (i.e., Garden, Townhouse, Mid-Rise (4, 5 or 6 stories), or High Rise (7 or more stories)).

- (2) Enhanced Structural Systems Construction Qualifications

To qualify as “Enhanced Structural Systems Construction” (“ESS Construction”) for purposes of the Total Development Cost Limitation calculation and Leveraging calculation, the proposed Development must meet the ESS Construction qualifications outlined in the RFA.

- d. Complete the Unit Characteristic Chart reflecting the appropriate breakdown reflecting the number of units within each of the Development Categories, Development Types, or ESS/non-ESS Construction.

5. Location

a. County and Hurricane Idalia-Impacted County Goal

(1) The county must be identified.

Each county is categorized as either a Small, Medium, or Large County based on population. The county size determines things such as minimum number of proximity points needed to be eligible for funding, maximum request amount, and the selection process.

(2) NEW! - Goal to fund one Application in a Tier 1 Hurricane Idalia-Impacted County (“Hurricane Idalia-Impacted County Goal”)

The Corporation has a goal to select an Application proposing a Development located in a Hurricane Idalia impacted Tier 1 county, based on estimates of damage from Hurricane Idalia using the OpenFEMA Housing Assistance Program datasets as of November 11, 2023, but was not eligible to apply in RFA 2024-206 HOME And Live Local SAIL Financing To Be Used For Rental Developments In Certain Hurricane Idalia Impacted Counties because the county was not also a “Florida Designated Rural Area of Opportunity” or “RAO” as defined in that RFA. These counties are Citrus, Pasco, and Pinellas.

There is a preference that the Application selected to meet this goal is a Priority 1 Application.

The list of Hurricane Idalia Tiers as of November 11, 2023 is posted to the RFA Webpage.

b. Provide the address

c. State whether the Development consists of Scattered Sites

d. Provide latitude and longitude coordinates for the Development Location Point and, if applicable, the Scattered Sites, stated in decimal degrees to at least six decimal places.

e. Proximity Eligibility Requirements and Proximity Preferences

The Application may earn proximity points based on the distance between the Development Location Point and the Bus or Rail Transit Service (if Private Transportation is not selected) and the Community Services. Proximity points will only be used to determine whether the Applicant meets the required minimum proximity eligibility requirements and the preferences outlined in the chart below.

The Transit Services that are available are Private Transportation (for Elderly Developments), Public Bus Stop, Public Bus Rapid Transit Stop, Public Bus Transfer Stop, and Rail Station; however only one type of Transit Service may be selected for each Application, for a maximum of 6 Points.

The Community Services that are available to all Demographics are Grocery Store, Medical Facility, Pharmacy, and Public School; however, **only three of the four Community Services may be selected for each Application**, for a maximum 4 Points for each service.

Proximity Eligibility Requirements

All Large County Applications must achieve a minimum number of points for Transit Services. All Applications must achieve a minimum number of total proximity points to be eligible for funding.

Proximity Funding Preference Qualifications

All Applications may also qualify for the Proximity Funding Preference.

Application Qualifications	If Eligible for PHA or RD Proximity Point Boost, Required Minimum Transit Service Points that Must be Achieved to be Eligible for Funding	If NOT Eligible for PHA or RD Proximity Point Boost, Required Minimum Transit Service Points that Must be Achieved to be Eligible for Funding	Required Minimum Total Proximity Points that Must be Achieved to be Eligible for Funding	Minimum Total Proximity Points that Must be Achieved to Receive the Proximity Funding Preference
Large County Applications	1.5	2.0	10.5	12.5 or more
Medium County Applications	Qualifies automatically	Qualifies automatically	7.0	9.0 or more
Small County Applications	Qualifies automatically	Qualifies automatically	4.0	6.0 or more

f. Mandatory Distance Requirement for Small and Medium Counties only

Applications that are not deemed LDA Developments and that either select the Development Category of Rehabilitation (with or without Acquisition) or qualify as Redevelopment may meet this eligibility requirement automatically if the Application also meets other criteria outlined in each RFA.

