

COMMENTS AND RESPONSES FOR THE FY 2021 SURTAX/SHIP/HOME RFA

Landmark Communities, Inc.

Question: Evidence of Infrastructure Availability items on page 53 of the Draft M-Dade 2021 Surtax Application. The respondent is required to provide ***an opinion of cost*** to (i) provide electricity & (ii) build roads for the development. Please confirm whether a third-party contractor is able to provide/certify the opinion of cost for both (i) electricity & (ii) roads? It would be helpful if you could share an example of a previously submitted opinion of cost for both electricity & roads.

Answer: An opinion of cost is not required. The RFA has been amended.

Magellan

Question: We respectfully request an amendment to the Workforce Housing Scoring Sheet to allow for a project to receive points that has the following Mixed Income Project ratio: 80% of the units at Workforce Housing/ 10% of the units at Very Low/ 10% of the units at Extremely Low.

Answer: No changes will be made to the RFA.

Stone Soup Development

Question: Can you please provide HUD's 2021 Maximum HOME Subsidy per unit limits for studio, 1-bed, 2-bed, 3-bed and 4-bed apartments? The one on your website is dated 2019.

Answer: The following table indicates the current HOME maximums subsidy-per-unit limits.

Bedrooms	HOME Maximum Subsidy Per-Unit
0	\$172,478.70
1	\$197,721.00
2	\$ 240,432.30
3	\$311,042.70
4+	\$341,425.80

Question: When FHFC calculates Maximum Total Project Cost Per Unit they exclude the cost of land. So, on page 16 when you show the Total Maximum Development Cost Per Unit – will you mirror their guidelines and also subtract the cost of the land for this calculation? And the same deduction of land cost should apply to the Bonus points on page 64 for High Rise Developments that cost less than \$332,000 per unit.

Answer: Yes, the cost of land should not be used when calculating the total maximum development cost per unit.

Question: On page 62 item 2. County Subsidy per unit – we suggest that there should be two categories, one for 9% tax credits and another for 4% tax credits (because 4% deals get less than half of the equity of a 9% deal and need much more subsidy). The one you currently have in your

draft should be used only for 9% funded deals and we suggest the following for 4% tax credit deals (and perhaps including other non-tax credit financed deals).

Less than or equal to \$50,000 per unit	16 points
\$50,001 - \$60,000 per unit	12 points
\$60,001 - \$70,000 per unit	10 points
Greater than \$70,001 per unit	8 points

Answer: PHCD has amended the RFA for 4% tax credit deals as follows:

Less than or equal to \$50,000 per unit	8 points
\$50,001 - \$60,000 per unit	6 points
\$60,001 - \$70,000 per unit	5 points
Greater than \$70,001 per unit	4 points

Question: Your RFA only gives Bonus points for being near rapid transit. However, FHFC gives proximity points for being near bus stops. Please consider the following:

- 1/16 mile or less from a bus stop = 10 points
- 1/8 mile or less from a bus stop = 8 points
- 1/4 mile or less from a bus stop = 6 points
- 1/2 mile or less from a bus stop = 4 points
- 1 mile or less from a bus stop = 2 points
- More than 1 mile from a bus stop = zero points

Answer: For purposes of this RFA, bonus points are tied to the County's current comprehensive rapid transit SMART Plan.

Pinnacle

Question: Non-Affiliated General Contractors - this item, currently worth one point, seems counterintuitive to the current market. With rising construction costs, it is advantageous to have an in-house GC that can help control pricing. Further, if the concern at the time of inclusion of this particular item was monitoring GC costs, there is now a separate GC cost certification (required by Florida Housing Finance Corporation for any developments that include FHFC funds), audited by third party professionals, that outlines all GC expenditures. There is therefore a higher level of scrutiny on all contractors regardless of whether they are affiliated with the developer.

Answer: Thank you for providing this comment. There will be no changes to this RFA, however, we will consider this comment for future RFAs.

