

THE HENDRICKSON COMPANY

1404 Alban Avenue ☞ Tallahassee, Florida 32301
Telephone: 850-671-5601

To: Board of Directors, Housing Finance Authority of Hillsborough County
From: Mark Hendrickson, Executive Director
Subject: August 25, 2023, HFA of Hillsborough County Meeting
Date: August 15, 2023

I. FY 2023-2024 Budget—Action

1. The HFA Board has expressed a preference to adopt the upcoming year’s budget after final September 30 income and expense numbers are known. As a result, the HFA has adopted a “Continuing Budget Resolution” prior to the start of the fiscal year, which would permit expenditures from October 1 until the final FY 23-24 budget is adopted, at levels not to exceed those in the prior year’s budget.
2. **Recommendation:** Approve FY 23-24 Continuing Budget Resolution drafted by HFA Counsel, and direct staff to post the budget to the website within seven days.

II. Bond Allocation & MCC’s—Informational

1. The 2023 allocation is \$87,775,926, up \$9,564,133 (12.2%) over 2022.

Year	Single Family Amount	Multifamily Amount	Unallocated	Expiration
2023	\$ 87,775,926			
2022		\$ 78,211,793		December 31, 2025
2021	\$ 75,000,000	\$225,000,000		December 31, 2024
2020	\$ 75,000,000	\$140,900,000		December 31, 2023
TOTAL	\$237,775,926	\$441,111,793	\$0	

2. The \$87,775,926 of 2023 allocation has been initially reserved for single-family. The remaining \$112.2 million requested is on the “pending list”, with four requests totaling \$1.02 billion ahead of Hillsborough.
3. A new three-year \$300 million Plan of Finance for single-family is in process for BOCC approval.
4. The conversion of the expiring \$75 million single-family bond allocation to MCC is in process.
5. **Recommendations:** None.

III. Second Mortgage Status—Informational

1. In July, five new loans (\$125,000) were funded (\$350,000 in June).
2. In July, four loans from the 2012 Program (\$55,000) and one loan from the 2009 program (\$4,845.52) paid in full.
3. Between August 2016 and November 2022, 169 loan payoffs (\$1,660,000) originally funded with SHIP were reinvested in 134 new loans. SHIP loans totaling \$216,500 need to be recycled.
4. **Recommendation:** None.

	2006		2007		2010		2012		TOTAL	
Original Loans	\$ 68,981	13	\$ 30,920	7	\$ 1,131,176	227	\$ 17,692,061	1,301	\$ 18,923,138	1,548
Paid in Full	\$ 39,384	7	\$ 18,495	4	\$ 736,022	147	\$ 3,747,445	338	\$ 4,541,346	496
Partial Payoff	\$ 3,000	2	\$ -	-	\$ 12,575	6	\$ 13,500	4	\$ 29,075	12
Loss on Partials	\$ 7,060		\$ -		\$ 17,425		\$ 31,500		\$ 55,985	-
Default Loss	\$ 8,160	2	\$ 12,425	3	\$ 65,000	13	\$ 62,500	8	\$ 148,085	26
Balance	\$ 11,377	2	\$ -	-	\$ 300,154	61	\$ 13,837,116	951	\$ 14,148,647	1,014

IV. Mortgage Credit Certificates—Action

1. Mortgage Credit Certificates (MCC’s) provide an annual tax credit to homebuyers. The “MCC Rate” can be set from 10% to 50%-- meaning that the designated percent is multiplied by the annual interest to determine the annual tax credit. For example, a \$250,000 mortgage with a 7.125% interest rate generates \$17,813 of interest in Year 1, with the amount still above \$10,000 through Year 21.
2. The maximum annual tax credit is limited to \$2,000 if the credit rate is above 20%.
3. The average loan amount for 2023 is approximately \$250,000. Given that loan amount and an interest rate of 7.125%, the MCC Rate can be lowered to 20% and still generate at least a \$2,000 tax credit for eleven years to all borrowers with a loan of \$165,000 or greater.
4. More importantly, a 20% MCC Rate allows the homeowner to claim 20% of the mortgage interest as a tax credit even if that amount exceeds \$2,000. For the average borrower, the annual tax credit would increase to \$3,563 in Year 1, declining over 10 years to \$3,119. This represents a 78.2% increase in the amount of the initial credit.

