



2023 Multifamily Consolidated RFP / 2024 HTC Round 1 TA Kickoff Event – Introduction to Minnesota Housing

Tuesday, April 18, 2023

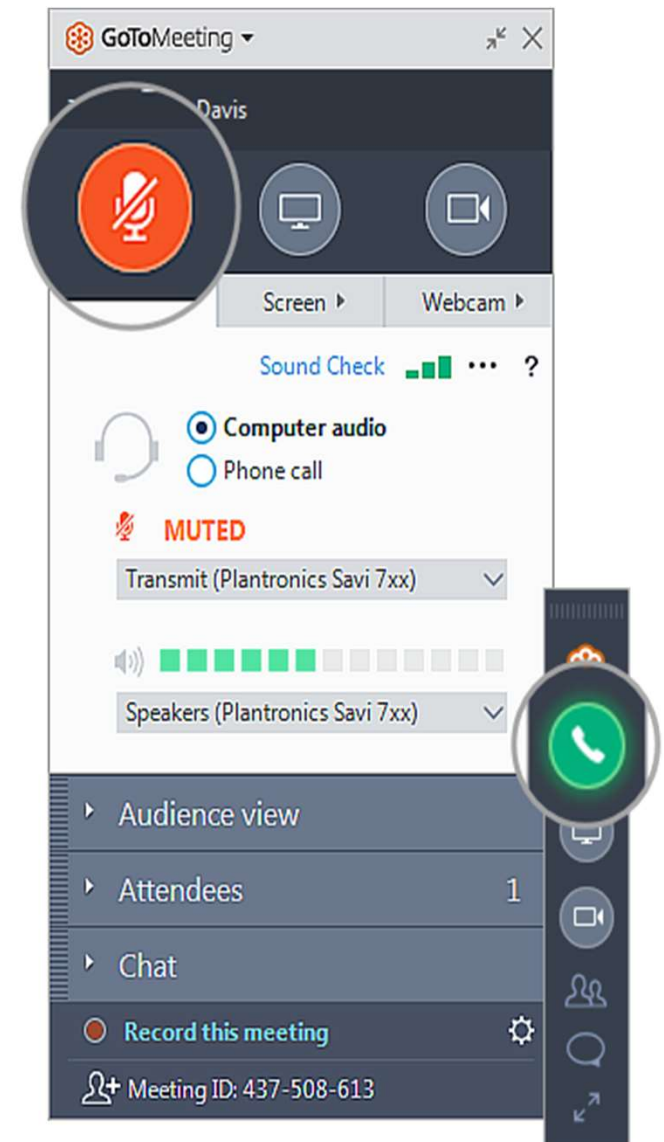
Our Mission

The Core Purpose

Housing is the foundation for success, so we collaborate with individuals, communities and partners to create, preserve and finance housing that is affordable.

Meeting Logistics

- This session is being recorded and may be posted publicly.
- We will leave time at the end for questions.
- Please mute your line unless you are speaking. Webinar audio controls are **orange** when muted.
- Please do not put your line on hold, as this may trigger hold music.
- **NOTE:** Due to time constraints, questions will not be answered until the end of the entire presentation and after **all** topics have been introduced.



Technical Assistance

- Technical assistance provided by Minnesota Housing staff is only advisory and does not guarantee that a development will receive points under a particular category or be selected for funding.
- While every effort is made to ensure the accuracy of technical assistance, such assistance is subject to, and does not modify or override, the requirements of Minnesota Housing's Qualified Allocation Plan, the Self-Scoring Worksheet, Multifamily RFP Standards, Multifamily Underwriting Standards, Building Standards, or other documents related to applications for funding.
- Applicants are encouraged to review the materials available on Minnesota Housing's website and consult with legal counsel, and if applicable, a knowledgeable tax professional, to ensure compliance with all applicable application, submission and project requirements.

Agenda – Day 1

9:30 – 9:45	Orientation and Welcome
9:45 – 10:00	Introduction to the Multifamily Consolidated RFP
10:00 – 10:10	Introduction to Underwriting
10:10 – 10:20	Introduction to Housing Tax Credits
10:20 – 10:30	Introduction to Housing Infrastructure Bonds (HIB)
10:30 – 10:45	Introduction to Supportive Housing
10:45 – 11:05	Contact Information and Resources; Q & A Session
11:05 – 11:15	Closeout



Welcome

Summer Jefferson



Introduction to the Multifamily Consolidated Request for Proposals

Que Vang

Multifamily Consolidated RFP Overview



- Annual process
- One application for multiple resources
 - Housing tax credits
 - Amortizing loans
 - Deferred loans
 - Funding partners
- Single scoring rubric

Multifamily Consolidated RFP Overview

- Match funding to eligible uses and project types
- Dual funding structure options
- Minimize gaps
- Maximize resource allocation



Multifamily Consolidated RFP

Steps to Apply

Steps to Apply

1. Review available resources and request technical assistance
2. Review eligibility requirements
3. Review additional funding and application requirements
4. Determine the financial structure and application type to submit (single or dual)
5. Create a Multifamily Customer Portal (Portal) account
6. Gather materials and apply by deadlines



Multifamily Consolidated RFP Resources

The Policies and Guidance Documents

- Housing Tax Credits (HTC) Qualified Allocation Plan (QAP)
 - Self-Scoring Worksheet
- Methodology Guide
- Multifamily Request for Proposals (RFP) Standards
- Underwriting Standards
- Building Standards



