

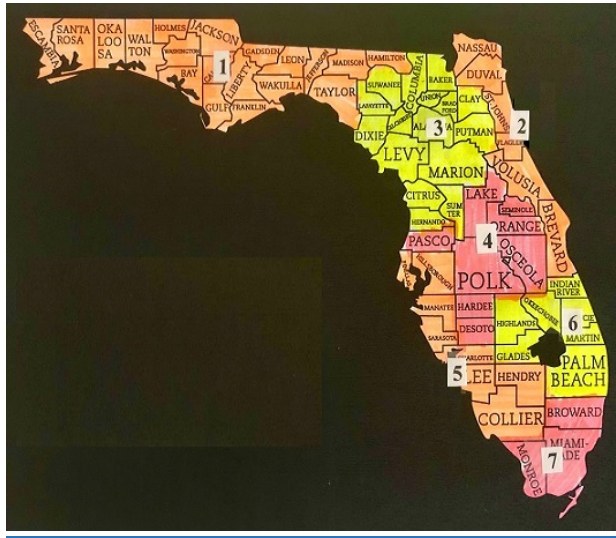
21/22 Catalyst Training Schedule

SPONSORED BY THE STATE OF FLORIDA, THROUGH THE FLORIDA HOUSING FINANCE CORPORATION'S AFFORDABLE HOUSING CATALYST PROGRAM



“Take the Survey”

Please participate in a survey to pick the locations for the workshops we will offer starting in December or January. Take the Catalyst Training Location survey at <https://www.surveymonkey.com/r/TTLZ866>. Use the numbered regions on this map to select locations. We will identify the best locations based on your feedback. The dates and locations of the workshops will soon be posted to our website, www.flhousing.org.



WORKSHOP SCHEDULE

Date and Location	Workshop Topic
TO BE DETERMINED	Updating Your Community’s LHAP
TO BE DETERMINED	Proficiency in Income Qualification
TO BE DETERMINED	The RFP Process for Housing Developments
TO BE DETERMINED	Affordable Housing Development Using SAIL Funds

Workshop Descriptions

Updating Your Community's LHAP

DECEMBER OR JANUARY

This may be the most popular workshop of the year, considering that half of SHIP communities must update their SHIP plans in 2022. It addresses the fundamentals of preparing and implementing the Local Housing Assistance Plan (LHAP) as required by SHIP. The training is strongly recommended for staff with LHAPs due in 2022. It focuses on requirements for completing the plan and assessing what improvements will benefit a local government's housing strategies. The guidance from this workshop will help SHIP administrators adjust, adapt, and be successful in the LHAP submittal and approval process. Learn about new plan requirements and hear details about the latest plans that Florida Housing Finance Corporation's Review Committee has accepted or sent back for revisions. Topics will include preparing the AHAC Report and tuning up your housing strategies in a changing market. The presenters will advise participants how to write a LHAP that is clear, concise, and complies with all requirements. The training will highlight details in the updated LHAP template, offer instructions on properly completing the Housing Delivery Goals Chart and other required forms, and convey best practices to ensure quick approval and common mistakes to avoid.

Who Should Attend?

- Housing program administrators, especially those with 2020 LHAPs due
- Staff with five years or less of SHIP experience in completing the LHAP
- Staff working with the Affordable Housing Advisory Committee (AHAC)

Key Topics:

- Deadlines and responsibilities in the LHAP approval process
- Designing housing strategies that work in a changing market
- Properly defining terms of assistance
- Submission of the LHAP

Proficiency in Income Qualification

FEBRUARY

This is an intensive workshop on the details of income compliance designed specifically for those who process applications for SHIP assistance and the people who oversee the SHIP office. One of the trainings that is most requested by SHIP staff, this course introduces numerous critical eligibility activities, including income verification, determining household size, and calculation of annual income. The training covers applicant intake, income/asset verification, and file documentation. Hands-on exercises will challenge participants to apply qualification methods to case studies and to reflect on how lessons learned may be applied to each participant's daily SHIP work.

Who Should Attend?

