

## **Restore-Rebuild Peer Learning Session**

JULIA JONES: Great. We'll go ahead and get started. And I'll admit folks, as they come into the waiting room. Good afternoon and welcome. Thank you all for joining today's peer learning session on Restore-Rebuild, formerly known as Faircloth to RAD. My name is Julia Jones and I'm with Enterprise Community Partners. I'll be the host for the webinar today. This session is intended to be an opportunity to learn from your peer PHAs about their experience, and have an open discussion, rather than a more introductory session on Restore-Rebuild.

Today we have Galveston Housing Authority and their development partners. They will share their experience with us for the first part of the presentation. We are joined by Deyna Sims, director of real estate and development with Galveston Housing Authority; Monique Chavoya, senior vice president, with McCormack Baron Salazar; Cheryl Lovell, former executive director of St. Louis Housing Authority, she's working as a consultant with McCormack Baron Salazar; and Scott Jepson, a principal with EDP consulting Group.

Following their presentation, we'll open the floor and we'll have a Q&A discussion with Deyna, Monique, Cheryl, Scott and Jaime, who is a RAD TA provider and brings more of a national perspective to the conversation. I do have a few housekeeping items before I pass it over. The webinar today is being recorded and will be posted on the RAD resource desk along with the slideshow presentation. Please note that we have participant audio on. This will help facilitate our open discussion later in the session.

For now, we ask that all participants mute themselves. To view closed captions at any time during the webinar, you may click on the CC icon in the controls toolbar at the bottom of your zoom window. You may have to select more before you can see the closed captioning option. Finally, immediately following the webinar, you'll receive an invitation to complete a survey on today's webinar, and we ask that you please do complete that with any feedback that you have for us so that we can improve. Next time, I will go ahead and turn it over to Belinda Bly, the director of the Office of Urban Revitalization, for a few words of welcome.

BELINDA BLY: Hello. Thank you so much, Julia. All right. So I want to thank everyone for joining us for the latest session on our ongoing peer to peer learning series featuring Restore-Rebuild transactions, all made possible by our friends and partners in the Office of Recapitalization. We are so proud of the developments that have shared their experiences over the past several months, and I hope that you find today's presentation helpful. Galveston's oleanders development was -- has the distinction of being the first true Restore-Rebuild transaction.

At the time, this program was known as Faircloth to RAD. Galveston obtained the first notice of anticipated RAD rent and is the largest, Restore-Rebuild project to date. It is a great example of an intended product of Restore-Rebuild, new construction that brings units back to a community that had demolished those units. In this case, that was due to natural disasters. It's a beautiful housing community, and we hope that it will be an example of disaster resilient design moving forward. We look forward to bringing more transactions to the series as the Restore-Rebuild

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program continues to grow and highlight more unique solutions to the affordable housing crisis that we have nationwide. So thank you. And I will turn it over to the experts on this project.

DEYNA SIMS: Good afternoon. My name is Deyna Sims. I'm the director of real estate and development for the Galveston Housing Authority. I'm pleased to be here today to discuss the Oleanders at Broadway Restore-Rebuild project. I'm also excited to let you all know that it did receive a Planning and Design award in 2024 from the City of Galveston. So, as mentioned earlier, I am here with a team. This could not have been accomplished without them. McCormack Baron Salazar, the developer. The Texas General Land Office -- Texas General Land Office, which provided the funding. McCormack Baron management, the property manager -- block companies, construction, urban strategies.

They are responsible for resident services and community engagement. UDA for master planning RPGA design group, EJP, which is Scott Jepson and Rae Parks. They are our development and technical consultants. We do have a part of our team that is not listed here. It would be the bank's law firm. Antoinette Jones, our legal counsel and Grant works, as the grant manager. I am going to give a little project history about the housing authority and how we ended up, doing the Restore-Rebuild for Oleanders and Broadway.

DEYNA SIMS: So in September of 2008, Hurricane Ike flooded 75 percent of the island. And at that time, the housing authority operated 942 units of public housing. Of that, 569 units were destroyed. These units were located on four different properties. Per an agreement with Lone Star Legal Aid, we agreed to do a one-for-one replacement of those units, and that was later, put in a conciliation agreement from the state. And so GHA was then mandated to do that one for one replacement. We did part of that in two mixed income developments with McCormack Baron. We've done some of that, on our own as the developer. We did 40 units, which is now called the Oaks. And then, of course, we've done some scattered sites, project-based development. And the Oleanders at Broadway is our final phase of that replacement. And with that, I will turn it over to Monique Chavoya to discuss in detail the project.

MONIQUE CHAVOYA: Hi. Good afternoon, everyone. I'm Monique. As Deyna mentioned, I'm with MES [ph]. So I'll give a project overview of the Oleanders at Broadway. The total development units. We have 348 units at the Oleanders over essentially 11 acres. It's a very large site from, as you can see from the aerial. We closed construction financing in July of 2021, with 4 percent low-income housing tax credits that we receive from the Texas Department of Housing and Community Affairs, or TDHCA, and a \$51 million bond reservation from the Texas Bond Review Board. We also had 85 million in CDBG-DR funds from the Texas General Land Office, which were -- the JJ [ph] was a subrecipient and as Deyna mentioned, assisted with by Grantworks with the administering of that grant.

The CDBG-DR funds were Hurricane Ike money, that -- you know, from when Hurricane Ike struck in 2008. So we completed construction -- we achieved our substantial completion in June of 2024. So it was a very large undertaking. And there's different things that Oleander has done as a development that are different from overall developments on the island. But we actually began working on Oleander in 2019 before the pandemic. We started with meetings and with community and stakeholders after we had completed the Villas and Cedars, and so that also started the conversations with the glow about the third phase.

