



**HILLSBOROUGH COUNTY
HOUSING FINANCE AUTHORITY**

Board Members:

Debra F. Koehler, Chairman
 David A. Hollis, Vice Chairman
 Mercedes B. DiMaio, Secretary
 Edward A. Busansky
 Frank D. DeBose
 Harry S. Hedges
 Michael F. Kelley

c/o Mary Helen Farris, Esq.
 Hillsborough County Attorney's Office
 601 East Kennedy Blvd., 27th Floor
 Tampa, FL 33602
www.hillsboroughcountyhfa.org

Mr. Trey Price
 Executive Director
 Florida Housing Finance Corporation

Re: Local Government Areas of Opportunity

Dear Trey:

I am writing as Chair of the HFA of Hillsborough County, expressing the unanimous direction of the HFA Board to urge the continuation of the Local Government Areas of Opportunity Funding. This has been a great success, leading to the selection of superior developments in the award of 9% Housing Credits, which have the full financial support of their local government.

What do we mean by “superior”? The development selected for the local preference in Hillsborough County agreed to 100% of the units to be set-aside in perpetuity, with a full 20% of those for extremely low income residents. Additionally, the unit and development amenities, as well as the energy efficiency standards, exceeded those required by FHFC.

	Hillsborough County Development	FHFC Standards
Length of Set-Aside	Perpetuity	50 years
Extremely Low Income %	20% ELI	10% ELI
Percentage < 60% AMI	100%	40%
Energy Efficiency	Exceeds FHFC standards	
Unit & Development Amenities	Exceeds FHFC standards	

Beginning in 2015, a pilot program version of this was implemented successfully in Duval County. Despite complaining by some developers, the JHFA and the City coordinated a rational selection process which resulted in funding the development which best met City goals.

The concept was expanded in 2016 to the other large counties with the exception of Miami-Dade. Counties or municipalities in all six of these counties exercised this option—showing the level of support at the local level.

I want to describe how Hillsborough County implemented this option, and exactly how it resulted in a superior development being selected by the County.

In Hillsborough County, the Board of County Commissioners requested that the Housing Finance Authority implement an application and ranking process. This was done because the HFA has experience with the evaluation of rental developments, and is trusted to administer a fair and open process.

At an open meeting of the HFA, the Board adopted specific ranking criteria (a copy of the RFQ and application are attached). For the HFA and Hillsborough County, key components of the priority related directly to the core goals of the Housing Credit Program—longer and lower set-asides.

Five developments were submitted to the HFA for evaluation. At least two Board members, including me, drove and evaluated each proposed site. Normal evaluation standards such as experience of the developer, management company, and development team, site control and zoning were threshold criteria. Neighborhood revitalization was also an evaluation factor. Another factor was reasonableness of total development cost—meaning that a development which had unnecessarily high costs would not be funded.

Again, at an open meeting of the HFA, the Board reviewed the evaluation of each proposed development and unanimously selected the Preserve at Sabal Park as the County's priority development (copy of evaluations attached). This development is quantifiably superior to any development selected by a lottery system, in that it met County goals for neighborhood revitalization and the set-aside of units for perpetual affordability (with 20% of those units for extremely low income residents). It also had a total development cost under \$200,000 per unit.

The HFA understands that some developers are pushing FHFC to eliminate the Local Government Areas of Opportunity process. They propose returning to a lottery system, which seems to the HFA to be the worst possible way to allocate precious public resources. The HFA's experience is that the developers who want to build what they want, where they want, prefer a lottery.

A lottery would not have resulted in affordability in perpetuity. A lottery would not have resulted in 20% of the units for extremely low income residents. A lottery would not have resulted in development and project amenities and energy efficiency standards that exceed FHFC's requirements—all while keeping costs at a reasonable level.

The HFA also understands that some developers have attacked the local preference system as "political". They obviously have no familiarity with the system implemented by Hillsborough County and the HFA. As Chair, I can give you my full assurance that "politics" played absolutely no part in who was selected.

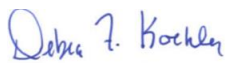
Lastly, the HFA understands that some developers assert that this system allows local governments to allocate a resource that "belongs" to FHFC and the State. There could be nothing further from the truth. Housing Credits are a federal resource, to be administered by FHFC. The scoring system for Housing Credits has always included a component of scoring related to local government financial support. The Local Government Areas of Opportunity are a logical extension of this concept—taken to a more sophisticated level.

Local governments do not get to exercise this option for free. It takes a substantial financial commitment. The HFA of Hillsborough County, with its limited resources, felt so strongly that this was a superior method of allocating Housing Credits, with a demonstrably better result for our County, that it committed its own funds for this support. If this system did not result in a superior development being selected, the HFA would never have provided the support.

