Submitting Applications for FHFC’s Competitive RFA Process

Opportunities for Funding Success for Smaller, Mission-Based Organizations

Presented by:
Florida Housing Coalition
Our Thanks to the Florida Housing Catalyst Program

Sponsored by the Florida Housing Finance Corporation
The Florida Housing Coalition’s ten offices cover every region of the state.
FHC Statewide Annual Conference

AUGUST 27-29, 2018
Rosen Centre Hotel, Orlando

www.FLHousingConference.org

Members Receive $200 Discount
To become a member, contact Johnitta Wells at wells@flhousing.org.
Webinar Agenda

• Overview of FHFC’s RFA Process
• Summary of All RFAs
• In-depth Look at Two RFAs:
  • SAIL for Special Needs and Homeless
  • SAIL for Farmworkers and Commercial Fisher Workers
Poll #1
FHFC’s RFA Process

Timeline and Tips
History of FHFC Application Process

• Pre 2013: Universal Cycle
  • All funding through one application
  • Highly competitive

• 2013 to present: RFA process
  • Specialized/Targeted Funding
  • Benefits nonprofits
RFA Timeline

• Rulemaking Workshops
• Preliminary description, amounts and timeline for each RFA released

• For each RFA
  • Workshop
  • RFA Release
  • Applications Due and Reviewed
  • Recommendations for Funding
  • FHFC Board Approval of recommendations
A Few Tips on the RFA Process

• Participate in the rulemaking process via public comments
• Participate in RFA workshops
• The same types of RFAs tend to be released around the same time each year
• STUDY PREVIOUSLY SUCCESSFUL APPLICATIONS!!!
Studying Previously Successful Applications

<table>
<thead>
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<th>DATA, DOCS &amp; REPORTS</th>
<th>PRESS</th>
<th>CONTACT US</th>
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<td>Multifamily Programs</td>
<td>Competitive</td>
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<tr>
<td>Homebuyer</td>
<td>Non-Competitive</td>
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<td>2017</td>
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<td>Homeowners</td>
<td>Elderly Housing Community Loan</td>
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<td>Renters</td>
<td>Grants for Persons with Developmental Disabilities</td>
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<td>Preservation</td>
<td>HOME Investment Partnerships</td>
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<td>Low Income Housing Tax Credits</td>
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<td>Homeownership Development</td>
<td>Multifamily Mortgage Revenue Bonds</td>
<td>LDA Information</td>
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<td>2017 Rule Development Process</td>
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<td>State Apartment Incentive Loan</td>
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<td>2010/2019 RFA Process</td>
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<td>Multifamily Mapping Application</td>
<td>Submitted Applications</td>
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<td></td>
<td>Racially and Ethnically Concentrated Areas of Poverty (RECAP)</td>
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FLORIDA HOUSING FINANCE CORPORATION
We make housing affordable™

THE FLORIDA HOUSING COALITION
Studying Previously Successful Applications

RFA 2017-101 Financing To Build Or Rehabilitate Smaller Permanent Supportive Housing Properties For Persons With Developmental Disabilities

- Board Approved Preliminary Awards/Notice of Intended Decision. (posted June 16, 2017 at 11:15 a.m.)
  - Received Applications (PDF version)
  - Received Applications (Excel version)
  - Applications selected for funding (PDF version)

View Complete RFA issued at 3:33 p.m. on April 4, 2017
- View the Complete RFA (PDF)

View Submitted Applications

Public Comments

RFA 2017-101 Applications Submitted Report

Questions and Answers for RFA 2017-101

Other Information Related to RFA 2017-101

Forms Related to RFA 2017-101
Studying Previously Successful Applications

- Board Approved Preliminary Awards/Notice of Intended Funding
  - Received Applications (PDF version)
  - Received Applications (Excel version)
  - Applications selected for funding (PDF version)
### Studying Previously Successful Applications