Multifamily Consolidated RFP Resources

Program Guides

- Economic Development and Housing Challenge (EDHC) Program Guide
- HOME Investment Partnerships (HOME) and National Housing Trust Fund (NHTF) Combined Program Guide
- Housing Infrastructure Bonds (HIB) Guide
- Low and Moderate Income Rental (LMIR) and Flexible Financing for Capital Costs (FFCC) Programs Procedural Guide
- Preservation Affordable Rental Investment Fund (PARIF) Program Guide
- Tax-Exempt Bonds Informational Guide
- HUD Section 811 Project-Based Rental Assistance Program Guide

Multifamily Consolidated RFP

Eligible Types and Activities

Project Types

- Workforce Housing
- Permanent Supportive Housing
- Preservation
- Senior Housing

Construction Types

- New construction; acquisition (land and structures); rehabilitation; adaptive reuse/conversion; preservation

Financing Activities

- Construction financing; permanent financing
- Rental assistance (when available through Minnesota Housing or funding partners)
- Operating assistance, if eligible for NHTF

Multifamily Consolidated RFP Funding Sources

Federal Resources

- 9% Low Income Housing Tax Credits (HTC); includes a nonprofit and Rural Development set-aside
- HOME Investment Partnerships (HOME)
- National Housing Trust Fund (NHTF)
- HUD Section 811 Project-Based Rental Assistance

Multifamily Consolidated RFP Funding Sources

State Resources

- Low and Moderate Income Rental (LMIR) first mortgage
- Bridge Loans
- Economic Development and Housing Challenge (EDHC); includes an American Indian set-aside
- Flexible Financing for Capital Costs (FFCC)
- Housing Infrastructure Bonds (HIB)
- Preservation Affordable Rental Investment Fund (PARIF)

Multifamily Consolidated RFP

Funding Sources

Funding Partners

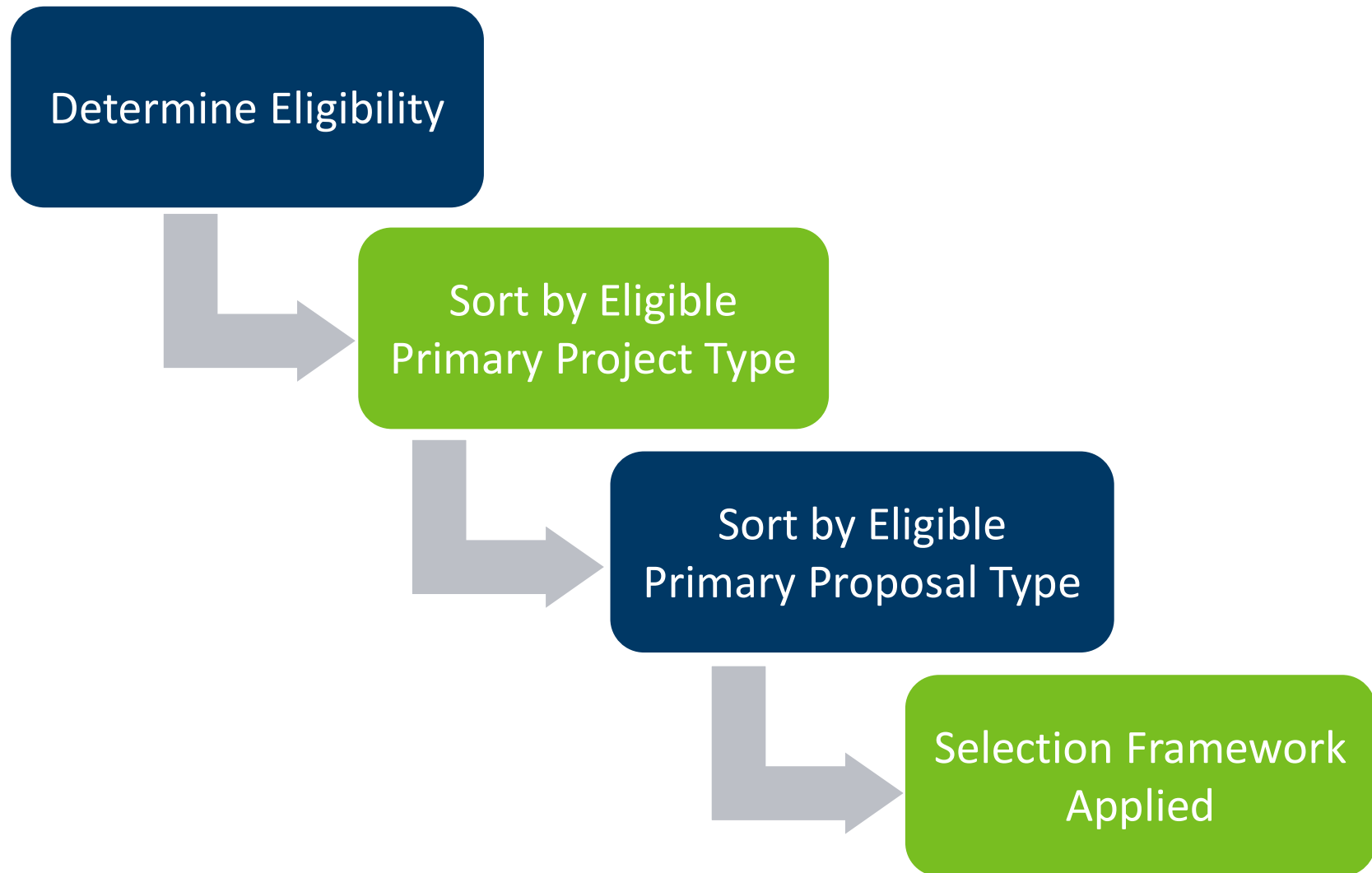
- Metropolitan Council
 - Local Housing Incentives Account (LHIA) Grant
 - \$2.5 million available
- Saint Paul Public Housing Agency
 - 125 project-based vouchers available + 25 HUD Veterans Affairs Supportive Housing (VASH) project-based vouchers