5. At the same time, the MCC allocation would serve more borrowers, as MCC's are counted on the basis of (mortgage amount) X the (MCC rate).
6. To put this in comparison, \$100 million of bonds would serve 400 buyers (\$250,000 average mortgage). Bonds are traded for MCC's on a 4-1 basis, therefore \$100 million of bonds would generate \$25 million on MCC authority. At a 20% MCC rate, 500 buyers could be served. For the average homebuyer, this would create an annual tax credit of \$3,563 that could be used in future years to pay for increased insurance costs, property taxes or home repairs.
7. Because this change is such a massive improvement to the program, the Chair and Executive Director lowered the Credit Rate to 20% on August 11.
8. **Recommendation:** Ratify action by Chair and ED to lower Credit Rate to 20%.

V. **2012 Single Family Program—Informational**

1. The **current program guidelines:**
 - 1st mortgage: 7.125%, 1% origination fee, FHA, VA, RD and Freddie Mac loans suspended
 - First time homebuyers
 - 640 minimum credit score (limited to 50 loans, all county total for 2022), then 660
 - Down payment assistance: \$15,000
 - Mortgage Credit Certificates provide homebuyers a credit in the amount of 20% of mortgage interest paid annually (not capped)
 - Sales price limit of \$349,525 and \$381,308 (target area)
 - Income limit \$85,260 (1-2 person) and \$102,810 (3 or more persons)
2. **Rate Change:** The interest rate is 7.125%. As of August 11, this represents a 0.185% net profit on MBS sales.
3. **DPA Change:** The DPA amount was increased to \$25,000, effective May 16, 2022. The SHIP agreement with the County permits DPA loans up to \$50,000. All of the additional \$2 million of SHIP funds have been utilized (submitted or closed readying for submission). The County has indicated that they will provide an additional \$2 million.
4. **Sales Price & Income Limits:** Adjusted as directed by Board for 2023.
5. **Summary of DPA Funding 2012-2023:** The County funded \$8,663,700 of DPA funds with \$890,000 remaining in the program. Of that, \$675,000 was submitted June 13.

Source for 2012 Single Family Program DPA	
FHFC	\$ 1,068,831
Hillsborough SHIP Funded	\$ 8,663,700
Recycled SHIP Funds	\$ 1,650,000
Hillsborough Reimbursement Request Submitted	\$ 675,000
Hillsborough SHIP Eligible but not ready for Reimbursement Request	\$ 1,165,000
Total Funded or to be Funded by FHFC or Hillsborough SHIP	\$ 13,222,531
HFA Funded Before FHFC Program	\$ 25,000
HFA Funded After FHFC & Before Hillsborough SHIP	\$ 144,814
HFA Funded After Hillsborough SHIP but in Tampa	\$ 3,415,790
HFA Funded but over SHIP Income Limit	\$ 40,000
HFA Funded Between SHIP Programs	\$ 843,926
Total HFA Funded	\$ 4,469,530
TOTAL DPA LOANS	\$ 17,692,061

- MBS Sales:** The HFA has executed 316 sales, with net revenues of \$5,714,176 (net meaning after payments to RBC and counsel). July settlements had a net profit of 0.92%, or \$2,480 per loan—making net DPA cost \$22,520.
- Hedges & Exposure:** The HFA has 13 hedges totaling \$14.758 million in place. With full delivery, the projected net revenues are estimated at \$64,393 (shared pro rata with other counties). The unhedged pipeline as of August 2 is \$0 (changes daily).
- MCC's:** Between 2012 and 2022 the HFA converted \$683,225,804 of bond authority into \$160,806,451 of MCC's.