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And if I'm not mistaken, Deyna, that's also when the GHA went to HUD for neighborhood standards clearance for the Oleander site. So there was some pre-development or I should say pre-pre-pre-development that had to occur to be able to set forth what occurred in 2020 when we started reviewing overall financing and the longevity of the development, which led to seeking the -- at that time, the RAD Portfolio Reservation. We also, in 2020, received a \$51 million bond allocation. That was in July of 2020.

One important thing to note is that that was a carry forward bond allocation for the Oleanders. And so it actually allowed us to -- if we had -- and we did exceed it a couple a few times, 180 day clock -- allowed us to return the reservation to the Texas BRB and then, have it reissued automatically without having to go back and get in line. And so that was very helpful. We also did apply for a 4 percent low-income housing tax credits in 2020. RBC was our investor that we selected at the beginning of 2021. In that time frame, we were also, doing some of the groundwork for the reservation. We had completed community meetings.

We had the NARR issued in March of 2021. Those rent calculations were based on villas and cedars, and ultimately, we closed in July in 2021 once we received our mixed financed, development proposal approval and approval of our evidentiary submittals. So it was a very long process. There's many steps here that are not included in the timeline, but, if I'm leaving anything out, Scott Jepsen can jump in. But we did issue a notice to proceed to the general contractor, which is block, in July of 2021. Essentially, we ended 2021 with completing our site work.

We did have some demolition to complete and then also started our foundation piles and podiums for the larger buildings. 2023, we were completing unit interiors and actually at the end of -- end of 2023, October of last year is when we turned our very first block of buildings. That was our -- the building that included our leasing office and community space and the first of our townhomes. This past year, 2024, we've had phase turnover of blocks. So we had the next block turn in February of 2024. April of 2024 and finally May and June of this year. So, again, we didn't reach substantial completion until we had the last buildings turnover.

SCOTT JEPSEN: So Monique, this is Scott. I just wanted to go back to 2020 and 2021 and emphasize that really all of the front end pre-development work for HUD really comes out of the mixed finance proposal and the exhibit F, and there was very little RAD work that we did other than doing the portfolio application, getting the portfolio award, and working with HUD to determine what the RAD rents would be so that the investor would be comfortable closing, knowing that there was -- you know, essentially a guarantee by HUD that the RAD rents would at least be X amount. So that's kind of the front end. But they wanted and the rest of it was really done through the mixed finance proposal process with HUD.

MONIQUE CHAVOYA: Great. Thank you, Scott. Just a -- again, a project overview. The Oleanders at Broadway is 11 acres. It's new construction. We're a mixed income with now RAD, LIHTC and market rate units. So 174 public housing units, which are now RAD or Restore-Rebuild, 87 low income housing tax credit units that are at 60 percent of area median income and then 87 market rate units. We have a mix of one, two, three and four bedrooms. And you can see that breakout. One important thing to note is that there is no living space on the ground floor of any of the buildings. And so you can see from the photo here at the townhome, this very first

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kind of floor is, there's no living space there, there or on our podium buildings, and it's actually utilized for parking.

And there's a very specific reason for this, as part of redevelopment. And after Hurricane Ike, building codes in Galveston changed where now the first living floor has to be, above the base flood elevation. And in this case, it's seven feet. But to be able to utilize that space, we actually raised that to 20 feet. So this first kind of living level is 20ft in the air. And so, to be able to utilize it for parking, but again, that did present a little bit of challenges as we were going through the HUD Part 58 and explaining that to folks and how that really worked. But here are photos of our completed development unit, interior living room, kitchen, our pool area and splash pad and along our community space.

SCOTT JEPSEN: You know, people might be asking why 87 tax credit units, all at 60 percent Ami. It's because the 174 Restore-Rebuild are also tax credit. And so they're you know, when you think about a tax credit application and competitiveness and award, you're usually x number at 30 percent x number of number 4050 60 or 30 4060. So the 170 for our tax credit units as well. And they're serving those lower tranches in the tax credit program.

MONIQUE CHAVOYA: That's correct. Thank you, Scott, for that. Another important feature in Galveston or Oleanders, is that we are probably one of the first new developments on the island to incorporate stormwater, mitigation design. That is done through a variety of methods. Permeable pavers, stormwater planters and rain tanks that are underground. And so, we have some photos to show and, to show what that looks like. This is actually completed. And so, we have permeable pavers in the streets where people are parking at. But underneath there's rain tanks. Same with the planner and landscape, areas.

And then, we have two large detention, bioswales, that are between our two of our larger buildings. But you can see here how much water we're really are asked. We were asked by the city of Galveston to detain on that 60 percent of the stormwater. We did have our first sort of real test with Hurricane Beryl that came that happened in July. And so the system performed well. There is some minor enhancements that we have to do, but, overall the site was kept dry. And so you can see the rain tanks that were being installed in the planners, during construction, this really felt like there were large moats, around the buildings because these walls in some locations are actually four feet.

Now you really can't see that because they're, covered up, but you can see what that construction looked like. And then again, here are photos of some of our detention bioswales that have been used. Or you can see water being detained our permeable pavers there throughout the site. With underground rain tanks. And then one important feature is that we did have to select landscaping that was tolerant to being in water. Because in many of these cases, as the water percolates into the rainwater, into the rain tanks, one of the things that we also have to, we had to address is that the groundwater table is actually not very deep in this part of the island. And so the how fast the water actually drains down into the ground depends on also the tide, of the bay. And so there's some sometimes that the water will actually percolate faster and others where it will stay. So we did have to consider that for the plants in terms of, being able to withstand, what, wetness. And then with that, I'll turn it over to Cheryl.