Multifamily Consolidated RFP Selection Framework

Selection Framework and Principles

Eligibility	Deferred Loan Funding Priorities
Project Feasibility	Underwriting and Building Standards
Organizational Capacity	Available Funding
Financial Capacity	Geographic Balance
Strategic and Selection Priorities/ Score	Project Type

Multifamily Selection Framework



Multifamily Consolidated RFP General Timeline

March

March 29: Release of Preapplication + Early Application Materials

May

May 11: Intent to Apply (ITA) Due into the Multifamily Customer Portal

December

Dec 14 (Date Tentative): Board selections

April

April 12: Publication of all Application Materials + Open for Applications

April 27: Preapplications Due

July

July 13: Applications due in the Multifamily Customer Portal

Multifamily Consolidated RFP Tools

Tools

- Request technical assistance
- Sign up for our eNews
- Visit our website at www.mnhousing.gov
- Set up for Multifamily Customer Portal access



Introduction to Underwriting

Erin Coons

Minnesota Housing Underwriting Getting Started

- <https://www.mnhousing.gov/rental-housing/housing-development-and-capital-programs/rfps/consolidated-rfp-round-1.html>

Home / Rental Housing / Housing Development and Capital Programs / RFPs / Consolidated RFP Round 1



Multifamily Consolidated Request for Proposals/Housing Tax Credits Funding Round

The Multifamily Consolidated Request for Proposals (RFP) is a competitive funding round, offered once per year, which provides a means of "one stop shopping" by consolidating and coordinating multiple multifamily housing funding resources into one application process. It deploys significant capital funds and is the primary mechanism that Minnesota Housing uses to award and allocate federal and state resources. Applicants may request funding for a specific housing development and/or activities that meet a specific housing need. Applicants generally do not apply for specific funding sources. During the application review process, Minnesota Housing identifies which funding sources are eligible for a given application.

Housing Tax Credit (HTC) Round 1 is offered through the Multifamily Consolidated RFP and uses a forward selection process with selections taking place late in the calendar year preceding the allocation year of the HTCs. The HTC's Qualified Allocation Plan (QAP) and the Self-Scoring Worksheet set the policies and procedures used to score, evaluate, and select Multifamily applications for funding that are submitted to the Multifamily Consolidated RFP. Additional capital funding programs available through the Multifamily Consolidated RFP may have further eligibility and requirements.

Technical Assistance

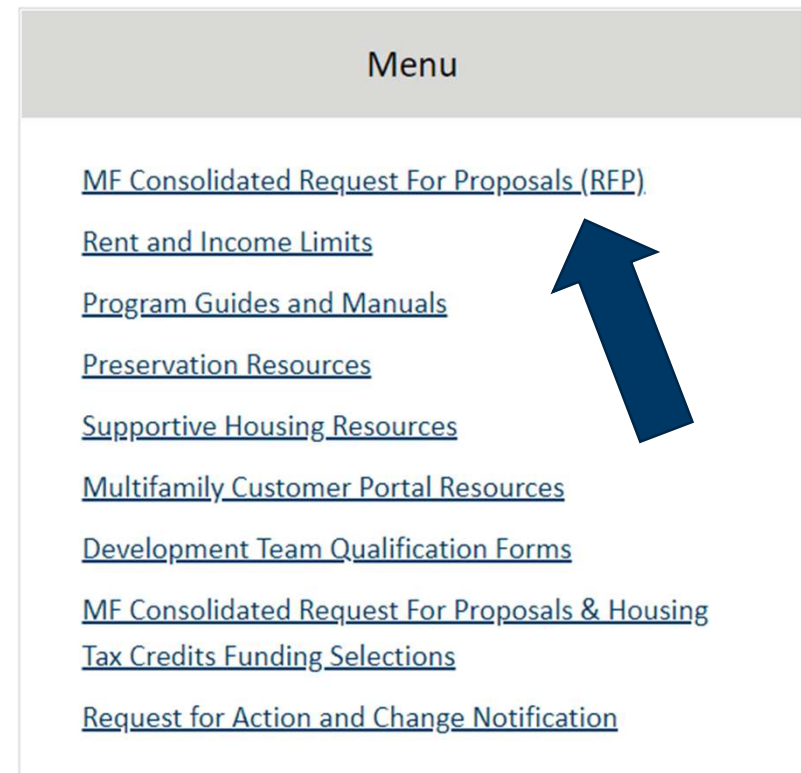
If you would like technical assistance as you complete a funding application, fill out and submit a [Technical Assistance Request Form](#). A staff underwriter will contact you to set up a meeting to discuss proposal(s) options. Minnesota Housing receives many requests for technical assistance, so please complete this form as thoroughly and as early in the process as possible.

