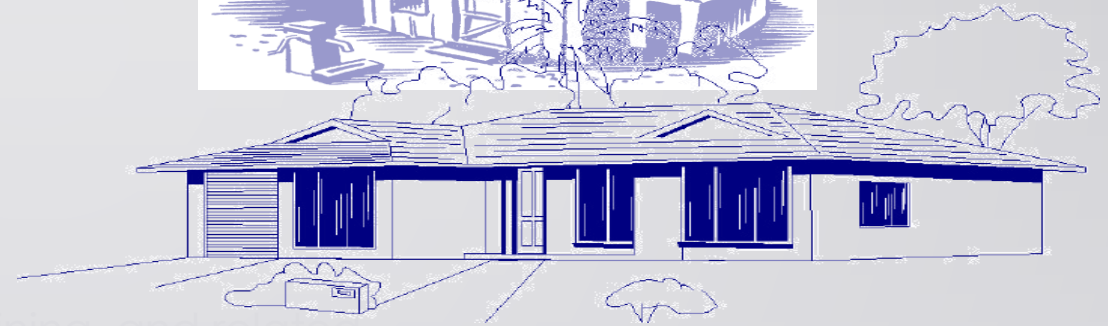
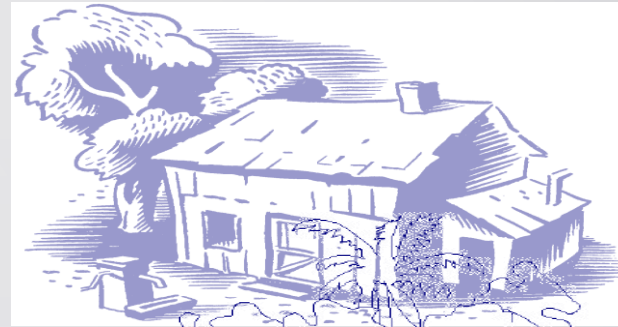

FLORIDA NON-PROFIT HOUSING, INC.

**STEVEN BROWN
EXECUTIVE DIRECTOR**



providing financial assistance, education, training, and related
employment and preservation services.



Our Vision

Florida Non-Profit Housing, Inc.'s vision is to multiply our efforts through more housing providers assisting individuals and families to acquire a part of the "American Dream" of having their own home.



Introduction

- Successor organization of the American Friends Service Committee's Florida Migrant and Seasonal Farmworker Housing effort.
- Formed in 1978 to improve farmworker housing throughout the State of Florida by providing technical assistance and training to non-profit housing providers.
- Florida's first Section 523 Self-Help Housing Grantees were products of this effort.