To summarize, the HFA operated an open and transparent application and evaluation process. Politics played no part in the decision making. A development was selected that would result in perpetual affordability, built to standards above those of FHFC, at a reasonable cost. Without the Local Government Areas of Opportunity system, the winner would have simply been drawn out of a hat.

The HFA of Hillsborough County strongly urges the continuation of this program. I am ready to discuss this in more detail with you or members of your Board or staff.

Sincerely,



Debra F. Koehler
Chair

HOUSING FINANCE AUTHORITY OF HILLSBOROUGH COUNTY

Local Government Support Funds

Application

THIS APPLICATION IS SOLELY FOR THE USE OF APPLICANTS SEEKING A LOCAL GOVERNMENT CONTRIBUTION IN CONJUNCTION WITH FHFC RFA 2016-113

SUBMIT:

An original of the entire application to:
Housing Finance Authority of Hillsborough County
c/o County Attorney
Mary Helen Farris
601 East Kennedy Boulevard, 27th Floor
Tampa, Florida 33602

One (1) hard copy and a PDF of the entire application, a \$5,000 application fee (check made out to the HFA of Hillsborough County), and \$2,500 review fee (check made out to The Hendrickson Company)

to:

Mark Hendrickson
1404 Alban Avenue
Tallahassee, Florida 32301

Contact: Mark Hendrickson, 850.671.5601 mark@thehendricksoncompany.com

REVISED: October 20, 2016

GENERAL INFORMATION

NOTE: If any of the four Project Threshold Criteria are not met (e.g., Project located in unincorporated Hillsborough County, the City of Temple Terrace, or Plant City; Site control; Sufficient number of rental units per applicable FHFC program; and proposed use permitted for site), then the application will not be considered by the HFA. If an application is approved, then the HFA will determine the loan terms for the local government support, including any other terms required by the HFA (including, but not limited to, the applicant paying the HFA's legal fees and all costs related to the local government support loan).

Please indicate if Applicant will use these funds in conjunction with (check one)

FHFC HOUSING CREDIT RFA 2016-113

HFA OF HILLSBOROUGH COUNTY LOAN REQUEST: Please provide the details of your request for a local government contribution, including the requested loan amount and loan terms, including interest rate, maturity date, amortization, and balloon (if any). The maximum amount of the HFA loan is the minimum amount that will allow the Applicant to score the maximum number of points under the FHFC's guidelines. This exact amount will be noticed in the Notice of Fund Availability.

LOAN AMOUNT REQUESTED:	_____
MATURITY OF LOAN IN YEARS:	_____
INTEREST RATE:	_____ 1% _____
AMORTIZATION:	_____ 30 years _____
BALLOON, IF ANY:	_____

Please provide evidence of any local government contribution funds that are committed to this proposed development other than the requested funds from the HFA. Attach as Exhibit 1.

I. DEVELOPMENT SUMMARY AND TIMELINE

- A. Provide a short narrative description of the Development, including all resident programs, amenities, unit features and scope of work to be performed. If more space is needed, provide the information as **Exhibit 2**. MAJOR DEVELOPMENT AMENITIES WILL BE INCLUDED IN THE LAND USE RESTRICTION AGREEMENT. Also attach as **Exhibit 3** a timeline for the completion of the development which includes all key dates, including anticipated timing of permits and credit underwriting, Housing Credit closing date, completion of construction, rent up, and stabilization.

B. SUMMARY OF PROPOSED DEVELOPMENT

B. SUMMARY OF PROPOSED DEVELOPMENT	
Name of Development	
Location of Development, by street address, or if no address, by mileage from nearest cross streets. Also, attach a map showing the development's location. The Project <u>must</u> be located in unincorporated Hillsborough County, Plant City or the City of Temple Terrace. (PROJECT THRESHOLD CRITERIA)	
Developer/ Location (name of controlling company, not of LP or LLC).	
Contact person for application, including name, email, and phone numbers	
Development Type New Construction or Rehabilitation Family, Elderly, or other	
Number of Units, by Bedrooms	
Total Development Cost	
Cost per unit	
Land Cost	
Acquisition of Building Cost if applicable	
Hard Rehab Cost or Construction Cost	
General Contractor	
Set Aside Period (50 year minimum)	
Set Aside Levels (PROJECT THRESHOLD CRITERIA)	
Current Zoning (PROJECT THRESHOLD CRITERIA)	
Evidence of Site Control (PROJECT THRESHOLD CRITERIA)	

II. APPLICANT INFORMATION

A. Applicant Name: _____

Must be a legally formed entity (i.e., limited partnership, corporation, etc.) qualified to do business in the State of Florida at the time of submission of Application.

