

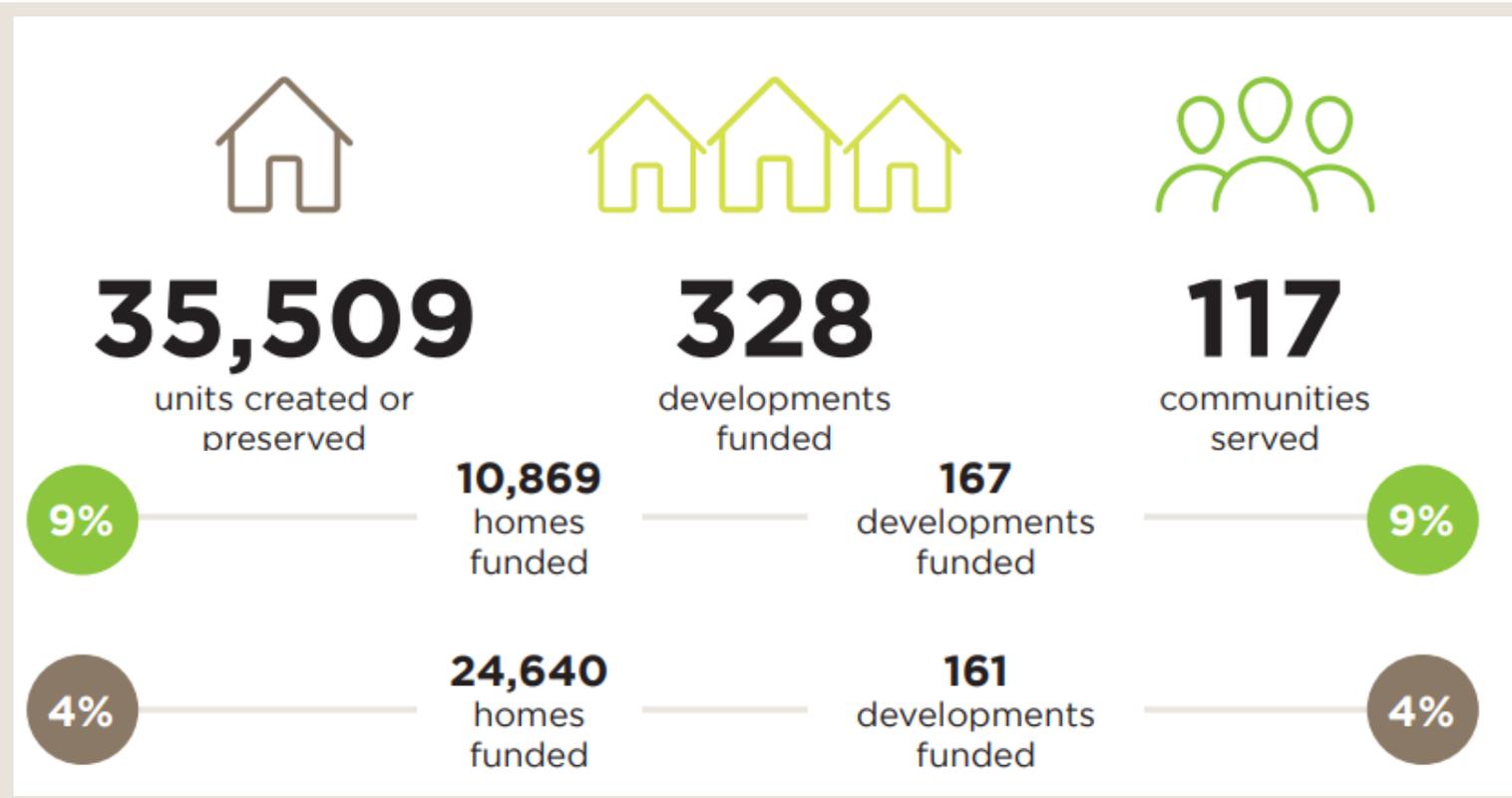
# 2024-2025 QAP Workshop



**Banks at Mill Village**

Housing Authority of Columbus, Georgia and Columbia Residential

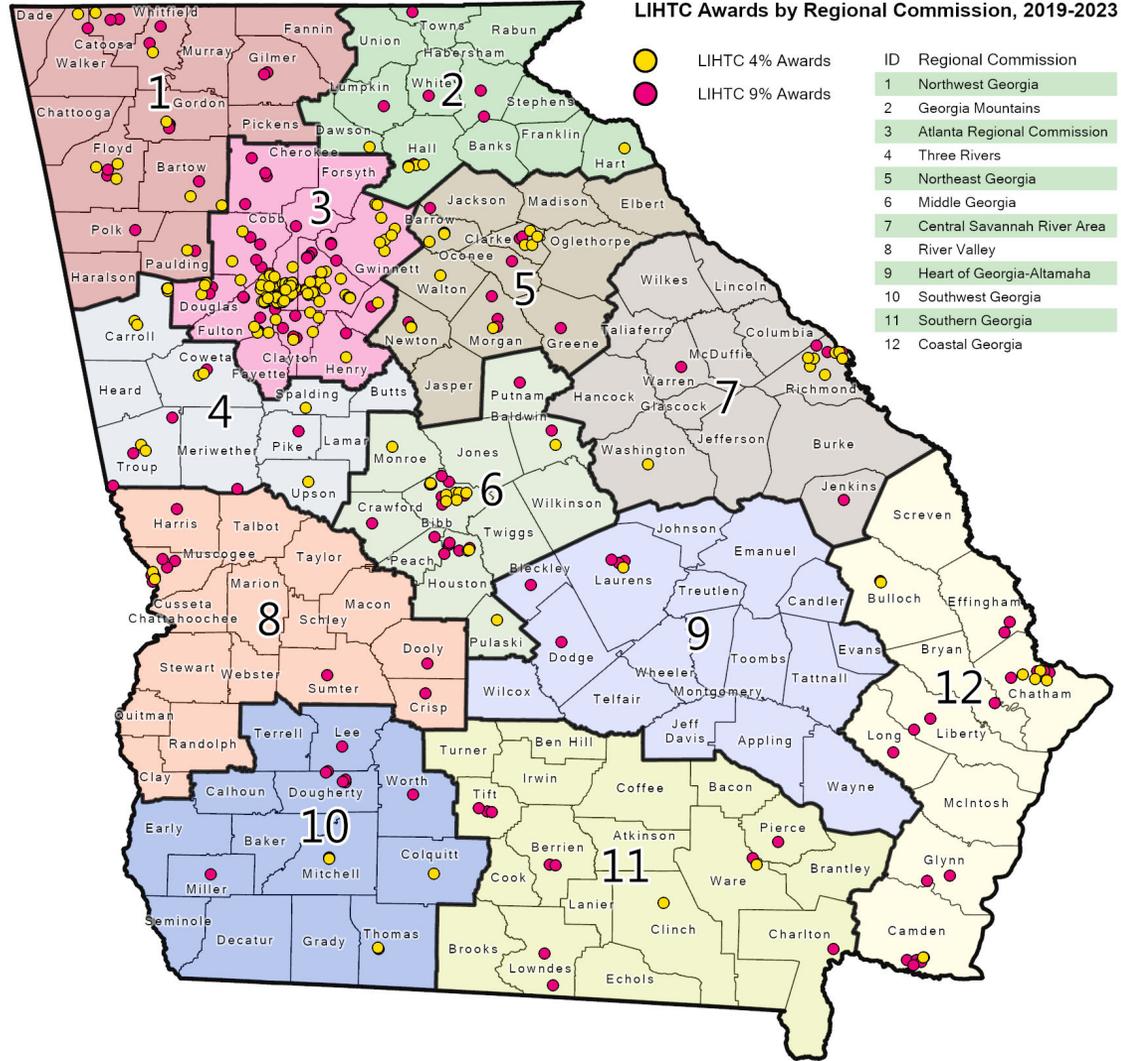
# Housing Credit Impact



Housing Georgia's Workforce: 2023 Housing Finance & Development Impact Report  
Georgia Department of Community Affairs