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CHERYL LOVELL: Thank you. Monique. So it took a long time to build, but there were some considerations that we, we want to go over to for you to think about. The first one is about initial occupancy. Basically, there are two options. You can occupy it as public housing and then convert to RAD, or you can occupy it as PBV or PBRA. Whichever option you choose after the rad, close it. So here's a considerations about how you choose which one of those to do. First is the time between construction completion and closing.

In our case, we started completing buildings and occupying them, like in October and November of 2023. And we had very tight lease up schedules by the funders. So because of the size of the development and the way it was built and turned over, it was not practical to wait till we close to start occupying. We just wouldn't have made it. The other consideration is what you have, the process you have to use for switching from public housing to either PBV or PBRA. There's some work involved there, and it depends on, you know, how you set it up if you're using private management, if you're managing it yourself.

There's a lot of there's a lot of different issues there about the process for switching. But basically you have to, switch the occupants from public housing to PBV or PBRA. And you can do that, in your own systems. Other considerations I would, encourage you to think about is your waiting list options. So if you want to do project based or and you don't have that option available. You need to make sure all your policies, cover what it is you, how you want to occupy these units, and how you want to proceed with, with occupancy. Those policy revisions need to be thought about early on and not wait till you finish, because there is generally some notice and comment requirements for you to revise your policies.

Morning resident engagement. So, there's basically two levels of resident engagement required in the Restore-Rebuild. So, there are new construction requirements. And then if you are, you know, doing more of the acquisition rehab where there's existing with their existing, development, existing residents. So the new construction requirements, they vary depend on, on, on exactly your timing of occupancy. But in our case, we used individual resident engagement, which was -- in other words, as people moved in, we were giving them a REN and then, some lease changes that would be facilitated once the development was converted. And, generally telling them that the development was going to convert to RAD in the next several months.

Please be aware that templates are available, but like for the REN, contain a lot of information that's not really applicable. So like there's a lot of stuff in there about relocation. If it's new construction that's not really applicable. So you need to be prepared to explain that. Make sure you include all the requirements because we missed one. And then we had to have to reissue our, information and have a meeting. We were trying to avoid a meeting because we didn't want to call out the individual public housing residents as being different from the residents of the rest of the development. If you're doing it with the existing development, the process is much is very similar to other conversions. There are some timing differences, so you just need to pay attention to the guide about when those engagements are required and what the timing of those specific engagements are.

SCOTT JEPSEN: Cheryl, can I say that one of the unique characteristics we did for since it was new construction, new residents, and you mentioned the individual resident engagement at the time, like Cheryl said, we talked to them about, you're going to start out as public housing, then

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you're going to convert to RAD. And so we actually had them at least sign two leases, one a public housing lease and one a RAD lease. So that it would be our goal was to make it invisible to our tenants.

So, as Cheryl said, we didn't have to have special meetings to differentiate those living in public housing or project-based units versus the market rate people or the tax credit only people. And as Charles said, we missed one requirement. So we did have to hold a public meeting, but our goal was not to have to do that. So I think that's something to pay attention to. If you get caught in a situation like we did where it takes so long to lease up, and so it takes quite a while, between when the first unit is leased and when you actually go through the RAD conversion.

CHERYL LOVELL: One thing I forgot to point out, if you choose to lease up after you close, you do need to consider that the you know, you may have completed units sitting there for a little while that are empty. Now, there's obviously lots of stuff to do to get people ready. Don't get me wrong. But you know, that's a policy decision you need to think about. Is there -- is there an issue with, you know, your converted units sitting vacant for however long it takes you to close? And if you're prepared, it won't take really long, but you just have to understand that that's a possibility.

Next you need to -- you're going to have to load the information and pick or its successor. I don't know when its successor is coming, but I know it's out there. This is something you need to work with your field office with very closely. And I would recommend notifying them as early as possible so that they can help you with this process and, and help everybody to understand what's required for the process. Field offices, some field offices don't do new developments very often, so they may need some time to refresh themselves on how this is done. But the units -- the units that were are built as public housing will have to be loaded into pick and their characteristics.

That pick requires there is a spreadsheet for uploading them. It's out there in -- on the website and in the pick information. But again, it's really important to work with the field office early so that everybody understands what's going on. And again, if anybody needs assistance that they have time to get it. The initial year funding, there is a possibility of operating subsidy eligibility. So it happens after DOFA. So DOFA stands for date of full availability, which actually only means 95 percent availability. But we'll talk about that in a minute.

So there is, as you're aware, if you get operating subsidy for public housing units. Now, there's a timing issue with, operating subsidy. There's a notice published every year that tells you when you have to submit your information. And there's what I call the great black hole in operating subsidy if you have new developments. So if it's after a certain period of time, usually early to mid-June, sometimes as late as early to mid-July, You're not. It doesn't matter if you were technically eligible. If you don't apply, you won't receive funding for that for that year. And reminder, since these are new units, there is no capital fund available.

So the capital fund portion is not available. In the first in the initial year. So, and even if you are eligible for operating subsidy, it won't come right away. So I say all this to say be very careful to size your lease up, reserve appropriately. In other words, don't count on getting any subsidy in the initial funding year at all. And size your lease up reserve appropriately so that, you know, if you do get it, great. But there's more likelihood that you the timing is so difficult that it is it is

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more likely that you probably won't get it. So just size your lease up. Reserve appropriately. Moving on.