Applications that are not eligible for automatic qualification will only qualify if the distance between the Development Location Point, and the latitude and longitude coordinates provided for any Scattered Sites, if applicable, to the coordinates for the other properties identified on the 2024 FHFC Development Proximity List that serve the same demographic group as the proposed Development are at least the distance stated below.

The 2024 Proximity List is available on the RFA Webpage.

County Size	Distance between the proposed Development and Developments on the List if proposed Development <u>is</u> an LDA Development	Distance between the proposed Development and Developments on the List if proposed Development is <u>not</u> an LDA Development; AND the Development on the Proximity List has <u>at least</u> 31 Total Units	Distance between the proposed Development and Developments on the List if proposed Development is <u>not</u> an LDA Development; AND the Development on the Proximity List has <u>less than</u> 31 Total Units
All Small Counties	5 miles	2.0 miles	1.0 miles
All Medium Counties	N/A	1.0 miles	N/A

g. Limited Development Areas (LDA)

- (1) A proposed Development will be designated as an LDA Development if it is located within Franklin County. The boundaries for the 2024 Limited Development Areas are reflected on the RFA Webpage. A link to the Multifamily Mapping Application reflecting this can be found on RFA Webpage.
- (2) For an LDA Development to be deemed eligible for funding, it must meet all of the following LDA Development Conditions outlined in the RFA.

6. Number of Buildings and Units

a. Number of Units

Note: All Buildings must consist of at least five units per building. This will be confirmed in credit underwriting.

All proposed Developments must consist of a minimum of 30 total units.

(1) Elderly Non-ALF Developments

- (a) There is no total unit limitation for proposed Developments with the Development Category of Rehabilitation, with or without Acquisition, of an existing, occupied housing facility that is operating as housing for older persons as set forth in the Federal Fair Housing Act as of the Application Deadline.
- (b) Proposed Developments that do not meet the conditions in (a) above that are located in Miami-Dade County and Broward County may consist of up to 200 total units. Proposed Developments that do not meet the conditions in (a) above that are located in all other counties may consist of up to 160 total units.

(2) Elderly ALF Developments cannot exceed 125 total units.

(3) Family Developments

If the Development is deemed an LDA Development, the limit is 250 units. For other Developments, there is no total unit limitation for proposed Developments that commit to the Family Demographic Commitment.

- b. If the Development Category is Rehabilitation, with or without Acquisition, indicate whether there are any existing residential units on the Development site as of Application Deadline, and if so, the occupancy status of such units. Regardless of the Development Category, if there are existing occupied residential units and if the Development is funded, a plan for relocation of existing tenants will be required to be provided to the Credit Underwriter.

c. Set-Aside Commitments

(1) Total Income Set-Aside Units

- (a) Proposed Developments with a Demographic Commitment of Family or Elderly Non-ALF, or Applications that qualify as Non-Profit Applications and select the Demographic Commitment of Elderly ALF
 - If SAIL only is not selected and the Average Income Test is not selected, set aside a total of at least 80 percent of the Development's total units at 60 percent AMI or less.
 - If the Average Income Test is selected, set aside a total of at least 80 percent of the Development's total units at 80 percent AMI or less, but the Average AMI of the Qualifying Housing Credit Units* cannot exceed 60 percent.
 - If SAIL only is requested, set aside a total of at least 80 percent of the Development's total units at 60 percent AMI or less, of which at least 20 percent must be set aside at income levels below 50 percent AMI (which may include ELI units).
- (b) Applications that do not qualify as Non-Profit Applications and select the Demographic Commitment of Elderly ALF
 - If SAIL only is not selected and the Average Income Test is not selected, set aside a total of at least 50 percent of the Development's total units at 60 percent AMI or less.
 - If the Average Income Test is selected, set aside a total of at least 50 percent of the Development's total units at 80 percent AMI or less, but the Average AMI of the Qualifying Housing Credit Units* cannot exceed 60 percent.
 - If SAIL only is selected, set aside a total of at least 50 percent of the Development's total units at 60 percent AMI or less, of which at least 20 percent must be set aside at income levels below 50 percent AMI (which may include ELI units).

