

RTHawk Housing Alliance LLC

- 100% owned by Wilbur Red Tomahawk (Standing Rock Sioux)
- Tribally Chartered Corporation
- Specialized in LIHTC financed development and management and other affordable housing programs
- Experienced Staff

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Determine Housing Needs – Population

- Elderly
- Families
- New Households
- Veterans
- Disabled
- Students

- Homeowners
- Renters
- Supportive Housing
- Homeless
- Low / Moderate / High Income



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Planning Considerations:

Determine Housing Needs – New Construction

- Reduce your Waiting List
- Demand
- Alleviate Overcrowding
- Homeownership
- Rental
- Green components
- Availability of Land
- Environmental Review
- Infrastructure
- Infill



Determine Housing Needs – Rehabilitation

- Homeowner Rehab
- · Rental Rehab
- Manage Maintenance Costs
- Improve Energy Efficiency
- Environmental Concerns
- Increase Space
- · Increase Amenities
- Accessibility

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Planning Considerations:

Determine Housing Needs - Community Space

- Fencing
- Housing Office
- Community Facility Building
- Playground / Basketball Court
- Walking Trails
- Social / Resident Services
- Swimming Pool
- Community Gardens
- Police/Fire Substation
- Resident Manager Unit

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Determine Financing Programs

- Tribal
- NAHASDA
- ICDBG (grant)
- Low Income Housing Tax Credits (LIHTC) (equity)
- Housing Trust Funds (typically grant)
- HOME Funds (both)
- Affordable Housing Program (grant)

- Title VI (loan)
- Section 184 (loan)
- BIA / IHS (typically grant)
- Rural Development (both)
- New Markets Tax Credits (NMTC) (equity)
- Solar Tax Credits (equity)
- IHBG Competitive (grant)
- Other



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Financing Strategies

- Money that doesn't have to be paid back
 - grants and equity
- Funding Available
- · Compliance Requirements
- · Competitiveness of Program
- Gap or Leverage Required
- Predevelopment and/or Bridge Funds
- · Economies of Scale





Priorities and Timing

- Develop Wish List
- Prioritize Projects
 - Importance
 - Difficulty
 - · Logistics
 - Funding Programs
 - Political
- Funding Application Cycles
- Use of Funds Deadlines

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Planning Tools/Strategies

- · Strategic Planning / Needs Assessments
- · Training/Technical Assistance
- Networking
- · Visit successful projects
- · Revisit policies and procedures
- Bulk up the waiting list Community Outreach
- Build confidence in staff
- Enlist a trusted advisor or consultant
- Be specific on how the program(s) would impact YOUR project
- Give it a try



Support for the Project

- Is the Tribal Council and Housing Board supportive of the project?
- · What funds are available to commit to the project?
- Have your annual audits been good?
- What training has your staff had to prepare for project?
- Have all essential staff been included in project planning?
- Did the community / prospective tenants have input?

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Planning Considerations:

Realistic Goals and Timelines

Develop a "real" budget to include all line items needed for your project-including:

- **Soft Costs** Fees for: legal, accounting, architect, market study, environmental, capital needs assessment
- Hard Costs Infrastructure and Construction Costs. NOTE: when developing estimates utilize recognized construction estimating resources as well as internal and local knowledge of current building costs.



Realistic Goals and Timelines

- What are the deadlines for the funding sources you wish to apply for?
- What is a realistic construction schedule based on your local weather seasons?
- What is a realistic schedule for when you will need the actual funds?

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Planning Considerations:

Define the Project

- Project Location(s)
- New Construction or Rehabilitation
- Number of Units
- Single Family, Duplex, or Apartments
- Rental or Homeownership
- Distribution of Bedroom Types
- Square Footages of each Bedroom Type
- Community Space

- Populations Served
- Amenities
- Green / Energy Efficient Components
- Primary Financing Source(s)
- Tribe or TDHE's Contribution up front
- Tribe or TDHE's Contribution after Completion



Waiting Lists

- · Use of TDHE waiting lists
- TDHE determines preference order
- Preference can be based upon tribal enrollment, application date, ability to pay rent, rental history, or current living conditions to name a few

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NAHASDA: Waiting List Application

- Application should provide information to determine:
- Family characteristics
- · Estimated annual gross income
- · Appropriate size, location, and type of home for family
- Whether the family is suitable for participation in housing program, in accordance with local selection criteria
- Whether applicant may qualify for preference: Veterans, Disabled, Homeless etc.