Okay, so 60 days before you reach DOFA, you notify the office of recap that you're 60 days out and you follow the requirements on the guy. The guy is very good at telling you what you need to do. And your notification to the Office of Recap reopens the RAD resource desk for submissions. So the DOFA, as I said, is data full availability. It needs occupants -- occupancy certificates for 95 percent of the units. Temporary occupants -- temporary certificates of occupancy are acceptable. Again, you need to work with the field office because they are the ones that actually do. The DOFA -- enter the DOFA information into what's now picked and its successor, I assume.

Again, the field office may not have done this very often, so they may not be familiar with it. And I will say that field offices may have, like some of them may want to see every one of the occupancy certificates. So you just need to understand what the field office's expectations are before the due date is reached, so that you don't get a surprise when you try to get the date entered. There is a HUD form. It's very old. But it's still used by most people that -- it's a one-page form. It says DOFA. We had DOFA on X date and is signed by everybody, so it's not that difficult of a form to fill out. The chap is issued after the Duffy date and the construction completion update. So it's pretty easy to get the chap, for this project for, for the project after you hit the DOFA date. Okay. Sorry. A little noise in the background. Okay. So once you open up the resource desk, you have to submit a streamlined financing plan. One thing you have to do is submit a demolition disposition application. This is the same as regular ad, so you'll get a DDA number.

It's a -- it's a very streamlined submission and it's in Pic or its successor. You have to submit the contact information, in their ad resource desk. I urge you to pay attention to the signature blocks, make sure all the drafters and everybody are in, understand who the signature blocks are, who the signatories are, and make sure all the all the entities are described the same. And the signature blocks. We had some issues with this, that, you know, that made us. That caused us a slight delay, nothing big. The transaction log sources and uses for the conversion and an updated operating performance required.

There's a title report, and if you are going to be still continue under your pilot agreement, there will have to be an opinion or there's a proof of real estate taxes. You have to submit the environmental assessment Part 58. And this is the one from the mixed finance approval, so you should already have it. I will say that if your initial assessment required mitigation, you're going to have to supply those documents that you did the mitigation. In our case, like, there was a noise attenuation requirements, a flood insurance requirement, some maintenance procedures and lease addendum for the groundwater containment. So we had to produce all that, all those documents to show that we did the mitigation as part of the streamlined financing plan.

Be aware that there are radon tests post-construction. And I tell you all this because some of these items take some time to obtain. So if you want a quick conversion, you need to start gathering the information before the project is completed. Next, then, after you submit the streamlined financing plan, an RCC is issued. This is very similar to a regular RCC, and a closing coordinator is assigned. The checklist for the closing documents are very much the same

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as other conversions for a zero debt. If you want to close quickly, you should start drafting your documents early. You can upload the documents. You can upload your closing documents any time after you have the RCC. You don't have to wait. You don't -- you can upload any time. You don't have to wait for the RCC. Again, pay attention to the signature blocks. Make sure they all match. It can take up to 90 days for review and closing. And to ensure funding for the next full calendar year, you need to close and have a half contract executed by December 1st. Or you will -- you will risk not getting, the half subsidy for the, for the next year.

SCOTT JEPSEN: I think in our case, we closed November 26th or something like that. Didn't we?

CHERYL LOVELL: 27th. Cut it a little close, but we did it, thanks to the man of the hour -- closing coordinator [ph], Steve.

JULIA JONES: Wonderful. Thank you all for that great presentation. We'll move into the Q&A session now. Please do feel free to use the raise your hand function to ask a question. I'll call on you if you raise your hand, and you can unmute and ask your question. Live to raise your hand, you can select reactions at the bottom of your screen. You might have to select more at the bottom of your screen and then select the Raise hand button. You can also message me in the chat. Just hit like reply to hosts and panelists and you can send me a question. That way if you're unable to come off mute.

Again, we have lots of wonderful folks here with lots of experience. So please do, send in your questions for the whole group while we queue up some questions. I will go ahead and launch a quick poll just so that we can get an idea of who's in the room. Let me get that up here. Great. And so this question is asking you to select the statement that best reflects your experience with Restore-Rebuild so far. All right. A couple of folks have their NARR [ph]. Some have had their first conversion call. A couple have closed a project or projects under construction. So we have a pretty good mix here of where folks are in the process. We do have some folks saying their PHA has not taken any action, but they're interested in the program. Great. I'll go ahead and end the poll. You all can see the results. And I will start asking questions from the chat. Unless we had someone who wanted to ask live. It looks like you've unmuted yourself. Did you want to ask a question? Okay. Feel free to raise your hand. If you'd like to come off mute and ask your question live. I will start asking a few questions that we have here in the chat. So one is do all of the buildings have elevators? If not, how is accessibility achieved?

MONIQUE CHAVOYA: I'll answer that. So the larger podium buildings, there's five of them. They have elevators. So those are elevator served. And that is where we have our accessible units. The townhome buildings do not have elevators, so they are not accessible buildings. TDA does have an accessibility, or what they call their visitability [ph]. So what we had to do is make sure that we had the same unit types. Those unit types have to be within 120 square feet of each other and with the same amenities. So, they can be the townhome units are considered the same unit type as the units that are in the podium buildings.

JULIA JONES: Great. Thank you. Monique and John, would you like to come off mute and ask your question?