<table>
<thead>
<tr>
<th>Application Number</th>
<th>Name of proposed Development</th>
<th>County</th>
<th>Contact Name</th>
<th>Name Of Applicant</th>
<th>CSH or SLU?</th>
<th>Maximum Eligible Funding Award Amount</th>
<th>Eligible for Funding?</th>
<th>Development Category for Funding Selection</th>
<th>CHW County Award Tally</th>
<th>SLU County Award Tally</th>
<th>Total Points</th>
<th>Qualifying Financial Assistance</th>
<th>Florida Job Creation</th>
<th>Lottery Number</th>
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<tr>
<td>2017-272S</td>
<td>Rich Group Home</td>
<td>Palm Beach</td>
<td>Powell J. Jones</td>
<td>The Arc of Palm Beach County, Inc.</td>
<td>ORH</td>
<td>N</td>
<td>Y</td>
<td>NC and A/R</td>
<td>0</td>
<td>N/A</td>
<td>94</td>
<td>Y</td>
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<td>2017-272G</td>
<td>Magnolia Place Home at The Arc of Alachua County</td>
<td>Alachua</td>
<td>Fred L. Sanderbron</td>
<td>The Arc of Alachua County, Inc.</td>
<td>ORH</td>
<td>Y</td>
<td>Y</td>
<td>NC and A/R</td>
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<td>93</td>
<td>Y</td>
<td>Y</td>
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<td>2017-278G</td>
<td>The Commons at Sper Village Phase I</td>
<td>Pasco</td>
<td>Mark Washam</td>
<td>Youth and Family Alternatives, Inc.</td>
<td>SLU</td>
<td>Y</td>
<td>Y</td>
<td>NC and A/R</td>
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<td>Y</td>
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<td>2017-288G</td>
<td>Wars Creek Group Home</td>
<td>St. Johns</td>
<td>David M. Yance</td>
<td>The Arc of the St. John’s Inc.</td>
<td>ORH</td>
<td>N</td>
<td>Y</td>
<td>NC and A/R</td>
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<td>N/A</td>
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<td>Y</td>
<td>Y</td>
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<td>2017-258G</td>
<td>Santa Rosa North</td>
<td>Santa Rosa</td>
<td>John Roper</td>
<td>Horizons of Okaloosa County 1/6/6 The Arc of the Emerald Coast</td>
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<td>N</td>
<td>Y</td>
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<td>2017-273G</td>
<td>Atlantic’s 2013 Community Residential Home #1</td>
<td>Orange</td>
<td>Craig A. Cook, RCH</td>
<td>CRISTAL LAKES SUPPORTIVE ENVIRONMENTS INC.</td>
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<td>Y</td>
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<td>Y</td>
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<td>2017-274G</td>
<td>Atlantic’s 2017 Community Residential Home #2</td>
<td>Orange</td>
<td>Craig A. Cook, RCH, BCMA-O</td>
<td>CRISTAL LAKES SUPPORTIVE ENVIRONMENTS INC.</td>
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<td>Y</td>
<td>NC and A/R</td>
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<td>N</td>
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<td>2017-237G</td>
<td>Buen Group Home</td>
<td>Volusia</td>
<td>Steven C. Parker</td>
<td>Duvall Homes, Inc.</td>
<td>ORH</td>
<td>N</td>
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<td>Y</td>
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<td>2017-271S</td>
<td>Bentley Woods</td>
<td>Pasco</td>
<td>Timothy N. Evans</td>
<td>Northwest Florida Community Housing Development Corporation</td>
<td>SLU</td>
<td>Y</td>
<td>N</td>
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<td>1</td>
<td>N/A</td>
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</table>

On June 28, 2017, the Board of Directors of Florida Housing Finance Corporation approved the Review Committee’s motion and staff recommendation to select the above Applications for Funding and proceed to issue Corporation letters of preliminary award to the Applicants.