(2) Extremely Low Income (ELI) and Below 50 Percent AMI Set-Aside Units

ELI Set-Aside Unit Requirements for proposed Developments from Non-Self-Sourced Applicants

If the Development is deemed an LDA Development, 30 percent of the total units must be set-aside as ELI Set-Aside units. If the Development is not deemed an LDA Development, and if the Applicant is committing to the Average Income Test, 15 percent of the total units must be set aside as ELI Set-Aside units. The ELI units must be set aside at 30% AMI and below. For all other Developments, 10 percent of the total units must be set aside as ELI Set-Aside units. The AMI for each county has been updated and put into the draft RFA.

Set-Aside Unit Requirements for Self-Sourced Applicants that did not select the Average Income Test

The Applicant must set aside at least five percent of the total units below 50 percent AMI. None of these units are required to be set aside for ELI Households; however, the Applicant will qualify for ELI Loan Funding if units are set aside for ELI Households (“ELI Set-Aside Units”) at the applicable county AMI provided in the RFA.

Set-Aside Unit Requirements for Self-Sourced Applicants that did selected the Average Income Test

The Applicant must set aside at least five percent of the total units below 50 percent AMI. Applicants will only qualify for ELI Loan Funding if units are set aside for ELI Households at 30 percent AMI or below (“ELI Set-Aside Units”), in addition to the five percent of the total units set aside below 50 percent AMI.

(3) ELI Funding Amounts

All Non-Self-Sourced Applicants and all Self-Sourced Applicants that do not commit to the Average Income Test are eligible for ELI funding for each ELI Set-Aside unit, not to exceed the lesser of (i) \$1,000,000; or (ii) the maximum amount based on the ELI Set-Aside per unit limits for 10 percent of the total units, as further outlined in Section Four A.10.a.(1)(b) of the RFA. All Self-Sourced Applicants that commit to the Average Income Test are eligible for ELI funding for each ELI Set-Aside unit that is in addition to the five percent of the total units below 50 percent AMI, not to exceed the lesser of (i) \$1,000,000; or (ii) the maximum amount based on the ELI Set-Aside per unit limits for 10 percent of the total units, as further outlined in Section Four A.10.a.(1)(b) of the RFA.

(4) Link units for Persons with Special Needs

With the exception of Developments financed with HUD Section 811 or United States Department of Agriculture RD program, and Applicants that select the Elderly ALF Demographic Commitment, all Developments must commit to set-aside 50 percent of the ELI Set-Aside units, rounded up, as Link Units for Persons with Special Needs.

(5) 22% Units

All non-Self-Sourced Applicants committing to the Development Category of New Construction, and all Self-Sourced Applicants that commit to 22% Units will be awarded HOME-ARP Funding. For these Applicants, the following 22% Unit requirements must be met as further outlined in the RFA:

- (a) If the proposed Development is located in a Large County, five units that were committed to serving 60% AMI will be deemed 22% Units;
- (b) If the proposed Development is located in a Small or Medium County, three units that were committed to serving 60% AMI will be deemed 22% Units;
- (c) 22% Units will be committed to serving 22% AMI;

- (d) 22% Units must be set aside as Link units for Persons with Special Needs who are referred by a Corporation-designated Special Needs Household Referral Agency;
- (e) After 30 years, all of the 22% Units may convert to serve residents at or below 60 percent AMI; and
- (f) For purposes of the calculation of the Average AMI of Qualifying Units for the Average Income Test, 22% Units will be treated as 60 percent AMI units.