Question: RER Pre-Application Meeting - we would suggest there be a separate option for an approved ASPR. An approved ASPR indicates that a pre-application meeting has already been held and not only have all issues been resolved, but the applicant has taken the final step of submitting the complete ASPR package (including landscaping, lighting plans, traffic study, etc.) and the ASPR has been finalized and approved by the County. This clearly indicates a superior level of shovel-ready preparedness. We would propose 10 points if you're able to provide a copy of the letter stating that the ASPR has been approved (it's provided with the stamped approved set).

Answer: The RFA has been updated to include points for an ASPR.

Question: Crime Preventative Measures - the Real-time Security Integration System is entirely new for many in the development community. Time is needed to understand how the system is implemented, what the costs are, etc. We would suggest that perhaps this is something that could be included in next year's application, thereby giving everyone the opportunity to do further research and providing the greatest chance of long-term success.

Answer: The application provides bonus points for developments that include a Real-time Security Integration System. It is not a requirement.

Suggestion: Internet, WiFi and Cable - We understand the scoring preference provided to those developments that have Wi-fi and internet in the units as these provide access to educational information, news, etc. However, providing free cable does not seem to provide the same educational benefits and yet adds an additional financial burden to the development. Further, cable is becoming an increasingly outdated form of entertainment as many are choosing to "unplug" from cable and use streaming access to obtain all forms of information and entertainment programming. We would therefore request removing cable access from this scoring item.

Answer: There will be no changes to the RFA.

Centennial Management Group

Suggestion: Points for Developments Ineligible for 1.3 Basis Boost -Depending on funding source, a tax credit basis boost of 1.3 is granted in QCTs, DDAs and various designated Areas of Opportunity. Some geographic locations are not eligible for any such boost. Applications for development in these disadvantaged areas have the greatest need for gap funding of all. The lack of boost represents millions of dollars lost.

Example:

125 units	Basis \$27,5000,000	1.3 Boost	\$13,584,000 in equity
125 units	Basis \$27,5000,000	No Boost	\$10,449,000 in equity
125 units	Funding Less when No Boost		\$3,135,000 in equity

We propose awarding 10 points to applications with no boost to help level the playing field and help developments that may otherwise not happen.

Answer: The current solicitation has been amended to include points for 4% tax credit deals.

Suggestion: Points for Greater Need - The County's RAD solicitation (WOPR-01295-01) required a financing plan with no competitive funds. Yet 4% deals without competitive funds do not receive any points for "firm containments". This conflict in goals effectively punishes RAD developments that 1) complied with this WOPR directive and 2) have the greatest need for gap funding. We propose awarding 10 points to incentivize RAD projects that were not awarded competitive funding.

Answer: The current solicitation has been amended to include points for 4% tax credit deals.

Question: Scoring Item 2 -Leveraging - to promote more efficient use of County funds, we suggest increasing the advantage of lower leverage scores as follows:

Less than or equal to \$25,000 per unit	20 points
\$25,001 - \$40,000 per unit	10points
\$40,001 - \$50,000 per unit	5points

Greater than \$50,000 per unit

0 points

The greater the leveraging of County funds, the more units will be built.

Answer: Although we agree with leveraging, we must balance with the need to fund the maximum number of projects.

Suggestion: Proximity to Transit Bonus Points - awarding 9 points for 1/10th mile distance and only 5 points for mile is too big of a differentiation between options that both provide convenient access. We propose:

1/2 mile or less 7 points

1/4 mile or less 8 points

1/10 mile or less 9 points

Answer: We believe the scoring is appropriate. There will be no changes to the RFA.

Question: Firm Commitments Bonus Points – awarding 10 points for a firm FHFC commitment for 9% tax credits appears counterintuitive as the 9% HC deals already have the most complete financing in place and thus has the least need for gap funding. 4% HC deals on the other hand are often entirely dependent on gap funding to become feasible. Assisting 4% deals will help make additional developments viable. 9% deals should not be given points at all. We propose reversing the scoring schedule, awarding the most points to applicants with the smallest non-County Commitments and the fewest to those with the largest non-County Commitments. And 0 points to 9% HC deals.

Answer: The current solicitation has been amended to include points for 4% tax credit deals.