NAHASDA: Principal Statutory Objectives

Assist and promote affordable housing

Improve access to mortgage finance markets for tribal housing

Encourage self-sufficiency

Plan and integrate infrastructure

Promote private capital market participation

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NAHASDA: Income Eligibility

Families with incomes at or below 80% of Median Income Limits

Eligible for program

Families with incomes between 81 - 100%

10% of IHBG can be used if no other Housing available.
 NOTE: Must include provision in IHP

Families with incomes above 100% of Median Income - NOT ELIGIBLE. Assistance provided to households over 100% of income limit must be approved by HUD.



NAHASDA: Income Eligibility

Primary beneficiary of NAHASDA/IHBG resources: Family's annual income may not exceed 80 percent of median income, either:

- Area median income
- U.S. median income
- Adjustments for family size

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NAHASDA: Income Eligibility

Non - Low Income Households:

Assistance can be provided for:

- · Homeownership activities
- · Model activities
- Loan guarantees under Title VI of NAHASDA

Must demonstrate that need for housing cannot reasonably be met without IHBG assistance

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Leverage for Housing Projects

- Indian Housing Block Grant Competitive
- · Affordable Housing Program
- Housing Trust Funds
- Title VI
- LIHTC's

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IHBG - Competitive

• Grant Size: \$500,00 - \$5,000,000

• Due Date: TBD – Last year August 2019

 Must have Resolution from Tribe giving authority to apply which must also affirm that the tribe will not apply for funds separately



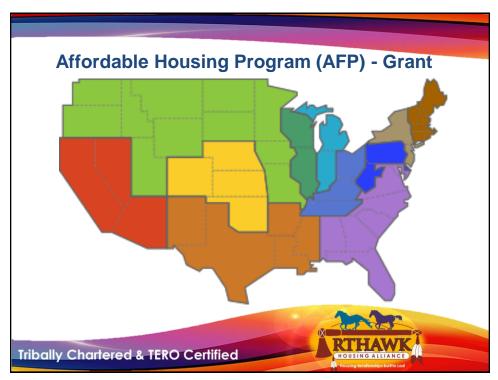
IHBG - Competitive

- New Housing Construction 10 Points
- Housing Related Infrastructure 7 Points
- Housing Rehabilitation 7 Points
- Other 2 Points
- Leverage 25% = 5 Points; 11% = 3 Points; 5% = 1 Point
- Maximum points will be awarded for the Implementation schedule if you can show that
 you have already completed major steps to facilitate the implementation of the project,
 such as developing proposed plans or specifications for new construction or rehab,
 proposing the site for new development, initiating the bid process for procurement
 assistance, securing leveraged financing, beginning coordination efforts with the
 community, etc.

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Affordable Housing Program (AHP) - Grant

Project Types

- Rental
 - Development Projects New Construction and Acquisition/Rehab
 - Rental Rehabilitation Projects
- Homeownership
 - Development Projects New Construction and Acquisition/Rehab
 - Development Habitat for Humanity Projects
 - Owner Occupied Rehabilitation
 - · Down Payment and Closing Cost Assistance

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Affordable Housing Program (AFP) - Grant

Example: AHP Scoring Criteria

- Priority 1 Donated property
- Priority 2 Non-profit or Government Entity Sponsorship
- Priority 3 Income Targeting
- Priority 4 Housing for the Homeless
- Priority 5 Empowerment
- Priority 6 First District Priority
 (in-district, special needs, member participation)
- Priority 7 Second District Priority (native, farmworker, preservation, small projects)
- Priority 8 Subsidy Per Unit
- Priority 9 Community Stability
 (Owner-Occupied Rehab, Adaptive Re-Use, Revitalization Plan, Vacant/Abandoned Buildings)

NOTE: Commitments made in the application must be met for the entire retention period (Rental = 15 years / Homeownership = 5 years)

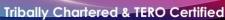
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Affordable Housing Program (AHP) - Grant