# Housing Credit Impact

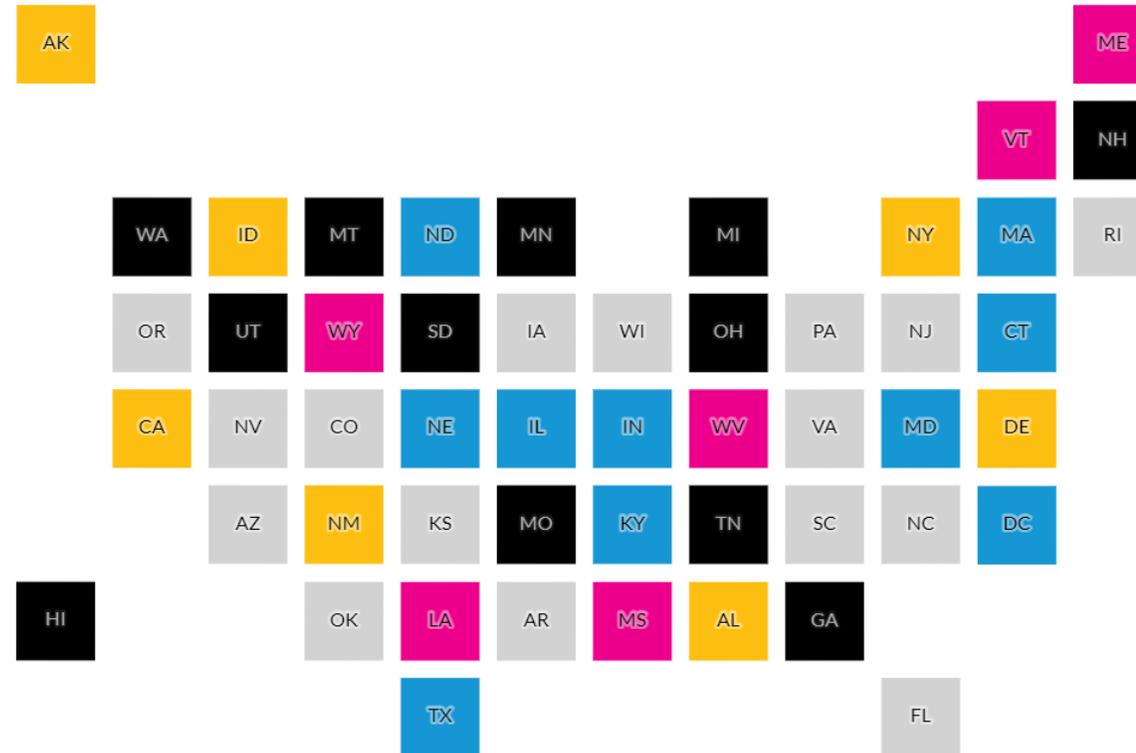
ID	Regional Commission	2019	2020	2021	2022	2023	Four Percent	Nine Percent	Total Awards
1	Northwest Georgia	12	5	2	3	2	10	14	24
2	Georgia Mountains	4	5	3	1	1	6	8	14
3	Atlanta Regional Commission	37	63	12	22	9	92	51	143
4	Three Rivers	5	7	1	2	1	9	7	16
5	Northeast Georgia	5	7	1	3	2	10	8	18
6	Middle Georgia	9	11	4	2	4	18	12	30
7	Central Savannah River Area	4	5	0	2	1	2	10	12
8	River Valley	3	4	1	4	0	2	10	12
9	Heart of Georgia-Altamaha	4	2	2	0	0	3	5	8
10	Southwest Georgia	6	1	0	4	3	2	12	14
11	Southern Georgia	1	2	0	5	4	2	10	12
12	Coastal Georgia	9	3	4	6	1	6	17	23
Totals:		99	115	30	54	28	162	164	326



# Housing Credit Impact

## Low Income Housing Tax Credits Finance at Least 15 Percent of New Multifamily Housing in 40 States

4.0-14.9 percent 15.0-19.9 percent 20.0-24.9 percent 25.0-35.0 percent More than 35 percent



*LIHTC Provides Much-Needed Affordable Housing, But Not Enough to Address Today's Market Demands*  
**Urban Institute**

# Morning Agenda

- Welcome
- 2023 in Review and Housing Credit Trends
- Looking Ahead
- Office of Housing Finance Managers
- Q&A
- QAP Changes

# Later This Afternoon

- Q&A
- Small Group Q&A Project-Specific Questions

# Keep in Mind: Verbal Comments from DCA Staff

- Nothing that is stated verbally can be used for purposes of Competitive Round review or appeals.
- You must submit a question through the Q&A process to ensure DCA issues public, written guidance addressing the matter.
- Goal is to hold discussions that:
  - Identify policy ambiguity or concerns from our partners, to help prioritize future guidance
  - Provide more context than is often possible in Q&A

# Questions/comments during presentations? Submit them through Menti!

- Use QR code, or
- Go to [www.menti.com](http://www.menti.com)
- Use this code:

7966 3506



# FYI: Forms, manuals, and scoring data

- Posted for 30-day public comment [on DCA website](#)

## 2024-2025 Qualified Allocation Plan

- [2024-2025 QAP](#) (11-15-23)
- [2024-2025 QAP - Redlined](#) (11-15-23)
- [2024-2025 QAP - Substantive Changes](#) (Updated 12-7-23 - see comment on pg. 1 of document)
- [2024-2025 QAP Manuals, Forms, Scoring Documents and Data](#) for Public Comment (Updated 01-30-24)
  - [Click here](#) to submit comments.
  - Manuals, forms, documents and data are applicable to the 2024 Competitive Round.
- Questions & Answers
  - [Submit a Question](#)
  - DCA Responses (forthcoming)
- [2024-2025 QAP Drafts and Related Documents](#)
- DCA will host the 2024 QAP Workshop on January 31, 2024. Register [here](#).

# FYI: Q&A Process

- Q&A for 2024 Competitive Rounds is open
- Submit questions, look out for published updates