Menu

- [Consolidated Request For Proposal \(RFP\)](#)
- [Development Team Qualification Forms](#)
- [Multifamily Customer Portal Resources](#)
- [Rent and Income Limits](#)
- [RFP and HTC Funding Selections](#)
- [Supportive Housing Resources](#)
- [Underwriting Standards \[PDF\]](#)
- [Program Guides and Manuals](#)
- [Request for Action and Change Notification](#)

Multifamily Workbook

A link to the Multifamily Workbook can be found on under the MF Consolidated Request for Proposals (RFP) page.



Multifamily Workbook

MINNESOTA HOUSING MULTIFAMILY WORKBOOK INSTRUCTIONS

Workbook Version: 02/28/2022 Ver 1.0

This workbook version must be used when applying to Minnesota Housing for funding in the 2022 RFP/2023 HTC Round 1, 2023 HTC Round 2, the 2023 Available Financing Round, the 2023 HTC 4% Only Round, and other funding rounds as determined by Minnesota Housing. To avoid errors in the submission process, be sure to download the current version from the Multifamily Customer Portal.

A completed Workbook along with the required documentation and exhibits comprise a complete application package. For complete instructions on submitting an application, please refer to our website: <http://www.mnhousing.gov/>

TABS TO COMPLETE

The tabs in this Workbook are color coded to assist applicants in filling out the proper information.

Blue	All applicants must complete the blue tabs.
Green	Applicants applying for Housing Tax Credits from Minnesota Housing or a suballocator, or that have already received tax credits, must also complete the green tabs.
White	The white tabs are read-only and cannot be filled out by the applicant.

DATA ENTRY AND VALIDATION

Light blue cells indicate where information is required from the applicant. In some cases, incomplete data entry will result in other required fields being left unpopulated.

Light blue	Light blue cells indicate where information is required from the applicant.
White	White cells indicate standard text or formulas that are locked from editing.

CELL COMMENTS/INSTRUCTIONS

Many cells have embedded comments, indicated by a small red triangle in the upper right hand corner. Click or hover over the triangle to see the comments. These comments contain important information related to populating the Workbook and the cell.

WARNING MESSAGES

Some cells and sheets have inputs and limits that if not completed, exceeded or not met, will generate an error message or warning in red text. If a warning pops up in any cell, justification is required.

Review the Instructions tab prior to completing the Workbook.

Some cells are locked from editing and are populated by cells from other tabs.

Multifamily Workbook – continued

FUNDING REQUEST

Indicate the type(s) of funding you are requesting by placing a checkmark next to the desired funding type(s) and entering the request amount(s).

FIRST MORTGAGE / DEFERRED LOAN REQUEST

Minnesota Housing First Mortgage: Check the 'Minnesota Housing First Mortgage' box to request an amortizing first mortgage from Minnesota Housing. The Request Amount will populate based on data entered on the Mortgage Calc tab and the workbook will automatically calculate the origination fees based on the combined mortgage (including TIF if applicable) calculated on the Mortgage Calc tab.

Deferred Loan(s): Check the 'Deferred Loan(s)' box to request deferred funds from Minnesota Housing and/or its funding partners listed in parentheses below. The total amount being requested (including funding partner amounts) must be entered in cell G21 on the Sources tab.

Requests for Minnesota Housing HIB are considered both a deferred loan request and a tax exempt bond – long term request. Check 'Deferred Loan(s)' and enter the amount in cell G21 on the Sources tab, and check 'Tax Exempt Bonds – Long Term' and enter the Request Amount in the Tax Exempt Bond Request section below.

Bridge Loan: Check the Bridge Loan box to request a bridge loan from Minnesota Housing. The total amount being requested must be entered in cell G7 on the Sources tab.

	Request Amount
<input type="checkbox"/> Minnesota Housing First Mortgage	<input type="text"/>
<input type="checkbox"/> Deferred Loan(s) (includes Minnesota Housing, Greater Minnesota Housing Fund and Metropolitan Council resources)	<input type="text"/>
<input type="checkbox"/> Bridge Loan	<input type="text"/>



TAX EXEMPT BOND REQUEST

For all proposals that include a structure using tax exempt bonds, check the appropriate box and complete the blue fields below.

For Long Term bonds: Check the box and enter the Request Amount.

For Short Term bonds: Check the box and the amount will populate from the Sources tab, cell G8.

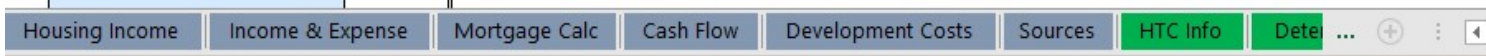
Requests for Minnesota Housing HIB are considered both a deferred loan request and a tax exempt bond – long term request. Check 'Deferred Loan(s)' in the section above and enter the amount in cell G21 on the Sources tab, and check 'Tax Exempt Bonds – Long Term' and enter the Request Amount below.

	Request Amount	Issuer	Issuer Name below
<input type="checkbox"/> Tax Exempt Bonds – Long Term	<input type="text"/>	<input type="text"/>	<input type="text"/>

The Funding Request tab is where you will indicate what funding resources you are requesting from Minnesota Housing.

The information within these cells pulls from the Sources page.

You can navigate to the Sources page by clicking the Sources tab at the bottom of the Workbook.



