

# SELTZER MANAGEMENT GROUP, INC.

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17633 ASHLEY DRIVE  
PANAMA CITY BEACH, FL 32413  
TEL: (850) 233-3616  
FAX: (850) 233-1429

November 1, 2018

Mark Hendrickson  
1404 Alban Avenue  
Tallahassee, FL 32301

RE: Preserve at Sabal Park  
Recommendation for Local Government Support Funds totaling \$551,000  
in conjunction with FHFC RFA 2016-113

Dear Mr. Hendrickson:

This letter is being submitted to the Housing Finance Authority of Hillsborough County (“HFA HC”) and the Hillsborough County State Housing Initiatives Partnerships Program (“HC SHIP”) as a Local Government Support Funds (“LGSF”) recommendation letter in conjunction with funding by Florida Housing Finance Corporation (“FHFC”) in the form of a Viability Second Mortgage Loan (Viability”) and 9% Housing Credits (“HC”). Seltzer Management Group, Inc. (“SMG or Seltzer”) has submitted a Final Credit Underwriting Report to FHFC recommending a Viability loan of \$1,250,000 and an annual 9% HC Allocation of \$2,110,000 (see attached).

## Loan Terms and Set-Asides

The HFA HC loan amount is \$439,000 with an interest rate of 1% and 2 years of monthly interest only payments during construction, then converting to 1% amortized over 30 years with semi-annual payments of principal and interest during the 15 year term. The Affordability period is in perpetuity with set-asides of 20% of the units (29 units) at 40% of Area Median Income (“AMI”) or below with the remaining 80% of the units (115 units) at 60% of AMI or below. The Applicant committed to set aside 5% of the units (8 units) for an “at risk” group (either homeless or youth aging out of foster care).

The Hillsborough County SHIP loan amount is \$112,000 with an interest rate of 1% and interest only payments due annually in arrears from available net cash flow with a term of 30 years and a balloon payment due at maturity. The Affordability period is 30 years with a requirement of one unit to be set aside at or below 50% of AMI.

## Amenities, Energy Efficiency, and Resident Programs

See Exhibit I (attached).

## Recommendation

Based on our review of all documentation associated with the Applicant, its Principals, the property, all property reports, financial information, and construction/management related contracts and agreements, SMG has determined that the transaction meets all of Florida Housing Finance Corporation’s standard underwriting practices and we accordingly recommend HFA HC approve the Preserve at Sabal Park LGSF in the amount of \$439,000 and HC SHIP approve LGSF in the amount of \$112,000 resulting in a total loan amount of \$551,000 in local government support.

Mr. Mark Hendrickson  
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If you have any questions regarding this recommendation letter or any comments on the attached FHFC Credit Underwriting Report, please call me at (850) 233-3616, ext. 277.

Sincerely,

SELTZER MANAGEMENT GROUP, INC.

A handwritten signature in cursive script, appearing to read "Frank Sforza".

Frank Sforza  
Credit Underwriter

Attachments