# 24-25 QAP Workshop

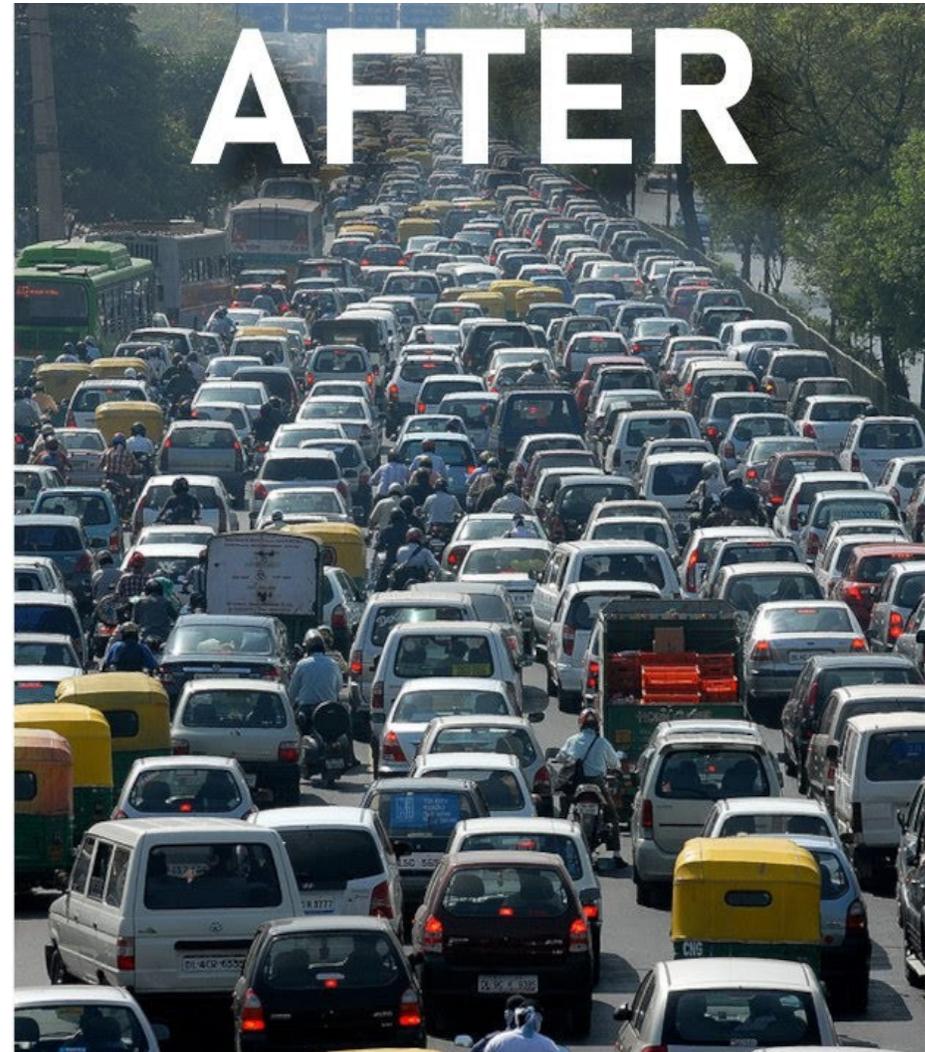
## Morning Session

# 2023 in Review

# BEFORE



# AFTER



# Loans

- 2023 - \$92 Million in Multifamily Loans
  - HOME and NHTF

**\$8M**

In Process

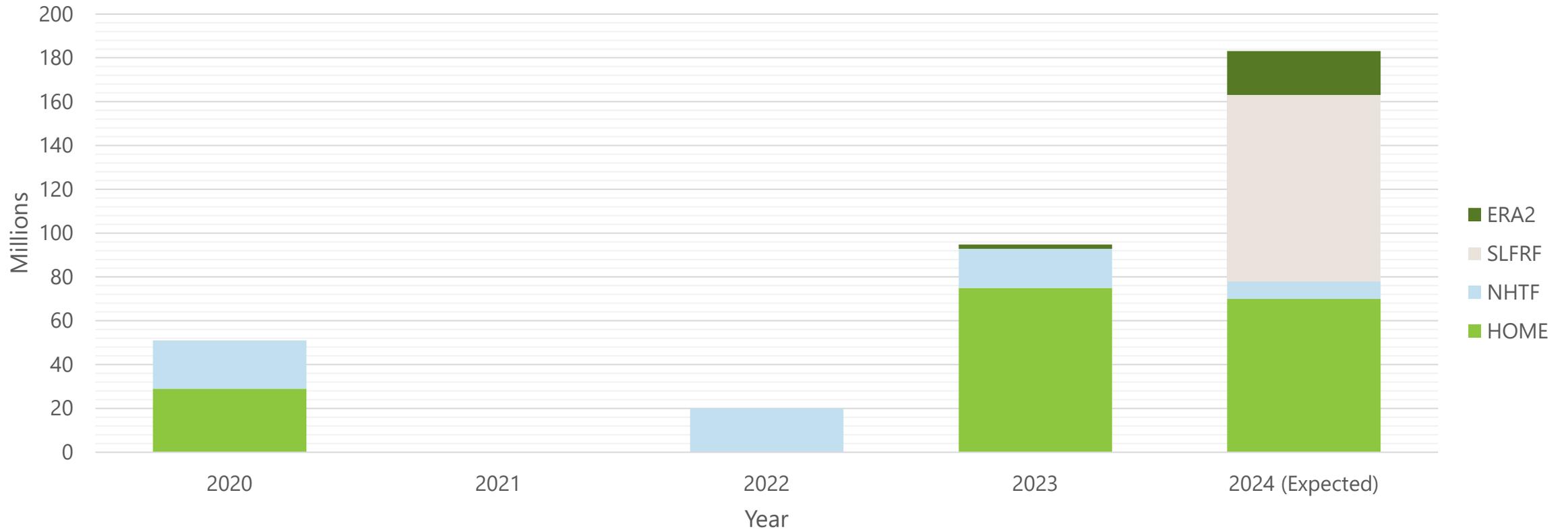
**\$9.5M**

In Closing

**\$77.3M+**

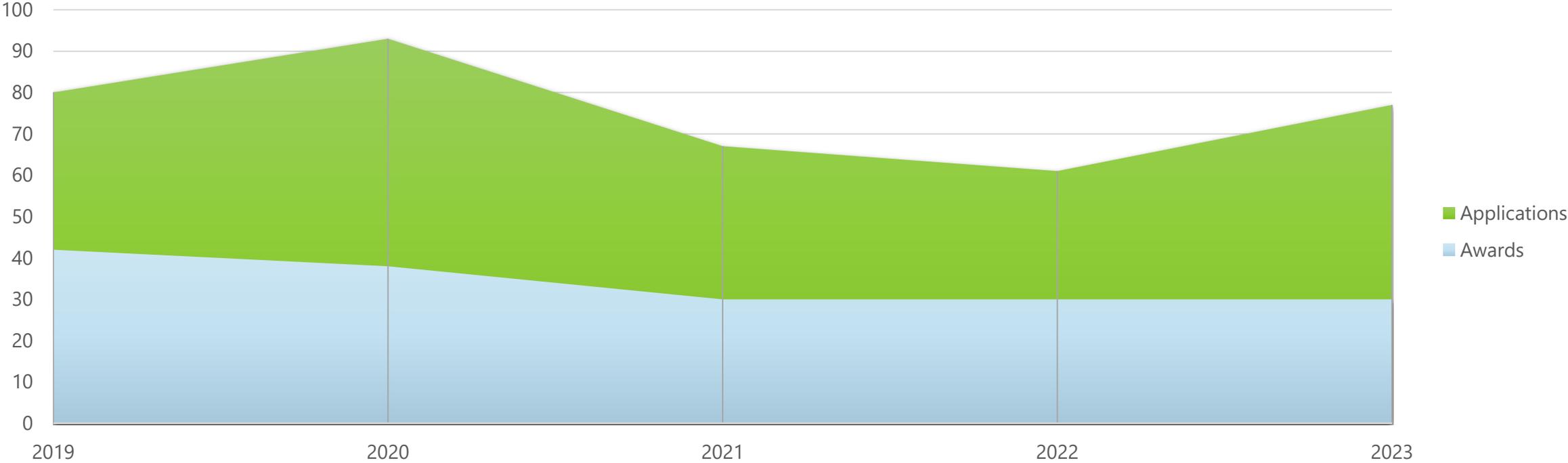
Closed

# Multifamily Lending



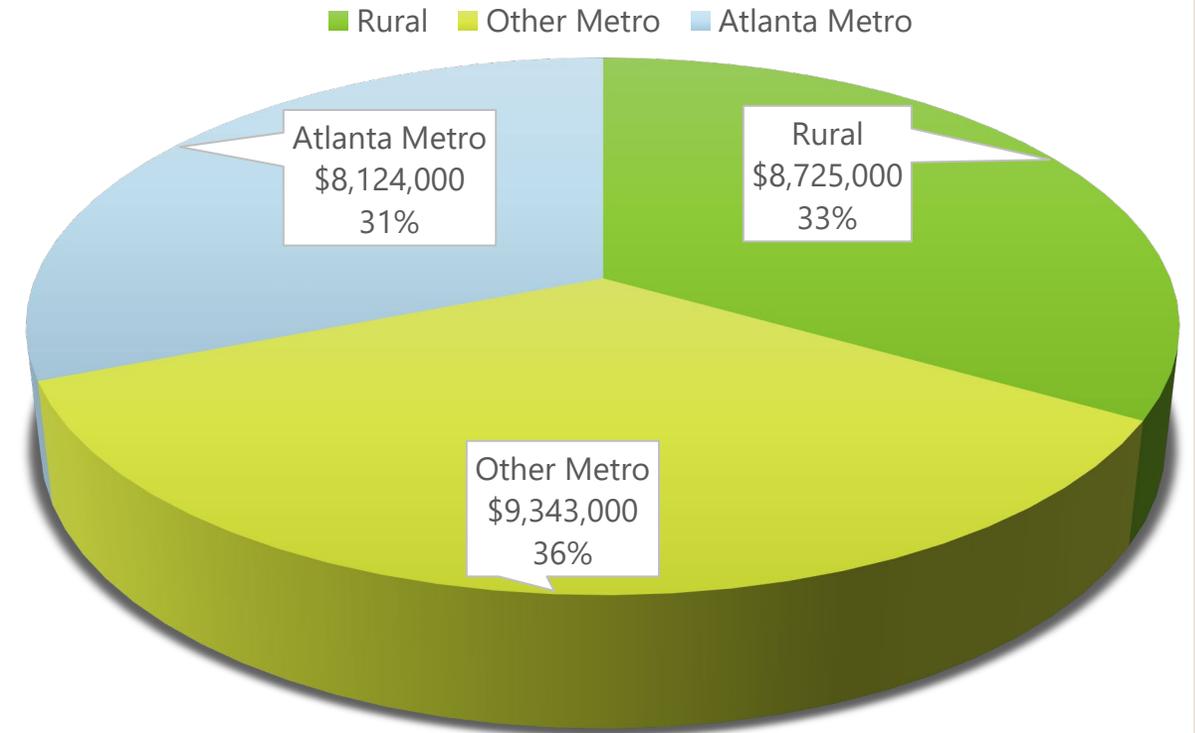
# 9% Application Trends

## 9% Housing Credit Applications & Awards



# 9% Tax Credits – Awards

- 30 Awards (Post-Reconsideration) - \$31,831,430 Allocated
  - Overturned 2 (Revitalization and Favorable Financing)
  - 1 Appeal
  - 7 Preservation
  - 23 New Supply
    - 8 Rural
    - 8 Other Metro
    - 7 Atlanta Metro
- 1,844 Units



**New Supply Awards  
(Post-Reconsideration)**

# 9% Tax Credits – Application Data

## Average Scores

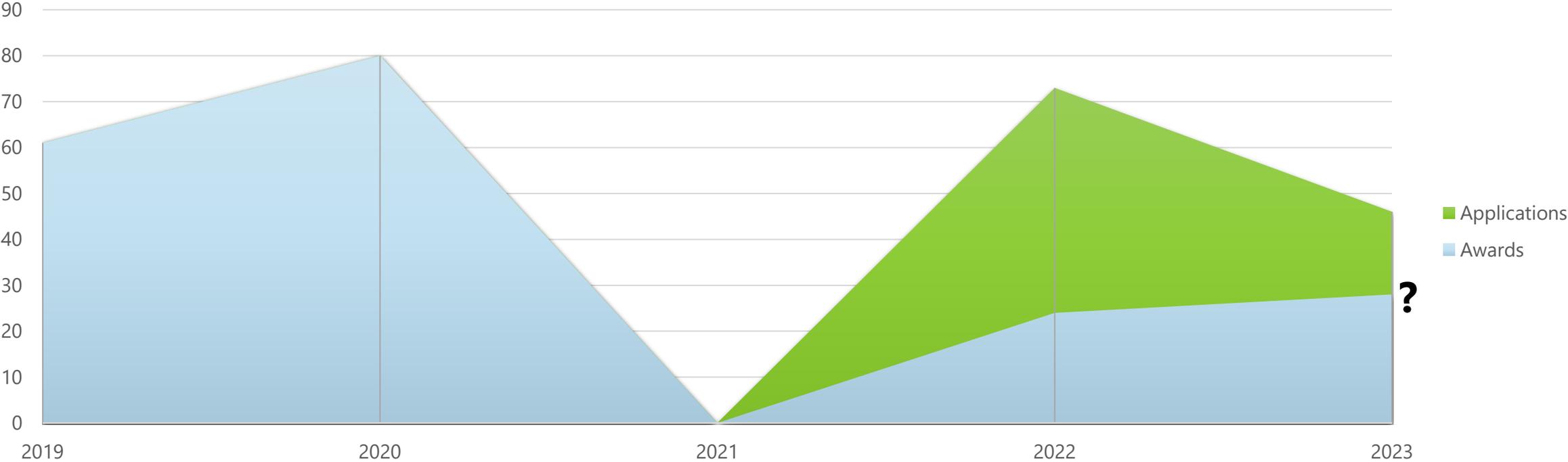
- Preservation: 44
- New Supply: 72 (Rural: 72, Other Metro: 71, Atlanta Metro: 73)