Any unsuccessful Applicant may file a notice of protest and a formal written protest in accordance with Section 120.57(3), Fla. Stat., Rule Chapter 26-130, F.A.C., and Rule 67-60.000, F.A.C. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat., shall constitute a waiver of proceedings under Chapter 120, Fla. Stat.
Studying Previously Successful Applications

<table>
<thead>
<tr>
<th>Year</th>
<th>Project Name</th>
<th>County</th>
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</thead>
<tbody>
<tr>
<td>2017-277G</td>
<td>Home at The Arc of Alachua County</td>
<td>Alachua</td>
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<tr>
<td>2017-278G</td>
<td>The Commons at Speer Village Phase I</td>
<td>Pasco</td>
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<tr>
<td>2017-269G</td>
<td>Wards Creek Group Home</td>
<td>St. Johns</td>
</tr>
<tr>
<td>2017-268G</td>
<td>Santa Rosa North</td>
<td>Santa Rosa</td>
</tr>
</tbody>
</table>
On June 16, 2017, the Board of Directors of Florida Housing Finance Corporation approved 1 Applicants.

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View Submitted Applications

Public Comments

RFA 2017-101 Applications Submitted Report

Questions and Answers for RFA 2017-101
### Studying Previously Successful Applications

<table>
<thead>
<tr>
<th>Application Year</th>
<th>Project Description</th>
<th>County</th>
<th>Applicant</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017-272G</td>
<td>Mickel Group Home</td>
<td>Palm Beach</td>
<td>Russell J. Greene</td>
<td>123 Main St, West Palm Beach, FL</td>
</tr>
<tr>
<td>2017-273G</td>
<td>Attain’s 2017 Community Residential Home #1</td>
<td>Orange</td>
<td>Craig A. Cook, PhD.</td>
<td>456 Oak St, Orlando, FL</td>
</tr>
<tr>
<td>2017-274G</td>
<td>Attain’s 2017 Community Residential Home #2</td>
<td>Orange</td>
<td>Craig A. Cook, PhD., BCBA-D</td>
<td>789 Pine St, Orlando, FL</td>
</tr>
<tr>
<td>2017-275G</td>
<td>Miami Road Group Home</td>
<td>Orange</td>
<td>Sharon L. Grossman</td>
<td>1716 Miami Road, Orlando, FL</td>
</tr>
<tr>
<td>2017-276G</td>
<td>Winter Park Group Home</td>
<td>Seminole</td>
<td>Sharon L. Grossman</td>
<td>511 Winter Park Drive, Casselberry, FL</td>
</tr>
<tr>
<td>2017-277G</td>
<td>The Magnolia Place Home at The Arc of Alachua County</td>
<td>Alachua</td>
<td>Judi L. Scarborough</td>
<td>1234 5th Street, Gainesville, FL</td>
</tr>
<tr>
<td>2017-278G</td>
<td>The Commons at Speer Village Phase I</td>
<td>Pasco</td>
<td>Mark Wickham</td>
<td>7349 Platte Road, New Port Richey, FL</td>
</tr>
<tr>
<td>2017-279G</td>
<td>Sunset Group Home</td>
<td>Highlands</td>
<td>Rhonda K. Beckman</td>
<td>1407 Sunset Drive, Sebring, FL</td>
</tr>
</tbody>
</table>
On **June 16, 2017**, the Board of Directors of Florida Housing Finance Corporation approved 1 Applicants.

Any unsuccessful Applicant may file a notice of protest and a formal written protest in acco constitute a waiver of proceedings under Chapter 120, Fla. Stat.
Studying Previously Approved Credit Underwriting Reports
Studying Previously Approved Credit Underwriting Reports

Board Meeting Agendas And Packages


All board meeting dates and locations are subject to change. All meetings will be announced in the Florida Administrative Register and posted on Florida Housing's webpage. For additional information, please contact Sheila Freamy, Board Liaison, at 850-488-4197 or via email at sheila.Freamy@floridahousing.org.