B. If partnership, name of general partner(s): _____

If corporation, name and title of executive officer: _____

Address: _____

Telephone: _____ Facsimile: _____

III. PROPOSED PROJECT FINANCING

A. Proposed Finance Summary: Please provide a permanent loan period detailed sources and uses that is in a format acceptable to FHFC as part of the upcoming HC RFA process. Attach as **Exhibit 4**.

B. Operating Pro Forma: Provide a 15 year operating pro forma and attach as **Exhibit 5**.

IV. ABILITY TO PROCEED

Each Application shall be reviewed for feasibility and ability of the Applicant to proceed with construction of the Development.

A. Site Control (PROJECT THRESHOLD CRITERIA)

Site Control must be demonstrated by the APPLICANT, in a manner consistent with the requirements of FHFC RFA 2016-113:

Eligible Contract

Deed or Certificate of Title

Lease

Provide evidence of Site Control and attach as **Exhibit 6**.

B. Zoning and Land Development Regulations (PROJECT THRESHOLD CRITERIA)

1. a. Is the site appropriately zoned for the proposed Development: No Yes

- b. Indicate zoning designation (s) _____
- c. Current zoning permits ___units per acre, or ___ for the site (PUD).
- d. Total Number of Units in Development:

Note: Provision of the zoning form from FHFC RFA 2016-113 will meet this requirement. Provide evidence that the proposed use is permitted and attach as **Exhibit 7**.

V. FOR APPLICANTS SEEKING THE LOCAL GOVERNMENT AREA OF OPPORTUNITY FUNDING:

Provide a narrative describing how the proposed development meets the selection criteria detailed within the NOFA and attach as **Exhibit 8**. Address all Project Selection Criteria listed in the NOFA.

VI. SELF-SCORING OF FHFC HOUSING CREDIT APPLICATION

Provide the score expected to be received on the application for Housing Credits, including point score and all tiebreakers, for both scenarios of (1) receiving Local Government Area of Opportunity Funding and (2) NOT receiving Local Government Area of Opportunity Funding, but instead receiving a local government contribution. Attach your response as **Exhibit 9**.

VI. CERTIFICATION (Original Signatures Required)

The undersigned Applicant certifies that the information in this Application is true, correct and authentic.

THE APPLICANT FURTHER ACKNOWLEDGES HAVING READ ALL APPLICABLE AUTHORITY RULES GOVERNING THE PROGRAM AND ACKNOWLEDGE HAVING READ THE NOFA AND THIS APPLICATION.

THE APPLICANT UNDERSTANDS AND AGREES TO ABIDE BY THE PROVISIONS OF THE APPLICABLE FLORIDA STATUTES AND AUTHORITY PROGRAM POLICIES, RULES AND GUIDELINES, INCLUDING THOSE DETAILED IN THE NOFA AND THIS APPLICATION.

THE UNDERSIGNED REPRESENTS AND WARRANTS THAT THE INFORMATION PROVIDED HEREIN IS TRUE AND ACCURATE. THE PERSON EXECUTING THIS DOCUMENT REPRESENTS THAT HE OR SHE HAS THE AUTHORITY TO BIND THE APPLICANT AND ALL INDIVIDUALS AND ENTITIES NAMED HEREIN TO THIS WARRANTY OF TRUTHFULNESS AND COMPLETENESS OF THE APPLICATION.

THE APPLICANT ACKNOWLEDGES THAT THE AUTHORITY'S INVITATION TO SUBMIT AN APPLICATION DOES NOT CONSTITUTE A COMMITMENT TO FINANCE THE PROPOSED DEVELOPMENT. **APPLICANTS MUST SUCCESSFULLY COMPLETE CREDIT UNDERWRITING AND OBTAIN ALL NECESSARY APPROVALS FROM THE BOARD OF DIRECTORS, AUTHORITY COUNSEL, AND THE CREDIT UNDERWRITER.**

_____	_____	_____
Applicant	Date	Signature of Witness
_____	_____	_____
Name and Title ((typed or printed)		Name (typed or printed)

NOTE: ORIGINAL APPLICATION MUST CONTAIN AN ORIGINAL SIGNATURE, OR THE APPLICATION WILL BE REJECTED AUTOMATICALLY

**Applications Due:
November 18, 2016 for Loans Made in Conjunction with FHFC RFA 2016-113**

HOUSING FINANCE AUTHORITY OF HILLSBOROUGH COUNTY

**NOTICE OF FUND AVAILABILITY &
REQUEST FOR APPLICATIONS**

**LOCAL GOVERNMENT SUPPORT LOANS
FOR DEVELOPMENTS APPLYING FOR FHFC HOUSING CREDITS
SEEKING THE LOCAL GOVERNMENT AREA OF OPPORTUNITY FUNDING and/or
THE LOCAL GOVERNMENT CONTRIBUTION,**