## Median Equity Pricing

- Rural: 85¢ Federal | 51¢ State
- Other Metro: 85¢ Federal | 52¢ State
- Atlanta Metro: 90¢ Federal | 55¢ State

# 4%/Bonds Application Trends

## 4% Housing Credit/Bonds Applications & Awards



# State of the Bonds

# 2023 Bonds

Total 2023 Issuance/Carryforward: **\$634,342,644**

- 24 Competitive 4%/Bond Awards from 2022
- Supplemental issuance for 50% Test concerns
  - Reallocation of \$17 Million + in Carryforward from Milledgeville HA
  - Lenience on supplemental issuance amounts

# 2024 Bonds

Total Tax-Exempt Bond Allocation: **\$1,378,653,375**

Housing Share: **\$585,927,684**

Flexible Share: **\$206,798,006**

Amount Available for 2023 Competitive 4%/Bond Applications

**Housing Share + Portion of Flexible Share**

# 2024 Bonds

- \$700 Million+ projected
  - Projection 26-30 Awards
    - USDA Portfolio counts as 1 Award
  - Reviewing Preliminary Feedback
  - **Final announcements within 2 weeks**
- Supplemental issuance
- Minimize changes in second half of year

# 2024 Bonds

URFA Reservation

→ USDA Portfolio

→ Geographic Distribution

→ 1-1 Balance

→ Remaining Scoring

# Lessons Learned

# Required Documentation

- No DCA-provided checklist in 2023 rounds
  - Cleaner, more complete applications
- 1 common error:
  - Entire, complete **Performance Workbook & Questionnaire** must be submitted for Compliance Performance Scoring
    - Regardless of Threshold qualification status

# DCA Reviews/Guidance

- Scoring announcements sooner
- Policies published quicker
- More clarity and responsiveness with guidance
- Loans reviewed and committed faster

# More Structure for Bonds

- Challenges with first competitive 4%/Bonds round
- Lack of clarity around underwriting timeline
- *Notices to Book* sent later than ideal date

# Looking Ahead

# Possible Legislative Changes

- 9% Allocation
  - 12.5% increase proposed
  - Go down the list
- Reduction to 50% Test
  - 30% Test proposed
  - Discussions ongoing

# Scoring First, Underwriting Second

- Announcements should be at least one month earlier
- **Ask:** Applicants continue moving forward with development after submitting Competitive application
- **Goal:** Review more finalized projections/budgets when underwriting so developments can close quicker

# QAP Development

- 2-Year QAP
- Soon, DCA will begin involved QAP input process with all partners
- More analysis of competitive rounds

# Lending Efforts

- Significant expansion in GHFA's lending capacity
  - Loans as investments for future lending
- **Housing Stabilization NOFA** - \$143+ Million
  - Requests exceed \$200 Million
  - Reservation letters soon, closings this year...
  - Potential for \$6 Million in Annual Repayment
- Developing other funding programs for unrestricted funds

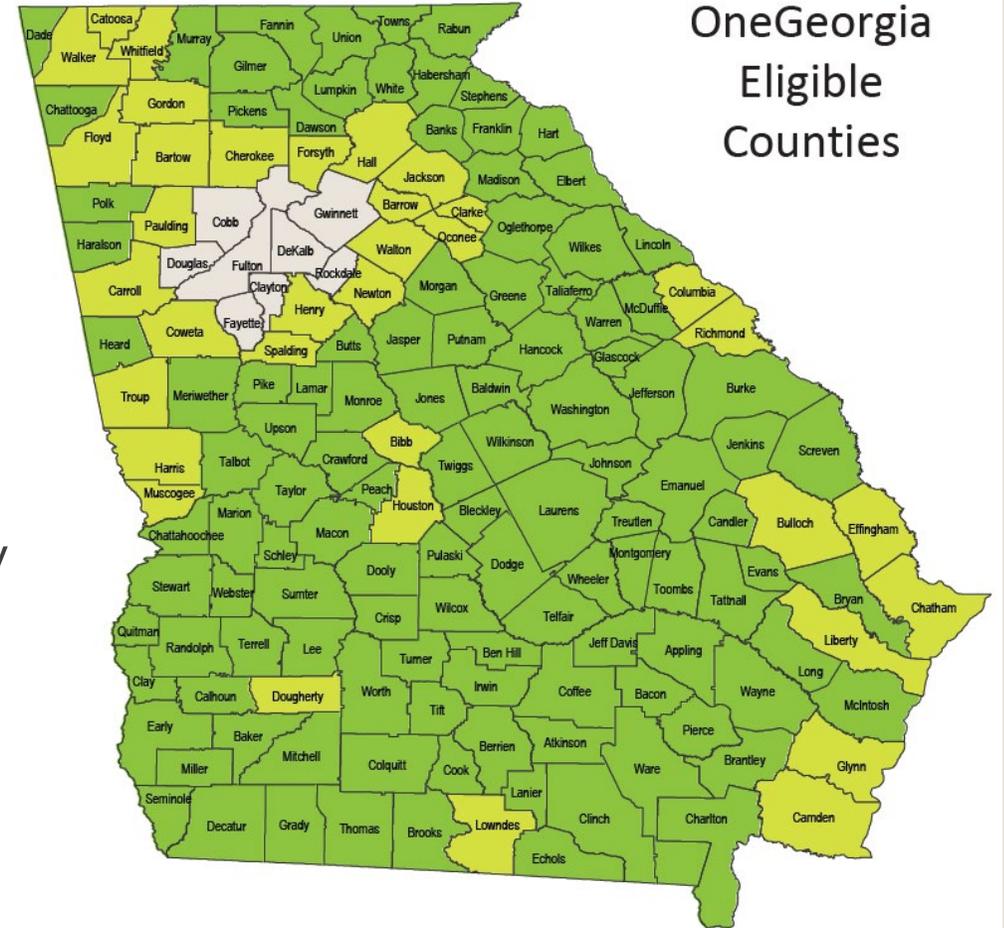
# Emphasys Migration

- **Goal:** Updated pipeline data to better inform decisions and improve review times
- Starting with Project Concept Changes (PCCs)
- Increase automation of DCA documents, notices, and alerts

# Supporting all Housing

## RWHI

- Essential community infrastructure, land acquisition, and construction finance for for-sale workforce housing
- Infrastructure Grants (Rental or for-sale Housing)
- Construction Financing Loans (for-sale Single-Family Housing)
- Must be affordable for 100% Area Median Income renters or homebuyers



# Housing Finance Managers

# Questions/comments during presentations? Submit them through Menti!

- Use QR code, or
- Go to [www.menti.com](http://www.menti.com)
- Use this code:

7966 3506



# Funding Rounds

Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | ...





**Meagan Cutler,**  
Allocation and Policy

[Meagan.Cutler@DCA.GA.GOV](mailto:Meagan.Cutler@DCA.GA.GOV)

The Allocation and Policy team is responsible for QAP policy development and the allocation of 9% and 4% Housing Credits through DCA's competitive application processes.

The Allocation Team is the primary point of contact for QAP or Scoring discussions until a development is awarded.



**Sandy Wyckoff,**  
Tax Credit Underwriting

[Sandy.Wyckoff@DCA.GA.GOV](mailto:Sandy.Wyckoff@DCA.GA.GOV)

The Tax Credit Underwriting team ensures financial feasibility for developments funded with 9% and 4% Housing Credits.

The Tax Credit Underwriting Team is the primary point of contact from the time a development is awarded until the 42(M) or Carryover Allocation is given.



**Robert Keeler**  
MF Loan Underwriting

[Robert.Keeler@DCA.GA.GOV](mailto:Robert.Keeler@DCA.GA.GOV)

The Multifamily Loan Underwriting team is responsible for originating and underwriting GHFA loans for multifamily properties.

The MF Loan Underwriting team is the primary point of contact from the time a development applies for a loan from GHFA until the loan is closed.



**Gary Huggins**  
Construction Services

[Gary.Huggins@DCA.GA.GOV](mailto:Gary.Huggins@DCA.GA.GOV)

The Construction Services team is responsible for initial construction reviews, monitoring, approving disbursements for GHFA loans, and final architectural signoff.

The Construction Services team is the primary point of contact for any construction or architectural question, issue, or approval until the property is in the Compliance Period.



**Onome Uwhubetine**  
Development Monitoring

[Onome.Uwhubetine@DCA.GA.GOV](mailto:Onome.Uwhubetine@DCA.GA.GOV)

The Development team ensures properties funded with 9% and 4% Housing Credits have a successful and timely development process.

The Development team is the primary point of contact from the time a development is given a 42(M) or Carryover Allocation until 8609(s) are issued.

**Mitch Kelly**  
Housing Finance

[Mitchell.Kelly@DCA.GA.GOV](mailto:Mitchell.Kelly@DCA.GA.GOV)



The Office of Housing Finance oversees the financing and development of affordable multifamily properties in Georgia. The Office's core functions include the allocation of 9% and 4% Housing Credits, ensuring financial viability of Housing Credit developments, multifamily loan originations and underwriting, construction monitoring, and development oversight.