Note: Examples of the options for Set-Asides are provided in Section Four, A.6.d. of the RFA.

e. Unit Mix requirements outlined in RFA are based on Demographic Commitment

(1) Unit Mix requirements for Elderly Developments

- (a) If the Elderly Non-ALF Demographic Commitment is selected and the Development Category of Rehabilitation, with or without Acquisition, is selected, at least 40 percent of the total units must be comprised of one bedroom or Zero Bedroom Units, and no more than 20 percent of the total units can be larger than two-bedroom units.
- (b) If the Elderly Non-ALF Demographic Commitment is selected and the Development Category of New Construction is selected, at least 50 percent of the total units must be comprised of one bedroom or Zero Bedroom Units, and no more than 15 percent of the total units can be larger than two-bedroom units.
- (c) If the Elderly ALF Demographic Commitment is selected, at least 90 percent of the total units must be comprised of units no larger than one bedroom and the sharing of a unit by two or more unaffiliated residents cannot be a condition of occupancy.

(2) If the Family Demographic Commitment is selected, not more than 25 percent of the total units in the Development may consist of Zero Bedroom units.

f. Number of residential buildings must be provided.

Note: All Buildings must consist of at least five units per building.

g. Compliance Period - All Applicants are required to set aside the units for 50 years. Applicants that wish to qualify for an exemption from ad valorem tax pursuant to 196.1978(4), F.S. may also choose to commit to an additional minimum 49-year extended affordability period, for a total affordability period of 99 years ("Perpetuity"), which will only be applied to the SAIL and Bond LURAs as applicable.

For Self-Sourced Applicants, four points will be awarded to Self-Sourced Applicants that commit to all of the following requirements:

- (1) The Extended Use Agreement for the development will NOT terminate if the Corporation is unable to present a qualified contract to the Owner during the one-year period set forth in Rule 67-21.031, F.A.C.;
- (2) After the one-year period, and repayment of the SAIL loan, the Extended Use Agreement may be amended to reflect the Owner may convert 60 percent AMI set-aside units to units set aside for households with income levels associated with the lesser of 90 percent of market rent (subject to a market study conducted in accordance with the requirements of Rule 67-48, F.A.C.) or 120 percent AMI; and
- (3) The owner will implement the set-aside conversion to the next available unit, thereby agreeing not to utilize the amended Extended Use Agreement as pretext for lease nonrenewal of exiting residents.

Any non-Self-Sourced Applicant is knowingly, voluntarily and irrevocably committing to waive the option to convert after year 14.

7. Readiness to Proceed

- a. Site control documentation must be submitted with the Application.

Applicants must demonstrate site control as of Application Deadline by providing an eligible contract (effective at least through December 31, 2024), a deed, and/or a lease. If there is an existing Declaration of Trust recorded on the subject property, the Applicant may provide an Option to Enter into a Ground Lease Agreement (“eligible agreement”) between the Applicant and the owner of the property.

- b. NEW! - Ability to Proceed requirements

All successful Applications will be required to demonstrate zoning, infrastructure (water, sewer, electricity and roads), and Environmental Site Assessment **as of Application Deadline**, for the entire proposed Development site, including all Scattered Sites, if applicable.

Successful Applicants will be required to demonstrate that all of these requirements were met by providing documentation outlined in Exhibit D of this RFA within 21 Calendar Days of the invitation to enter into credit underwriting. To demonstrate that these were in place as of the Application Deadline, the documents must be dated on or before the Application Deadline. The Corporation may **rescind** the award of any Applications that fail to meet this requirement.

8. Required Construction Features

All units must meet all requirements as outlined in the RFA.

- a. Federal Requirements and State Building Code Requirements
b. General Features
c. Required Accessibility Features, regardless of the age of the Development
d. New! - Emergency Operations for all Elderly Developments

The following Emergency Operations Features must be provided in all Elderly Developments funded in all general occupancy RFAs:

- There must be a community building/dedicated space within the Development; and
- There must be a minimum of one permanent, standby generator in good working order, to operate at least one elevator per residential building serving Elderly/Permanent Supportive Housing residents that are located on a floor higher than the first floor in addition to the lights, HVAC and other electrical appliances in the community room/dedicated space, throughout the duration of a power outage. The generators must be maintained in good working order and the Applicant must maintain an executed written contract with a vendor certified to service and test the installed generator and system; the generator and system shall be serviced and tested at least annually.