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JOHN MOORE: Yeah, I'm with the housing authority, the county of San Bernardino, and we've got two Faircloth -- or two projects that we're doing right now. I'm addicted to the name. Sorry. So one project was just awarded tax credits yesterday, and I'm worried that we're running a little bit behind with our Fairclough paperwork process. Based on where we are right now and the transaction. When do you think is kind of a hard deadline, we need to impose upon ourselves to get all of our, paperwork submitted, our MDP and our narrative. Because we're working on it with our partner developer. But I'm starting to worry that we're falling behind schedule.

SCOTT JEPSEN: I actually think the process goes pretty smoothly through Belinda's office. Obviously, you can't submit your mixed finance proposal until you have your investor and lender selected. So you need the LOI in order to give in that meeting.

JOTVEER S. KHANGURA: So, you know, you need all that to provide the level of detail they need. But my experience is if you put together a good mixed finance proposal and budget that HUD's pretty quick at going through it and providing any feedback and moving you to closing.

JOHN MOORE: Okay.

SCOTT JEPSEN: But I certainly would, you know, be in contact with Belinda about what your anticipated closing date is, just so that you do have enough time. If you're if you just got an award, I assume you're probably not closing until late 2025 or something like that.

JOHN MOORE: I think it's going to be sooner than that. We're issuing the RFP for debt and equity right now. We're anticipating around March, awarding that. So, it sounds like we need to be, in front of you pretty soon, but would it be wise for us to submit now, even with that RFP pending for debt and equity? Or is it preferable to wait till we've awarded that?

BELINDA BLY: I think it would. We would need to know that before we could go to closing or approve. You can always write our email box, and we can connect you with someone to even talk to you in advance of submitting your proposal. If you would like, we can assign someone to do that.

JOHN MOORE: Perfect.

BELINDA BLY: And the other thing I want to point out is usually we're back. We get back to folks pretty quickly. It's just when we have when we have questions. If you can turn that around quickly, that helps too.

JOHN MOORE: Certainly. Yeah. Does your -- email in the chat anywhere, Belinda, or --

BELINDA BLY: So, let me figure out how to do that, and I will do that. Awesome. John, have you, been in contact with your field office yet? I think we've talked to you about these projects, but it's been some time now. But it was mentioned in the presentation. Like, there's a few things you want to do before you. Your full development proposal is ready, so I'm wondering if you've engaged with the field office for, like, the site neighborhoods review and the environmental.

JOHN MOORE: No. And I think I need to -- so, if you could help me with that, that would be amazing.

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STACY: Yeah, I think, as, like, a first -- next step for you is -- probably, we should engage the field office. I'm not sure if this would be a Los Angeles or regional in San Francisco. But we could engage someone from the appropriate office, from the public housing field office there that will help facilitate, like the environmental review and the site neighborhoods review, so that you can start getting those, people reviewing those because those likely will come, you know, in an ideal case, those approvals are in hand when you're ready to submit the full development proposal to Belinda's office.

JOHN MOORE: Awesome. Yeah. Stacy, I'm pulling -- I just ran your name in my email, and I see that we corresponded back in September.

STACY: Okay. Yeah.

JOHN MOORE: And this deal was a little less hot at that time. Now it's burning hot, so --

STACY: Yeah. So let's reconnect and let's make sure we have someone from the field office that can be ready to, review those, like, initial pieces sooner than later.

JOHN MOORE: Okay. And, you know, Tanya Dempsey.

STACY: Yeah, I was thinking she was your consultant for the --

JOHN MOORE: Consultant -- CSG advisors. Okay.

STACY: Well, she has me on speed dial, so.

JOHN MOORE: Yeah, I figured.

JOHN MOORE: Tanya is the HUD whisperer. So. Yeah. Everyone in HUD is well aware of both of these transactions and a lot of details regarding both of them. Thanks to Tanya. I'm just. I'm nervous because I've been flying blind, trusting Tanya all this time. And I'm like, you know what? It's time for me to step in and start talking directly to her. As the official representative of the Housing authority. I need to know what you know. I can't just lean on my consultant anymore.

STACY: Yeah, I think those conversations were still preliminary. There were some things you guys hadn't really, really nailed down yet. So this is like, I think the perfect time. So don't feel like you're behind yet, but it certainly is the right time to start reengaging with us. And so do you know who your -- I think their portfolio specialists that you work with, is it the Los Angeles office?

JOHN MOORE: I do not know. And that's a that's an answer I have not been able to get from anyone, whether that's going through LA or not. So Tanya told me we'll probably get reviewed out of the DC office. But in terms of all the things that you just mentioned, I haven't been able to get a straight answer. There's some history on both of these projects and as I understand it, some of the review went through NLA office. But that's like historic. It's old. It's like probably two years ago. So, you know, currently I don't know if that'll still be the case. So I could definitely use your guidance on that. I'm sending you a follow up email right now to set up a follow up call.

STACY: Okay. Sounds good.

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SCOTT JEPSEN: Yeah. I guess I'd suggest going looking at the full proposal and reading, like Stacy said, some of the back end, the back. I don't know, the last few pages have a list of everything that you have to have completed in order to get HUD to write the approval letter for closing. And so some of those are long lead items that you should, refresh your memory on and get started on.

JOHN MOORE: [inaudible] is -- cost me several hair follicles the last three months because every time I'm told we've gotten everything, and the bar keeps moving. I don't know if you know Isabel Brown, Stacy, but she's our attorney, and she's coordinated the welfare exemption letter and all these different items. I mean, we've literally spent, like, two months now on that list, and I think we're finally done. Every time I say it, I jinx us because then they say, oh, actually, you know, you know, you missed this or you missed that. So, at this stage, I think I really just need to be talking to her directly myself on behalf of the team, because, we have just beat this thing dead. We've been working on it really hard for, like, three months now.