- New and experienced SHIP staff from local government
- Local government staff responsible for compliance
- Nonprofit organizations

- Local lenders or other service providers who are involved with the income eligibility process

Key Topics:

- Newer methods of income verification
- Certifying income
- Issuing the award letter
- Tracking and reporting program accomplishments

The RFP Process for Housing Developments

MARCH

Local Governments Role from Design to Implementation: Designing a Request for Proposal for a housing development and soliciting and evaluating the responses can be fraught with dilemmas for local government staff as they attempt to articulate the need, describe the project, include an offer of land, funding, or incentives, and keep to the straight and narrow of procurement requirements. Even the best crafted RFP can run into implementation difficulty without the proper agreements in place for long term affordability, promised amenities and general compliance. This workshop covers the full spectrum from concept to compliance to guide local government staff through each stage of the process. The workshop will cover the essential elements of the RFP such as income and demographic targeting, scale, amenities, and timeframe for completion; tips for creating an evaluation rubric and the selection process as well as advertising the RFP; and the FHFC Local Government Area of Opportunity Contribution and Preference process. Also addressed are the compliance and implementation tools and instruments needed to ensure that the community expectations for the project are realized. Attendees are invited to bring their ideas, questions, and quandaries for discussion and guidance.

Who should attend?

- Local government planning and community development staff and elected officials
- Housing administrators
- Procurement officials

Key Topics:

- Developing the concept for the development
- Identification of incentives to be offered to respondents
- Request for Proposal components
- Identifying expectations for the development
- FHFC RFA Local Government of Opportunity process
- Long term agreements for affordability and compliance
- Donating public land for long-term affordability

The State Apartment Incentive Loan Program, created by the State of Florida, has been a national model for providing gap financing for affordable apartments since it was created over 30 years ago. This training will explain how the program works in conjunction with bonds and other funding and within the framework of developing or rehabilitating affordable rental housing, what type of projects are eligible for SAIL funding, how an application is made, and what to expect after receiving SAIL funding. Also included is an explanation of the set-asides in the SAIL program, including the newly created set-aside for youth aging out of foster care. The workshop will cover related topics including the Florida Housing Finance Corporation 'Request for Application' process, combining sources of funding such as SAIL and tax credits or SAIL and Housing Trust Funds.

Who should attend?

- Local Government staff
- For Profit Developers
- Non-profit Developers
- Anyone who would benefit from understanding SAIL, such as local government elected officials and lenders

Key topics

- Development funding
- Subsidy Layering
- Multi-family Development
- RFA Process

WEBINAR SCHEDULE

Date	Training
July 22, 2021 at 10:00 am	Preparing and Submitting the Annual Report
July 29, 2021 at 2:00 pm	Disaster Preparation and Recovery
August 5, 2021 at 2:00 pm	Implementing a Successful AHAC
August 24, 2021 at 2:00 pm	New SHIP Staff Orientation
September 7, 2021 at 2:00 pm	Proficiency in Income Qualification (Part 1)
September 9, 2021 at 2:00 pm	Proficiency in Income Qualification (Part 2)
September 21, 2021 at 10:00 am	Navigating Affordable Housing Law
September 22, 2021 at 2:00 pm	Housing Counseling: Emerging issues resulting from COVID
September 23, 2021 at 2:00 pm	Using the LHAP Between Triennial Updates
October 5, 2021 at 2:00 pm	SHIP Program Administration (Part 1)
October 12, 2021 at 2:00 pm	SHIP Program Administration (Part 2)
October 19, 2021 at 2:00 pm	The Rehabilitation/Emergency Repair Process (Part 1)
October 26, 2021 at 2:00 pm	The Rehabilitation/Emergency Repair Process (Part 2)
November 3, 2021 at 2:00 pm	Updating Your Community's LHAP (Workshop Supplemental)
November 9, 2021 at 10:00 am	Understanding the Housing Crisis Response System
November 16, 2021 at 2:00 pm	Considering New Strategies for your LHAP
November 30, 2021 at 10:00 am	Supporting Your Rental Housing Developer
December 9, 2021 at 10:00 am	Housing Needs Assessments
December 14, 2021 at 10:00 am	Healthy Partnerships Between For-Profit and Non-Profit Developers
January 18, 2022 at 10:00 am	Design Your Housing RFP Process for Quality Responses
January 20, 2022 at 10:00 am	Best Practices in Homelessness Prevention
January 25, 2022 at 10:00 am	Planning and Zoning Topics for Affordable Housing