- e. Required Green Building Features for all Developments

Required features are outlined in the RFA.

- In addition to the required features, proposed New Construction Developments must achieve one of the following: Leadership in Energy and Environmental Design (LEED); Florida Green Building Coalition (FGBC); Enterprise Green Communities; or ICC 700 National Green Building Standard (NGBS).
- Proposed Developments with a Development Category of Rehabilitation, with or without Acquisition, must select enough additional Green Building features in Exhibit A so that the total point value of the features selected equals at least 10 points.
- All Developments that involve any rehabilitation that are awarded funding will be required to do the Capital Needs Assessment process (Exhibit F).

9. Resident Programs

- a. If the Family Demographic is selected, provide at least three of the resident programs: After School Program, Health and Wellness Program, Employment Assistance Program, Financial Management Program, and Homeownership Opportunity Program.
- b. If the Elderly Demographic (ALF or Non-ALF) is selected, provide at least three of the resident programs, in addition to the required resident programs outlined in the RFA: Financial Management for Elderly Residents, Computer Training, Daily Activities, Assistance with Light Housekeeping/Grocery Shopping/Laundry, Resident Assurance Check-In Program.

10. Funding

a. SAIL

Total SAIL Request Amount is the Base Loan Amount described in a. plus ELI Funding Amount described in b. below.

(1) Eligible SAIL Base Loan Request Amount maximum – the lesser of:

- Self-Sourced Applicants are limited to a maximum SAIL request limit of \$41,000 per unit; however, this may be further reduced if Permanent Sources that Cause Reduction in Maximum SAIL Request Amounts of Self-Sourced Applicants are provided*. All other Applicants are limited to a maximum SAIL request limit of \$95,000 per unit;
- \$11,000,000 per Development that is located in a Large County, and has a Development Category of New Construction;
- \$9,500,000 per Development that is located in a Medium County, and has a Development Category of New Construction
- \$7,782,500 per Development that is located in a Small County, regardless of Development Category
- \$8,000,000 per Development if the Development Category is Rehabilitation (with or without Acquisition);
- A maximum of 25 percent of Total Development Cost if less than five percent of the total units are ELI Set-Aside Units, or 35 percent of Total Development Cost if at least five percent of the total units are ELI Set-Aside Units.

(2) Eligible SAIL Loan Request Amount minimum

Miami-Dade County Applications must reflect a minimum SAIL Loan Request Amount of \$3,000,000. If any adjustments are made during the scoring process which cause the Applicant's SAIL Loan Request Amount to fall below \$3,000,000, the Application will no longer be eligible to be considered for any funding.

b. Eligible ELI Request Amount

- (1) All Non-Self-Sourced Applicants are eligible for ELI funding for each ELI Set-Aside unit, not to exceed the lesser of (i) \$1,000,000; or (ii) the maximum amount based on the ELI Set-Aside per unit limits for 10 percent of the total units, as further outlined in Section Four A.10.a.(1)(b) of the RFA. All Self Sourced Applicants are eligible for ELI funding for each ELI Set-Aside unit that is in addition to the five percent of the total units below 50 percent AMI, not to exceed 10 percent of the total units, as further outlined in Section Four A.10.a.(1)(b) of the RFA.
- (2) The amount of the funding is dependent upon the county where the proposed Development is located and the Development's unit mix.
- (3) The portion of the SAIL loan that is attributable to the ELI Funding is a forgivable loan.