The Housing Finance Authority of Hillsborough County (the "Authority" or the "HFA") announces the availability of funds and is requesting applications for the consideration of providing local government support for qualified multifamily housing developments which meet the goals of the Authority and comply with applicable federal and state law. The Authority has adopted the following guidelines to set forth the general requirements and procedures that apply to the financing of multifamily housing developments. The Authority may waive specific provisions of these guidelines where good cause is shown and adequate supporting documentation is provided. Any waiver is at the sole discretion of the Authority. In addition, these guidelines may be amended, revised, repealed or otherwise altered by the Authority with or without notice. The Authority specifically welcomes requests for proposed alternative resident programs or development/unit features.

All applications submitted will be reviewed by the Authority's Financial Advisor, who will make recommendations to the Board. The Board will decide whether or not to authorize commitment letters and loans providing Local Government Support for developments seeking FHFC funding. Submission of an application does not entitle the Applicant to financing, even if sufficient funds remain.

The Authority will not consider issuing commitment letters to provide financing for any development unless the applicant has satisfied the general requirements set forth in these guidelines, submits a timely, complete, and acceptable application and complies with all of the procedures and requirements contained within the Authority's application procedures and program guidelines. Copies of the Application are available at the Authority's website:

<http://hillsboroughcountyhfa.org/>

The Authority reserves the right to impose additional requirements on any particular development. Compliance with these guidelines does not and shall not create any right by an applicant to a commitment or assurance that the Authority will provide the requested financing.

The Authority provides local government support to assist in the construction, rehabilitation and permanent financing of multifamily housing developments. The HFA anticipates sufficient funds to be available to fund one applicant.

The maximum amount of the Local Government Support loans that may be applied for pursuant to this NOFA is the amount that will allow local projects to score the maximum number of points under FHFC RFA 2016-113, including the amount that will allow local projects to receive the maximum points for the Local Government Area of Opportunity Funding.

NOTE: THE HFA HAS NOT DETERMINED IF IT WILL SELECT ANY APPLICANT FOR FUNDING AT THE LEVEL THAT WOULD PERMIT THE APPLICANT TO QUALIFY FOR THE LOCAL GOVERNMENT AREA OF OPPORTUNITY FUNDING POINTS WITHIN FHFC RFA 2016-113. THE HFA WILL DETERMINE IF IT WILL PROVIDE FUNDING AT THAT LEVEL ONLY AFTER REVIEW OF ALL APPLICATIONS. THE HFA RESERVES THE RIGHT, AT ITS SOLE DISCRETION, TO NOT FUND ANY APPLICANT AT A LEVEL REQUIRED FOR THE LOCAL GOVERNMENT AREA OF OPPORTUNITY FUNDING.

All applications received will compete with each other and be selected by the Authority for the available funding. Applications will be reviewed against the criteria listed below and, if selected, each loan will be subject to the minimum loan terms stated below.

NO CONTACT WITH BOARD MEMBERS AFTER NOFA ISSUED. As of October 20, 2016, no Applicant, Applicant Agent and/or Representative may contact HFA Board members concerning their application, any other applicant's application, the merits of their firm, or any other aspect of the application and selection process. Violation of this prohibition will result in the disqualification of the Applicant and all of their developments.

Applications related to FHFC RFA 2016-113 are due no later than 5:00 PM, Eastern Standard Time, **November 18, 2016**. For more information, contact Mark Hendrickson.

Applicants must submit an original, a PDF copy of the original, and a total of two (2) copies to the Authority as follows:

An original of the entire application to:

Housing Finance Authority of Hillsborough County
c/o County Attorney
Mary Helen Farris
601 East Kennedy Boulevard, 27th Floor
Tampa, Florida 33602

One (1) hard copy and a PDF of the entire application, a \$5,000 application fee (check made out to the HFA of Hillsborough County), and \$2,500 review fee (check made out to The Hendrickson Company) to:

Mark Hendrickson
1404 Alban Avenue
Tallahassee, Florida 32301
Contact: Mark Hendrickson, 850.671.5601 mark@thehendricksoncompany.com

GUIDELINES

1. PROJECT THRESHOLD CRITERIA

- Project must be located within unincorporated Hillsborough County, the City of Temple Terrace, or Plant City;
- Applicant must provide evidence of site control;
- Applicant must provide a set-aside of rental units equal to or greater than the standards for low income Housing Tax Credits or applicable FHFC Program, as the case may be;
- Project must have evidence authorizing the use of the property for the proposed use; and,

- Applicant must commit to minimum affordability period of 50 years and provide resident services at a level consistent with the requirements within the Authority’s bond application.