Multifamily Workbook – continued

SOURCES								
Total Development Cost from Development Costs tab:							\$800	
CONSTRUCTION SOURCES								
Name of Source	Term (Months)	Rate	Amount	Per Unit	Committed	Notes		
Minnesota Housing Bridge Loan				0	<input type="checkbox"/>			
				0	<input type="checkbox"/>			
				0	<input type="checkbox"/>			
				0	<input type="checkbox"/>			
				0	<input type="checkbox"/>			
Total Construction Financing			0	0				
PERMANENT CAPITAL SOURCES OF FUNDING								
Name of Source	Term (Years)	Rate	Amount	Per Unit	Committed	Include in HTC Gap	End Loan	Notes (Enter info about status and estimated timing of funding)
First Mortgage	0	#####	0	0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
General Partner Cash				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
Syndication Proceeds				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
State Historic Proceeds				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
Federal Historic Proceeds				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
Deferred Loan Request				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
Sales Tax Rebate				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Energy Rebates				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
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				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Deferred Developer Fee				0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Total Permanent Financing			0	0				
FUNDING GAP REMAINING			800	0				
NEW OR ADDITIONAL RENTAL ASSISTANCE OR OPERATING SUBSIDY FUNDING								
Type of Source	Name of Source	DS Funding Use	Term (Years)	# of Units	Annual Amount	Per Unit	Secured or Applied for	
						0		

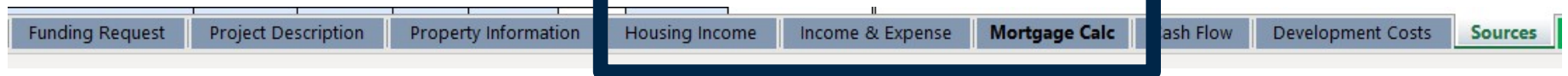
The Sources page is where you will list all resources being used to fund the development.

This includes both permanent and construction resources.

Underwriting Sizing

Steps to Sizing Awards

1. Operating budget review – rents and expenses
2. Maximize the amortizing debt
 - Higher of proposed or Minnesota Housing mortgage sizing
3. Development budget review
4. Size low income housing tax credits
5. Size deferred funding



Technical Assistance

How to receive technical assistance for your application:

- Go to: <https://www.mnhousing.gov/rental-housing/housing-development-and-capital-programs/rfps/consolidated-rfp-round-1.html>
- Complete the Technical Assistance Request Form
- Requests will be directed to the appropriate staff

Possible topics include:

- General inquiry about Minnesota Housing programs and financing
- Architecture/design standards/construction innovation
- Providing supportive housing to high priority homeless
- Providing supportive housing to people with disabilities
- Management and operating expenses
- Scoring
- Application submissions
- Financial structure
- Agency underwriting
- Portal
- Other

m MINNESOTA HOUSING
2022 Technical Assistance Request Form
0% Complete

Thank you for contacting Minnesota Housing. This form is used to collect information about how we can best provide you with information or technical assistance on available funding resources to create or preserve multifamily housing in Minnesota.

Applications for the annual Consolidated Request for Proposals will be due July 2022.

*1. Contact person for request:

*2. Contact email:

*3. Contact phone number:

4. Developer/Sponsor(s)/Parent Company (if applicable):



Introduction to Housing Tax Credits

Nicola Viana

What are Housing Tax Credits (HTC)?

- A federal resource to finance affordable rental housing
 - Outlined in Internal Revenue Code (IRC) Section 42 and Internal Revenue Service (IRS) guidance
- How HTCs work:
 - Reduces investor's federal tax liability for 10 years
 - In exchange, investor buys HTCs and agrees to 30 years of affordability
 - Proceeds from sale of credits used for affordable housing

HTC Qualified Allocation Plan (QAP)

- Describes how HTCs are distributed:
 - Geographic distribution and funding set-asides
 - Funding rounds, guidance and procedures
 - Funding priorities
- Companion document: Self-Scoring Worksheet

Scoring – Align Your Project



Types of HTC

9% HTC

- 70% subsidy
- Competitive, limited supply
- Allocated during MF Consolidated RFP/HTC Round 1 and Round 2

4% HTC

- 30% subsidy
- Tax-exempt volume limited bonds
- Awarded during MF Consolidated RFP/HTC Round 1 and annually through an open application process

HTC Eligibility

- Eligible properties: Acquisition with rehabilitation, rehabilitation, or new construction of eligible rental housing
- Minimum set-asides:
 - **20/50** – 20% of units serving households at or below 50% Multifamily Tax Subsidy Projects (MTSP) limits
 - **40/60** – 40% of units serving households at or below 60% MTSP
 - **Average Income Test** – A minimum of 40% of the units in the project are both rent restricted and occupied by individuals whose imputed income average at initial occupancy is at or below 60% MTSP limits

HTC Requirements

- Units must comply with requirements pertaining to:
 - Household income
 - Rent limits
 - Property requirements
- Compliance period:
 - 15 years **PLUS** the Extended Use Period; ranges from 15 to 35 years
- Compliance team at Minnesota Housing

9% HTC

- Allocation amount: Based on state population and per capita amount formula
- 2024 9% HTC estimate: \$15.7 million
 - Minnesota Housing 9% estimate: \$11.8 million
- Set-asides: Nonprofit and Rural Development (RD)
- Suballocators
 - Minneapolis
 - St. Paul
 - Dakota County
 - Washington County



Introduction to Housing Infrastructure Bonds (HIB)

William Price

What are Housing Infrastructure Bonds?