- c. Tax-Exempt Bonds:
- (1) Corporation-issued MMRB; or
 - (2) Non-Corporation-issued Tax-Exempt Bonds (i.e., bonds obtained through a Public Housing Authority (established under Chapter 421, F.S.), a County Housing Finance Authority (established pursuant to Section 159.604, F.S.), or a Local Government)
- d. 4% Housing Credits
- e. HOME-ARP Funding for 22% Units
- All non-Self-Sourced Applicants that commit to the Development Category of New Construction and all Self-Sourced Applicants that commit to 22% Units are required to provide 22% Units for the following:
- Large County will be awarded HOME-ARP Funding for five 22% Units.
- Small and Medium County will be awarded HOME-ARP Funding for three 22% Units.
- The HOME-ARP loan shall be a forgivable loan with an interest rate of 0 percent for 30 years. The terms and conditions of the HOME-ARP loans are further outlined in the RFA.
- This funding may be included as a source on the Development Cost Pro Forma for scoring purposes; however, because HOME-ARP Funding award amounts are calculated after Applications are selected for funding, Applicants are cautioned that this amount may be adjusted further in credit underwriting as outlined in Exhibit H of the RFA.
- f. Demonstration of permanent source(s) of financing from Self-Sourced Applicants (Maximum of 2 points)
- Self-Sourced Applicants that demonstrate an amount that is at least 75 percent of the Applicant's eligible SAIL Base Request Amount will be awarded one additional point. Self-Sourced Applicants that demonstrate an amount that is 100 percent of the Applicant's eligible SAIL Base Request Amount will be awarded two additional points.
- g. HUD Choice Neighborhoods Implementation Grant Goal
- There is a goal to fund one Priority I Application that qualifies for the HUD Choice Neighborhoods Implementation Grant Goal. To qualify, all of the following must be met:
- The Application must be a Priority I Application;
 - The Applicant must have selected the New Construction Development Category;
 - The Applicant must confirm that the Application meets the goal at question 10.d.(3) in Exhibit A;
 - The PHA or its instrumentality listed as a Principal of the Applicant must be part of a successful application for the HUD Choice Neighborhoods Implementation Grant that will contribute to the financing of the Development. The HUD Choice Neighborhoods Implementation Grant funding commitment must have been issued by HUD no earlier than December 31, 2019; and
 - The HUD Choice Neighborhoods Implementation Grant agreement has a requirement to complete the replacement housing rehabilitation/construction by September 30, 2027, or earlier.
- h. Developer Fee
- (1) The Developer Fee is 16% for Applicants requesting SAIL only
 - (2) The Developer Fee is 18% for Applicants requesting SAIL with Tax-Exempt Bond Financing and 4% Housing Credits
- i. Leveraging

j. Florida Job Creation Preference

11. Local Government Contributions

- a. With the exception of Applicants of proposed Developments located in Miami-Dade County, Applications with Development Category of Rehabilitation (with or without Acquisition) automatically qualify for 5 Points.
- b. In order for Applicants of proposed Developments located in Miami-Dade County, regardless of Development Category, to receive the maximum of five points, provide evidence of at least \$250,000 in Local Government committed funding.
- c. In order for Applicants of proposed Developments located in counties other than Miami-Dade County that selected the Development Category of New Construction to receive the maximum of five points, provide evidence of a Local Government grant, loan, fee waiver and/or fee deferral that is effective as of the Application Deadline, is in effect at least through December 31, 2024, and has a value whose dollar amount is equal to or greater than the amount listed on the County Contribution List for All Counties Other than Miami-Dade County (set out in RFA) for the county in which the proposed Development will be located.
- d. If a Self-Sourced Applicant demonstrates Permanent Sources that Cause Reduction in Maximum SAIL Request Amounts of Self-Sourced Applicants, the funding will be divided by the total number of units. The result of this will be deducted from the maximum per unit SAIL request (\$41,000). For example: If a Self-Sourced Applicant is proposing a Development consisting of 100 total units and includes \$1,000,000 in permanent financing from a government entity, the maximum per unit SAIL Request will be reduced from \$41,000 per unit to \$31,000 per unit ($\$1,000,000 / 100 = \$10,000$. $\$41,000 - \$10,000 = \$31,000$).

New rate! - Loans and fee deferrals must be net present valued using the discount rate of 7.61%.