January 26, 2022 at 10:00 am	Planning to Shelter in Place
February 1, 2022 at 10:00 am	Increasing Affordable Housing Stock by Repurposing Unused or Underutilized Properties
February 3, 2022 at 10:00 am	Creating a Resilient Housing Stock through Risk Assessment and Mitigation
February 9, 2022 at 10:00 am	Best SHIP Practices in Serving Special Needs and Homeless Households
February 15, 2022 at 10:00 am	Financing and Monitoring Rental Housing with SHIP
February 22, 2022 at 2:00 pm	Managing a Successful Purchase Assistance Program
March 15, 2022 at 10:00 am	Affordable Housing Funding Sources (Part 1)
March 22, 2022 at 10:00 am	Affordable Housing Funding Sources (Part 2)
March 24, 2022 at 2:00 pm	Avoiding Conflict of Interest Issues with Staff, Contractors, and Local Officials
March 29, 2022 at 10:00 am	Affordable Housing Funding Sources (Part 3)
April 5, 2022 at 2:00 pm	Addressing Defaults and Foreclosures in Affordable Housing
April 12, 2022 at 2:00 pm	New Construction Strategies and Partnerships
April 20, 2022 at 10:00 am	The Pre-Development Process (Part 1)
April 27, 2022 at 10:00 am	The Pre-Development Process (Part 2)
May 5, 2022 at 2:00 pm	Rehabilitation Partnerships with Local PHAs
May 10, 2022 at 10:00 am	The Development Process (Part 1)
May 17, 2022 at 10:00 am	The Development Process (Part 2)
May 26, 2022 at 10:00 am	Building Capacity to Build - The Nonprofit as Affordable Housing Developer
May 31, 2022 at 2:00 pm	Tracking SHIP Activity Throughout the Year
June 7, 2022 at 2:00 pm	Terms of Assistance
June 21, 2022 at 10:00 am	Data Driven Planning
June 28, 2022 at 10:00 am	Long-term Affordability and Understanding Deed Restrictions

Webinar Descriptions

Preparing and Submitting the Annual Report: July 22, 2021 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/1246225377953022735>

Have you started working on your SHIP annuals reports, which will be due soon? Were you able to meet your June 30 deadlines, and are you in compliance with set-aside requirements? The SHIP annual reports are due September 15th, but the time to prepare is NOW! This webinar will highlight changes to the online reporting system and common reporting errors to avoid. The training is especially designed to help new SHIP staff members who have recently been assigned tracking or annual reporting responsibilities. Learn how to access and use the SHIP annual report website, and how to locate the data to record in the reports. The presenters will discuss certification procedures and the tracking of expenditures, demographics, deadlines and more.

Disaster Preparation and Recovery: July 29, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/4144872280330107663>

Florida's housing providers are vital when a disaster strikes, residents are displaced, homes are damaged or destroyed, and lives are disrupted. True recovery is not attained until people are back home to work and school. This training focuses on the role of housing in the preparation, response and recovery of the community's single family, multifamily, and permanent supportive housing infrastructure. Planning tools are presented that can be deployed jointly by housing and emergency management teams working with charitable organizations. Recovery funding sources, including SHIP, are reviewed with tips on the Disaster Recovery Strategy. Other sources are covered including FEMA, Small Business Administration (SBA), CDBG-DR and USDA Rural Development. Learn about the hazard, wind and flood insurance needs and issues with coverage and claims for subsidized properties.

Implementing a Successful AHAC: August 5, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/1419952613212888847>

Each Affordable Housing Advisory Committee (AHAC) is required to produce an annual report with recommendations on affordable housing incentive strategies. This training will cover what is required of the AHAC, how to run an effective meeting, and how to best use your AHAC as a catalyst for affordable housing policy. Local government staff and AHAC members will share best practices and offer ideas for how to conduct a successful AHAC. This training is intended for SHIP staff, planning staff, AHAC members, and elected officials.

New SHIP Staff Orientation: August 24, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/213087968631580687>

This webinar will assist new SHIP staff in understanding the program rules that govern the administration of assistance strategies, as well as the timeline and targets tied to program administration, the LHAP, annual report and program compliance. SHIP staff with 5 years or less of experience may benefit from this training, which will address deadlines and responsibilities throughout the year. Staff with more than 5 years of experience are also welcome, since this training can be a great refresher. The topics addressed are fundamental, and all should take away something new.

Proficiency in Income Qualification Part 1: September 7, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/5290902046208160272>

This is the first of a two-part training focused on resources available for SHIP administration in determining income. It covers the process of advertising based on the SHIP rule and statute and your LHAP, establishing a waiting list, the application intake process, setting priorities based on your LHAP, and determining household members to establish household size. Presenters will offer a review of the income verification process including the definition of income, income inclusions and exclusions, types of income and how they are calculated, and proper file documentation of income verification.