- Housing Infrastructure Bonds (HIB) are tax-exempt bonds issued by Minnesota Housing and authorized by the Minnesota Legislature
 - Standing legislative authorization since 2012
 - Bond proceeds used by Minnesota Housing to fund loans for affordable housing

Funding Impact of HIB

- HIB investment to date
 - Over \$500 million invested in affordable multifamily rental units since 2012
 - Over 5,000 units created or preserved, including units previously selected for funding
- Allows for private, nonprofit and governmental entity ownership
- Finance deeply affordable permanent housing
- Leverages other existing funding sources
- Range of uses for one source (in state statute)

Funding Impact of HIB

- HIB loans are flexible and can be structured with or without volume cap and 4% HTC

HIB Volume Cap Loan		HIB Deferred-Only Loan	
Sources	Amount	Sources	Amount
HIB Volume Cap Loan (structured to meet 50% test for HTC)	\$7,000,000	HIB Deferred-Only Loan	\$10,000,000
4% Tax Credit Syndication Proceeds	\$3,000,000	Other Funding (first mortgage/ soft financing)	\$4,000,000
Other Funding (first mortgage / soft financing)	\$4,000,000	Total Development Cost	\$14,000,000
Total Development Cost	\$14,000,000		

How HIBs Work to Finance Housing

- Benefits of flexibility
 - Projects can be placed in optimal structure
 - Forgivable deferred-only loan option for permanent supportive housing
 - Projects where equity prospects may be limited have a viable alternative without tax credits
 - Projects with fewer than 40 units
 - Projects in smaller communities
 - Nonprofit sponsors new to development
 - Able to stretch resources to provide more housing

How HIBs Work to Finance Housing

- **Eligible Costs**

- Construction costs
- Developer fee*
- Acquisition*
- *Costs may be ineligible under certain, limited circumstances

- **Ineligible Costs**

- All reserves
 - Operating reserves
 - Lease-up reserves
- Financing costs
- Supportive services
 - Front desk
 - Case management

2023 Bonding Request and Eligible Uses

Governor's Proposed 2023 Bonding Bill – \$250 Million for HIB

Current Multifamily eligible uses:

- Permanent supportive housing for homeless households
- Senior independent living
- Preservation of existing subsidized rental housing

Proposed new eligible use:

- New construction – affordable to households at or below 50% area median income (AMI)

Permanent Supportive Housing

- HIBs are Minnesota's primary tool for providing permanent supportive housing for households experiencing homelessness including:
 - Youth
 - Veterans
 - Families
 - People with severe and persistent mental illness and substance use disorders

Senior Housing

- Projects must serve seniors 55+
- Must be independent housing, not assisted living
- Statutory priorities
 - Serving very low-income seniors with annual incomes less than \$35,190
 - Geographic balance between metro area and Greater Minnesota
- Plan for providing or connecting tenants to services

Preservation

- HIB can be used to preserve existing federally assisted housing or other critical affordable units with rent or income restrictions
- Since 2012, over 2,000 units have been preserved and rehabilitated
- Projects must meet a risk of loss:
 - Critical physical needs
 - Market conversion
 - Ownership capacity

HIB Application Process

- Contact Minnesota Housing for technical assistance
- Minnesota Housing awards and allocates HIBs competitively through the annual Multifamily Consolidated RFP process
- After selection, bonds are typically issued once a year the following fall



Introduction to Supportive Housing

Vicki Farden

Supportive Housing Overview

- Permanent Supportive Housing is affordable housing linked with social services tailored to the needs of the population served and designed to foster housing stability and improve quality of life for tenants
- Expectation to follow industry best practices:
 - [Housing First](#) principles for low barrier housing access and retention
 - Person-centered planning and trauma informed care
 - [Supportive Housing Standards](#)
- Review the [Supportive Housing Information and Resources](#) publication
- Review the [Supportive Housing](#) webpage

Supportive Housing Incentives

Minnesota Housing incentivizes the creation of supportive housing units by awarding points to:

- Create units to serve high-priority homeless households (HPH)
 - HPH are households prioritized for supportive housing by the Coordinated Entry (CE) system
 - Three scoring tiers based on the number of units from a minimum of four units to 100% of units
- Create units to serve people with disabilities (PWD)
 - Extremely low-income people with a disability and who likely receiving mainstream disability services
 - Three scoring tiers based on the number of units from a minimum of four units to 25% of units
- Create PWD units that will use HUD Section 811 Project-Based Rental Assistance
 - Slightly different tiers for number of units and points

Supportive Housing Changes for the 2023-24 RFP

- Goals:
 - Simplify application process for applicants and community partners
 - Create supportive housing units to better meet community needs
- Created two categories for applications with supportive housing:
 - Partially Supportive Housing: Fewer than 50% of total units will serve High Priority Homeless (HPH), People with Disabilities (PWD), or *Other Homeless Households
 - Primarily Supportive Housing: 50% or more of total units will serve HPH, PWD, or *Other Homeless Households

**Other Homeless Households include (i) individuals leaving institutions that do not have a permanent residence or (ii) other homeless populations not referred by the Coordinated Entry system.*

Partially Supportive Housing Applications

- Applicants with a project that will be Partially Supportive Housing with HPH and/or PWD units are not required to have a plan or secured resources for the HPH and PWD Tier 1 units
 - **Exception:** Applicants applying for HUD Section 811 PRA under PWD Tier 2 are required to submit a pre-application and application materials for HUD Section 811 PRA
 - All applicants are encouraged to secure project-based rental assistance from their local PHA/HRA for supportive housing units whenever possible
- **Required Application Forms:**
 - Partially Supportive Housing Certification Form
 - Notification to the CoC and County or Tribal Human Services Form
- **Follow the Underwriting Assumptions outlined on the Certification Form**