12. Uniform Relocation Act

13. Credit Underwriting

D. Ranking and Funding Selection

1. Estimated Demographic Funding Available:

- \$33,075,000 of Elderly funding (Demographic Commitment of Elderly ALF or Non-ALF)
- \$54,750,000 of Family funding (Demographic Commitment of Family)

Up to a maximum of \$27,375,000 of the Family funding (50% of the total) shall be reserved for Applicants that qualify as Self-Sourced Applicants

\$27,375,000 of the Family funding (50% of the total) shall be reserved for Applicants that select the Family Demographic Commitment but do not qualify as Self-Sourced Applicants.

2. Estimated Geographic Funding Available:

- \$45,932,475 for Large Counties
- \$33,110,025 for Medium Counties
- \$8,782,500 for Small Counties

In order for an Application to be selected for funding, there must be enough of the applicable Demographic funding and Geographic funding available to fully fund the Applicant's Total SAIL Request Amount (i.e., total of the Applicant's Eligible SAIL Request Amount plus the Applicant's Eligible SAIL ELI Loan Request Amount).

3. New! - Goals

- a. One Application that qualifies for the HUD Choice Neighborhoods Implementation Grant Goal, with a preference for either a Priority 1 Self-Sourced Family Application or a Priority 1 Elderly Application that commits to the Veterans Preference.
- b. One Application in Broward County and one in Miami-Dade County
 - (1) One Self-Sourced New Construction Application located in Miami-Dade County or Broward County, with a preference for a Priority 1 Application
 - (2) One Elderly New Construction Application located in Miami-Dade County or Broward County, with a preference for a Priority 1 Application that commits to the Veterans Preference. If the Application in b.(1) was in Broward, this Application will be in Miami-Dade County. If the Application in b.(1) was in Miami-Dade County, this Application will be in Broward County.
- c. One Family Application that qualifies for the Preservation Development Goal, with a preference for a Priority 1 Family Application.
- d. One Application that qualifies for the Hurricane Idalia-Impacted County Goal, with a preference for either a Priority 1 Self-Sourced Family Application or a Priority 1 Application that commits to the Veterans Preference.

Applications selected to meet one goal will not count towards meeting a second goal, even if the Application meets all qualifications for multiple goals.

4. Sorting Order

- Priority 1 and 2 status
- A/B Leveraging Classification
- Proximity Funding Preference
- Florida Job Creation Funding Preference
- Lottery number

5. Selection Process

As outlined in the RFA, the highest-ranking Application(s) that can be fully funded will be selected for funding for each goal, then the Applications in Small Counties, then the Applications in Medium Counties, and then the Applications in Large Counties, subject to all Funding Tests and County Award Tally.

Self-Sourced and Non-Self-Sourced funding will remain separate throughout the funding selection process. A more detailed description of the selection process is in the RFA.

E. Credit Underwriting Process

F. Exhibits to RFA

1. Exhibit A – Application
2. Exhibit B – Definitions used in RFA that are not defined in Rule
3. Exhibit C – Additional Information
 - a. Total Development Cost Per Unit Limitation methodology used in credit underwriting and final cost certification.
 - b. Leveraging Classification
 - c. Florida Job Creation Funding Preference
 - d. Fees

- e. Additional Requirements
 - 4. Exhibit D – Timeline
 - 5. Exhibit E – Additional requirements for the Link Units for Persons with Special Needs
 - 6. Exhibit F – Rehabilitation Scoping Process with a Capital Needs Assessment
 - 7. Exhibit G - Tenant Selection Requirements
 - 8. Exhibit H – Credit Underwriting Procedures for HOME-ARP Forgivable Loan
- G. Other Important Information
 - 1. Public comment link on the RFA Webpage for viewing and submitting public comments
 - 2. Question and Answers process outlined in Section Three, D. of the RFA
 - 3. Expected Timeline

Issue RFA:	August 20, 2024
RFA Due Date:	September 12, 2024
Review Committee Meeting (make recommendations to Board)	October 3, 2024
Request Board Approval of Recommendations	October 22, 2024
- H. Other Discussion Topics