Mortgage Credit Certificate Summary						
Began	Ends	MCC Amount	Number Loans	Average MCC	Total MCC	Balance
2012	2014	\$ 2,500,000	38	\$ 65,690	\$ 2,496,214	\$ 3,786
2013	2015	\$ 12,500,000	176	\$ 71,020	\$ 12,499,499	\$ 501
2014	2016	\$ 25,000,000	0	\$ -	\$ -	\$ 25,000,000
2015	2017	\$ 25,000,000	221	\$ 81,791	\$ 18,075,842	\$ 6,924,158
2017	2019	\$ 5,806,451	70	\$ 82,825	\$ 5,797,745	\$ 8,706
2018	2020	\$ 25,000,000	297	\$ 84,172	\$ 24,999,137	\$ 863
2019	2021	\$ 25,000,000	255	\$ 98,032	\$ 24,998,150	\$ 1,850
2020	2022	\$ 25,000,000	215	\$ 110,652	\$ 23,790,161	\$ 1,209,839
2021	2023	\$ 27,500,000	99	\$ 61,939	\$ 6,131,986	\$ 21,368,014
2022	2024	\$ 25,000,000	0	\$ -	\$ -	\$ 25,000,000

- MCC Program: What Does it Mean to Home Buyer:** With the HFA's average loan in 2023 of \$250,000 and a 7.125%/30-year mortgage, interest payments in Year 1 = \$17,812.50. With

the 20% MCC rate that the HFA has chosen, **the homebuyer would be able to claim an annual tax credit of 3,563 in year one, declining to \$3,119 in year 10, \$2,116 in Year 20, and under \$2,000 after year 21** (until the home buyers sells or moves from the property). **The MCC lowers net payments (monthly payments - \$3,563) to a level equivalent to a 5.30% mortgage rate.**

10. **MCC's and Bonds:** One of the historical criticisms of MCC's is that "you only get 25 cents on the dollar", meaning that you trade in \$100 million of bonds to get \$25 million of MCC's. This has always been a flawed/misleading analysis, as the use of MCC's is calculated based upon the MCC rate and a formula, while bonds finance the entire mortgage amount. With the ability to lower the MCC rate to 20%, an accurate comparison is how many homebuyers can be served. The MCC formula is to multiply the MCC rate by the mortgage amount. Therefore, at the 20% rate, more homebuyers are served with MCC's. As an example, with an average mortgage amount of \$250,000, \$100 million of bonds serves 400 homebuyers and \$25 million of MCC's serves 500 homebuyers. At the same time, MCC's produce an effective interest rate below the bond rate, without taking interest rate risk and without the cost of selling bonds. The potential advantage of bonds is that a rate can be locked in for approximately one year, which is a plus if rates are rising.

11. **Size of Program:** The program is limited to \$3.5 million of loans not sold, hedged, or from another county at any given time. \$258.9 million of loans have been originated or are in process to date in Hillsborough County.

12. **Counties:** Hillsborough, Clay, Brevard and Jacksonville.

13. **The loan demographics, sales price, FICO score and lender information.** In the past two years, 55% of the borrowers are Hispanic.

14. **Recommendation:** None.

Sales Price/ # Loans	Loan Amount	Borrower Income/ MCC Amount	Borrower Age/ Gender	Borrower Family Size	Housing Type	Borrower Ethnicity	Location
\$190,718 1,413 loans +1 loans	\$183,256	\$52,645 \$86,644 avg. MCC. 1,371 loans \$118,788,733	37.0 52% female	2.3	SF Detached 86% Rowhouse: <1% Condo <1% Townhouse: 13% Existing: 76% New: 24%	Black 24% White 64% Asian: 1% Other: 10% Mixed 1% Hispanic 47%	County: 50% Tampa: 43% Plant City: 6% Temple Terrace 1%

SALES PRICE & FICO SCORE BY YEAR			
YEAR	NUMBER LOANS	AVG SALES PRICE	AVG FICO SCORE
2012	13	\$142,075	692
2013	76	\$148,137	687
2014	86	\$144,913	683
2015	105	\$150,641	683
2016	69	\$172,088	683
2017	106	\$182,958	694
2018	269	\$168,887	696
2019	125	\$177,257	694
2020	177	\$192,389	701
2021	144	\$218,290	696
2022	161	\$259,670	695
2023	82	\$267,071	698