- January 26 - Tallahassee Turnbull Conference Center
- March 16 - Tallahassee City Hall Commission Chambers
- May 4 - Grand Hyatt Tampa Bay
- June 15 - Tallahassee City Hall Commission Chambers
  - Action Items
  - Consent Items
  - Information Items
  - FY16
- July 27 - Tallahassee City Hall Commission Chambers
- September 14 - Fort Lauderdale Marriott Harbor Beach
- October 26 - Panama City Beach Sheraton Bay Point
- December 14 - Hyatt Regency Orlando Airport

THE FLORIDA HOUSING COALITION

Florida Housing Coalition

Florida Housing Coalition

Florida Housing Coalition
Studying Previously Approved Credit Underwriting Reports

June 15 - Tallahassee City Hall Commission Chambers

- Action Items
- Consent Items
- Information Items
- FHFC III
Studying Previously Approved Credit Underwriting Reports

MULTIFAMILY PROGRAMS

Consent

B. Request Approval of Credit Underwriting Report for The Commons at Speer Village Phase I (2017-278C)

<table>
<thead>
<tr>
<th>Development Name: The Commons at Speer Village Phase I</th>
<th>Location: Pasco County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Applicant/Borrower: Youth and Family Alternatives, Inc.</td>
<td>Set Aside(s): 50% @ 40% AMI and 50% at 60% AMI</td>
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<tr>
<td>Developer/Principal: N/A</td>
<td>Demographic/Number of Residents: Persons with Developmental Disabilities / 6 Units</td>
</tr>
<tr>
<td>Requested Amounts: $412,000 Grant Funding</td>
<td>Development Category/Type: New Construction/SLH</td>
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</table>

1. Background/Present Situation


b) On June 16, 2017, the Board approved the final scores and recommendations and directed staff to proceed with all necessary credit underwriting activities.

c) On June 27, 2017, staff issued a Letter of Preliminary Award and subsequently, on September 28, 2017, staff issued an invitation to enter credit underwriting to Youth and Family Alternatives, Inc.

d) On May 18, 2018, staff received a positive recommendation for grant amount of $412,000 to be allocated to the Development. (*Exhibit B*)

2. Recommendation

a) Staff recommends that the Board approve the final credit underwriting report and direct staff to proceed with issuance of a firm commitment and closing activities.
Poll #3
Summary of RFAs

Where are the opportunities?
# 2016 RFAs

<table>
<thead>
<tr>
<th>RFA #</th>
<th>Funding Available</th>
<th>Funding Requested</th>
<th>Funding Allocated</th>
</tr>
</thead>
<tbody>
<tr>
<td>101 – HOME Financing for Rental Developments in Rural Areas</td>
<td>$15,000,000</td>
<td>$41,147,350</td>
<td>$13,531,000</td>
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<tr>
<td>102 – Housing Credit and SAIL for Homeless</td>
<td>$3,620,000 in Housing Credits/$9,000,000 in SAIL</td>
<td>$31,758,720</td>
<td>$18,130,000</td>
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<tr>
<td>103 – Housing Credit and Gap Financing for Persons w/ a Disabling Condition</td>
<td>$2,185,789 in Housing Credits/$1,100,000 in Loan Fund</td>
<td>$5,776,788</td>
<td>$3,012,894</td>
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## 2016 RFAs

<table>
<thead>
<tr>
<th>RFA #</th>
<th>Funding Available</th>
<th>Funding Requested</th>
<th>Funding Allocated</th>
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</thead>
<tbody>
<tr>
<td>104 – SAIL for Farmworker and Commercial Fishing Workers</td>
<td>$4,500,000</td>
<td>$2,250,000</td>
<td>$2,250,000</td>
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<tr>
<td>105/111 – Financing for Smaller Permanent Supportive Housing Properties (up to 4 units)</td>
<td>$5,740,684.50</td>
<td>$3,584,000</td>
<td>$2,587,000</td>
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<tr>
<td>106 – Homeless Housing Assistance Loan Demonstration</td>
<td>$5,000,00</td>
<td>$5,100,000</td>
<td>$2,850,000</td>
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# 2016 RFAs