Proficiency in Income Qualification Part 2: September 9, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/528706080079461133>

This webinar will focus on calculating asset and asset income, completing the income certification, complying with the 120-day clock, the award letter, and monitoring and compliance. The training will also address critical eligibility activities, including asset calculation and asset exclusions. Participants will learn how to compute anticipated annual household income.

Navigating Affordable Housing Law: September 21, 2021 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/8530052306521732621>

Florida has a variety of state-specific statutes that govern affordable housing policy. This training will introduce basic principles of Florida affordable housing law and answer frequently asked questions regarding the state's affordable housing programs. Topics include Florida land use laws relating to affordable housing, Florida's surplus lands law, local funding sources, and the Florida Fair Housing Act. This training is designed for county and municipal attorneys and affordable housing program staff.

Housing Counseling: Emerging issues resulting from COVID: September 22, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/4585997445061612557>

An increasing number of homeowners need help avoiding foreclosure as they face pandemic-related hardships. In addition, the housing market is hot across Florida and low to moderate income buyers need help navigating it. In response, SHIP administrators should consider housing counseling agency partnerships. The training will address how HUD-approved counseling agencies may provide your SHIP-eligible applicants with foreclosure prevention classes and one-on-one counseling. Participants will also learn how counseling agencies can prepare SHIP eligible homebuyers who apply for SHIP purchase assistance. The presenters will discuss the process of selecting and contracting with a counseling agency.

Using the LHAP Between Triennial Updates: September 23, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/7564674500264965389>

This webinar will assist local government staff in the preparation and implementation of the Local Housing Assistance Plan (LHAP) as required by SHIP. It focuses on using and improving on the LHAP in the three years between when the plan is formally updated. Learn how to write a LHAP that is clear, concise and complies with all requirements. The presenters will advise participants how to update existing strategies, add a new strategy, and incorporate into plan the regulatory reform work of the affordable housing advisory committee (AHAC).

SHIP Program Administration Part 1: October 5, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/8186321881935137549>

This is first training in a two-part series designed to provide guidance on the fundamental rules of the SHIP program, as well as assist SHIP administrators with five years or less of SHIP experience with the implementation of their programs. This webinar will provide a SHIP program overview, income eligibility review, LHAP guidance, and AHAC requirements. The guidance from this training will help SHIP administrators adjust, adapt, and be successful.

SHIP Program Administration Part 2: October 12, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/450845263670639885>

Presenters will review a year-long timeline of SHIP tasks and deadlines and will provide LHAP guidance about strategy implementation. Participants will learn about tracking and reporting SHIP, financial management, monitoring, and compliance. This administration training looks beyond a list of rules and regulations to help participants understand the basis and reasoning for program requirements. This deeper knowledge will help participants as they consider how to update their process or strategies.

The Rehabilitation/Emergency Repair Process Part 1: October 19, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/9083590440409785101>

The rehabilitation process requires housing administrators and their staff to work with homeowners, contractors, building inspectors, local officials, and funders. Understanding each of these groups and learning to work with them helps to avoid some of the problems that are commonly encountered in rehabilitation programs. This is the first session of a two-part webinar that will walk through the steps involved in the rehabilitation program process, deciding on the best approach, and strategy design for your community.

The Rehabilitation/Emergency Repair Process Part 2: October 26, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/969337563934577421>

This is second session of a two-part webinar on the Rehabilitation/Emergency Repair process. The presenters will address weaknesses in rehabilitation programs and best practices to improve your program. The webinar will focus on contractor selection and removal, scope of work, the bidding process, contract terms and award, inspections and payments, guarantees and warranties, and long-term compliance and monitoring.

Updating Your Community's LHAP (Workshop Supplemental): November 3, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/703422875780273421>

This webinar is scheduled before the workshop of the same name and is strongly recommended for staff with Local Housing Assistance Plans due in 2022. It will provide examples of the nuts and bolts of the plan update. This is an important training, considering that half of SHIP communities must update their LHAPs in 2022. Key topics to be addressed include properly defining terms of assistance and designing housing strategies that work in a changing market.

Understanding the Housing Crisis Response System: November 9, 2021 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/2023720836460246541>

The Housing Crisis Response System refers to the system of providers, housing stakeholders, and resources available to help people at risk of or experiencing homelessness. This webinar

examines the components of an effective housing crisis response system and gives an overview of each, including prevention/diversion, outreach and coordinated entry, emergency shelter, rapid rehousing, and permanent supportive housing. Attendees will learn the purpose of each component and best practices in implementation. The purpose of the structure and purpose of the Continuum of Care will be reviewed. This training is for local government staff, homeless service providers, housing providers, continuums of care, and anyone interested in learning more about the housing crisis response system.