BELINDA BLY: Yeah. So, Nick, I was just looking at our log in. Nick -- Nick Birck, who's actually been on this call, is assigned to work with your housing authority and has already been doing some work.

NICHOLAS BIRCK: Yeah, I was going to say we haven't talked in a while, so feel free to reach out.

JOHN MOORE: Okay. I'm going to copy you on this, Nicholas? Did I email you before? I'm running your name now.

NICHOLAS BIRCK: I'm the primary contact, so. And I've talked to Tanya recently, I think, so -

JOHN MOORE: Yeah Looks like we were. Of course, well, Tanya corresponded with you in July and in March. Okay. So I'm going to loop you in on this thread too, Nicholas. You answered some questions about -- yeah, yeah. Okay. Nick. So you know all my pains right now. Nick I'm sure you probably know exactly what I'm about to ask you in this meeting, so. Our [inaudible] is done on the Valencia Grove project, and it's nearly complete on Arrowhead Grove. Our developers, National Corps. And we were just awarded tax credits on the on the National Corps deal with Arrowhead Grove yesterday. So we really need to have a check in meeting like ASAP. Nick, are you -- you're in the LA office?

NICHOLAS BIRCK: No, I'm the HUD headquarters staff that will review. But you do need to, of course, like Stacy said, have the Part 58 environmental site and neighborhood standards reviewed and approved through the field office. As with any other mixed finance transaction.

JOHN MOORE: Do you know who in the field office should be my point person?

NICHOLAS BIRCK: I would recommend reaching out to the field office director, Meena Bhavan.

JOHN MOORE: Meena Bhavan. Okay.

NICHOLAS BIRCK: Meena Bhavan or [inaudible], I'm not sure, but -- yeah.

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JOHN MOORE: Got it. Thank you. Yeah. I'll provide updates on all those other items, the environmental and everything when we talk.

JULIA JONES: Great. And as you all have observed, we have great staff on the call as well. If you have any questions for them with the Office of Recapitalization. I remember Stacy in the last, one of these Restore-Rebuild sessions. We did, we talked about three things that were really important to start sooner rather than later with your field office. And I'm wondering if you remember what those three things are. I can also pull it up.

STACY: Oh, Nick's going to have to help me because I know it's the environmental assessment, the site, neighborhood standards review and.

NICHOLAS BIRCK: Accessibility sending in the architecture.

STACY: Oh, yeah. So, and actually the preliminary drawings can be reviewed by headquarters. So there's -- there are three things. Two of them are items that you want to engage with, the field office, the environmental and site and neighborhood standards. But the preliminary drawings for new construction, or blueprints for if it's existing housing, can be reviewed by an architect in Belinda's office. And Nick has been helping to facilitate those reviews with an architect and I think --

SCOTT JEPSEN: Sorry, Stacy. Keep going.

STACY: I was just going to say, I think Belinda or someone dropped in the chat the hour at hud.gov. That's their general inbox where you can request an architectural review in advance.

SCOTT JEPSEN: I was just going to say I'm working with a different housing authority who's going through Faircloth thread, and we're actually doing the HUD architect review prior to submitting for tax credits, because we don't want any surprises. Post getting funding award and having to then change design and not be able to build the property out because we didn't ask for enough money. So, you know, as Stacy said, we're getting early reviews done, which should help us know that the design and the GC, estimate are going to be good going forward.

JOHN MOORE: Great.

JULIA JONES: What other questions do folks have, regardless of where you are in The process how engaged you've been with Restore-Rebuild. And again, if you don't feel comfortable or can't come off mute, you can always send me a question via the chat as well. I will queue up another question that we had in the chat. Actually, from Jaime. So how many units are now occupied by former public housing residents?

MONIQUE CHAVOYA: This is for Oleanders. Yes. And by public housing. Former residents that were displaced. Or maybe if you can elaborate a bit.

JULIA JONES: I mean, could you provide just some clarity on what you were thinking with this question?

JAIME: Sure. So in hopes and in choice, there are requirements for at least priority for former residents. For the deep subsidy new unit. So, I'm just curious in in your circumstance, given the

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extent of the displacement and so forth, what level of original residents that were at the property before its demise have been able to return?

DEYNA SIMS: Hi, Monique. I'll take a stab at that one. So we've actually only had a handful of displaced residents, displaced from Hurricane Ike to return. You know, we did include that as a preference, for them to return. And I would guess that, you know, it's been a 16-year process. And so pretty much after they relocated, they just didn't return.

JAIME: Mm-hmm.

SCOTT JEPSEN: And one of the things he was required to do was to track, you know, or try to find all 569 displaced residents. And so there was a concerted effort to reach out to them, tell them what was going on, tell them when new developments were being created and lease up. But like Deyna said, very few then elected, even though there was a preference for them to return, very few elected to take the opportunity to move because I think it had been, you know, I mean, 2008, when did -- I know [inaudible] built some units on its own, but then we had cedars and villas. I'm trying to remember when those came online. Do you remember, Monique?

MONIQUE CHAVOYA: Cedars and Villas came online in 2015 and 2016. So even then, that was, you know, some time, about eight years, really eight, nine years. So as Deyna said, it's been a long time coming to get to the final, you know, the rebuilding. You know, as part of our lease up, we did send letters to the original 569 as part of a kind of a priority for first return. But like Deyna said, a lot of folks that were displaced have gone on and made lives in other places.