Lender	2012-2020	2021	2022	2023	Total
Caliber	0	20	36	10	66
Cornerstone	0	7	15	4	26
Synovus	15	20	14	5	54
Fairway	29	7	14	12	62
Loan Depot	87	18	13	0	118
CMG	83	14	12	4	113
Guaranteed Rate	40	20	12	2	74
Cross Country	0	0	10	5	15
Everett	4	0	6	7	17
AmeriFirst	23	8	6	1	38
Paramount	21	1	5	3	30
Open	78	6	4	0	88
Waterstone	43	0	4	5	52
Primary	22	8	1	0	31
Cardinal	0	0	1	16	17
Eagle	270	0	0	0	270
Money Store	11	0	0	0	11
DHI	150	0	0	0	150
Other	150	15	8	8	181
TOTAL	1026	144	161	82	1,413

	Sold	Purchased	UW	Reservations	Total
7.625%	\$1,337,962	\$0	\$0	\$0	\$1,337,962
	6	0	0	0	6
7.50%	\$281,792	\$0	\$0	\$0	\$281,792
	1	0	0	0	1
7.125%	\$4,063,521	\$1,206,771	\$3,002,277	\$531,831	\$8,804,400
	18	5	11	2	36
6.625%	\$10,187,104	\$1,276,386	\$1,100,845	\$454,949	\$13,019,284
	41	5	5	2	53
6.125%	\$4,636,309	\$340,353	\$0	\$0	\$4,976,662
	19	1	0	0	20
6.00%	\$1,016,685	\$0	\$0	\$0	\$1,016,685
	4	0	0	0	4
5.625%	\$15,624,343	\$0	\$0	\$0	\$15,624,343
	59	0	0	0	59
5.50%	\$785,825	\$0	\$0	\$0	\$785,825
	3	0	0	0	3
5.375%	\$2,964,355	\$0	\$0	\$0	\$2,964,355
	19	0	0	0	19
5.25%	\$5,250,430	\$0	\$0	\$0	\$5,250,430
	32	0	0	0	32
5.125%	\$14,084,086	\$0	\$0	\$0	\$14,084,086
	77	0	0	0	77
5.00%	\$21,550,368	\$0	\$0	\$0	\$21,550,368
	134	0	0	0	134
4.875%	\$3,925,006	\$0	\$0	\$0	\$3,925,006
	23	0	0	0	23
4.75%	\$3,562,058	\$0	\$0	\$0	\$3,562,058
	22	0	0	0	22
4.625%	\$5,191,476	\$0	\$0	\$0	\$5,191,476
	30	0	0	0	30
4.50%	\$4,333,579	\$0	\$0	\$0	\$4,333,579
	33	0	0	0	33
4.375%	\$1,235,109	\$0	\$0	\$0	\$1,235,109
	7	0	0	0	7
4.25%	\$21,094,883	\$0	\$0	\$0	\$21,094,883
	145	0	0	0	145
4.125%	\$20,618,319	\$0	\$0	\$0	\$20,618,319
	112	0	0	0	112
4.00%	\$18,283,115	\$0	\$0	\$0	\$18,283,115
	111	0	0	0	111

3.875%	\$26,855,507	\$0	\$0	\$0	\$26,855,507
	163	0	0	0	163
3.75%	\$3,430,088	\$0	\$0	\$0	\$3,430,088
	23	0	0	0	23
3.625%	\$4,007,059	\$0	\$0	\$0	\$4,007,059
	22	0	0	0	22
3.50%	\$4,203,212	\$0	\$0	\$0	\$4,203,212
	22	0	0	0	22
3.25%	\$986,685	\$0	\$0	\$0	\$986,685
	8	0	0	0	8
3.125%	\$51,517,935	\$0	\$0	\$0	\$51,517,935
	248	0	0	0	248
Total	\$251,026,811	\$2,823,510	\$4,103,122	\$986,780	\$258,940,223
	1382	11	16	4	1413