# Allocation Team

# Allocation Team

Meagan Cutler, Senior Allocation Manager

Melissa Florkowski, Housing Finance Policy Lead

Bryce Farbstein, Housing Policy Analyst

Jenny Moody, Allocation Analyst

Em Persaud, Allocation Analyst

Felecia Speakman, Housing Finance Support Specialist

# Allocation Team Responsibilities

## Allocation

- Tax Credit competition administration
  - Intake
  - Determinations
  - Preliminary & Final Announcements/Responses
  - Reconsideration & Appeal
- Competitive reviews

## Policy

- QAP development
  - Research
  - Development
  - Policy evaluation
  - Public input
  - Q&A
- Housing Finance policy initiatives

# Tax Credit Underwriting Team

# Tax Credit Underwriting Team

Sandy Wyckoff, Senior Tax Credit Manager

John Lankford, Senior Underwriter

Ahsj'a St. George, Tax Credit Underwriter

Trey Melvin, Tax Credit Underwriter

# Tax Credit Underwriting Responsibilities

- Competitive Reviews
- Feasibility
- Project Concept Changes

# Competitive Review

## Site Control (Readiness)

- Warranty Deeds are required for all applications
- PSA, Ground Lease, etc.
- Assignments (if needed)
- Legal Descriptions

## Favorable Financing

- No points for financing not yet awarded

# Full Application Submission

## Feasibility

- Rents should be based on the most up-to-date information available when submitting the Full Application.
- Up to date financials/projections

## Appraisals

- Required for all developments at full application submission
- Identifies DCA as an intended user

# Full Application Submission

## Application Changes

- Communicate/PCC

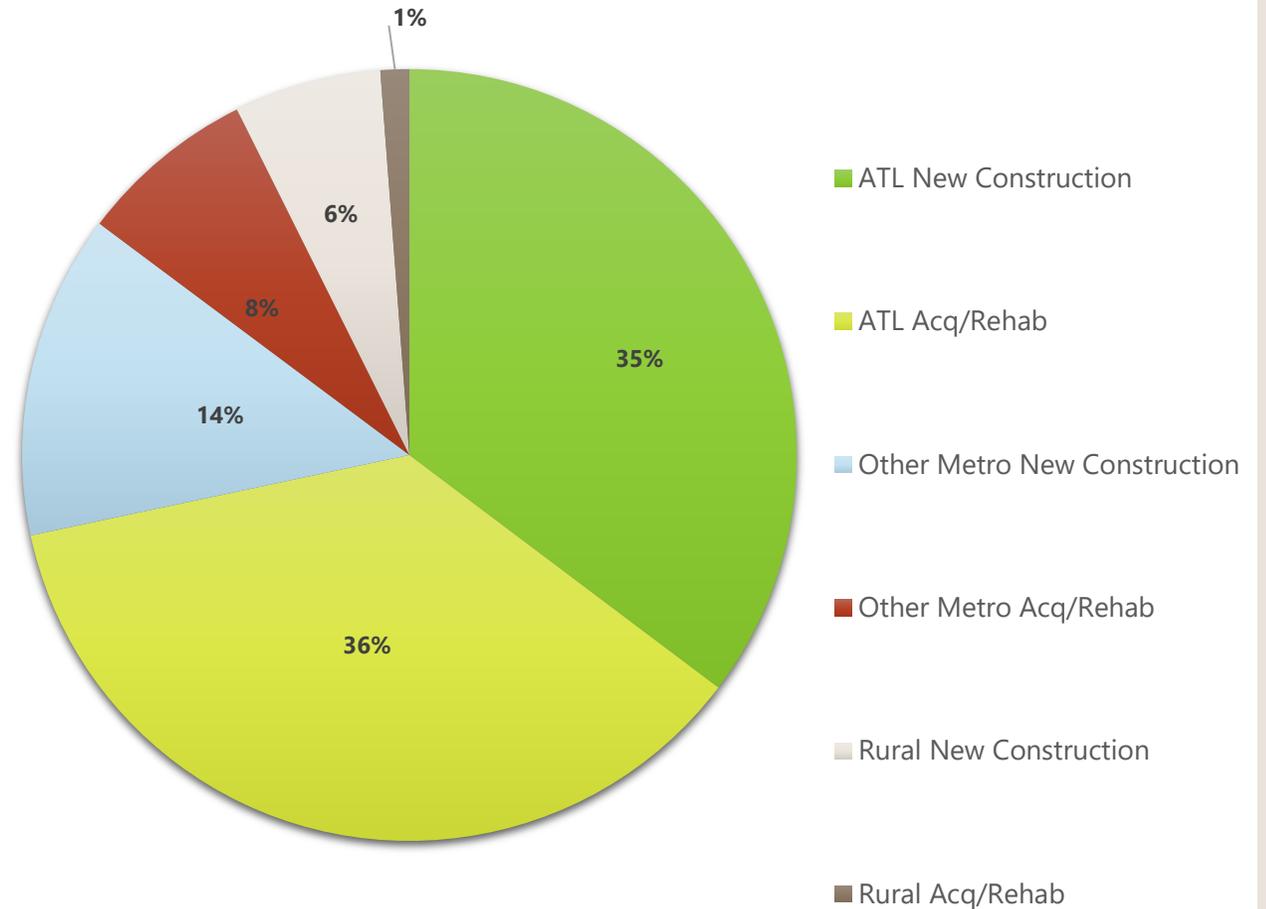
## Status of Bond Deals

- One 2020 deal
- Six 2022 deals

# Cost Analysis

## 2022 4%/Bond Total Development Costs

ATL New Construction	\$391,912,737	6
ATL Acq/Rehab	\$403,663,868	7
Other Metro New Construction	\$150,789,276	5
Other Metro Acq/Rehab	\$82,396,950	3
Rural New Construction	\$68,232,466	2
Rural Acq/Rehab	\$13,323,065	1
<b>Total Development Costs</b>	<b>\$1,110,318,362</b>	<b>24</b>



# Cost Analysis: Atlanta Metro

	Atlanta Metro - New Construction				Total SF	999,492		Atlanta Metro - Acquisition/Rehab				Total SF	1,113,884	
	Total Cost	Per Total SF	Per Res'l SF	Per Unit	Res'l SF	803,963		Total Cost	Per Total SF	Per Res'l SF	Per Unit	Res'l SF	1,066,536	
					Per Acre	# of Units	934					Per Acre	# of Units	1,478
Land	\$14,686,710	\$14.69	\$18.27	\$15,725	\$480,32	Acres	30.58	\$25,880,000	\$23.23	\$24.27	\$17,510	\$857,550	Acres	30.18
Site Demolition	\$212,446	\$0.21	\$0.26	\$227				\$0	\$0.00	\$0.00	\$0			
Acquisition Legal Fees (if existing structures)	\$19,175	\$0.02	\$0.02	\$21				\$20,000	\$0.02	\$0.02	\$14			
Existing Structures	\$0	\$0.00	\$0.00	\$0				\$121,450,000	\$109.03	\$113.87	\$82,172			
<b>Acquisition</b>	<b>\$14,918,331</b>	<b>\$14.93</b>	<b>\$18.56</b>	<b>\$15,973</b>	<b>\$480,32</b>			<b>\$147,350,000</b>	<b>\$132.28</b>	<b>\$138.16</b>	<b>\$99,696</b>	<b>\$857,550</b>		
<b>Total Construction Hard Costs</b>	<b>\$266,952,719</b>	<b>\$267.09</b>	<b>\$332.05</b>	<b>\$285,817</b>				<b>\$154,943,866</b>	<b>\$139.10</b>	<b>\$145.28</b>	<b>\$104,833</b>			
Construction Loan Interest	\$27,452,107	\$27.47	\$34.15	\$29,392				\$9,853,263	\$8.85	\$9.24	\$6,667			
Local Government Fees	\$3,961,245	\$3.96	\$4.93	\$4,241				\$919,866	\$0.83	\$0.86	\$622			
<b>Total Development Cost</b>	<b>\$391,912,737</b>	<b>\$392.11</b>	<b>\$487.48</b>	<b>\$419,607</b>				<b>\$403,663,868</b>	<b>\$362.39</b>	<b>\$378.48</b>	<b>\$273,115</b>			

# Cost Analysis: Other Metro

	Other Metro - New Construction				Per Acre	# of Units	Total SF	Res'l SF	Other Metro - Acquisition/Rehab				Per Acre	# of Units	Total SF	Res'l SF
	Total Cost	Per Total SF	Per Res'l SF	Per Unit					Total Cost	Per Total SF	Per Res'l SF	Per Unit				
Land	\$3,075,001	\$5.00	\$5.30	\$5,329	\$57,855	577	614,932	579,850	\$1,387,500	\$4.70	\$4.83	\$3,791	\$40,830	366	295,292	287,220
Site Demolition	\$50,000	\$0.08	\$0.09	\$87		53.15			\$0	\$0.00	\$0.00	\$0				
Acquisition Legal Fees (if existing structures)	\$0	\$0.00	\$0.00	\$0					\$55,000	\$0.19	\$0.19	\$150				
Existing Structures	\$900,000	\$1.46	\$1.55	\$1,560					\$17,857,500	\$60.47	\$62.17	\$48,791				
<b>Acquisition</b>	<b>\$4,025,001</b>	<b>\$6.55</b>	<b>\$6.94</b>	<b>\$6,976</b>	<b>\$57,855</b>				<b>\$19,300,000</b>	<b>\$65.36</b>	<b>\$67.20</b>	<b>\$52,732</b>	<b>\$40,830</b>			
<b>Total Construction Hard Costs</b>	<b>\$101,906,77</b>	<b>6</b>	<b>\$165.72</b>	<b>\$175.75</b>					<b>\$38,997,956</b>	<b>\$132.07</b>	<b>\$135.78</b>	<b>\$106,552</b>				
Construction Loan Interest	\$8,584,485	\$13.96	\$14.80	\$14,878					\$2,451,482	\$8.30	\$8.54	\$6,698				
Local Government Fees	\$1,815,622	\$2.95	\$3.13	\$3,147					\$170,922	\$0.58	\$0.60	\$467				
<b>Total Development Cost</b>	<b>\$150,789,27</b>	<b>6</b>	<b>\$245.21</b>	<b>\$261,333</b>					<b>\$82,396,950</b>	<b>\$279.04</b>	<b>\$286.88</b>	<b>\$225,046</b>				