Considering New Strategies for your LHAP: November 16, 2021 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/2849864186757227021>

With an increase in SHIP allocations for the 2021 SHIP fiscal year, local governments can consider a combination of diverse strategies to address all the housing needs in their communities. This webinar will discuss not-so-common strategies that can be used to serve both renters and owners. Local governments will be encouraged to review local data to better identify the need in their community when it comes to selecting and designing strategies to ensure a comprehensive approach to addressing affordable housing needs.

Supporting Your Rental Housing Developer: November 30, 2021 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/1338286387216394509>

Every community in Florida has a shortage of affordable rental housing. Local governments seek quality multifamily development that is responsive to community needs. In the past, local governments had little or no say in the type, scale, or location of multifamily developments. If they met code, they could be built with no local subsidy. More frequently local governments can have a say in the development process by actively working with the developers when they seek approvals as well as a contribution of funding, land, or regulatory incentives. Many questions arise for local government staff as to how to support projects that most closely meet the community's housing needs and other criteria. This webinar puts a spotlight on the formation of a consistent and compliant process to work with developers so proposed projects can be evaluated and selected for preference and allocation of support. A prime example is the "Local Government Contribution" required for some Florida Housing Finance Corporation Requests for Applications. Competing projects vie for this valuable support and can propose quality development, tenant amenities, and permanent affordability. We will go through examples of how to evaluate projects and to make the commitment while reserving remittance until the project gets the go ahead from Florida Housing Finance Corporation. We will cover the concept of land value creation and capture and look at various sources, including SHIP, that can be used to support quality rental developments.

Housing Needs Assessments: December 9, 2021 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/3720033082208996108>

Planners and housing providers must create the framework for housing programs that are based on documented community need. This requires the preparation of a Housing Needs Assessment. This webinar explains mapping local housing needs that can generate the programs and solutions required to meet the specific housing needs in the community. Data sources for conducting a needs assessment are explored, along with the tools for researching and interpreting what the numbers mean for program design. Needs assessments are not simply a data exercise; community engagement must be included in the process. Methodologies for community participation are discussed with guidance on inclusion and verified observation of housing condition, hazard risks, undervalued neighborhoods with heirs' title problems, and pending

changes in land use and other public activities such as capital infrastructure projects, neighborhood revitalization or redevelopment initiatives.

Healthy Partnerships Between For-Profit and Non-Profit Developers: December 14, 2021 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/8190772705071831820>

For-profit developers are on the lookout to partner with nonprofits to qualify for the nonprofit set-aside in the FHFC Tax Credit process. Nonprofits who do not have the development experience to submit a winning application without an experienced development partner can benefit from partnering with an experienced developer. This webinar explores the process for joint ventures with special attention to protecting the tax-exempt status of the nonprofit and ensuring that the nonprofit's interests are protected in terms of meeting its mission and earning the appropriate developer fee. Participants will learn about the various Florida Housing Finance Corporation Request for Applications that encourage nonprofit participation and how to ensure the applications meet each requirement satisfactorily. The webinar will include exercises to sharpen the joint venturing skills.

Design Your Housing RFP Process for Quality Responses: January 18, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/2585926420576766220>

Local government housing administrators and procurement staff frequently find it necessary to undergo a Request for Proposal process when multiple developments compete for local funding, land donations and regulation concessions. This webinar delivers a concise framework that local governments can adopt to ensure that local housing needs and expectations are met, the process is fair, and funding and land donations result in quality developments with long term affordability. The webinar will include RFP best practices, an overview of the Local Government Area of Opportunity and Local Government Contribution components of the Florida Housing Finance Corporation's Request for Application process, and best practices for securing post development commitments for implementation of funding, land or regulatory incentives that are offered by the local government.

Best Practices in Homelessness Prevention: January 20, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/7951665209915165199>

Homelessness Prevention is a type of eviction prevention assistance geared toward households who will be at risk of homelessness without assistance. This webinar will review best practices in the implementation of homelessness prevention, including financial assistance models, targeted prevention, and support services. An overview of funding sources will include federal and state funding for prevention. Attendees will learn how to target prevention to eligible households most in need and most at risk of becoming homeless. This webinar is for local government staff, nonprofit staff, continuums of care, and other providers administering prevention assistance to households at risk of becoming homeless.