2. PROJECT SELECTION CRITERIA

- Applicant’s development and construction experience;
- Experience and Quality of development team
- Applicant’s management experience, or experience and quality of management company;
- Financial feasibility to complete and operate the project (including, but not limited to, cost estimates, cash flows, debt service coverage ratios, the percentage of public monies requested compared to project cost; leveraging of public resources, including the requested HFA loan)
- Applicant’s performance and/or compliance (including any prior defaults) of any prior loans or contracts with the HFA of Hillsborough County;
- The reasonableness of the cost of the development;
- Resident Programs (minimum must meet standards of Authority’s bond application, additional programs to be considered as positive factor in evaluating the application);
- Unit and Development Amenities;
- Energy Efficiency;
- Long Term Affordability (minimum set-aside period of 50 years—additional years to be considered as a positive factor in evaluating the application);
- Commitment to set-aside at least 5% of the units in the development to an at-risk population (homeless or youth aging out of foster care);
- Maximum Economic Impact;
- Developments which provide a lift to the neighborhood, and could lead to additional revitalization and/or neighborhood improvement;
- Proximity to public transportation, services, and employment;
- Leveraging of HFA funds with other resources that could be used to meet the FHFC required contribution level, and leveraging of HFA funds with other funds to achieve greater impact on the community/neighborhood; and,
- Ability to meet FHFC requirements for the contribution to be a part of permanent financing with minimum loan term.

3. LOAN TERMS:

To be determined at time of loan commitment(s). The following will apply to all HFA loans:

- The following loan terms shall apply: (a) Interest rate of 1%; (b) the maximum term of the loan to be coterminous with the first mortgage, but not to exceed 30 years (and the minimum term necessary to meet FHFC requirements); and, (c) loan to be fully amortizing over a 30 year period, with monthly payments and with a balloon payment due when the first mortgage is paid off or refinanced. The loan documents shall provide for the standard default provisions; and upon default, the loan shall accrue interest at the highest rate then permissible under Florida law from and after an event of default that remains uncured.

The loan amount for Applicants seeking a Local Government Area of Opportunity Funding loan will depend upon development type, and are detailed within FHFC RFA 2016-113. The terms for such loans are:

- ✓ Loan Amount to be determined by development type, as detailed in FHFC RFA 2016-113

Minimum Local Government Area of Opportunity Funding Amounts	
Building Type*	Total Amount of Loan(s)/Grant(s)
Garden-Wood (NC)	\$458,250
Garden-Concrete (NC)	\$551,000
Mid-Rise-Wood (NC)	\$551,000
Mid-Rise-Concrete (NC)	\$607,500
High-Rise (NC)	\$739,500
Garden (Rehab)	\$385,250
Non-Garden (Rehab)	\$542,750

* For purposes of this provision (i) Concrete refers to a "Yes" answer to question 5.c.(3) of Exhibit A; (ii) NC includes Development Categories of New Construction, Redevelopment and Acquisition and Rehabilitation and Rehab includes Development Categories of Rehabilitation and Acquisition and Rehabilitation, as selected by the Applicant at question 5.c.(1) of Exhibit A; and (iii) Garden includes all Development Types other than Mid-Rise and High-Rise; Non-Garden includes Development Types of Mid-Rise with Elevator (4 stories, 5 stories, or 6 stories) and High-Rise (7 or more stories); Mid-Rise includes Development Types of Mid-Rise with Elevator (4 stories, 5 stories, or 6 stories); and High-Rise includes Development Type of High Rise (7 or more stories), as selected by the Applicant at question 5.d. of Exhibit A. In the case of mixed-type Developments, the Applicant should use the Building Type that will comprise the majority of the units in the Development.

- Each loan shall be evidenced by a promissory note in the full-face amount of the Local Government Support, and secured in its entirety by a subordinate lien mortgage, and shall include such other standard loan documents as necessary to evidence and complete the transaction.
- The loan shall not be disbursed until the following minimum due diligence is received and satisfactory (however, additional requirements may be necessary for the project): mortgagee title insurance policy (or a marked-down commitment for the same), boundary survey certified to the Authority, environmental site assessments certified to the Authority, and evidence of concurrency and all permits authorizing construction of the project.
- The loan shall be issued in the name of the Authority. Such loan shall be reviewed, implemented, and administered by the Authority.

4. **FEES**

- \$5,000 Application fee due with original application, check made out to the HFA of Hillsborough County
- \$2,500 Review fee, due with copies of application, but mailed to and check made out to The Hendrickson Company
- \$5,000 Closing Fee, due at loan closing.

5. **DISCLAIMER**

The Authority is taking no responsibility that FHFC in their initial scoring, or in any scoring revisions that take place due to legal disputes between applicants in FHFC RFA 2016-113, will ultimately agree that the loan meets the requirements to achieve the points for the Local Government Area of Opportunity funding or to achieve the points for a local government contribution. The Authority is assuming NO LIABILITY if FHFC or any judicial or quasi-judicial body comes to another conclusion.