JAIME: And were those tenants able to receive vouchers or you a voucher agency as well as public housing? That's another reason why they may have, you know, many of them may have ventured out to a different or ported out to a different, geography.

DEYNA SIMS: Right. So yes, we do have vouchers and if I recall correctly, I, I believe we were running the DAP program then. And so a lot of those tenants received DAP vouchers.

SCOTT JEPSEN: Right? They didn't get Section 8, you know. Housing authority vouchers. They got vouchers and but the housing authority did build scattered sites using project based vouchers as well. And the same thing as Monique said, you know, the same opportunity to return to those units was offered as well.

JAIME: Great, great. Well, it's not -- I'm not to be unexpected because that was the experience in Hope six. Once you go through such a major redevelopment process, there's a lot of years passed and moving is not an easy thing. And especially with the school years and all those other issues, and school districts, it's a challenge. Julie, if I could ask a question in a different area.

JULIA JONES: Yes. Please go ahead. And then after that question, I have a few here in the chat as well.

JAIME: Okay. And I'll just give Stacy a heads up. I may ask for her input on this question as well. So the as noted earlier, but you went over it kind of lightly. The NAS ah and the RAD rents are typically lower because they're new construction units than the RAD rents would have been if it were a, a rehab or an existing project. How much of a haircut was taken? in your, in your NAS and were you able to supplement your, RAD rents with any of the resources available, such

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as, demolition, disposition, transition funding or, I don't think you're an MTW agency, but they, they have a fungibility between their, their section 18 funding and their or their voucher funding and their housing authority funding. And then also under the Fairly recent changes to the program. Accessing your own voucher, surpluses or reserves. So, were you -- how big a haircut did you get? And were you -- did you need to or were you able to supplement with any of the available resources? And Stacy, did I leave any other options available off the table there?

SCOTT JEPSEN: I'll let Monique speak to, but I think we were happy with the rent that we received. I was pleasantly surprised, essentially, because I did think we would be taking a haircut. But when we got to our rent, I -- you know, it looked reasonable. Our investor felt that it was reasonable we could underwrite the project using that. And of course, since we were sort of Experiment in. I'll call it to under the Restore-Rebuild program. First out the door and nobody really knew how it was going to work. None of the current options of boosting the RAD rent to get up to FMR were available or even discussed. And so I think, you know, we went forward based on what we underwrote. So as we converted in this month, we didn't even contemplate boosting the rents because everybody had underwrote it based on what we were going to get.

STACY: Right. So remember, Galveston was the very first Na that we issued that was back in 2021, I think. So the rent augmentation options weren't on the table yet. And I -- I'm not sure like sort of how the rent's measured to like FMR. But this is a one of only a few non-MTW agencies that have been able to make Faircloth to RAD work prior to the rent augmentation flexibility. And it's a large project too. So it's, you know, mixed income and was able to underwrite with the base Na rents even if they were a bit lower.

JAIME: Yeah. And I think that is that is one of the more readily available for all projects, the income mixing, you know, just have a fairly large portion of the units being not the rad, the RAD deep subsidy units.

SCOTT JEPSEN: And we were lucky. Well, I'll call it lucky because due to the disaster we got a huge grant from the state. And so we don't have a perm loan at Oleanders Cedars and Villas do have small prime loans, but Oleanders doesn't.

JAIME: Yeah. And that's why you could do four percent rather than having to battle it out for nine percent. Thank you. Yeah.

MONIQUE CHAVOYA: I was going to say just to Scott on the 4 percent, we didn't qualify for nine because I don't think we were in a boosted area right across the street was but Oleander site was not. And with the rents, if I were just rethinking when we were closing, I think our biggest issue was the fluctuation of commodities in the market because of what was going on with COVID. I think the more -- bigger issues for us were pricing on lumber. So --

JAIME: Thank you.

JULIA JONES: Great. One of the questions we have in the chat, why did the project decide on a one-to-one replacement after the disaster and not more units to accommodate for future needs.

SCOTT JEPSEN: Or if people knew the politics of the island. We're lucky we got done what we got. Yeah. Housing authority was essentially sued by the Legal Aid to require a one for one replacement when they started moving in a one for one replacement, effort. We actually had I

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can't remember whether it was cedars or villas. We had tax credits, and bonds. And we were moving forward to close. And a group opposing rebuilding any public housing on the island, sued us. And so the investor and lender got leery and would not close. And that's when the state stepped in and replaced, the bank and the investor with grant funds. And that's how we, they basically took the money that the lender, the perm loan and converted their grant into the perm loan, and the remaining amount was then the tax credit equity. Just because there was so much, concern about the opposition on the island. There was a whole city council election where every just about everybody got, unelected or replaced due to this program and the requirement to replace public housing one for one on the island. That's how number one, why it took so long. And number two, just how controversial it was.

JAIME: And speaking of cost, if I could tag on to Scott's comments there. And this is not a fair cloth to read or Restore-Rebuild question specifically, but it's certainly a climate related question. So, you have any idea how much of your total development cost was focused on addressing resiliency and mitigating against future flooding and so forth?