# Cost Analysis: Rural

	Rural - New Construction				Per Acre	Total SF
	Total Cost	Per Total SF	Per Res'l SF	Per Unit		257,649
Land	\$675,000	\$2.62	\$2.86	\$2,824	\$45,760	Res'l SF 236,300
Site Demolition	\$400,000	\$1.55	\$1.69	\$1,674		# of Units 239
Acquisition Legal Fees (if existing structures)	\$0	\$0.00	\$0.00	\$0		Acres 14.75
Existing Structures	\$0	\$0.00	\$0.00	\$0		
<b>Acquisition</b>	<b>\$1,075,000</b>	<b>\$4.17</b>	<b>\$4.55</b>	<b>\$4,498</b>	<b>\$45,760</b>	
<b>Total Construction Hard Costs</b>	<b>\$50,012,057</b>	<b>\$194.11</b>	<b>\$211.65</b>	<b>\$209,255</b>		
Construction Loan Interest	\$2,314,738	\$8.98	\$9.80	\$9,685		
Local Government Fees	\$848,775	\$3.29	\$3.59	\$3,551		
<b>Total Development Cost</b>	<b>\$68,232,466</b>	<b>\$264.83</b>	<b>\$288.75</b>	<b>\$285,491</b>		

	Rural - Acquisition/Rehab				Per Acre	Total SF
	Total Cost	Per Total SF	Per Res'l SF	Per Unit		53,794
	\$105,000	\$1.95	\$2.01	\$1,458	\$15,000	Res'l SF 52,294
	\$0	\$0.00	\$0.00	\$0		# of Units 72
	\$10,000	\$0.19	\$0.19	\$139		Acres 7.00
	\$1,454,282	\$27.03	\$27.81	\$20,198		
	<b>\$1,569,282</b>	<b>\$29.17</b>	<b>\$30.01</b>	<b>\$21,796</b>	<b>\$15,000</b>	
	\$6,612,000	\$122.91	\$126.44	\$91,833		
	\$75,000	\$1.39	\$1.43	\$1,042		
	\$2,000	\$0.04	\$0.04	\$28		
	<b>\$13,323,065</b>	<b>\$247.67</b>	<b>\$254.77</b>	<b>\$185,043</b>		

# Tax Credit Underwriting Goal

To ensure developments are receiving an adequate amount of tax credits and **prevent over-subsidization.**

# Multifamily Loan Underwriting Team

# MF Loan Underwriting Team

Robert Keeler, Multifamily Underwriting Manager

Gary Garner, Senior Multifamily Underwriter

Licelotte Beato, Multifamily Underwriting Analyst

# 2022 Cost Increases NOFA

- 25 Transactions totaling over \$94 Million
- Comprised of:
  - HOME – \$75 Million
  - NHTF - \$17.8 Million
- Addressed the impact of construction costs caused by COVID
- TDC averaged over \$300,000 per unit.

# Housing Stabilization NOFA

- 63 Requests totaling over \$209 Million
- Comprised of:
  - SLFRF
  - ERA2
  - HOME
  - NHTF
- Addressing the ongoing impacts of COVID
- 2018 to 2023 Awards

# NOFA Priorities

- First-come first-serve (to an extent)
- SLFRF and ERA2 must demonstrate a direct impact from COVID
- ERA2 has tighter deadlines: requests with sufficient 50% units are prioritized
- 2023 deals will be mostly likely be awarded HOME
- Expect Deferred Developer Fee contribution close to 25% if possible
- Prioritizing investments in transactions that will enhance the future of the lending platform (lien position and reasonable repayment)

# Underwriting Goal

To achieve **reasonable and predictable** repayment while maintaining the financial health of the property and the well being of the residents served.

# Going Forward

- The QAP has specific underwriting guidelines regarding loan structuring.
- Going forward, DCA expects requests to reflect:
  - Fully amortizing loans over a 20–35-year period
  - Non-fully amortizing loans to be modeled with a 50% excess cash flow reserve.
  - Cash flow loans on a case-by-case basis, but must reflect a reasonable repayment

# Construction Services Team

# Construction Services Team

Gary Huggins, Multifamily Construction Manager

Samoy Minter, Construction Management Analyst

Maegan Lawter, Construction Management Analyst

Willie Bolden, Construction Management Specialist

Dezire Jackson, Construction Services Coordinator

# Architectural Manual

## Kitchen and Vanities Cabinet Testing Certifications

- KCMA Severe use certifications are no longer a requirement.
- New testing certification should comply with the *ANSI/KCMA A161.1 PERFORMANCE & CONSTRUCTION STANDARD FOR KITCHEN AND VANITY CABINETS OR AN EQUIVALENT CERTIFICATION.*

# Amenities

DCA now has two options for Playgrounds:

- Option A: You can provide 4 or more pieces of stand-alone equipment to accommodate children ages 2-12.
- Option B: You can provide a 7-piece or more connected jungle gym-style equipment to accommodate children ages 2-12.

# Amenities

## Pavilion/Barbeque Area:

- One picnic table for every 25 units.
- For developments over 150 units, at least six picnic tables must be under the pavilion. Any more required can be placed around the proximity of the pavilion.

## Computer Center:

- One working computer for every 25 units.
- For developments over 150 units providing laptops or desktops, at least six must be stationary in the computer center. The excess required can be scattered around the community areas or on a checkout system.

# Pre-Construction Submissions

	Housing Credit/Bonds Only	GHFA Loan Funded
Pre-Construction Submissions	<ul style="list-style-type: none"> <li>• 60-Day Submission</li> <li>• Commencement Submission</li> </ul>	<ul style="list-style-type: none"> <li>• 60-Day Submission (Approval Required)</li> <li>• Review Submission (Approval Required)</li> </ul>
Pre-Closing Submissions	N/A	<ul style="list-style-type: none"> <li>• Commencement Submission</li> <li>• Pre-Construction Conference Submissions</li> </ul>
Deadline	Deadlines on Carryovers/LODs	Deadlines determined after award

# Inspections

## Housing Credit Only:

- These projects will receive 4 inspections 25%, 50%, 75% and 100%.
- The inspection fee has changed from \$3,000 to \$8,000 and needs to be submitted to DCA at the time of your 60-day construction submission
- The inspection companies will contact the development team to track project completion and schedule inspections.

# DCA Site Visits

- The Construction Department, as well as other OHF members, are planning on visiting sites during construction and after construction completion.
- Visits are only meant to document progress and to discuss any hardships or difficulties that may delay your projects.
- If you would like to invite the Construction Services Team to your site, email [HFDCConstructionServices@dca.ga.gov](mailto:HFDCConstructionServices@dca.ga.gov)

# Construction 8609 Clearance

	Housing Credit/Bonds Only	GHFA Loan Funded
Submissions	<ul style="list-style-type: none"> <li>• Final Inspection Submission</li> <li>• Construction 8609 Submission</li> </ul> <p><i>Separate from Final Allocation Application</i></p>	<ul style="list-style-type: none"> <li>• Final Retainage Submission</li> </ul>
Deadline	Deadlines on Carryovers/LODs	30 days after final pay application
Inspections	Once 100% complete, DCA third-party inspection company will contact you to schedule an inspection	Once 100% complete, the developer must contact the assigned DCA third-party inspection company for a final inspection

# Construction Submissions

Submissions checklist and folders can be found on DCA's website at [Construction Services | Georgia Department of Community Affairs \(ga.gov\)](#).

Submit your submission documents to [HFDConstructionServices@dca.ga.gov](mailto:HFDConstructionServices@dca.ga.gov).

# Development Team

# Development Team

Onome Uwhubetine, Development Manager

Nelson Bolton, Senior Development Analyst

Erik Quillian, Development Analyst

Phyllis Carr, Senior Program Assistant

# New Team

- 8609 Review Process
- Two analysts hired to increase review time
- Development community feedback
- 10% Test Reviews
- Site Visits

# Future Efforts

- Stabilization to Compliance Transitions
- Project Concept Changes
- Emphasys Integration

# Contact

You can submit your submission documents to for 10% Test or General Questions to [Development@dca.ga.gov](mailto:Development@dca.ga.gov)

Please continue to send Final Allocation Application documents to [OHFFinalAllocationAppSubmit@gadca.onmicrosoft.com](mailto:OHFFinalAllocationAppSubmit@gadca.onmicrosoft.com)

Links to 8609 instructions and documents are here [Final Allocation Application | Georgia Department of Community Affairs \(ga.gov\)](#)

# Q&A

# Submit questions through Menti OR verbally – raise your hand for mic

- Use QR code, or
- Go to [www.menti.com](http://www.menti.com)
- Use this code:

7966 3506



# 2024-2025 QAP Workshop



**Hearthside Lawrenceville, Lawrenceville**  
Lawrenceville Housing Authority and One Street Residential

# Break

10:45-11:15

# 24-25 QAP Workshop

## QAP Changes Overview

# Keep in Mind

- This is not intended to be a comprehensive list of QAP changes. Please refer to the QAP and Substantive Changes documents.