If approved for a loan, and with that understanding, if you would like to have a local government contribution loan form executed by the County, please fill out the form and submit to both Shawn Perrine and Mark Hendrickson prior to the submission deadline.

6. **WAIVERS, ERRORS & RIGHT TO OBTAIN ADDITIONAL INFORMATION FROM APPLICANTS**

The HFA reserves the right to waive any provision of the NOFA and/or the accompanying application. The HFA reserves the right to waive any minor irregularity in the application, with the HFA to be the sole entity to determine what constitutes a "minor irregularity". The HFA also reserves the right to seek additional and/or clarifying information from any Applicant and to use that information in its evaluation and decision making process.

ANALYSIS OF LOAN REQUESTS LOCAL GOVERNMENT AREA OF OPPORTUNITY (PREFERENCE) FUNDING

1. Summary of Applications

The 2017 NOFA had a November 18, 2016 due date. Five applications were received. A summary of the proposed developments:

	Boulevard at West River	Carrington Park	Mango Terrace	Preserve at Sabal Park	Springfield Plaza
Developer	Banc of America CDC & Tampa Housing Authority	Jonesboro Investments	Southport	Blue Sky Communities	Roundstone Development
Address	NW Corner of Main Street & North Willow Avenue	Southeast Corner of Robert Tolle Drive & Valhalla Pond Drive	785 feet south of Corner of MLK Boulevard & Lemon Avenue	Williams Road, 200 feet north of E. Broadway Avenue & 10920 E. Broadway Avenue	1010 E. Brandon Boulevard
City/County	West River City of Tampa	Riverview Unincorporated Hillsborough County	Seffner Unincorporated Hillsborough County	Mango Park Unincorporated Hillsborough County	Brandon Unincorporated Hillsborough County
Demographic	Family	Elderly	Family	Family	Elderly
New or Rehab	NC	NC	NC	NC	NC
Design	Concrete Mid-Rise	Concrete Mid-Rise	Concrete Townhome	Concrete Townhome	Woodframe 2-Story with elevator
Units	250	96	93	144	96
Total Development Cost	\$50,036,652	\$21,200,496	\$18,417,783	\$27,766,777	\$18,506,780
TDC/Unit	\$200,146	\$220,838	\$198,041	\$192,825	\$192,779
Set-Aside	50 years	75 years	50 years	Perpetuity	75 years
Loan Request	\$607,500	\$607,500	\$551,000	\$551,000	\$458,250

2. **Threshold Criteria & Analysis:** All Applicants except Boulevard at West River meet threshold requirements.

	Boulevard at West River	Carrington Park	Mango Terrace	Preserve at Sabal Park	Springfield Plaza
Project must be located within unincorporated Hillsborough County, the City of Temple Terrace, or Plant City	No Located in City of Tampa	Yes Located in Unincorporated Hillsborough County	Yes Located in Unincorporated Hillsborough County	Yes Located in Unincorporated Hillsborough County	Yes Located in Unincorporated Hillsborough County
Site Control	Yes Site control via Contract for Purchase & Sale	Yes Site control via Contract for Purchase & Sale	Yes Site control via Contract for Purchase & Sale	Yes Site control via Contract for Purchase & Sale	Yes Site control via Contract for Purchase & Sale
Set-aside equal to or greater than the standards for low income Housing Tax Credits	Meet FHFC Standards 70%<60% AMI 10%<40% AMI 20% Market Rate	Meet FHFC Standards 90%<60% AMI 10%<40% AMI	Exceed FHFC Standards 90%<60% AMI 10%<40 AMI 5% of units developer financed PBRA for 15 years	Exceed FHFC Standards 80%<60% AMI 20%<40 AMI	Meet FHFC Standards 90%<60% AMI 10%<40 AMI
Evidence authorizing the use of the property for the proposed use	Yes NMU-35 FHFC Zoning Form executed by City	Yes PD FHFC Zoning Form executed by County	Yes PD FHFC Zoning Form executed by County	Yes PD FHFC Zoning Form executed by County	Yes PD FHFC Zoning Form executed by County
Applicant must commit to minimum affordability period of 50 years and provide resident services at a level consistent with the requirements within the Authority's bond application	Meets 50 years Resident services at level required by bond application	Exceeds 75 years Resident services at level required by bond application	Meets 50 years Resident services at level required by bond application	Exceeds Perpetuity Resident services at level required by bond application	Exceeds 75 years Resident services appear to be at level required by bond application