VI. New Multi-Family Transactions—Informational

1. The 2024 Bond NOFA was issued, with a due date of November 1, 2023. Until then, applications are accepted on a first-come first-evaluated basis under the terms of the 2023 NOFA.
2. **Status Summary for Deals in Progress:**
 - **Casa di Francesco** “won” in the 2021 SAIL RFA and estimates a mid-October closing.
 - **Canopy at West River Tower 3:** “won” in the 2022 SAIL RFA and estimates a December closing.
 - **Belmont Heights Estates II:** induced and TEFRA hearing held July 25.
3. New applications were received for **47th Street Apartments** (Related), **Zion Village** (Smith & Henzy—application received last year and tabled until zoning resolved), and **Marquee** (Richman).
4. **Recommendations:** Adopt Inducement Resolutions prepared by bond counsel for **47th Street Apartments, Zion Village and Marquee.**

	Casa di Francesco	Canopy at West River Tower 3	Belmont Heights Estates II
Developer	Blue Sky Communities & St. Francis of Assisi Church	Related Housing & Tampa Housing Authority	Michaels Development Tampa Housing Authority
Development Location	Unincorporated County 4450 County Road 579 Seffner	City of Tampa 1101 West Main Street West River	City of Tampa 2419 East 31 st Avenue Belmont Heights
Total Development Cost	\$41,094,919	\$63,638,931	\$65,027,866
TDC/Unit	\$293,535	\$367,855	\$244,466
Bond Amount	\$21,500,000	\$45,750,000	\$31,700,000
SAIL & Other FHFC	\$8,400,000	\$2,750,000	\$0
Hillsborough County THA	\$6,000,000		\$0
			\$2,800,000
New Construction or Rehab	New Construction	New Construction	Rehabilitation
Units	140	188	266
Demographic	Elderly	Family	Family
Construction/Design	Mid-rise 4-story wood with elevators	Mid-Rise 5-story 2 buildings	Single, Duplex & Quad 1-2 stories 91 buildings
Credit Enhancement	TBD	Chase Private Placement	Continental Mortgage Construction Berkadia Freddie TEL permanent
Tax Credits	TBD \$17,967,059	JPMorgan Chase \$28,324,580	Berkadia/Bank of America \$23,769,395
TEFRA Hearing & BOCC TEFRA Approval	TBD TBD	4-27-22 5-18-22	7-25-23 TBD
Credit Underwriter	First Housing	Seltzer	Seltzer
Anticipated Closing	October 2023	December 2023	December 2023
Set-Aside Levels	90%<60% AMI 10%<33% AMI	39.9%<80% AMI (75 units) 20.7%<60% AMI (39 units) 23.4%<40% AMI (44 units) 16.0%<30% AMI (30 units)	39.1% (104 units) <60% AMI 42.9% (114 units) <50% AMI 18.0% (48 units) <30% AMI
Set-Aside Period	50 years	50 years	50 years

	47 th Street Apartments	Marquee	Zion Village
Developer	Related Urban	Richman Group of Florida	Smith & Henzy
Development Location	City of Tampa 5709 North 47 th Street East Tampa	City of Tampa 2304 West Hillsborough Avenue East Tampa	Unincorporated Hillsborough County 5920 Robert Tolle Drive Riverview
Total Development Cost	\$47,845,609	\$111,794,276	\$32,200,106
TDC/Unit	272,406	\$315,803	\$429,335
Bond Amount	\$30,750,000	\$30,000,000 tax exempt	\$20,000,000
SAIL & Other FHFC	\$6,000,000	\$0	\$0
Hillsborough County	\$0	\$0	\$6,812,485
City of Tampa	\$0	\$12,000,000	\$0
New Construction or Rehab	New Construction	New Construction	New Construction
Units	175	354	75
Demographic	Family	Family	Elderly
Construction/Design	Garden 3-story concrete	Garden 3-story 6 residential buildings & clubhouse	Mid-Rise 4-story 1 building
Credit Enhancement	TBD	Freddie Mac	Cash collateralized short-term bonds
Tax Credits	TBD \$17,967,059	TBD \$19,758,260	JPMorgan Chase conventional \$9,359,000
TEFRA Hearing & BOCC TEFRA Approval	TBD TBD	TBD TBD	TBD TBD
Credit Underwriter	TBD	First Housing	TBD
Anticipated Closing	3 rd Quarter 2024	December 2023	February 2024
Set-Aside Levels	36.6% (64 units) <80% AMI 48.9% (68 units) <60% AMI 24.6% (43 units) <30% AMI	59.9%<120% AMI (212 units) 40.1%<60% AMI (142 units) 60% AMI units will have income averaging TBD	34.7% (26 units) < 70% AMI (HC) 45.3% (34 units) < 60% AMI (PBV) 9.3% (7 units) < 50% AMI 10.7% (8 units) < 30% AMI
Set-Aside Period	50 years	99 years (120% AMI) 50 years (tax credit AMI's)	50 years