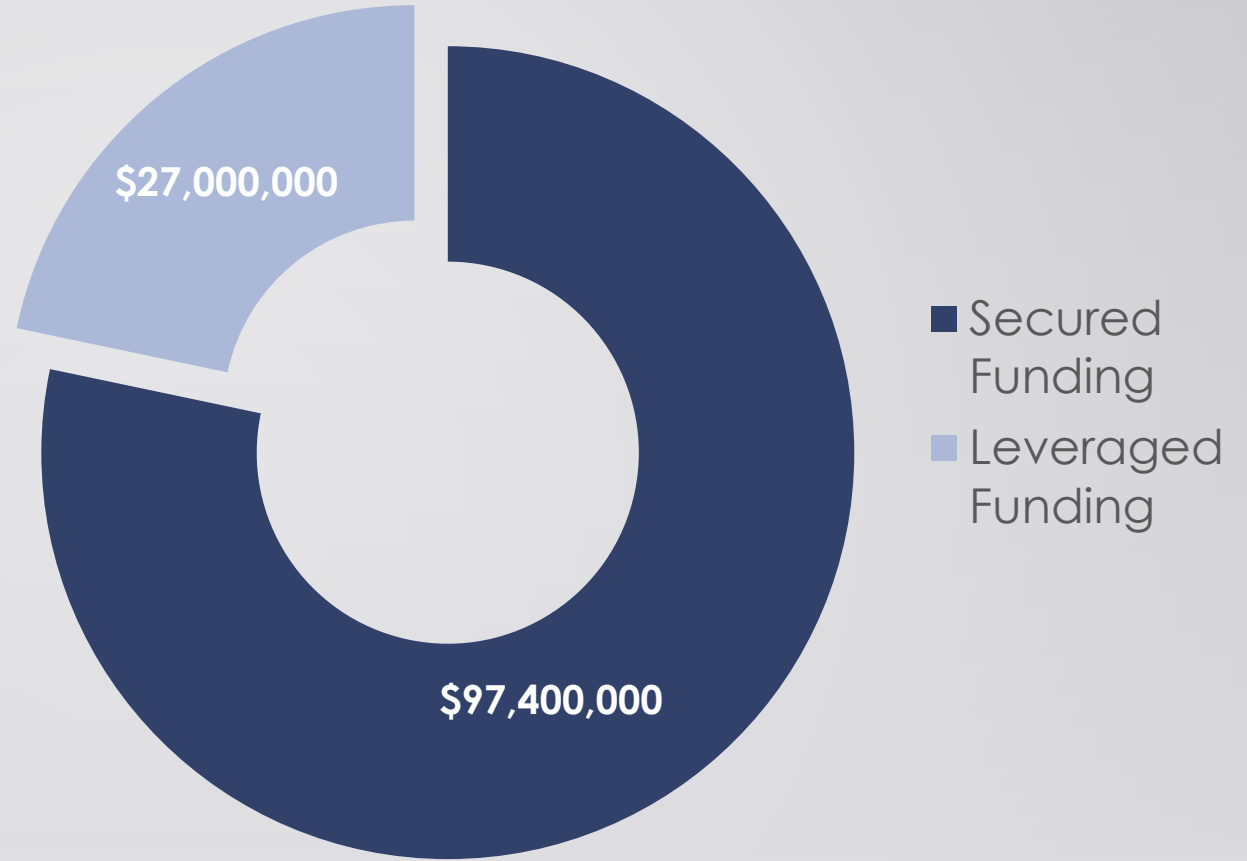


Organization History

- Since 1978, Florida Non-Profit Housing, Inc. has been providing technical assistance and training to non-profit housing agencies in the Southeast Region of the United States. Through our leadership and training efforts we have been instrumental in the organizations being awarded \$130 million in 523 Mutual Self-Help Housing Grant funds. Our training of the agencies also resulted in approximately 5,550 households receiving over \$370 million in 502 Loan funds. Services we continue to date.
- We have assisted these same agencies in seeking and being awarded leveraged funding from other sources to include HOME, SHIP and CDBG, which lowered the mortgage from the primary lender, USDA/Rural Housing Services.
- Our services also include Farmworker rental housing development, rental and utility payment assistance for low and very low-income families. We participated in securing \$97.4 million in 514/516 funds and \$27.1 million in leveraged funds to develop 3,000 rental units.



514/516 Funds



Mutual Self-Help Housing





USDA RESOURCES – SINGLE FAMILY PROGRAMS

Section 523 Self Help

- Grants to nonprofits to help low and very low-income individuals build new homes
- Works in conjunction with Section 502 program
- National Competitive program

Section 502 direct loans

- Low and very low income
- No down payment
- 33-year amortization; up to 38 for very low income
- Currently 4.625%. As low as 1% depending on income

Section 502 guaranteed loans

- Provided through participating lending institutions
- Moderate income-115% AMI
- No down payment
- 30-year amortization; market rates



USDA RESOURCES – SINGLE FAMILY PROGRAMS

Section 504 rehabilitation loans/grants

- Repair grants and loans for very low-income borrowers
- Up to \$10,000 in grants for low-income elderly borrowers
- Up to \$40,000 in loans for low-income borrowers
- 1% loans for 20 years