3. **Summary of Loan Requests:**

	Boulevard at West River	Carrington Park	Mango Terrace	Preserve at Sabal Park	Springfield Plaza
LOAN REQUEST	\$607,500	\$607,500	\$551,000	\$551,000	\$458,250
LOAN TERM	17 years 30 year amortization Balloon in 17 years	15 years 30 year amortization Balloon in 15 years	30 years 30 year amortization	17 years 30 year amortization Balloon in 17 years	15 years 30 year amortization Balloon in 15 years
LOAN RATE	1%	1%	1%	1%	1%
COMMENTS	Amount required for mid-rise concrete building by FHFC RFA 2016-113	Amount required for mid-rise concrete building by FHFC RFA 2016-113	Amount required for garden concrete building by FHFC RFA 2016-113	Amount required for garden concrete building by FHFC RFA 2016-113	Amount required for garden wood building by FHFC RFA 2016-113

4. **Project Selection Criteria**

- Applicant’s development and construction experience;
- Experience and Quality of development team
- Applicant’s management experience, or experience and quality of management company;
- Financial feasibility to complete and operate the project (including, but not limited to, cost estimates, cash flows, debt service coverage ratios, the percentage of public monies requested compared to project cost; leveraging of public resources, including the requested HFA loan)
- Applicant’s performance and/or compliance (including any prior defaults) of any prior loans or contracts with the HFA of Hillsborough County;
- The reasonableness of the cost of the development;
- Resident Programs (minimum must meet standards of Authority’s bond application, additional programs to be considered as positive factor in evaluating the application);
- Unit and Development Amenities;
- Energy Efficiency;
- Long Term Affordability (minimum set-aside period of 50 years—additional years to be considered as a positive factor in evaluating the application);
- Commitment to set-aside at least 5% of the units in the development to an at-risk population (homeless or youth aging out of foster care);
- Maximum Economic Impact;

- Developments which provide a lift to the neighborhood, and could lead to additional revitalization and/or neighborhood improvement;
- Proximity to public transportation, services, and employment;
- Leveraging of HFA funds with other resources that could be used to meet the FHFC required contribution level, and leveraging of HFA funds with other funds to achieve greater impact on the community/neighborhood; and,
- Ability to meet FHFC requirements for the contribution to be a part of permanent financing with minimum loan term.

5. **Analysis of Developments Using Project Selection Criteria:**

Note: Each applicant was requested to address each of the selection criteria. The Mango Terrace applicant gave general responses, but not a detailed Criteria-by-Criteria response, as did all other applicants. **It is highly recommended that Board members read the responses, which are in Exhibit 8 of each application.**

	Boulevard at West River	Carrington Park	Mango Terrace	Preserve at Sabal Park	Springfield Plaza
Applicant’s development and construction experience	Has experience. Major construction problems on deals financed by HFA	Has experience	Has experience	Has experience	Has experience
Experience and Quality of development team	Adequate except GC not selected	Adequate	Adequate	Adequate	Adequate
Applicant’s management experience, or experience and quality of management company	Adequate JMG Management	Adequate Royal American Management	Not addressed	Adequate Carteret Property Management	Adequate Sunchase American
Financial feasibility to complete and operate the project (including, but not limited to, cost estimates, cash flows, debt service coverage ratios, the percentage of public monies requested compared to project cost; leveraging of public resources, including the requested HFA loan)	Appears Feasible	Appears Feasible	Appears Feasible	Appears Feasible	Appears Feasible
Applicant’s performance and/or compliance (including any prior defaults) of any prior loans or contracts with the HFA of Hillsborough County	No defaults. Higher than expected vacancy rates	No loans	No loans	No loans	No loans

	Boulevard at West River	Carrington Park	Mango Terrace	Preserve at Sabal Park	Springfield Plaza
The reasonableness of the cost of the development	Reasonable	Reasonable	Reasonable	Reasonable	Reasonable
Resident Programs (minimum must meet standards of Authority's bond application, additional programs to be considered as positive factor in evaluating the application)	Exceed	Exceed	Meet	Exceed	Meet
Unit and Development Amenities	Meet	Meet	No information	Exceed	Meet
Energy Efficiency	Meet	Meet	Meet	Exceed	Meet
Long Term Affordability (minimum set-aside period of 50 years—additional years to be considered as a positive factor in evaluating the application)	50	75	50	Perpetuity	75
Commitment to set-aside at least 5% of the units in the development to an at-risk population (homeless or youth aging out of foster care)	Yes	Commit to 10%	Yes	Yes	Yes
Maximum Economic Impact	High	Medium	Medium	Medium	Medium
Developments which provide a lift to the neighborhood, and could lead to additional revitalization and/or neighborhood improvement	Excellent	Average	Good	Good+	Good
Proximity to public transportation, services, and employment	Bus Stop near. Other services not as close.	Yes, except bus is 0.5 miles away	No information	Yes	Yes
Leveraging of HFA funds with other resources that could be used to meet the FHFC required contribution level, and leveraging of HFA funds with other funds to achieve greater impact on the community/neighborhood	Yes. THA loan. City of Tampa grant.	None committed. Will apply for AHP grant to use for public art.	None	Yes. Anticipate loan from County	None
Ability to meet FHFC requirements for the contribution to be a part of permanent financing with minimum loan term	Yes	Yes	No; requesting 30 year loan	Yes	Yes