# Core Plan Changes

# Definitions

## New Affordability

- **“New Affordability”** replaces “New Supply”
  - Expands definition to both rehabilitation and new construction/adaptive reuse
    - at least 50% of proposed units are new construction or adaptive re-use; or
    - at least 50% of proposed units are the rehabilitation of units not currently associated with a Housing Credit rent restriction, HUD rental assistance contract, or USDA rental assistance contract.

# Definitions

## Preservation

- **“Preservation”** no longer based on construction type
- **“Preservation”** means development activity that meets one of the set aside requirements listed under (Threshold) Eligibility for Credit Under the Preservation Set Asides.

# Definitions

## Application Submission

- **“Application Submission”** means the date and time, as stipulated in the Core Plan, by which the relevant documents set must be submitted
- Example: Environmental Phase II testing “must be completed prior to Application Submission”
  - Documents for Environmental Requirements must be submitted by Threshold Application, so “Application Submission” means Threshold Application in this case

# Requirements & Timeline

- **(Threshold) Project Team Qualifications** and certain **(Threshold) Occupied Developments** requirements to be reviewed on a rolling basis prior to Competitive Application.
- Competitive round only involves Scoring Criteria. Threshold reviews will only be conducted for awarded Applications.
- Threshold Criteria documents submitted for **(Scoring) Readiness to Proceed**
- Pre-Application dropped, but Applicants can request waivers before Threshold submission.

Submission	Requirements	9% Credits Deadline	4% Credits/Bonds Deadline
<b>Reviews Conducted Prior to Competitive Round</b>	Certain documents from the following <b>Threshold Criteria:</b> <ul style="list-style-type: none"> <li>• <b>Occupied Developments</b></li> <li>• <b>Project Team Qualifications</b></li> </ul>	Accepted on a rolling basis. Final deadline: March 15, 2024 March 14, 2025	Accepted on a rolling basis. Final Deadline: August 2, 2024 August 1, 2025
<b>Intent to Apply</b>	A short survey response covering basic development information including but not limited to Applicant information, site location, and funding requested.	April 17, 2024 April 16, 2025	September 4, 2024 September 3, 2025
<b>Competitive Review Application</b>	<ul style="list-style-type: none"> <li>• Completed Excel and Emphasys Core Applications</li> <li>• All applicable Scoring documentation: see <b>(Scoring) Applicability of Scoring Criteria</b></li> <li>• Bond inducement resolution from the issuing authority</li> </ul>	May 17, 2024 May 16, 2025	October 4, 2024 October 3, 2025

Submission	Requirements	9% Credits Deadline	4% Credits/Bonds Deadline
<b>Waiver Requests</b>	See Waiver Requirements below	October 17, 2024 October 16, 2025	February 28, 2025 February 27, 2026
<b>Threshold Review Submission</b>	See <b>Threshold Criteria</b>	December 17, 2024 December 16, 2025	May 2, 2025 May 1, 2026

# Set Asides & Allocation Targets

- 9% Preservation Set Aside Changes:
  - USDA set aside increased by 1
  - Housing Credit set aside reduced by 1
  - Language added to ensure 35% of Preservation awards go to rural communities
- 9% General Set Aside increased to up to 2 awards
- 4%/Bonds Round General Set Aside established, up to 2 awards

# Application & Award Limitations

## 4%/Bonds Application Limit

- 4 Application limit on 4% Credit/Bonds Competitive Round (increased from 2 Applications – now same as 9% Round)
  - PHAs allowed to exceed this limitation in both Competitive Rounds for applications in which they have a minority interest. Under the 2023 QAP, this limitation exception for PHAs only applied to the 4%/Bonds Round.

# Application & Award Limitations

## 9% Credit Limits

Application Type	Credit Award Limit	MWBE Points Credit Award limit
New Affordability (Metro Pools)	1,300,000	1,350,000
New Affordability (Rural)	1,170,000	1,215,000
HUD Preservation	1,225,000	1,270,000
Housing Credit and USDA Preservation	1,105,000	1,145,000

# Application & Award Limitations

- 9% combined federal credit cap removed, given existing per-project and per-developer credit caps.
- Bonds request per Application raised from \$30 million to \$40 million. DCA reserves the right to exceed this limitation at its sole discretion.

# Evaluation of Competitive Applications

- Atlanta awards limit, previously set at 10% of 9% Credits, now set the same as Other Metro locations (up to 2).
- The following tiebreakers are removed:
  - Issuer territory housing vacancy rate,
  - Preservation Priority narrative, and
  - Public housing authority waitlists.\*
    - \*PHA waitlists tiebreaker replaced by HCV and PHA Notices in Scoring Criteria

# Reconsiderations & Appeal Process

- Procedures have been updated and clarified.

# Threshold Changes

# Appraisals

- Required for all developments
- Submit with Threshold Review Submission

# DCA Underwriting Policies

- Increase in replacement reserves
  - Rehab \$400/unit/year
  - New Construction \$300/unit/year
  - Single Family & Duplexes \$470/unit/year
- Increase in developer fees
  - \$2,285,000 for 9% Credits
  - \$4,000,000 for 4% Credits/Bonds

# Project Team Qualifications

- Similar to previous section, gives DCA more discretion with compliance and development concerns

# Occupied Developments

## A. Pre-Competitive Round Approvals: General Information Notice

- General Information Notices (GIN) must be provided to tenants **prior to submitting Competitive Review Application**
- Applicants must receive DCA approval of GINs prior to providing to residents
  - See **(Core) Competitive Rounds** for deadline

# Occupied Developments

## In-Place Rehab

- DCA reserves right to deny in-place rehabilitation to Applications with certain **(Threshold) Environmental Requirements** funding conditions
  - Additional criteria considered by DCA to approve or deny in-place rehab
  - Relocation and Architectural Manual requirements still apply (rehab completed in one day, construction approval)

# Supportive Housing Requirements

- "Housing Opportunities for Persons with Disabilities" section moved from Core Plan to Threshold as "Supportive Housing Requirements."
- Increased the limit on the number of units that can be reserved for referrals correlated with disability status, from 20% to 25% of property units.
- Operational Requirements: New subsection of baseline resident protections for properties providing supportive housing.

# (New) Tenant Selection

## A. Tenant Selection Plan

- Applicants must submit a tenant selection plan at Threshold Review Submission that conforms to the Compliance Manual, applicable federal guidance, and commitments selected under **(Scoring) Integrated Supportive Housing.**
- Credit screening criteria waived for tenants who receive rental assistance or participate in programs which provide the landlord with the ability to recover economic losses
- Minimum income requirements must take into consideration applicant's rental subsidy/assistance

# **(New) Tenant Selection**

## **B. Federal Guidance Affirmation**

- Applicants and property management company required to sign Affirmation confirming understanding of key guidelines for complying with federal laws governing tenant selection and screening.
- At Final Allocation Application, property management company must submit signed Affirmation and plan for incorporating into staff training.
- Federal Guidance Affirmation form has been posted for public comment.

# DCA PBRA Agreements

- Moved from Scoring to Threshold
- Applicants commit to accept DCA-administered Project-based Rental Assistance for up to 20% if funding is available
- Can be fulfilled through Section 811 PBRA as well as HCV Project-Based Housing Choice Vouchers

# Scoring Changes

# Minority- and Women-Owned Business Engagement (MBE/WBE)

- Entities now qualify based on self-certification
  - Self-Certification form is posted for public comment
- Subsection A. Engagement Commitment and Reporting
  - Minimum percentage increased from 5% to 10%
- Subsection B. Project Team Eligibility
  - Minimum ownership interest decreased from 20% to 15%

# Minority- and Women-Owned Business Engagement (MBE/WBE)

- Subsection A. Engagement Commitment and Reporting
  - Submit QB Self-Certifications at Final Allocation Application
- Subsection B. Project Team Eligibility
  - Submit QB Self-Certifications at Competitive Review Application

# Favorable Financing

## A. Qualifying Sources of Favorable Financing

- HOME-ARP added as qualifying source
- Points higher for NHTF and HOME-ARP
- New exception: sources from a development team participant can qualify if the lender/grantor is a PHA.

## B. Property Cost Reductions (New)

- Points for Private Enterprise Agreements that will lower property taxes.