Question: Efficient Building Cost Bonus Points - It does not make sense to give high rise developments a competitive advantage over other development types. The Total Development Cost Limit is different for each type, so anyone who comes in below the limit for its type should be equally awarded with points.

Answer: The current solicitation has been amended to include garden style and mid-rise building types.

Figgers Communication Inc.

Suggestion: Upon reviewing the FY 2021 RFA below are a few points that would greatly improve the required Broadband internet service for each unit:

- Design a mesh Wi-Fi network across the entire development.
- Have Lan connection available in every unit.
- Have an SSID for tenants for secure web browsing, and banking.
- Have guest access for (2) per unit. This ensures the network does not have people off the premises using free internet.
- Have priority DNS for Healthcare, and Education websites on the net.
- Allow VLTE to enhance cellular strength in the entire development, units, elevators, and other cellular signal areas for concern across the WAN.
- Push Notifications to come across every cellular, laptop device that is connected to the broadband network in the entire development. This enhances emergency

communication, in rapid response time imminently in case of 911 emergency, or weather notifications.

- The RFA should be in line with the concepts and principles of Mayor Cava's Diversity Inclusion and Equity initiative.
- As a Bonus point. Any resident 55 older provided a free cell phone and service to residents that allows them to directly connect to their doctors using Telehealth.
- As a Bonus point. Free cell phone and service to residents that are at or below the Federal poverty guideline.

Answer: These recommendations will be reviewed, and some may be incorporated in future RFA's. Your thoughtful comment is appreciated.

Talcolcy Economic Development Corp

Question: Please confirm if separate funding sources are available for new construction and rehabilitation, it appears from the scoring that this is the case (i.e. Preservation projects are not competing against New Construction projects); however, we are not sure? If Preservation projects are competing for the same funds as New Construction, will PHCD revised the scoring for Permit Documents for rehabilitation projects to match the scoring for new construction?

Answer: The funding sources for new construction and rehabilitation projects are the same. The RFA favors new construction because it increases the pool of housing units rather than the rehabilitation of existing units.

Question: Under the Section Projects with FHFC or other Non-County firm commitments, we note no scoring criteria for 4% LIHTC commitments. We recommend this section be revised to include the same 10 points given to 9% LIHTC projects.

Answer: The current solicitation has been amended to include garden style and mid-rise building types.

Question: FHFC requires developers as a threshold matter to have a minimum of \$250,000 in local government support. Currently, PHCD provides this support in the form of an impact fee waiver; since Preservation projects are not subject to impact fees, how does PHCD intend to support these developments to assist them in meeting this threshold requirement?

Answer: PHCD will review with FHFC and issue guidance.

Question: Is the \$197,100/unit threshold inclusive of land and building acquisition?

Answer: The cost of land should not be used when calculating the total maximum development cost per unit.

Question: At the front door of our proposed elderly preservation project is the Public Bus Rapid Transit Stop, the City of Miami Free Trolley, and the Edmunson Transit Center is just 3 minutes away. We believe that PHCD should give Elderly Preservation projects Bonus Points for their proximity to these types of Rapid Transit Services, just as FHFC does.

Answer: The RFA has been amended to include 2 points for Elderly developments located near Transit (HUB) Centers.

Sean Atkins

Question: The zoning of my proposed development, prior to my purchase, was changed to a mixed-use. Our intentions are to develop a mixed-use (mixed income) building. However, the way I'm interpreting the criteria to get the points is that we have to provide proof that the municipality is allowing flexibility outside of the current zoning or providing further incentivization. To me it seems that the current zoning is the incentivization that is being provided. Can you please advise if my thinking is correct?

Answer: The applicant must provide documented proof that the municipality is allowing flexibility of the current zoning.

Question: The location for this building is in an area above sea level, and the AC units will be located on the roof of an 8-story building. The site's location being 9 feet above sea level doesn't warrant the need for raising the building. Can you please indicate a resource for other possible criteria or would a development in an above sea level area suffice?

Answer: Locating the development in an area does qualify for the addition of bonus points if sufficient documentation is provided.