VII. Bond-SAIL Application & Local Contribution—Informational

1. One application was received for bonds with SAIL—Tampa 47th Street Apartments.
2. The local contribution was provided by the City of Tampa. By the time of the HFA meeting, FHFC will release their preliminary scoring—so the status of this development will be known.
3. **Recommendations:** None.

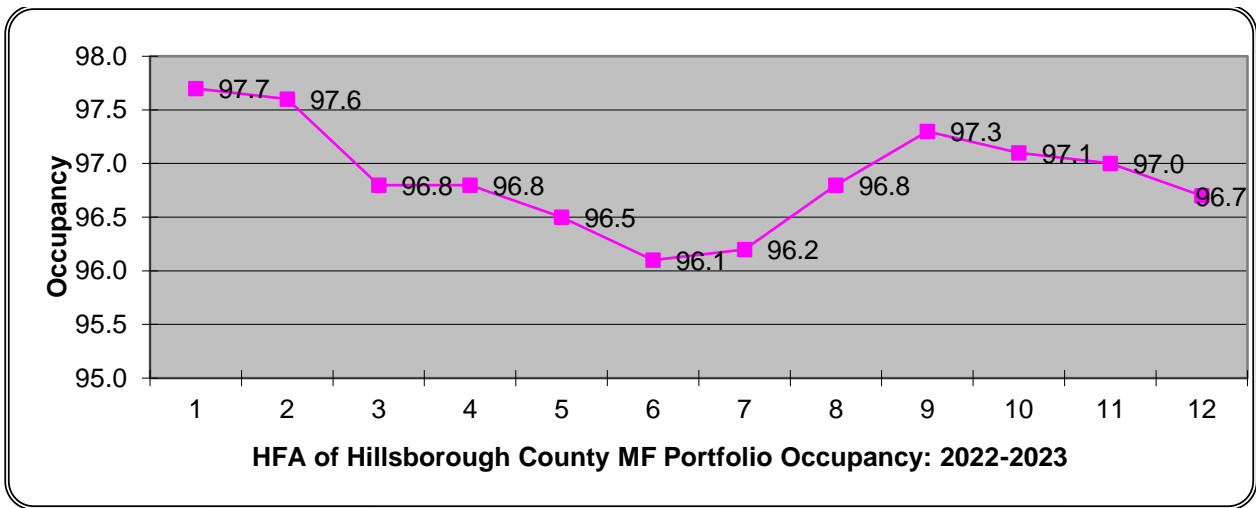
VIII. LGAOF (Preference) for 9% Housing Credits—Informational

1. The HFA/County selected **Lake Bluetail** (2022—120 units) for the LGAOF, and it was given award of 9% Housing Credits January 27, 2023.
2. This year, the City of Tampa will select the LGAOF development, and the HFA/County may select the backup deal.
3. FHFC released the RFA, with applications due September 13, 2023. The HFA released a NOFA and Application with a due date of August 8. **No applications were received.**
4. **Recommendation:** None.