Resources of the Dallas Federal Home Loan Bank

- Affordable Housing Program (AHP) is a competitive grant program that provides gap funding through member institutions for affordable housing projects
- Homebuyer Equity Leverage Partnership (HELP) provides down payment and closing cost assistance through member institutions to income-qualified, first-time homebuyers
- Special Needs Assistance Program (SNAP) provides grant funds through member institutions for the rehabilitation and/or modification of owner-occupied households with a special-needs occupant
- Housing Assistance for Veterans (HAVEN) provides home-modification grants through member institutions to assist veterans and service members who were disabled by an injury during active duty since
- Partnership Grant Program (PGP) provides grants through member institutions to assist qualified community-based organizations with their operational needs
- **Advance Programs Include:**
- Community Investment Program (CIP) provides favorably priced advances to assist members in funding affordable housing, qualified economic development projects, and community revitalization in targeted
- Economic Development Program (EDP) provides favorably priced advances to assist members in funding qualified economic development projects and community revitalization in targeted communities
- Disaster Relief Program (DRP) provides favorably priced advances to support recovery efforts in officially declared disaster areas in FHLB Dallas' District



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Affordable Housing Program (AHP) - Grant

Example 2020 Funding Deadlines

 Des Moines – June 15, 2020 - \$1 Million or \$50,000/unit Limit



Housing Trust Funds

- · Could be federal, state, or local
- At least 75% of the funds must serve Extremely Low Income (ELI) households at 30% of Area Median Income (AMI) and 25% must serve Very Low Income (VLI) households at 50% AMI
- The statute requires that at least 90% of the funds be used for the production, rehabilitation, preservation, or operation of rental housing. Up to 10% may be used for homeownership activities for first-time homebuyers. Eligible homeowner activities include producing, rehabilitating, and preserving owner-occupied houses, as well as providing down payment, closing cost, and interest rate buy-down assistance.
- HTF assistance can be in the form of a grant, loan, deferred payment loan, equity investment, or other forms

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Title VI

- Authorizes HUD to guarantee financing for the purpose of affordable housing activities.
- · Eligible Activities:
- Modernization of existing 1937 Act housing
- New construction
- Model Housing Activities
- · Guarantee covers 95% of the principal and interest outstanding
- Maximum commitment is the annual NAHASDA grant less the amount required to maintain CAS multiplied by 5.
- Must evidence financial capacity to repay loan

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Low Income Housing Tax Credits

(LIHTC) - EQUITY

- Developed by Congress in 1986 to privatize affordable rental housing and allow the federal government to administer funding opportunities rather than manage housing IRS Program
- Treasury Department (IRS) program Not HUD
- Section 42 of the Internal Revenue Code (IRC) defines the LIHTC Program
- · Generates tax credits for investors
- Dollar for Dollar reduction in tax liability
- Partnership Structure

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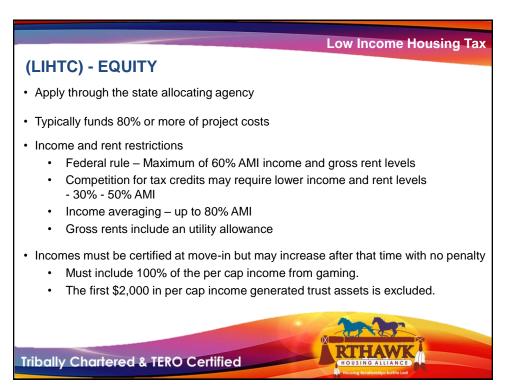
Low Income Housing Tax Credits

(LIHTC) - EQUITY

- Additional guidance is provided through revenue rulings, Technical Advice Memorandums (TAMs), Notices, Private Letter Rulings (PLRs), etc.
- The LIHTC is a permanent part of the code not subject to appropriation.
- Primarily used by institutional investors
- Not a tax deduction
- The credits offset an investor's taxes over a 10-year period
- · Recapture period is for initial 15-year period