Housing Preservation Grants

- Grants to Non-profits to provide funds to repair homes for low and very low-income households
- Statewide Competitive funding
- Window closed for 2024



USDA RESOURCES – MULTI-FAMILY PROGRAMS

Section 538 Guaranteed loans

- Loan guarantee for multi-family housing
- Loans through participating lenders
- Moderate income rental-up to 115% of AMI
- Market rates
- 25-40 year loan terms
- 97% LTV - non-profit borrowers; 90% LTV- for profit borrowers

Section 515 loans

- Direct loans for multi-family low-income housing
- Low-income rental housing production program
- Loans generally accompanied with rental assistance
- New loans not currently active. Funding available through competitive rounds for repair of existing 525 loans. Flexible rates and terms.



USDA RESOURCES – MULTI-FAMILY PROGRAMS

Section 514/516 loans/grants

- Grants and loans for low-income Multifamily Farmworker housing
- Only program that is not limited to USDA eligible areas
- New funding still available-National competition
- Combination of grants and loans. Grants must not exceed 90%
- \$5 Million loan/grant limit
- Loans for 33 years at 1%
- Usually provided with rental assistances

Multi-Family Preservation and Repair

- Funds available to restructure and repair existing multi-family RD properties
- National competition
- Loans available at 1% or 0% for 20 years
- Latest NOSA due on December 26th



PRESERVATION OF EXISTING HOUSING

- Keeps housing affordable for low-income households and vulnerable populations
 - Average Income at Section 515 properties range: \$4,575 - \$35,201
 - Elderly/disabled
- Retains subsidy investments locally
- Lower cost than new construction
- Reduces displacement
- Many properties in areas where no new rental housing is being developed or with high affordable housing needs

