Welcome to Baltimore Regional Housing Partnership’s Pre-Proposal Conference for RFQ No. 2017-101 January 10, 2018
• Welcome and introductions
  • Miriam Fuchs, Senior Counsel – Development Director
  • Alison Bell, Executive Director
  • Renita Dorsey, Acting Counseling Director
  • Pete Cimbolic, Senior Program and Policy Manager
Agenda

- Overview of BRHP
- BRHP’s Counseling Program
- BRHP’s Development Program
- Overview of RFQ No. 2017-101
- Questions
Overview of BRHP
BRHP Overview

- Nonprofit organization
- Administer Baltimore Housing Mobility Program
  - *Different* from Regional PBV Program
- Housing Choice Voucher and mobility counseling
- Families who move largely from highly segregated, high poverty neighborhoods to opportunity neighborhoods
- 3,800 families currently leased
Baltimore Housing Mobility Program (BHMP) arose from *Thompson v. HUD* suit filed in 1995 by ACLU of Maryland.

Partial consent decree in 1996 created structure of BHMP; program began leasing in late 2002.

Program managed by for-profit company from 2002-2014.

Final settlement in 2012 created regional administrator, Baltimore Regional Housing Partnership, to oversee BHMP.
BHMP Key Features

- Regional operating area - 6 county jurisdiction
- Voucher administration
  - Tenant based and PBV
- Two year opportunity requirement
- 90-135% FMR payment standards
- Extensive pre/post-move counseling
- Housing search assistance
- Generous voucher search time
- Landlord outreach
- Security deposit assistance
- MTW flexibility through HABC
BRHP’s Counseling Program
Pre-Move Counseling

• Improve “leasability”
  • Pay off critical debts
  • Save for security deposit

• Learn where opportunity areas are and about benefits of living in these areas

• Gain housing search skills and tools for success in new community

• Gain trust in BRHP
  • Counselors’ past professional experience includes foreclosure prevention, teaching, youth development, domestic violence intervention, child abuse and neglect prevention
Pre-Move Counseling Workshops

Orientation
- Provide roadmap of services
- Explain benefits of opportunity moves
- Introduce our jurisdiction
- Explain program requirements

Workshop Series
- Going for your Goals
- Credit Education and Repair
- Banking and Budgeting
- Home Maintenance
- Landlord Relations
- Conducting a Successful Housing Search

Action Plan
- Identify leasing barriers
- Credit repair
- Bill payments
- Savings plan
- Identify family needs for new community
Pre-Move Counseling – Housing Search Assistance

• Direct unit referrals
• Driving tours of opportunity areas and transportation to available units
• One-on one search assistance
• Negotiations with landlords
• Public computer terminals in BRHP lobby
• “Expanding your housing search” workshop
• Tracking and enhanced outreach to voucher holders nearing expiration and “searchers without a unit”
Post-Move Counseling – Ongoing Support

• Structured support for two years for all families
  • Home visits and phone calls
• Additional support during first two years and beyond as needed
• Connect families to local resources
• Landlord-tenant mediation
  • Individual and conference calls, in-person meetings
• Retention/second move counseling
  • Workshop, one-on-one sessions
• Housing search assistance
BRHP’s Development Program
BRHP’s Development Program

- Progress to date
  - 120 PBVs
  - 76 PBVs with capital financing
- Goal of building on this work to continue expanding housing opportunities
  - Scattered site
  - Multifamily
  - LIHTC
Benefits Under State QAP (Based on Prior QAP)

• 4 points for income targeting
• 5 to 6 points (average) for leveraging
• 10 points for operating subsidy
• Future points for mobility?
What Makes a Good Project to Fund

- Location of units in high opportunity areas
- Unit quality
- Maximizing other funding
  - Debt coverage or LTV
  - Equity terms
- Keeping operating costs under control
BRHP Opportunity Areas

- BRHP Opportunity Map
- Tenant based program
- Regional PBV program
- BRHP Development Map
- Subset of BRHP Opportunity Map
- Methodology
- Builds on DHCD, OMAP, HUD data and administrative data
361 of the 667 tracts in the Baltimore Region are Opportunity Areas.
There are 159,838 rental units in Opportunity Areas, or 44% of the region’s rental units.
Only 22% of the region’s voucher holders live in a BRHP designated Opportunity Area.
68% of BHMP families live in Opportunity Areas.
Approved CTs and Payment Standards for PBV Program

• Attached to RFQ as Appendix A
• 112 approved CTs located in 5 counties:
  • Baltimore, Harford, Howard, Anne Arundel and Baltimore City
• 110-135% of FMR
• Payment Standards Range:
  • 2 BR: $1,428 - $1,752
  • 3 BR: $1,829 - $2,245
  • 4 BR: $2,127 - $2,611
Overview of RFQ
Overview of RFQ No. 2017-101

OBJECTIVES:
1. Select up to 5 Developer Partners
2. Create a mix of approximately 75 affordable units for PBV Program
3. Commit remaining funds in HOPE VI grant by end of 2019
4. Establish Program and Funding Parameters
Program Parameters

- Guidelines for PBV Program Housing Units
- Subsidy Layering Requirements
- Site Selection Standards – See Appendix A (Approved CTs for PBV Program
- Environmental Review
- Housing Quality Standards
- Lead Based Paint
- Housing Accessibility
- Execution of AHAP and HAP Contracts
- Tenant Selection Policy
- Rent to Owner
Funding Parameters

Guidelines for Program Loan Funds:
1. Projects must be located in approved CTs
2. Minimum of 5 units to a project
3. Submission of all requested documentation
4. Approval of project received from BRHP and HUD
5. Payment of origination fee ($1k) & BRHP legal costs ($1k) per unit
# Maximum Program Loan Contribution Schedule

<table>
<thead>
<tr>
<th>Unit Size</th>
<th>Multi/Condo</th>
<th>110% of FMR</th>
<th>120% of FMR</th>
<th>130% of FMR</th>
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<td>80,000</td>
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*Exceptions to the Maximum Program Loan Contribution limits set forth in the schedule above may be granted by BRHP on a project-by-project basis to support the provision of affordable housing for BRHP families in a high opportunity area with little such housing when high development costs and/or rents would otherwise make development infeasible within the contribution schedule and applicable payment standards. To request an exception, successful developers must fully document the need for the exception at the time a project is submitted to BRHP for consideration.*
Program Loan Terms

• **Term:**
  • 20 year term to coincide with HAP contract term
  • Modification may be negotiated, if desired, at end of term by mutual consent

• **Interest:**
  • 3% simple interest per annum on all sums advanced
  • no interest max cap
  • 10% default rate

• **Repayment:**
  • No payment of P&I due during Loan term
  • P&I due upon Maturity Date or Event of Default
  • No prepayment penalty – shall not affect HAP contract
# RFQ Anticipated Schedule of Events

<table>
<thead>
<tr>
<th>EVENT</th>
<th>Date*</th>
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<tbody>
<tr>
<td>RFQ available for distribution</td>
<td>December 4, 2017</td>
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<tr>
<td>Pre-Proposal Conference</td>
<td>January 10, 2018</td>
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<td>Deadline for receipt of written questions</td>
<td>January 19, 2018</td>
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<td>Response to written questions</td>
<td>January 26, 2018</td>
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<tr>
<td>RFQ Due Date</td>
<td>February 23, 2018</td>
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<td>Estimated Contract Award Date</td>
<td>April 27, 2018</td>
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* BRHP reserves the right, at its sole discretion, to amend any or all of the dates associated with the anticipated schedule of events.
Questions?
Thanks for joining us!