		Low Income Housing Tax Credits	
Equi	ty .		٦
Form 1040 (2014	1)	Page 2	
-	38	Amount from line 37 (adjusted gross income)	
Tax and	39a	Check You were born before January 2, 1950, Blind. Total boxes	
Credits		if: Spouse was born before January 2, 1950, ☐ Blind. Checked ▶ 39a	
Credits	b	If your spouse itemizes on a separate return or you were a dual-status alien, check here ▶ 39b□	
Standard	40	Itemized deductions (from Schedule A) or your standard deduction (see left margin) 40	
Deduction for –	41	Subtract line 40 from line 38	
People who check any	42	Exemptions. If line 38 is \$152,525 or less, multiply \$3,950 by the number on line 6d. Otherwise, see instructions	
box on line	43	Taxable income. Subtract line 42 from line 41. If line 42 is more than line 41, enter -0 43	
39a or 39b or who can be	44	Tax (see instructions). Check if any from: a Form(s) 8814 b Form 4972 c 44	
claimed as a dependent,	45	Alternative minimum tax (see instructions). Attach Form 6251	
see instructions.	46	Excess advance premium tax credit repayment. Attach Form 8962	
All others:	47	Add lines 44, 45, and 46	
Single or	48	Foreign tax credit. Attach Form 1116 if required 48	
Married filing separately,	49	Credit for child and dependent care expenses. Attach Form 2441	
\$6,200 Married filing	50	Education credits from Form 8863, line 19	
jointly or	51 52		
Qualifying widow(er).	53	Child tax credit. Attach Schedule 8812, if required	
\$12,400	54	Other credits from Form: a 3800 b 8801 c 54	
Head of household,	55	Add lines 48 through 54. These are your total credits	
\$9,100	56	Subtract line 55 from line 47. If line 55 is more than line 47, enter -0-	
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		Housing Relationships Built to Last	



Low Income Housing Tax Credits

(LIHTC) - EQUITY

- There is a 15-year mandatory compliance period and a 15-year extended use period. NOTE: Extended use periods may be longer based on State HA requirements.
- The tax credit project can be structured as either permanent rental or an eventual homeownership which requires rental for the first 15 years and then allows the tenants to purchase their homes

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LIHTC - How does it Work?

- Developers compete for tax credits through their state allocating agency
- Investors purchase the credits and provide equity for the construction of the project
- The project is built with a limited amount of NAHASDA and/or other Tribal debt
- · Allows for more units for less money and more units over less time

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LIHTC - How does it Work?

- Credits are initially awarded based on the lower of the cost caps or the estimated construction costs
- Credits are reevaluated at final close out and the final allocation will be the lesser of the credits initially awarded or the final construction costs
- Credits are calculated depending on project type
- 9% credits New construction and rehabilitation
- 4% credits Bond projects or acquisition
 - Currently 3.07%

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LIHTC - How does it Work?

- Tribal construction loan = total dev. cost (TDC) less investor equity
- Investor equity = annual credits x 10 x price per credit (i.e. \$0.80 - \$0.83)
- Tribal loan will typically consist of NAHASDA or other Tribal funds and/or the value of assets for a rehab project
- A developer's fee is paid (typically to the tribe or housing authority) for completing the various tasks necessary to bring the project to fruition
 - Usually paid 3 months after the project completes rent up
- Other gap financing sources may be available:
 - AHP, ICDBG, HOME, RD, other state housing funds, etc.



LIHTC - How does it Work?

- If your project is in a QCT or a DDA, then you receive 30% more credits.
- Qualified Census Tract (QCT)
 - · Based on income levels Defined by Census data
- Difficult Development Area (DDA)
 - Based on costs of development Designated by HUD
- The Housing and Economic Recovery Act (HR 3221) enacted in 2008 allows states to determine DDA's

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LIHTC - Structure

- IRS requires tax credits to go through a partnership structure
- · Credits and losses flow based on percentage of ownership
- Limited Partner is the investor and receives a 99.99% interest
- General Partner is the managing partner and receives an 0.01% interest

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LIHTC - Structure

- Limited Partner = Limited Liability
- Limited ability to direct should only do so through the Limited Partnership Agreement (LPA) and Exhibits to the LPA
- Provides \$ for development only
- Visits the property on an annual basis to ensure compliance with the program
- · Collects documents quarterly and annually

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LIHTC - Structure

- Tribal Entity = General Partner = Managing Partner
- Managing Partner = Decision maker
- Depended on for the day to day operations of the project (may contract out some of the work to a management agent or compliance consultant, but is ultimately responsible)
- Provides \$ for development (fills the gap also funds the pre-development phase) and helps fund the operations in the event that the rent collected is not enough to pay for the expenses
- Ensures compliance with the program by submitting quarterly and annual reports to the investor and state agency