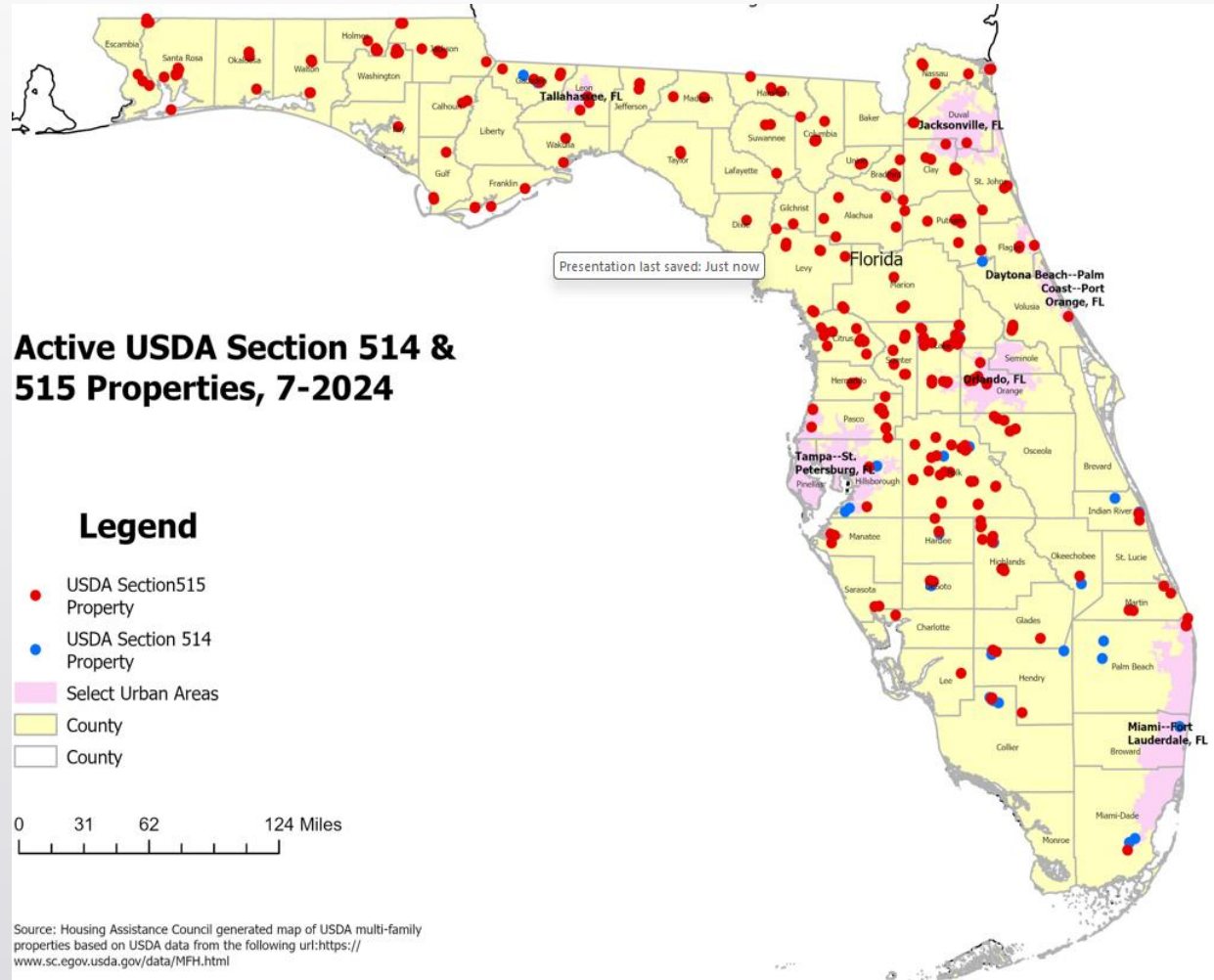


PRESERVATION OF EXISTING HOUSING

Section 515 Properties in Florida

- 362 USDA Section 515 properties, 14,131 units
 - 45% 1 BR
 - 50% 2 BR
 - 5% 3 BR
- 81% of units with USDA rental assistance; another 12% are covered by HUD Section 8 contracts
- Average property size – 32 units (range in size from 7 to 117 units)

