

# **Post-Solicitation Briefing for Affordable Housing Gap Funding**



## **Audit Committee**

Date: January 9, 2024

Presented by: Veronica Gonzalez, Assistant Director, NHSD

# Solicitation Overview



- Annual solicitations for HUD-funded single-family and multi-family development projects in need of gap funding.
- City Council approved the FY 2024 Annual Action Plan and allocated approximately \$8.2M\* in CDBG and HOME funds.
- Single-Family (SF) developments serve households up to 80% of AMI.
- Multi-Family (MF) developments primarily serve households up to 60% AMI with a priority to serve those families earning up to 30% AMI.

## Solicitation Type

- Request for Proposals (RFP)

## Proposed Term

- Term based on development schedule

## Estimated Value

- SF Homeownership: \$3.68M
- MF Rental: \$3.34M
- \$7,024,532 total

## Funding Source

- HOME and CDBG Grant Funds

## Current Contract Status

- New Contracts

\* Estimated figure does not include additional Program Income of \$3 million. Remaining HUD funds will be leveraged through a joint solicitation with Housing Bond in FY 2024.

# Recommended Award

## Single-Family Homeownership Housing Development- Scoring Summary



FINAL SCORE MATRIX			
RFP for Affordable Single-Family Housing Development Gap Funding (RFP 23-142, 6100017394)  Score Summary *FINAL EVALUATION December 12, 2023	Maximum Points	Vendor A	Vendor B
A - Development Experience	15	14.50	11.33
B - Non-Profit Status	10	10.00	9.17
C - Gap Request, Project Readiness, and Underwriting Review	15	11.17	11.67
D - Design Priorities, Project Timeline, and Sustainability	15	12.17	10.33
E - Displacement, Location, and Equity	10	9.00	9.83
F - Affordability	30	27.50	24.00
A - F Sub-Total	95	84.33	76.33
G - Veteran-Owned Small Business Preference Program	5	0.00	0.00
TOTAL SCORE	100	84.33	76.33
RANK BASED ON TOTAL SCORE		1	2

\* One evaluation meeting held with no interviews conducted.

SBEDA Program – Waived  
Local Preference Program – Not Applicable

# Recommended Award

## Single-Family Homeownership Housing Development- Project Summary



Single – Family Homeownership Housing Development			Council District	<80% AMI Units	Affordability Period	Funding Request	Funding Recommendation*	
Proposal	Score	Ranking					HOME	CDBG
Vendor A	84.33	1	3	36	20 years	\$3,406,032	-	\$3,406,032
Vendor B	76.33	2	5	3	15 years	\$274,500	\$274,500	-
Totals				39		\$3,680,532	\$274,500	\$3,406,032

\* Funding recommendation awards may be adjusted after final underwriting review.

# Recommended Award

## Multi-Family Rental Housing- Scoring Summary



FINAL SCORE MATRIX						
RFP for Affordable Rental Housing Development Gap Funding (RFP 23-143, 6100017395)  Score Summary *FINAL EVALUATION December 12, 2023	Maximum Points	Vendor A	Vendor B	Vendor C	Vendor D	Vendor E
A - Development Experience	15	13.50	13.17	11.17	10.33	10.67
B - Non-Profit Status	10	9.67	6.83	7.83	5.83	6.67
C - Gap Request, Project Readiness, and Underwriting Review	15	12.17	11.33	7.83	6.83	6.50
D - Unit Specifications, Construction Priorities, Equity, Location Priority, Project Site Plan and Timeline, and Sustainability	15	11.33	10.33	9.50	9.17	8.50
E - Displacement and Resident Protections, Amenities/Resident Services	10	9.00	9.50	7.67	7.83	7.17
F - Affordability	30	25.50	25.50	20.33	20.50	20.17
A - F Sub-Total	95	81.17	76.67	64.33	60.50	59.67
G - Veteran-Owned Small Business Preference Program	5	0.00	0.00	0.00	0.00	0.00
TOTAL SCORE	100	81.17	76.67	64.33	60.50	59.67
RANK BASED ON TOTAL SCORE		1	2	3	4	5

\* One evaluation meeting held with no interviews conducted.

SBEDA Program – Waived  
Local Preference Program – Not Applicable

# Recommended Award

## Multi-Family Rental Housing- Project Summary



Multi – Family Rental Housing Development						Funding Recommendation*	
Proposal	Score	Ranking				HOME	CDBG
Vendor A	81.17	1	10	9%	\$600,000	\$600,000	-
Vendor B	76.67	2	9	9%	\$2,744,000	\$1,000,000	\$1,744,000
Totals					\$3,344,000	\$1,600,000	\$1,744,000

\* Funding recommendation awards may be adjusted after final underwriting review.

# Recommended Award

## Multi-Family Rental Housing- Project Unit Mix



Affordable Rental Housing Development			Unit Mix					
Proposal	Funding Recommendation*	Affordability Period	80%	60% - 50%	50% - 30%	30%	Market	Total
Vendor A	\$600,000	20 years	0	40	22	18	12	92
Vendor B	\$2,744,000	20 years	0	29	24	6	0	59
Total	\$3,344,000		0	69	46	24	12	151

\* Funding recommendation awards may be adjusted after final underwriting review.

# Due Diligence



## Finance and Auditor Departments – Due Diligence Results

Number of vendors notified:

- Single-Family Homeownership: 404
- Multi-Family Rental: 412

Number of vendors at pre-submittal conference:

11

Number of responses received:

- Single-Family Homeownership: 2
- Multi-Family Rental: 5

Results of Minimum Requirements Review

No Material Findings

Results of Due Diligence Review

No Material Findings





# Thank You

Date: January 9, 2024

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