Planning and Zoning Topics for Affordable Housing: January 25, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/3873698628284701967>

Local land use policies affect the development of housing that is affordable. This training focuses on how zoning codes, impact fees, development standards, and review processes impact the cost of development and how local governments can use their land use authority to require, facilitate, and encourage the production of affordable housing. Presenters will discuss topics such as the

new land use flexibility provided in House Bill 1339 from the 2020 Legislative Session, density bonuses, missing middle housing, and how to address NIMBY opposition to affordable development.

Planning to Shelter in Place: January 26, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/2632188372316368399>

Targeting housing mitigation activities to support your community's most vulnerable populations can allow persons with special needs to shelter in place during and after a disaster.

Strengthening a home's ability to withstand hazards prior to a disaster occurring can help persons with special needs shelter in place, removing the additional obstacles of registering for shelter, securing transportation, evacuating, and then subsequently facing the reality of not being able to quickly return home to receive services, access medications, or retrieve mobility aids. This webinar will discuss how to ensure the most at-risk residents are identified and mitigation efforts are targeted to support sheltering in place in preparation for the next disaster.

Increasing Affordable Housing Stock by Repurposing Unused or Underutilized Properties:

February 1, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/4317960699598097934>

This webinar offers guidance on converting hotels and commercial properties to permanent affordable housing, especially supportive rental housing. The training will highlight the roles of the Affordable Housing Advisory Committee (AHAC), local government staff and elected officials in completing a successful conversion. Learn how to implement House Bill 1339 changes related to zoning. Hotels and commercial properties come with lots of parking. The presenters will discuss considerations of how much parking to preserve, how much to develop into affordable housing, and the planning and zoning changes needed. The training will assist communities in applying principles of New Urbanism development as they expand affordable housing.

Creating a Resilient Housing Stock through Risk Assessment and Mitigation:

February 3, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/1567949077559472143>

Natural disasters are inevitable- whether brought on by climate change, sea level rise, extreme storms, or life-threatening heat waves. Florida's housing providers have done a superb job of creating homeowner rehab programs and requiring new development to feature advanced construction or green building principles. But we have only touched the tip of the iceberg. Florida's housing stock for lower-income and vulnerable populations is at risk of damage or destruction. This webinar will cover the waterfront (pun intended) on methods to assess risk and design mitigation programs to meet the needs of your community's housing stock. Learn the Florida Housing Coalition's 7 Principles of Mitigation and explore the wide variety of funding sources available to not just rehab homes, but to fortify them to withstand natural disasters and even allow residents to shelter in place if advised by emergency officials. We will review online mapping tools to help identify homes and properties' level of exposure to coastal hazards to help target the neighborhoods most in need of mitigation. This webinar will give an overview of the Keep Safe Miami Guide to construction and rehab in tropical climates, the authoritative encyclopedia produced by Enterprise Community Partners. Join this webinar and be prepared to build and fortify your housing resilience strategies.

Best SHIP Practices in Serving Special Needs and Homeless Households: February 9, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/1331798169169181199>

This training will address using SHIP to help special needs households and households experiencing homelessness. Attendees will learn the types of special needs defined by Florida statute and how those households can be prioritized for SHIP assistance, including purchase assistance, rent subsidies, home repair and barrier removal, and other rental housing options. Learn how to document special needs households. Community presenters will discuss SHIP strategies utilized in their communities for these populations. This webinar is for SHIP staff and those interested in learning how SHIP can serve special needs households and households experiencing homelessness.

Financing and Monitoring Rental Housing with SHIP: February 15, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/9015488889277204495>

SHIP funding is primarily focused on homeownership, but it can be a valuable tool to support rental housing projects. This webinar addresses the principles behind developing and financing affordable rental housing. The challenges and opportunities of both new construction and rehabilitation will be covered, as will small, scattered site deals and large-scale developments. Learn what the “missing middle” is and how it can be supported with SHIP funds, as well as the SHIP requirements for ongoing monitoring of assisted rental units. The presenters will discuss how SHIP can leverage other sources of funding such as low-income housing tax credits. Learn how SHIP can be used as the Local Government Contribution for development responding to a Request for Application from Florida Housing Finance Corporation. Participants will gain perspective on monitoring long term affordability, and other monitoring and compliance responsibilities.