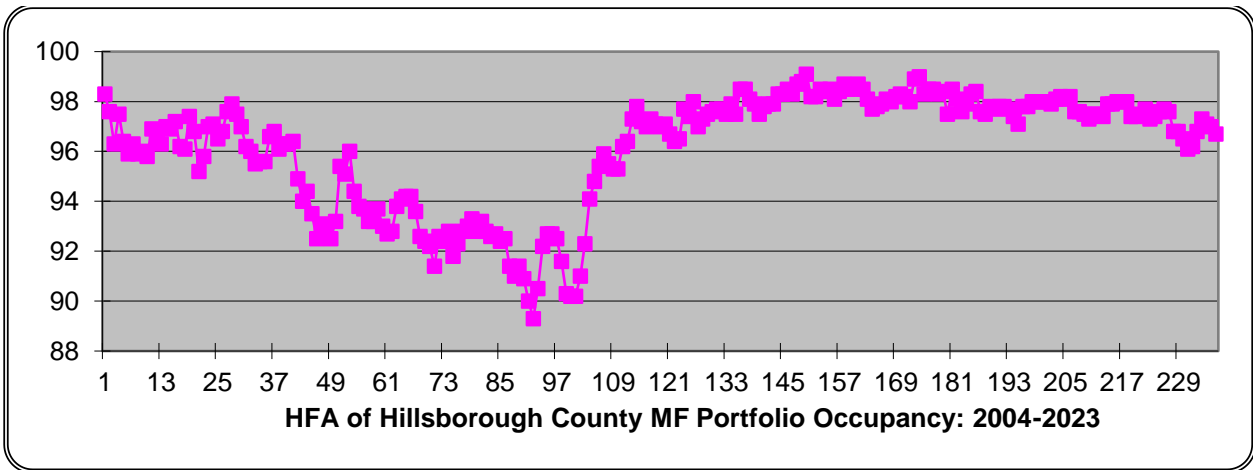
	Lake Bluetail
Developer	Blue Sky Communities
Address	10810 Bloomingdale Avenue
City/County	Brandon Unincorporated Hillsborough County
Demographic	Family
New or Rehab	NC
Design	Concrete Mid-rise 4-story/2 buildings + clubhouse
Units	120
Total Development Cost	\$36,652,028
TDC/Unit	\$305,433
Housing Credits	\$26,787,321
Land/Unit	\$34,483
Set-Aside	15.0% (18 units) < 30% AMI 62.5% (75 units) < 60% AMI 22.5% (27 units) < 80% AMI
Set-Aside Length	Perpetuity
Loan Request	\$610,000

IX. Status of Rental Developments Financed by the HFA—Informational

1. The Authority has financed forty-one (41) rental developments, containing 6,985 units, with a total development cost of \$1,014,501,219 financed with \$468,370,000 of bonds, \$358,608,968 of Housing Credit equity, and \$84,387,162 of SAIL. The HFA also issued \$16.7 million of bonds to refund the Brandon Crossing and Mobley Park developments. Four developments (Kaylee Bay, Preserve at Sabal Park, Kelsey Cove & Andrew Landing) were financed without bonds.
2. The weighted average occupancy level of the HFA’s portfolio is 96.7 (-0.3%). The median occupancy level is 98.0% (+0.0%). Seventeen (17) of the 29 monitored developments are at 98% or higher occupancy.
3. The following is an occupancy chart for the previous 12 months:



4. The following is an occupancy chart for the previous 237 months (19.8 years):



5. **Recommendations:** None.

X. Housing & Training Programs—Informational

1. Up & Out Homeless Program (Met Min)

- Seventeen (17) families (-4) are enrolled in the program. This month, three clients successfully graduated and renewed their lease and one exited unsuccessfully and moved to another state.
- Of the 159 clients that are no longer in the program, 116 successfully completed the program and are now self-sufficient, 11 moved for employment or to be with family and are now self-sufficient, 4 were moved back into supportive housing on the advice of their case worker, 3 found housing using a Section 8 voucher, 14 were terminated from the program for non-compliance with case management/self-sufficiency plan, 1 was incarcerated and was terminated from the program, 9 had financial problems and sought other housing, and 1 cannot be located.
- A total of 536 people have benefited from the program—210 adults and 326 children. The HFA has advanced a total of \$1,703,936 to the program. The subsidy provided is \$464 per month for a one bedroom and \$554 per month for a two bedroom or larger apartment.