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LIHTC – Investor

- Willing to invest, but considers risk and return
- Provides \$ for development phase, but receive their return over 15 years
- Have to predict that they will have a sizable tax liability for the next 10+ years
- Must depend on the capacity of the general partner to perform and comply with the program requirements
- Depends on guarantees from the Tribal Entity to alleviate risk

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New Construction Example Difference **Your Project** TC Project Cost \$ 4,500,000 \$ 5,675,000 Less: Ineligible Costs \$ (200,000) Equals: Basis \$ 5,475,000 **Basis Boost** \$ 7,117,500 Times: Credit Rate (9%) x 10 \$ 6,405,750 \$ 4,500,000 \$ 5,675,000 Cost from above \$ 1,175,000 Less Investor Equity @ \$0.81 \$ (5,188,658) \$ (5,188,658) Less AHP or ICDBG \$ 4,500,000 \$ 486,343 \$ (4,013,658) Equals: Tribal Contribution Less: Developer Fee (15%) (675,000)\$ (675,000) **Equals: Final Cost** \$ 4,500,000 \$ (188,658) \$ (4,688,658) # of units 30 \$ (156,289) Cost/Unit \$ 150,000 (6,289)Tribally Chartered & TERO Certified

	Your Project	TC Project	1	<u>Difference</u>
Cost	\$ 3,000,000	\$ 5,450,000		
Less: Ineligible Costs		\$ (200,000)		
Equals: Basis		\$ 5,250,000		
Basis Boost		\$ 6,375,000		
Times: Credit Rate (9%/3.07%) x 10		\$ 4,848,000		
Cost from above	\$ 3,000,000	\$ 5,450,000	\$	2,450,000
Less Investor Equity @ \$0.82	\$ -	\$ (3,975,360)	\$	(3,975,360)
Less AHP or ICDBG			\$	-
Less Value of CAS		\$ (1,500,000)	\$	(1,500,000)
Equals: Tribal Contribution	\$ 3,000,000	\$ (25,360)	\$	(3,025,360)
Less: Developer Fee (15%)	\$ -	\$ (450,000)	\$	(450,000)
Equals: Final Cost	\$ 3,000,000	\$ (475,360)	\$	(3,475,360)
# of units	30	30		
Cost/Unit	\$ 100,000	\$ (15,845)	\$	(115,845)

Navigating the Funding Resources

- Threshold
- Scoring
- Required Exhibits
- · Throw Away Documents
- Deficiency Corrections (if allowed)

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Example: LIHTC - NM Info

2020 Dates & Numbers

- Intent to Apply Due January 2020
- Applications Due February 2020
- Preliminary Award Letter April 2020
- Notice of Awards June 2020
- Application Fee \$500
- Approximately \$5.7 million in annual credits available
- Special rules for rehab Must be at least 20 years old
 - May not increase the footprint of the building.

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Example: LIHTC - NM Threshold

- Site Control
- Zoning
- Fees
- Minimum Score
- Development Team in Good Standing
- Financial Feasibility
- Submit Intent to Submit

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Example: LIHTC - NM Scoring

- TDHE Participation 5 Points if \$250,000 net assets -10 Points if \$1 million net assets.
- · Locational Efficiency Up to 4 Points
- Rehabilitation Projects Up to 5 Points
- · Sustaining Affordability 5 or 15 Points
- Income Levels of Tenants Up to 16 Points
- Projects that Incorporate Market Units 4 Points
- Extended Use Period 5 Points
- · Households Reserved for Specific Populations Up to 15 Points
- · Leveraging Resources Up to 10 Points
- · Complete Applications 5 Points
- · Public Waiting List 2 Points
- QCT/Revitalization 3-5 Points
- Eventual Tenant Ownership 5 Points
- · Historic 5 Points
- · Blighted Buildings 5 Points
- · Areas of Statistically Demonstrated Need 10 Points
- Efficient Use of Tax Credits Up to 15 Points
- · Non-Smoking Properties 4-6 Points
- · Adaptive Reuse 5 Points
- · Other Up to 6 Points

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Example: LIHTC - CA Info

Native American Apportionment - At least \$1 million in annual credits

2020 Funding Deadlines

- Round 1 March 2020
- Round 2 July 2020
- Projects with 16 or more units must have a manager's unit (including scattered site projects)
- Scattered sites will be limited to 5 sites and all sites must be within a 1 diameter circle and be in the same county (within 10 miles if a rehab project).