6. **Commentary on each Application:**

Boulevard at West River

- Fails threshold because located within City of Tampa

Carrington Park

- 75 year set-aside period (50 year minimum)
- 10% special needs (5% required)
- Resident programs exceed required level
- 96 units/HFA loan request of \$6,238 per unit/HFA loan request 2.87% of total development cost

Mango Terrace

- Developer funded project based rental assistance for 5% of residents (special needs—homeless, youth aging out of foster care)
- 30 year loan term—others 15-17 years
- Non-specific or no answers in response to questions about how development meets evaluation criteria
- Good neighborhood revitalization
- 93 units/HFA loan request of \$5,925 per unit/HFA loan request 2.99% of total development cost

Preserve at Sabal Park

- 20% of units extremely low income (10% required)
- Set-aside period of perpetuity (50 year minimum)
- Resident programs, development amenities, and energy efficiency all exceed required levels
- Good neighborhood revitalization
- Extremely thorough responses on how application meets evaluation criteria
- 144 units/HFA loan request of \$3,836 per unit/HFA loan request 1.98% of total development cost—all achieve best leveraging of public resources
- Application consistently equals or exceeds responses from other applicants on evaluation criteria

Springfield Plaza

- 75 year set-aside (50 year minimum)
- Wood frame construction—shorter life of building
- Good neighborhood revitalization
- 96 units/HFA loan request of \$4,773 per unit/HFA loan request 2.48% of total development cost

7. **FHFC Scoring Analysis:**

- If no deal receives the priority points, a lottery will determine who wins Housing Credits, with all applications meeting threshold entering the lottery.
- If two deals receive the priority points, and they both turn in complete applications that meet threshold, a lottery between only those two applicants will determine who wins Housing Credits.
- If one deal receives the priority points, and they turn in a complete application that meets threshold, that development will receive the award of Housing Credits.
- Any local government may designate a priority development, evidenced by the commitment of funds required by FHFC. That means that either the City of Tampa, Hillsborough County, or both can have a priority development.
- Boulevard at West River has City of Tampa commitment that will give it the priority points regardless if the HFA funds their application.
- Carrington Park, Mango Terrace, Preserve at Sabal Park, and Springfield Plaza would tie Boulevard of West River if the HFA funds one of the applications. If the HFA does not fund any of these, Boulevard at West River would win the Housing Credits, if they submit an application without threshold errors.
- Carrington Park, Mango Terrace and Springfield Plaza could all meet FHFC threshold scoring, and serve as a backup development if the development with the priority points was not funded. The backup application(s) would require only a \$115,000 loan.
- Preserve at Sabal Park cannot be a “backup”, because it scores 10 of the required 10.5 points for proximity to various services required in the FHFC application. This analysis concludes that the site is well located, with shopping and employment nearby—however, the “hard distance” measurement system at FHFC results in another result.

8. **Back-Up Development**

- It is important to have a back-up development that applies for Housing Credits—in the event that the priority development fails threshold. Otherwise, the County would not receive any deal. This is important even if the HFA elects not to fund a priority deal, and leaves that to the City of Tampa.
- The FHFC system gives automatic proximity points to the preference development. Other developments are scored based upon proximity to services and to other FHFC developments that have been funded, but not yet built/stabilized. The back-up development(s) must meet threshold scoring on this and other items.

9. **County Funding**

- County staff indicate that they will fund \$100,000 of the required loan amount to the development selected for the preference funding.
- County staff indicate that they will fund the local government contribution for any back-up deal selected by the HFA.

10. Recommendations:

- Select one application for priority funding level.
- Recommend that County fund remaining applicants that meet threshold as back-up deals
- Establish amount of loan, term of loan, and amortization.
- Authorize the Chair to sign loan commitment letters.
- Request the appropriate County official to sign the FHFC form required to verify the local government contribution.
- Loan to be evidenced by Promissory Note and Mortgage, with anticipated second mortgage position (subject to all loan documents and due diligence necessary to evidence and complete the transaction). Loan documents to include a Land Use Restriction Agreement with all Applicant commitments (HFA programs, length of set-aside, income restrictions).
- Loan commitment expiration date of December 31, 2017.