<table>
<thead>
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<th>RFA #</th>
<th>Funding Available</th>
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<th>Funding Allocated</th>
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<tr>
<td>107 – Financing for Smaller Permanent Supportive Housing Properties (up to 6 units)</td>
<td>$4,000,000</td>
<td>$3,970,000</td>
<td>$3,725,000</td>
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<tr>
<td>108 – Elderly Housing Community Loan</td>
<td>$2,415,00</td>
<td>$4,363,859</td>
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<td>109 – SAIL for Bond/4% Housing Credit Developments</td>
<td>$74,835,000</td>
<td>$247,872,109</td>
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## 2016 RFAs

<table>
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<tr>
<td>110 – Housing Credit for Medium and Small Counties</td>
<td>$12,789,723</td>
<td>$193,712,573</td>
<td>$12,548,740</td>
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<tr>
<td>112 – SAIL for Workforce Housing in Miami-Dade and Monroe Counties</td>
<td>$22,0400,000 SAIL/ $900,000 Housing Credits/</td>
<td>$41,388,000</td>
<td>$19,886,985</td>
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<td>113 – Housing Credit for Large Counties</td>
<td>$14,669,052</td>
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**2016 RFAs**

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<th>Funding Requested(^1)</th>
<th>Funding Allocated(^2)</th>
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<tr>
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<td>$5,682,725</td>
<td>$56,497,952</td>
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<td>115 – SAIL for Smaller Permanent Supportive Housing Properties (4 to 30 units)</td>
<td>$16,100,000</td>
<td>$29,426,678</td>
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<td>116 – Housing Credit for Preservation of Existing Affordable Developments</td>
<td>$6,628,500</td>
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## 2017 RFAs

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<th>RFA #</th>
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<th>Funding Requested</th>
<th>Funding Allocated</th>
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<tr>
<td>101 – Financing for Smaller Permanent Supportive Housing Properties (up to 6 units)</td>
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<td>$4,336,000</td>
<td>$4,084,000</td>
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<td>102 – Housing Credit for Revitalization Initiatives</td>
<td>$2,455,000</td>
<td>$14,653,387</td>
<td>$2,445,000</td>
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<tr>
<td>103 – Housing Credit and SAIL for Homeless</td>
<td>$6,075,000 Housing Credits/ $11,500,00 SAIL/ $4,146,572 NHTF</td>
<td>$32,974,600</td>
<td>$16,900,000</td>
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## 2017 RFAs

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<tr>
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<th>Funding Requested</th>
<th>Funding Allocated</th>
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<tbody>
<tr>
<td>104 – SAIL for Farmworkers and Commercial Fishing Workers</td>
<td>$5,750,000</td>
<td>$2,280,000</td>
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<td>105 – HOME for Rental Developments in Rural Areas</td>
<td>$15,000,000</td>
<td>$39,978,350</td>
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<td>106 – Financing for Smaller Permanent Supportive Housing Properties (up to 6 units)</td>
<td>$6,714,893</td>
<td>$4,554,000</td>
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## 2017 RFAs

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<tr>
<td>107 – SAIL for Workforce Housing</td>
<td>$41,012,000 SAIL/ $1,200,000 Housing Credits</td>
<td>$101,057,908</td>
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<td>108 – SAIL for Bond/4% Housing Credit Developments</td>
<td>$87,320,000</td>
<td>$206,247,496</td>
<td>$83,431,170</td>
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<tr>
<td>109 – Development Viability Loan</td>
<td>$20,000,000</td>
<td>$7,151,827</td>
<td>$6,527,827</td>
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## 2017 RFAs