2. Youth Aging Out of Foster Care (Camelot) has two (-5) clients receiving upfront assistance (security deposit and application fee), monthly rent subsidies and who participate in case management, and four (+0) clients who receive case management and one-time assistance (security deposit, application fee). This month, 4 clients graduated successfully and remain in their apartments and one was terminated from the program. In total, 16 clients have had non-compliant exits from the program and 41 graduated from the program successfully. The HFA has advanced \$467,946 to the program. The subsidy provided is \$200 per month. Report is through August 10, 2023.

3. Catholic Charities has three (+1) clients receiving rent subsidies, and are also receiving funding for security deposits, application fees, and administration. To date, 13 clients have successfully left the program, seven clients have been terminated from the program), six moved in with family/roommates, one moved into Section 8 housing, and three voluntarily left the program. The HFA has advanced \$396,125 to the program. The subsidy provided is \$462 per month for a one bedroom and \$554 per month for a two bedroom or larger apartment. Report is through July 2023.

4. Salvation Army has two (-0) clients receiving rent subsidies. The HFA has paid \$18,093 to the program. Report is through July 2023. This program has not gotten off the ground. The following is from Salvation Army. I hope to discuss this with them prior to the Board meeting. However, their expectations for what is needed seems to be a much larger subsidy, and the HFA is not in the position of funding a Section 8 voucher-type program:

We have 2 clients currently receiving the assistance from the Up & Out Program.

Barriers facing our clients and community:

- *Currently in Florida the housing prices has increased, we have more people moving in with roommates, rooming house, and living with family because the increase in the cost of living. The average person has to earn more than \$18 hourly, and make at least the minimum \$3000 per month or more to pay for the rent.*
- *The application fees are \$75 or more, and if the client does not supply the paystubs in the time frame provided by the leasing agent, their applications is cancelled. This then results in them having to pay the fee again, complete the application and go through the process all over. The client often has given up and does not want to continue.*
- *Clients that do not have a diploma, or GED tend to have less earnings; therefore they do not have enough funds to afford to live on their own.*
- *We have noticed that when a client is denied for their first apartment, they become discouraged and give up.*
- *Apartments that meet income requirements have waitlists for at least a year or more.*
- *Our research shows that private landlords are very pricey with rent that is often above the client's income status.*
- *Many apartments are denying our clients because they do not have proof of a rental history.*
- *Many of our clients have past evictions.*

On May 26, 23, Salvation Army leadership had a robust meeting about the Up and Out Program with Frank DeBose. We discussed the barriers above and the team determined that it may be time to re-examine the requirements of the program along with the rent stipend.

It may be beneficial to have a follow up meeting with all parties to brainstorm idea to make this program successful for the clients we serve.

5. **New Life Village:** Twenty-seven clients are in the program (+6). The HFA pays a security deposit and last month's rents for residents earning under 50% AMI and a security deposit for residents earning 50% to 80% AMI. Residents receiving rental assistance (Section 8) are only eligible for the security deposit. Maximum annual expenditure is \$99,376, including a 5% administrative fee. The HFA has paid \$43,221 to the program. Report is through July 2023.
6. The total for advances is through August 15, 2023.
7. **Recommendations:** None.

XI. State Legislative Update—Informational

1. Work has begun on the 2024 session. The focus will be to keep the momentum and focus on housing in the upcoming session.
2. Hillsborough County and the City of Tampa will receive an estimated \$17,412,196 of SHIP funds for FY 23-24, with the County receiving \$12,813,635 and the City \$4,598,561. This total is up from \$14,282,575 this year, \$9,780,946 in FY 21-22 and \$0 the year before. This is almost entirely from the work of the Sadowski Education Effort funded by local HFA's. It is important to note that Senate staff fully analyzed SHIP as part of their work on SB 102 and recommended full funding and no changes to the program.
3. **Recommendation:** None.

XII. Other Business—Action

1. **Florida Community Development Association Conference:** Cheryl Howell has requested that the HFA sponsor the conference at the Bronze (\$2,500) level. The conference will be held September 20-22 in Tampa. Cheryl is the head of the organization.
2. **Recommendation:** (1) Approve \$2,500 sponsorship of FCDA Conference.