Managing a Successful Purchase Assistance Program: February 22, 2022 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/1034537504018650383>

A majority of SHIP funds must be expended for homeownership activities, and homebuyer assistance is one of the most common strategies employed by local governments to meet the homeownership set aside requirement. This training is for SHIP local government housing staff and their community partners interested in developing, implementing, and managing a successful purchase assistance strategy. It will detail the application process and pre-purchase requirements, including homebuyer education requirements and inspections.

Affordable Housing Funding Sources Part 1: March 15, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/9195494335965794831>

The good news is that there is an abundance of funding sources for affordable housing programs. The bad news is that there is an abundance of sources... you get the picture. This three-part webinar series solves the puzzle with a program by program walk through so participants understand the opportunities, the eligibility factors of each program, and where to apply. The series will provide an overview of common funding sources and affordable housing tools to address homelessness, rental development, and for homeownership. Part 1 of the Affordable Housing Funding Sources will feature funding sources for special populations and initiatives. This session provides an overview of ESG, CoC, HUD VASH, HOPWA, rental assistance programs, and other funding sources including state funding for Challenge Grant and TANF. If you want to unravel the acronyms, register for the workshop!

Affordable Housing Funding Sources Part 2: March 22, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/7823614986292048143>

This training is the second part a three-part series on affordable housing funding sources. This webinar will focus on funding sources for rental development and will help housing providers understand how to combine and leverage major funding sources to subsidize the development of affordable rental housing. This session will address LIHTC, SHIP, SAIL, CDBG, HOME, PLP, and other funding sources. It will feature a demonstration of how a developer decides on the best funding sources for a project and builds out a pro forma as part of the development process.

Avoiding Conflict of Interest Issues with Staff, Contractors, and Local Officials:

March 24, 2022 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/3874941076424523279>

Federal and state laws require that conflicts of interest be avoided in the deployment of public funds. Local governments should address potential conflict of interest issues with applicants, contractors, and local elected officials. This training will help define what is considered a conflict of interest and how local government address potential conflict of interest issues in their programs. Learn best practices related to identifying, resolving, and avoiding conflict of interest from other local governments.

Affordable Housing Funding Sources Part 3: March 29, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/3237539892210481167>

This is the final session of a three-part series that is a must for those new to the world of affordable housing, as well as experienced providers wanting to polish their knowledge about funding and perhaps make some new discoveries. In Part 1 and Part 2, participants learned about funding sources to end homelessness and develop affordable rental housing. Part 3 of the series will focus on funding sources for homeownership and tools and strategies to incentivize the creation of affordable housing. These tools include inclusionary zoning, linkage fees, surplus lands, and impact fee modifications. This session will also address state funding for homeownership as well as federal resources such as CDBG and HOME, and local housing trust funds.

Addressing Defaults and Foreclosures in Affordable Housing: April 5, 2022 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/5351397176039383055>

Local governments are encouraged to include long-term affordability requirements when providing SHIP assistance. Loans require terms of default when applicants do not comply with the conditions of assistance. This webinar will discuss long term affordability, terms of default, how to assist with escrow shortages, and best practices to use in the event of default. Presenters will review federal and state resources available to provide mortgage assistance and avoid foreclosure.

New Construction Strategies and Partnerships: April 12, 2022 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/317269994127466767>

This will help SHIP administrators explore opportunities to encourage the development of single-family homes while working with developers and sponsors. Designing a strategy in your Local Housing Assistance Plan that meets SHIP requirements is an important first step. Learn how to solicit sponsors and developers, structure your program, develop effective agreements, and outline responsibilities to ensure program compliance. The presenters will examine sample

construction strategies to highlight options for the terms of assistance and for selecting eligible buyers. SHIP administrators, nonprofit housing developers, and contractors will find this webinar an essential first step in establishing or updating a single-family development program.

The Pre-Development Process Part 1: April 20, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/8120261024384040207>

This is the beginning of a two-part series designed for nonprofit housing developers, construction management staff, planning staff, and housing program administrators. Predevelopment is one of the most important components of housing development. This training provides guidance to nonprofit organizations on predevelopment activities and due diligence necessary prior to the development of affordable housing units. This session will cover the big picture of concept and design, nonprofit mission, and site selection. Learn about creating the project concept, assessing organizational capacity, and assembling the development team.

The Pre-Development Process Part 2: April 27, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/3071951241985448463>

Presenters will cover construction/design, zoning and land uses, budgeting, and the timeframe of the predevelopment process. Learn about the Florida Housing Finance Corporation's Predevelopment Loan Program requirements as the presenters walk through the process for obtaining a loan. This webinar series complements the Affordable Housing Funding Sources webinars.