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<th>Funding Allocated</th>
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<tbody>
<tr>
<td>110 – Elderly Housing Community Loan</td>
<td>$2,730,000</td>
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<td>111 – Housing Credits for Small and Medium Counties</td>
<td>$10,978,942</td>
<td>$237,086,193</td>
<td>$10,737,916</td>
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<tr>
<td>112 – Housing Credits for Miami-Dade County</td>
<td>$5,803,694</td>
<td>$65,070,289</td>
<td>$6,514,704</td>
</tr>
</tbody>
</table>
## 2017 RFAs

<table>
<thead>
<tr>
<th>RFA #</th>
<th>Funding Available</th>
<th>Funding Requested</th>
<th>Funding Allocated</th>
</tr>
</thead>
<tbody>
<tr>
<td>113 – Housing Credits for Large Counties</td>
<td>$14,601,863</td>
<td>$63,517,326</td>
<td>$13,898,000</td>
</tr>
<tr>
<td>114 – Housing Credits for Preservation of Existing Affordable Housing Developments</td>
<td>$6,655,500</td>
<td>$9,506,058</td>
<td>$6,186,058</td>
</tr>
</tbody>
</table>
## 2018 RFAs

<table>
<thead>
<tr>
<th>RFA #</th>
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</tr>
</thead>
<tbody>
<tr>
<td>101 – SAIL for Smaller Developments for Special Needs and Homeless (4 to 30 units)</td>
<td>$18,200,000</td>
<td>$16,500,421.41</td>
<td>$13,189,754</td>
</tr>
<tr>
<td>102 – Housing Credit for Revitalization Initiatives</td>
<td>$2,465,000</td>
<td>$27,091,850</td>
<td>$2,465,000</td>
</tr>
<tr>
<td>103 – Housing Credit and SAIL for Homeless</td>
<td>$3,620,000 Housing Credits/ $9,000,000 SAIL</td>
<td>$16,197,700</td>
<td>$12,589,500</td>
</tr>
</tbody>
</table>
## 2018 RFAs

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>104 – SAIL for Farmworkers and Commercial Fishing Workers</td>
<td>$6,500,000</td>
<td>$12,949,391</td>
<td>$6,500,000</td>
</tr>
<tr>
<td>105 – HOME for Rental Developments in Rural Areas</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>106 – Financing for Smaller Permanent Supportive Housing Developments</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
</tr>
</tbody>
</table>
## 2018 RFAs

<table>
<thead>
<tr>
<th>RFA #</th>
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<th>Funding Requested</th>
<th>Funding Allocated</th>
</tr>
</thead>
<tbody>
<tr>
<td>107 – Housing Credits and SAIL for Hurricane Recovery in Monroe County</td>
<td>$2,600,000 Housing Credits/ $10,400,000 SAIL</td>
<td>$16,100,000</td>
<td>$16,100,000</td>
</tr>
<tr>
<td>108 – Housing for Persons with Disabling Condition or Developmental Disabilities</td>
<td>$2,465,000 Housing Credits/ $4,000,000 SAIL/ $4,000,000 Grant Funding</td>
<td>$36,672,285</td>
<td>$4,583,000</td>
</tr>
<tr>
<td>109 – Development Viability Loan</td>
<td>$13,472,173</td>
<td>$15,817,067.30</td>
<td>$13,472,173</td>
</tr>
</tbody>
</table>
Why are these RFAs Less Competitive or Undersubscribed?

• The Applicant
  • Experience
  • Capacity

• The Proposal
  • Addressing all areas required in narratives
  • Site selection and site control
  • Local government and community support
More In-depth Look at an Two Specialized RFAs

SAIL for Special Needs and Homeless, and SAIL for Farmworkers and Commercial Fishing Workers
RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

• Submission Deadline
  • Be sure to know the date AND time

• Developer Eligibility
  • Nonprofit applicants only (be sure to understand definition of “nonprofit”)

• Developer Experience
  • Only need 1 affordable housing development within last 20 years! (since January 1, 1998)
  • Development needs to be at least 50% of size of current proposal

• COMPLETE PRINCIPAL DISCLOSURE FORM DURING ADVANCE REVIEW PROCESS (5 POINTS)
RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