# Integrated Supportive Housing

## A. Supportive Housing Referrals

### Up to 3 points

- Expansion from previous subsection "Non-DCA Supportive Housing PBRA"
- Awards either 2 or 3 points to Applicants who reserve at least 10% of units for referrals from entities approved by DCA
- Reserved units must be accessible and adaptable per Fair Housing Amendments Act

# Integrated Supportive Housing

## A. Supportive Housing Referrals: without PBRA

### 2 points

- Applicant claims points for agreeing to accept referrals through established MOU with referring entities.
  - DCA will publish list of approved entities; likely to include:
    - DBHDD Regional Offices
    - DBHDD Community Service Boards (CSBs)
    - Continuum of Care (CoCs)
    - DCH Money Follows the Person program
    - HUD-VASH program

# Integrated Supportive Housing

## A. Supportive Housing Referrals: with PBRA

### 3 points

- Additional point for restricting units to 30% AMI or lower and having preliminary commitment for PBRA contracts to support referral units.
  - PBRA opportunities vary by geography; may include (but not limited to):
    - Project-based HCV
    - CoC Project-Based PSH housing
    - Project-based HUD-VASH
    - HUD-administered PBRA

# Integrated Supportive Housing

## A. Supportive Housing Referrals: with PBRA

### 3 points

- Rental assistance provider must commit to pursuing approval for selection preferences consistent with referral process in MOU
- PBRA must be for at least 15 years with option for renewal

# Integrated Supportive Housing

## A. Supportive Housing Referrals: Timeline

- Competitive Review Application:
  - If claiming 3-point PBRA option, preliminary commitment for PBRA and commitment to pursue selection preferences
- Threshold Review Submission:
  - MOUs and Tenant Selection Plans

# Integrated Supportive Housing

## A. Supportive Housing Referrals: Forms and Documents

- Already published:
  - Federal Guidance Affirmation (currently up for public comment)
- To be published:
  - Approved Entities List
  - MOU template(s)

# Exhibits to Scoring Criteria

## Supportive Housing Referral Commitments

- **Duration:** entirety of Compliance and Extended Use periods
- **Referring Entities:** DCA may require removal or addition of entity from MOU at any time
- **Services:** Owner and property manager must cooperate with referring entities and service providers, but are not required to pay for services
- **Notifications and hold periods:**
  - 120 days notification for initial availability for occupancy
  - 90-day period following Certificate of Occupancy
  - Following stabilized occupancy, 45-day hold period once referring entity notified
  - Reasonable Hold Fees may be negotiated with referring entities under MOU

# Readiness to Proceed

## A. Readiness to Proceed Documents (New)

- **Up to 13 points** for submission of certain Threshold Documents
  - Must meet Threshold section requirements
  - Must be prepared in accordance with associated manual
  - Must be executed and dated prior to Competitive Application
- Key change (Scoring first, Threshold second):
  - No Threshold Failure for these documents at Competitive Application
  - Now evaluated as part of Scoring Criteria
    - Applications will not receive points for documentation that does not meet requirements

# Deeper Targeting/Rent/Income Restrictions

## B. Deeper Targeting Through PBRA Contracts

- PBRA percentage required for points lowered from 30% to 20% of units

# HCV and PHA Notices (New)

- **2 points** for agreeing to become a registered landlord with the local Housing Choice Voucher (HCV) administrator
- If the local PHA is not the HCV administrator, Applicant commits to inform PHA that they can refer eligible households from the PHA waitlist
- Registration is per the relevant HCV administrator's process
- Evidence of registration and written communications are due at Final Allocation Application
- Replaces public housing authority waitlists tiebreaker

# Desirable/Undesirable Activities

- Scattered Site Applications: points based on distance from amenity to site furthest from amenity (previously center point of all sites)

# Quality Education Areas

- According to the Department of Education:
  - “The CCRPI no longer includes an overall, 0-100 score for schools, districts, or the state. This change was first implemented in 2022 under an addendum received from the U.S. Department of Education, and made permanent this year (2023) under an amendment to Georgia’s Every Student Succeeds Act (ESSA) plan.”
- Only two years of scores (2018 and 2019) are currently applicable.

# New Supply Scoring Pathways

- Points from only one of the following **10-point** sections will contribute to the Application score:
  - Revitalization/Redevelopment Plans
  - Stable Communities
  - Community Designations
  - Housing Needs Characteristics

# Revitalization/Redevelopment Plans

## A. Revitalization Plan/Qualified Census Tract

Up to 6 points

- Community Revitalization Plans (CRPs) must be **adopted** by a Qualified Local Government
- 3 additional points if:
  - **(New)** CRP was adopted by a Local Government with a designation for Revitalization Area Strategies, PlanFirst, or Rural Zones (posted on website).
  - Local Government solicited public input, and CRP includes assessment of infrastructure and implementation measures

# Revitalization/Redevelopment Plans

## (New) Qualified Local Government

- CRP must be officially adopted by a Qualified Local Government (QLG), as defined in GA Code § 50-8-2
- “Governments that adopt DCA-approved comprehensive plans consistent with DCA’s Local Planning Requirements are awarded ‘Qualified Local Government’ (QLG) status.”
- Must be a QLG at Application Submission or provide evidence of being a QLG anytime between November 1, 2023 and Application Submission

# Revitalization/Redevelopment Plans

## Qualified Local Government

- Multiple Local Governments do not have QLG status
  - [Check status here](#)
- Non-Qualified Local Governments can contact DCA's Office of Planning and Environmental Management ([planning@dca.ga.gov](mailto:planning@dca.ga.gov)) for information on obtaining QLG status

Alto, Town of  
Banks, County  
Braswell, City of  
Carrollton, City of  
Cave Spring, City of  
Clarkesville, City of  
Cumming, City of  
Demorest, City of  
Effingham, County  
Fulton, County  
Gay, City of  
Greensboro, City of  
Greenville, City of  
Habersham, County  
Hephzibah, City of  
Holly Springs, City of  
Hull, City of

Jasper, County  
Lone Oak, City of  
Luthersville, City of  
Manchester, City of  
Maysville, Town of  
Meriwether, County  
Mount Airy, Town of  
Rest Haven, City of  
Senoia, City of  
Stockbridge, City of  
Tiger, City of  
Vernonburg, City of  
Warm Springs, City of  
Woodbine, City of  
Woodbury, City of

# Revitalization/Redevelopment Plans

## B. Community Transformation

### Up to 3 points

- Previously a standalone section; now part of Revitalization/Redevelopment Plans
- Limit on number of awardees removed; scoring no longer comparative.
- Applicants scored based on:
  - Partnerships with community organizations **(3 points)**, and/or
  - **(New)** Georgia Initiative for Community Housing (GICH) support for Community Quarterback Board **(2 points)**
- Scoring no longer based on philanthropic activities, community improvement fund, or geographic distribution.

# Revitalization/Redevelopment Plans

## C. Community Investment

### Up to 3 points

- **Third-Party Capital Investment (Up to 2 points):**
  - Third-party investment in near-site improvements
- **Financial Commitment (1 point):**
  - Financial commitment may come from Local Government or Community Quarterback Board
- The same investment can no longer be used for both Third-Party Capital Investment and Financial Commitment points.

# Stable Communities

- Updated indicators derived from Census Bureau and the Georgia Housing Needs Assessment indexes
  - Environmental Health Index
  - Transit Access Index
  - Jobs Proximity Index
  - Poverty Rate
  - Median Income
- Scoring based on number of indicators where the tract or nearby tract is above the 50th percentile

# Housing Needs Characteristics (New)

- **A. Housing Need and Growth – Up to 5 Points** for location within:
  - Census tract that is not a QCT
  - Tract for which a proportion of rental units exhibit a severe housing problem
  - County that has either population growth of a certain standard or employment growth of a certain standard
- **B. Stable Communities and Revitalization Characteristics**
  - May claim **5 points** in this subsection if eligible for 5 points under Stable Communities or Revitalization/Redevelopment Plans
  - May only claim these points once (ex: cannot claim points in Stable Communities section & Housing Needs Characteristics subsection B)

# Previous Projects

- Previous awards that influence points include 4% Credit/Bonds allocations and 9% Credit awards
  - Based on awards for local jurisdiction and recent awards within one mile within certain time frames
- Updated scoring for Rural Pools
  - Based on number of low-income new construction units as a percentage of the county population within certain time frames
- Map updates forthcoming

# Economic Development Proximity (New)

## 1 point

- 9% Rural and Other Metro applications
- Application is within commuting distance of an economic development project expected to generate new jobs within 5 years, based on table below
- Documentation includes letter from local economic development authority

Pool	Miles from Application Site	Net New Jobs Expected
Rural	30	90
Other Metro	20	250

# Preservation Scoring Criteria **(New)**

- A. Occupancy
- B. Rent Advantage
- C. Property Age
- D. Tax Credit Restrictions
- E. Site Characteristics **(New)**
- F. USDA Additional Criteria **(New)**

# Preservation Scoring Criteria

## E. Site Characteristics (New)

- Preservation applications may claim **up to 20 points** for the below site-based Scoring Sections:
  - Desirable/Undesirable Activities
  - Community Transportation Options
  - Quality Education Areas
  - One of the following:
    - Revitalization/Redevelopment Plans
    - Stable Communities
    - Community Designations

# Preservation Scoring Criteria

## A. Occupancy

- Tiers raised to establish 85% minimum for points

## D. Tax Credit Restrictions

- Lowered points for expiration year to increase competitive advantage for year 15 to 19 properties

## F. USDA Additional Criteria (New)

- New point options for properties at risk of program exit based on pre-payment eligibility and mortgage maturity

# General: Removals

- **(Threshold) Required Services**
  - Services requirements removed. Allowance for services in operating budget remains.
- **(Scoring) Internet Access**
  - Removed
- **(Threshold) Building Sustainability**
  - Green Globes removed as certification option
  - DCA Building Sustainability Training requirement removed

# General: Removals (cont.)

- **(Scoring) Application Completeness**
  - Removed
- **(Scoring) Exceptional Nonprofit/PHA**
  - Removed

# Q&A

# 2024-2025 QAP Workshop



**Thrive Sweet Auburn, Atlanta**

Mercy Housing Southeast and Project Community Connections, Inc.

# Questions/comments during presentations? Submit them through Menti!

- Use QR code, or
- Go to [www.menti.com](http://www.menti.com)
- Use this code:

7966 3506



# Lunch

12:15-1:30

# 24-25 QAP Workshop

## Afternoon Session

# Q&A

# Questions/comments during presentations? Submit them through Menti!

- Use QR code, or
- Go to [www.menti.com](http://www.menti.com)
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# Small Group Q&A



**Community Affairs**