Partially Supportive Housing Application

- **Optional Forms and Submissions:**
 - Service Provider Qualification Form: Applicants may choose to submit if needed for points under Black, Indigenous, people of color and women-owned business category
 - Housing Support Commitment Form: May choose to submit under the Rental Assistance checklist item if needed for rental assistance points
- **Underwriting Assumptions:**
 - If project-based rental assistance is not secured, assume Housing Support can be secured post-selection and set the rents following the Underwriting Standards for Housing Support
 - Unique Operating Expenses for Tenant Service Coordination
 - \$100/unit/month if likely to have Housing Support LTH service rate or other reliable source
 - \$400/unit/month if not likely to have Housing Support LTH service rate or other reliable source

Partially Supportive Housing – Feasibility Review

- Minnesota Housing staff consult with the local CoC and county or Tribal human services to determine market need for HPH units for each project
 - If there is not a demonstrated market need, the HPH units will convert to 30% MTSP rent restricted units with a priority to serve households experiencing homelessness
 - Application does not lose HPH points
- Market review for PWD units with a plan to use Housing Support that requires Long-Term Homelessness (LTH)
 - If there is not a demonstrated market need or the county or Tribe would prefer a different population to be served, the units will have Housing Support that does not require LTH
- The project Workbook may be adjusted to change rent levels and/or unique operating expenses for the HPH and/or PWD units

Partially Supportive Housing – Post Selection Planning Process

- Minnesota Housing will work with the applicant and community partners to plan the supportive housing units, which may include:
 - Determining the population(s) to be served
 - Adjusting the unit size types if needed to serve the population
 - Selecting a service provider partner(s)
 - Determining referral sources and process to select eligible households
 - Determining and securing resources for rental assistance and services
 - Adjusting the Workbook as needed
- The selected applicant completes all due diligence materials

Primarily Supportive Housing Application

- Applicants need to have a well-developed supportive housing plan at the time of application
- Similar application process and materials as previous years
 - CoC Confirmation Form: Applicants meet with the CoC to present proposal for feedback prior to application submission
 - Supportive Housing Narrative: Covers the plan for the HPH, PWD and other homeless units; service provider and county or Tribal human services complete and sign the narrative
 - Service Provider Qualification Form
 - Funding commitments for service funding and rental assistance
 - Indicate HPH and PWD units on Workbook; note rental assistance sources

Primarily Supportive Housing Application

- All units must have rental assistance or rents set at supportive housing levels
- Must have a good plan to secure all resources for services and front desk (and food service, if provided)
- For a competitive application, most projects include at least 50% HPH units and a number of PWD units that are also serving people experiencing homelessness
- Housing Infrastructure Bonds (HIB): To be considered for this funding source, all units must serve people experiencing homelessness

Planning Primarily Supportive Housing Projects

- Work with the Continuum of Care committee and county or Tribal human services to plan the HPH units and PWD units:
 - What is the community need for supportive housing units? (population types, unit sizes, etc.)
 - Consult on resource planning and fit for the population
- Chose a qualified service partner and management agent with experience with the supportive housing population and units
- Determine resources for funding services, rental assistance and front desk
- Work with the county or Tribal human services if you want to apply for Housing Support to use for rent and possibly services

- Rental Assistance – Typical Sources:
 - [Housing Support](#) provides room and board costs for persons with disabilities
 - Project-based rental assistance from the local public housing authority
 - Underwrite rents to supportive housing levels outlined in the Underwriting Standards
- Services – Typical Sources:
 - Development operating budget: Unique costs for tenant service coordination
 - Housing Support service rate (requires long-term homelessness (LTH) eligibility)
 - Make sure there is a market need in the location for LTH households
 - Not recommended as a source for PWD units in partially supportive housing projects
 - Medicaid billing: Behavioral health programs, housing stabilization services and waiver services

What is Housing Support?

- Housing Support is a state funded income supplement program that pays for room and board for low-income adults with disabilities and seniors
- Housing Support pays for rent, utilities, food, household supplies and other necessities
- Can be used for single adults and families (with an eligible adult)
- The Housing Support provider contracts with the county or Tribe for a specified number of units; the provider is generally the service provider
- Payments are made to the Housing Support provider
- The Housing Support service rate is available for LTH eligible individuals
- The county or Tribe completes the Housing Support Funding Commitment Form that is required for verification of rental assistance and service funding for the Consolidated RFP
- The room and board rate on July 1, 2023 is \$1,185 for community settings
- Review the Minnesota Housing Underwriting Standards for Supportive Housing

Supportive Housing – Other Considerations

- [Tenant Selection Plan Guidelines](#)
 - Management agent awareness of content
 - TSP review checklist and help text
 - Training tutorial
- [Supportive Housing Standards](#)
 - Adopted by the [Supportive Housing Alliance](#)
 - Recommended best practices for Minnesota Housing funding

HUD Section 811 PRA

- Program of the U.S. Department of Housing and Urban Development (HUD) (HUD Section 811 PRA)
- The purpose is to expand the supply of supportive housing that promotes and facilitates community integration for people with significant and long-term disabilities
- Minnesota Housing, in partnership with Minnesota's Department of Human Services, was awarded funding in Round 3 for approximately 160 new units