Rehabilitation Partnerships with Local PHAs: May 5, 2022 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/7650758564207876624>

Identify community partners with expertise, including Public Housing Authorities (PHAs) with repair funds that may be leveraged with SHIP. Ensuring that a community's affordable housing stock remains safe and habitable requires funding and coordination among various partners. This webinar will discuss how PHAs can work together with community partners, leveraging other public resources to braid together funding that supports rehabilitation activities of the existing affordable housing stock.

The Development Process Part 1: May 10, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/6904854273971198224>

This is the beginning of a two-part training series that provides participants with an introduction to the housing development process from the point of view of the developer. It is designed for nonprofit developers, housing program administrators, and their community partners. In this first session, the presenters will address land use, impact fees, permitting, platting and more. Key topics include financing, site selection, and how housing is made affordable.

The Development Process Part 2: May 17, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/4901306593651770640>

This is the second training of a two-part series. Understanding the development process, as well as the costs and financing needed to make affordable housing production happen, will enable housing administrators to design effective affordable housing programs. Participants will gain a better understanding of how amounts and timing of subsidies directly influence the incomes of the families being served. Learn about funding applications and awards, credit underwriting, the

initial closing process, the construction period, and lease-up. The presenters will discuss project stabilization, the final closing, project operation, and program compliance.

Building Capacity to Build - The Nonprofit as Affordable Housing Developer: May 26, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/2661656383453504016>

This webinar covers three critical areas of capacity building for nonprofit organizations. It provides an overview with best practices on nonprofit strategic planning, nonprofit financial responsibilities, and whether you should seek designation as a Community Housing Development Organization (CHDO). This designation opens the door for eligibility for the HOME program CHDO set-aside. This webinar will provide a broad overview of each critical area to help nonprofit staff and board consider the necessary skillsets to be successful in single or multi-family housing development and operation.

Tracking SHIP Activity Throughout the Year: May 31, 2022 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/8245440423206991632>

This training focuses on the upfront work needed to ensure that SHIP funds are expended in a manner that fully complies with SHIP rules. The presenters will discuss a timeline that will help you keep up with the expenditure and encumbrance deadlines. Participants will learn the details of complying with the income, homeownership, construction, special needs, and mobile home set-aside requirements. The presenter will offer guidance about tracking foreclosures and defaults. Learn how to properly implement the ongoing review and expedited permitting incentive strategies that provide data for the annual report. SHIP staff must track many things—this training details all that is involved with collecting the data needed to create annual reports.

Terms of Assistance: June 7, 2022 at 2:00 pm

Registration: <https://attendee.gotowebinar.com/register/1074285948875219984>

This training will unveil the new publication on Terms of Assistance. It will discuss the continuum of options for providing SHIP assistance, from offering grants to establishing direct loans that must be repaid in monthly installments. What considerations go into deciding when to make a grant versus a loan? If you make a loan, how do you secure it? Learn what is involved in establishing and recording the agreement. This training will help with the decision to establish a payment schedule or forgive a portion of assistance after a certain number of years. It will also address SHIP Subordination Policy at a time when increasing numbers of SHIP assisted properties require refinancing related to forbearance and modifications and provide guidance on direct loans compared to deferred payment loans. Finally, it will discuss model language and best practices for incorporating Community Land Trusts (CLTs) in your local SHIP strategy.

Data Driven Planning: June 21, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/9125449947660366864>

This training will unveil the new publication on Data Driven Planning. It will look at the housing, disaster, demographic, transportation, and health data sources available to local planners, housing professionals, and elected officials to help them understand and respond to the affordable housing challenges in their communities. The presenters will discuss available resources and provide guidance on how to display, analyze, and interpret information to assist with decision making. Have your laptops ready for this hands-on exploration of data resources to use in housing assessments and program design.

Long-term Affordability and Understanding Deed Restrictions: June 28, 2022 at 10:00 am

Registration: <https://attendee.gotowebinar.com/register/1392584669511793680>

Affordable housing financed with government subsidy must be affordable for a set period of time. This training will address best practices for ensuring that these housing units are affordable long-term. Presenters will discuss Community Land Trusts, Land Use Restriction Agreements (LURA), and how to determine which legal mechanism to use in differing situations. This training will also cover how to set the term of affordability, which entity should be responsible for monitoring, and other policy considerations.