PRESERVATION OF EXISTING HOUSING






PRESERVATION OF EXISTING HOUSING

\$20,267

Average annual income of USDA Section 515 households in Florida

Two-thirds of Section 515 households are Elderly or Disabled

Source: USDA 2023 Multifamily Housing Annual Occupancy Report





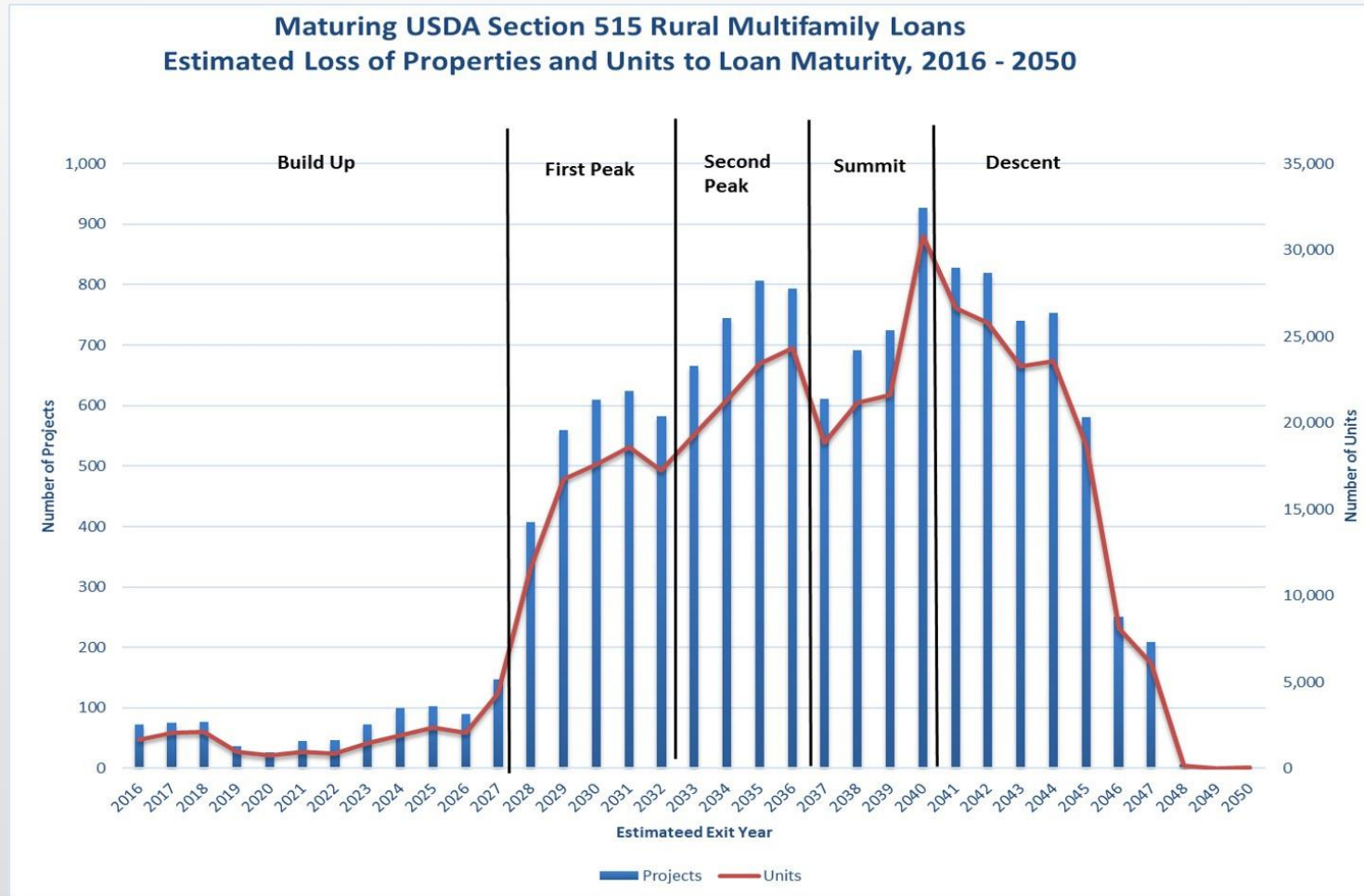
PRESERVATION OF EXISTING HOUSING

\$32,655

Average annual income of USDA Section 514/516 farm worker
households with rental assistance in Florida