HUD Section 811 PRA

Eligible applicants include:

- Private and public owners of multifamily properties that have been financed by Minnesota Housing and/or have Minnesota Housing's housing tax credits (HTC)
- Project-Based Section 8 portfolio of developments with existing unsubsidized units
- Owners must have experience administering HUD rental assistance

HUD Section 811 PRA

The rental assistance is available to:

- Existing properties via an open application process
- New construction projects via Minnesota Housing's annual Multifamily Consolidated RFP

HUD Section 811 PRA

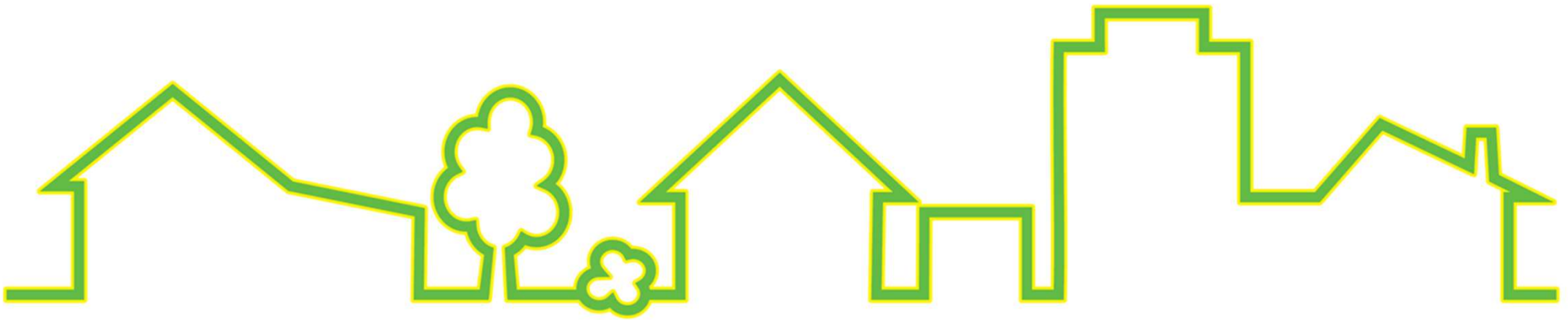
- Targets people who are experiencing long-term homelessness and are enrolled in Minnesota's Projects for Assistance in Transition from Homelessness (PATH) outreach program **OR** people who are exiting an institutional setting
- Referrals are managed by the Minnesota Department of Human Services

Contact Information

- Underwriting: erin.coons@state.mn.us
- HTC Team: htc.mhfa@state.mn.us
- HIB: william.price@state.mn.us
- Supportive Housing: vicki.farden@state.mn.us
- HUD Section 811 PRA: ellie.miller@state.mn.us
- General RFP questions: mhfa.consolidated.rfp@state.mn.us

Emerging Developer Resources

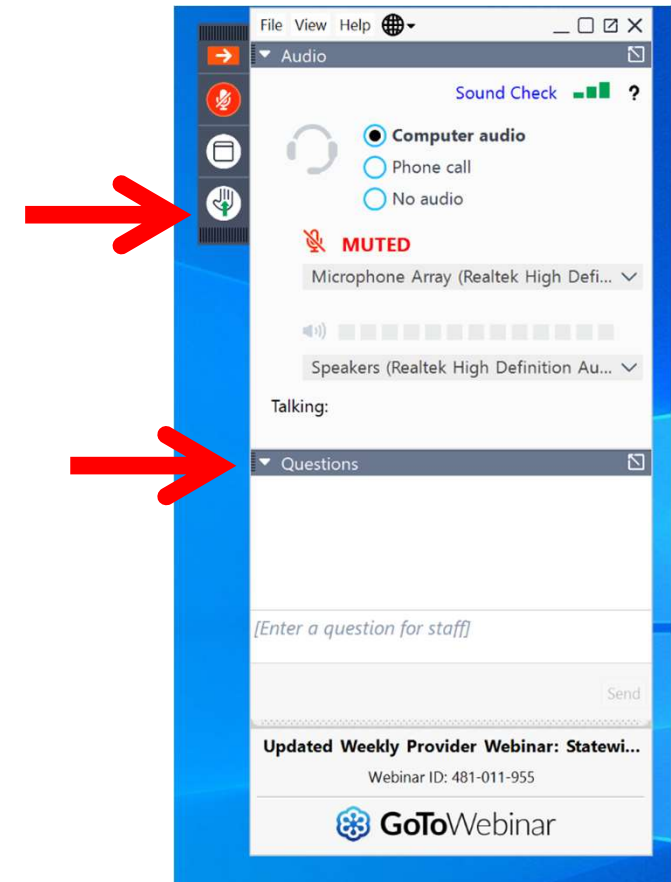
- Greater Minnesota Housing's Emerging Developer of Color Program: iruizbrisenno@gmhf.com
- LISC Twin Cities Developers of Color Capacity Building Initiative: gnicholls@lisc.org or kmirai@lisc.org
- 2023 Affordable Housing Summit <https://affordablehousingsummitmn.com/registration/>
- Urban Land Institute Minnesota [Real Estate Diversity Initiative](#)



Q & A Session

Q&A Protocol

- Click the raise your hand button of the GoToWebinar toolbar. This will allow us to call on you and unmute your line to ask your question.
- Type your question in the Question/Chat Box of the GoToWebinar toolbar



Thank You!

Closing Remarks