• Location
  • Know how the location affects
    • funding levels
    • minimum/maximum number of units
    • Income level set-asides
    • funding chances (funding targets)
  • Single location v. scattered sites – must have site control for each site
  • Latitude/Longitude for each site (Google Earth)

• Demographics and Required Set-Asides
RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

• Types of units allowed
  • Know minimum/maximum bedroom sizes
  • Know the required unit mix (i.e. minimum number of 1-Bedroom units required)

• Ability/Readiness to Proceed
  • Site Control – know what constitutes
  • Site Plan Approval
  • Zoning
  • Utilities/Infrastructure
RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

• Construction features and amenities
  • Know accessibility requirements based on demographics

• Required Resident Programs

• Funding and Pro Forma
  • Understand how to calculate max
  • Understand how to qualify other funding
  • Understand how to calculate developer fees and reserves
RFA 2018-101 SAIL for Smaller Developments for Persons with Special Needs and Homeless Households

• For the big points: Narrative Section (this is where you shine!)
  • Operating/Managing Experience (40 Points)
    • If no property management experience, partner with manager and combine with service provision experience
  • Access to Community-Based Services and Resources (55 Points)
    • Specific to demographic
    • General services
  • Tenant application and screening procedures for special needs applicants (20 points)
RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

• Submission Deadline
  • Be sure to know the date AND time

• Demographic
  • Understand what “Unaccompanied” means

• Developer Eligibility
  • Nonprofit applicants only (be sure to understand definition of “nonprofit”)

THE FLORIDA HOUSING COALITION
RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

• Developer Experience
  • Needs 2 affordable housing developments within last 20 years (since January 1, 1998)
  • At least 1 development needs to be at least 50% of size of current proposal

• COMPLETE PRINCIPAL DISCLOSURE FORM DURING ADVANCE REVIEW PROCESS (5 POINTS)

• General Management Company Experience
  • Needs 2 affordable housing developments
  • At least 1 development at 50% of size of current proposal for at least 2 years
RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

• Location
  • Know how the location affects
    • funding levels
    • minimum/maximum number of units
    • Income level set-asides
    • funding chances (funding targets)
  • Single location v. scattered sites
    • Know requirements for scattered sites
  • Latitude/Longitude for each site (Google Earth)
  • Understand Farmworker Limited Development Areas (FLDA)
• Demographics and Required Set-Asides
RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

• Units allowed
  • Know minimum/maximum number of units
  • Know minimum/maximum bedroom sizes
  • Understand “Shared Housing”

• Ability/Readiness to Proceed
  • Site Control – know what constitutes
  • Site Plan Approval
  • Zoning
  • Utilities/Infrastructure
RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

• Construction features and amenities
  • Know requirements for general features based on demographic and location (single v. scattered site) Required

• Funding and Pro Forma
  • Understand how to calculate max
  • Understand how to qualify other funding
  • Understand how to calculate developer fees, contractor fees and reserves
RFA 2018-104 SAIL for Farmworker and Commercial Fishing Worker

• For the big points: Narrative Section (this is where you shine!)
  • Description of Need (15 points)
  • Operating/Managing Experience (20 Points)
  • Outreach, marketing, referral (30 Points)
  • Access to Onsite and Offsite Programs, Services and Resources (30 points)
The Predevelopment Loan Program

• Low interest loan (1%), non-amortizing, for three years
• Covers pre-development soft-costs
• Can be used for property acquisition (requires underwriting)
• Rolling application period
• Comes with technical assistance
The Nonprofit Capacity-Building Team

Our Vision: At least one active, viable community-based organization plays an important role in delivering affordable housing and related services in each community.

Meet the Team!

Gladys Cook
Pamela Jo Hatley
Ashon Nesbitt
Jaimie Ross
GUIDEBOOKS COMING SOON:

PSH Property Management

Credit Underwriting for Affordable Housing Projects in Florida