Example: LIHTC - CA Threshold

- · Housing Need & Demand
- Site Control
- Enforceable Financing Commitment
- Zoning
- · Financial Feasibility
- Sponsor Characteristics
- Minimum Construction Standards
- Size & Limitations
- Fees

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Example: LIHTC - CA Scoring

- GP/Management Characteristics 9 points
- Housing Needs 10 points
- Amenities 15 points (Native American Apportionment exempt)
- · Services (must be on-site or within 1.5 miles from site) 10 points
- Sustainable Building Methods (LEED, etc.) 5 points
- · Lowest Income 52 points
- Readiness to Proceed 10 points (if we start early in the process)
- Misc. Fed/State Policies 2 points
- · Total Available 113 points
- NOTE: Scattered site projects shall be scored proportionately in the services amenities category.



What Happens after an Award

- Award Documentation
- Deadlines
- Compliance

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LIHTC - Steps

- Pre-Application
- Application
- Reservation
- Choose an Investor
- Due Diligence
- Legal
- Closing

- Construction
- Lease Up
- Close Out
- Operations
- Post 15 Year



Construction

- General Contractor vs. Subcontractors vs. Construction Management
- · Monthly Draws
- · Monthly Architectural Inspections
- Reporting to Agency
- · Communication with the Accountant
- Change Orders
- Contingency Account
- · Placed In Service Requirements
 - -Federal
 - -Investor
- Certificates of Occupancy
- Internal Coordination with Occupancy and Resident Services



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Lease Up

- Internal Coordination with Development / Construction Team
- Wait List
- Special Populations
- Selection of Tenants
- · Pre-Leasing
- Paperwork
- Move-In Inspections

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Operations

- Rent
- Expenses
- Rental Assistance
- Housing Authority Responsibilities versus Tenant Responsibilities
 - Population
 - Project Type
- Inspections
- Compliance

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	Your Project	TC Project	<u>Difference</u>
Cost	\$ 4,500,000	\$ 5,675,000	
Less: Ineligible Costs		\$ (200,000)	
Equals: Basis		\$ 5,475,000	
Basis Boost		\$ 7,117,500	
Times: Credit Rate (9%) x 10		\$ 6,405,750	
Cost from above	\$ 4,500,000	\$ 5,675,000	\$ 1,175,000
Less Investor Equity @ \$0.82	\$ -	\$ (5,252,715)	\$ (5,252,715)
Less Leverage (AHP/IHBG/ETC)		\$ -	\$ -
Equals: Tribal Contribution	\$ 4,500,000	\$ 422,285	\$ (4,077,715)
ess: Developer Fee (15%)	\$ -	\$ (675,000)	\$ (675,000)
Equals: Final Cost	\$ 4,500,000	\$ (252,715)	\$ (4,752,715)
# of units	30	30	
Cost/Unit	\$ 150,000	\$ (8,424)	\$ (158,424)

How do the numbers really work?

- Additional leveraging sources
- Final Costs
- Timing of Funds
- Investor Pricing
- Economies of Scale
- Location of Project
- Construction/Lease Up Schedule
- May need to be creative

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Example: How do the numbers really work?

- Cost caps
 - 130% of the last years' projects for new construction
 - 100% of the last years' projects for rehabilitation
 - 2018 average was \$188,151 per unit
 - Per project maximum is \$1,232,333
- Credit efficiency scoring category
 - 5, 10, or 15 points for requesting less credits than needed
 - Must request less than \$16,074 in credits per unit and less than \$16.61 tax credits per square foot.
- Minimum Construction Standards







Washington Project Continued					
Size	# Units	Basis Limits	Total Basis Limits	Blended/Unit	
2BR	22	\$204,862	\$4,506,964		
3BR	18	\$265,864	\$4,785,552		
4BR	6	\$292,561	\$1,755,336		
6BR	1	\$292,561	\$292,561		
Totals	47		\$11,340,443	\$241,286	
35 Reha 47 Total	b Units - Units - \$		\$320,000/unit = \$3, nit = \$7,350,000	840,000	