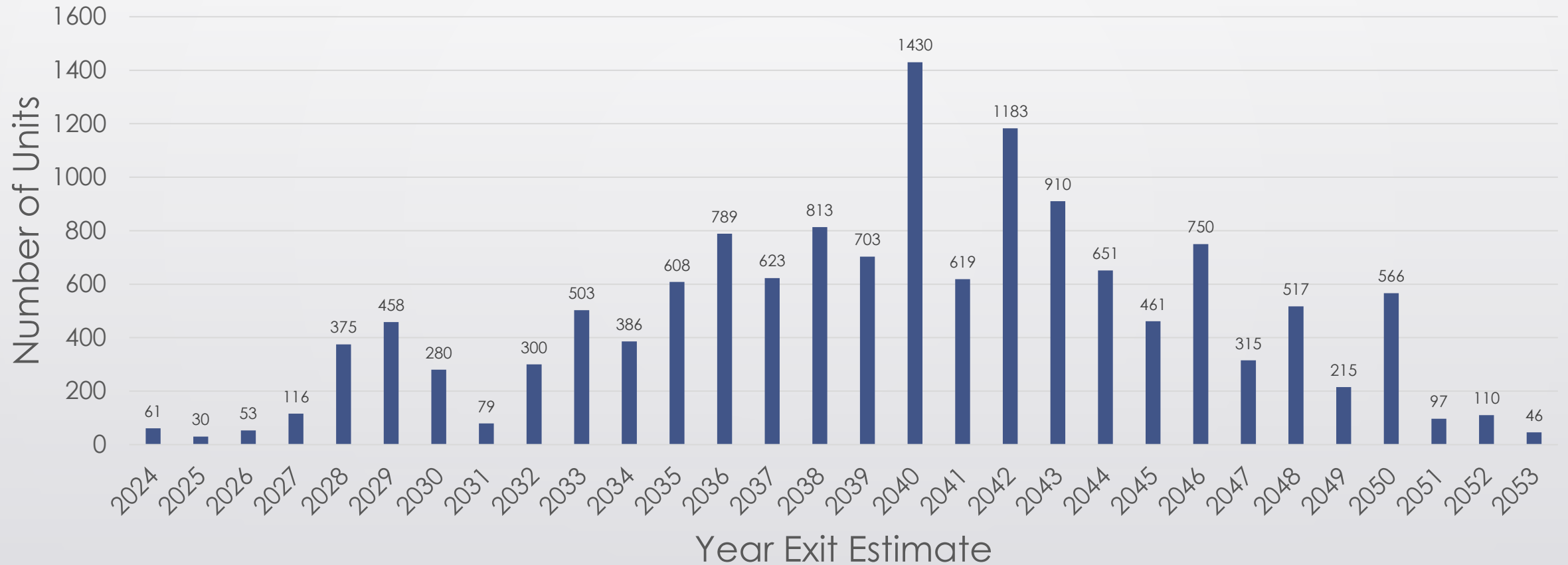
Source: USDA 2023 Multifamily Housing Annual Occupancy Report

PRESERVATION OF EXISTING HOUSING



PRESERVATION OF EXISTING HOUSING

USDA 515 Estimated Property Exit





PRESERVATION OF EXISTING HOUSING

18

USDA Section 515 Properties (810 units) in Florida left the Section 515 portfolio between 2016 - 2022

Source: Housing Assistance Council Tabulations of USDA data



PRESERVATION OF EXISTING HOUSING

Potential Funding Sources

- USDA resources - Multifamily Preservation & Rehabilitation (MPR) or Subsequent Loan
- Debt only – USDA Section 538 or other bank/private financing
- Other options: Federal Home Loan Bank and other competitive resources
- 9% LIHTC with SAIL Funds
- 4% LIHTC/pooled bond portfolio (for a portfolio of properties)
- Florida Housing Finance Corporation HOME funds for small and medium sized rural counties
- SAIL funding for projects with at least 40% Farmworker Residents
- Local funds – CD / SHIP / HOME
- Resources for Sustainability - GRRP



PRESERVATION OF EXISTING HOUSING

Other Rural Multifamily Properties at Risk

LIHTC properties reaching the end of their use restrictions

- Aging HUD-subsidized properties
- State-subsidized properties



PRESERVATION OF EXISTING HOUSING

Rural MF Preservation - Unique Challenges

- Small projects – average size of 39 units (smallest is 7 units)
- Properties can be remote
- Lower values, lower rents
- Lack of local/city subsidy funds for rehab; can be hard to compete for LIHTC
- Lack of CRA motivated lenders/investors
- Limited nonprofit developer capacity



PRESERVATION OF EXISTING HOUSING

Opportunities and Risks in the Rural Housing Portfolio

- Owners are seeking to retire
- Prepayments of Section 515 loans is increasing
 - As a result, more properties are coming on the market or seeking new owners



PRESERVATION OF EXISTING HOUSING

HAC Section 515 Nonprofit Transfer Technical Assistance

- One on one technical assistance
- Based on needs of the TA recipient
- Can start pre-site control
- Property due diligence (financial analysis, assistance engaging third party reports, feasibility assessment)
- Assistance with USDA discussions and process
- Help with development of a plan and timeline
- Identification of potential funding sources
- Assembling transfer applications
- Assistance with navigating transfer approvals to transfer closing

For additional information, please contact:

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