MONIQUE CHAVOYA: From a cost perspective, our public improvements, because there is public improvements that we did, was about 7 million just for public improvements. And a large part of that didn't you know, we do have rain tanks in the street. Our hard cost construction for the housing was roughly \$70 million. And so I think the stormwater it's about, I want to say \$7 million, if I recall correctly, when we were building this, we probably have spent a little bit more in terms of some of the additional work that we did as part of that stormwater mitigation for that resiliency. And then, again, building with the units on the first floor, with the first floor not being on the ground level, any, even though there isn't a ground, there is a ground level, right. You have to enter into, into these areas and access an elevator and, and, or staircase. And so the other part of the code requires that those areas be built with flood resistant materials, which are a little bit more expensive. So, you know, there is some cost associated with that resiliency. And again, what was difficult is that, you know, commodities on the market in 2021, a lot of the pricing was fluctuating. I mean, I remember us looking at possibly not doing wood frame. We were talking about metal studs because we didn't -- we could not pinpoint the market. We went to instead of square piles for the townhomes, we went to round piles as a way to try to generate some cost savings, which, you know, then also made construction a little bit more difficult because then you had to square off round piles. So, you know, it's been a very long process. And, you know, certainly Covid and coming out of the quarantine didn't make that easier.

JAIME: Thank you so much.

JULIA JONES: Thank you. One of the questions we have in the chat, it's a bit long so I will read it, but if I need to repeat it I can do that as well. With regard to new construction, do you see any housing authorities using this funding outside of traditional LIHTC [ph]? Mixed financing. Our housing authority is thinking of using this funding source to subsidize projects too small for traditional four percent and nine percent LIHTC [ph] projects. We are looking at 3-to-20-unit projects on undeveloped land, self-funding and using bank financing or HUD 2020 1d for construction and permanent loans. And if we need clarity, we might also be able to see if they'd be willing to come off mute and talk a little bit more about their specific project.

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SCOTT JEPSEN: It's an interesting question. I mean, I think grants -- I know I'm working with a housing authority that's doing 501 C-3 bonds and, you know, other creative things. Yeah, I guess you're going to have to see what your answer is and just see what sort of form that it will support, and then go out and try to find grants or other sources to fill the gap. I mean, it does seem that no matter what, there's going to be a gap and whether the housing authority on its own can fill it and keep it in as a loan and, you know, get paid off through soft cash. Those are my thoughts.

JAIME: And, Scott, I would think that for projects of those smaller, smaller project sites, those are good targets for AHP grant funding from Federal Home Loan Bank. Depending on what bank you go to. Of the ten banks, you know, San Francisco, I think is about the most generous you can get up to two, 2.5 million per project. I have that number, right?

SCOTT JEPSEN: Yeah. You're right. I mean, I think those are probably appropriately sized to know that, you know, these larger projects just don't feel like they can compete for HP or that, you know, it's just it's just not enough money.

JAIME: It's too shallow a subsidy. Yeah.

BEN MOHNEY: Thank you guys. It's actually from me down in South Portland. My name is Ben Mohney. Up in Maine, we actually. Yeah, we probably look at Federal Home Loan, Bank of Boston, some CBDG loan or funding as well. You know, just kind of a big capital stack filling in the gap. So it seems like we're on the right path then, if that's what you were thinking as well. Thanks.

SCOTT JEPSEN: Sounds like it.

JAIME: And some of the new, green funding, IRA funds, or coming about if you're going to be doing any, any solar or anything else that those, those look like good sources and I'm, I'm seeing more and more of those projects getting put together now.

BEN MOHNEY: So yeah, we're looking at IRA, solar for all here ons [ph]. Couple other things sprinkled in there. Efficiency. Maine provides a lot of funding for heat pump and all that kind of stuff as well.

JULIA JONES: That's great. On a bit of a different topic, I have another question in the chat, but also reminder that you can raise your hand if you'd like to come off mute and ask your question as well. So the question in the chat is related again to the field office. So our field office seems to be having trouble or delay in completing the site and neighborhood standards review. Is there any guidance or forms we can send along to them to speed things along? The field office seems to be unfamiliar with the process.

STACY: Thanks, Julia. Is this from Kyler?

JULIA JONES: Yes. Yes, it is.

STACY: Okay. And so you're with John in [inaudible] --

KYLER CARLSON: No, we're two different HSPs. This is Ventura Housing Authority.

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STACY: Okay. Threw me a curveball, then.

KYLER CARLSON: Yeah.

STACY: Yeah. Honestly, I think the, like, best way to approach this is -- is if you want to email me and we can set up a call with the field office and just touch base. If you're experiencing that delay with the site neighborhoods review, if Belinda is on the call, I might ask if this is one of the topics for some anticipated trainings that I know. Her office is, prospectively planning for next calendar year. So there may be some forthcoming guidance she might have dropped off.

NICHOLAS BIRCK: Yeah, I think she dropped off, But you just -- and again, I'm assigned to your PHA [ph], so just contact me and we'll figure it out.

STACY: But Nick, do you know if this is one of the training topics that may be tentative for next year? because there's a series of trainings that I know your office is working on for mixed finance development. I'm just curious if site and neighborhood standards may be one of the featured topics.

NICHOLAS BIRCK: Yeah. I'm not I'm not sure what their plan is, but, you know, it's a matter of there's a lot of traffic cops involved with that. So the field office is essentially working with the field or with the regional fair housing and enforcement. So there's it's not just the field office that is involved, you know, at that stage. So and there could be confusion. We've seen confusion with fair housing, with, you know, what kind of a review to do. So you should let us know sooner than later what's going on?

KYLER CARLSON: As soon as I get an update from the field office to know what's going on, I will let you know.

JAIME: And Nick, I was thinking myself. What site? Neighborhood standard are we talking about here? Is this for new construction? Is this being merged or confused with minority concentration?

NICHOLAS BIRCK: I think we see some confusion with the upfront civil rights review of Arad project, but these are mixed finance projects. So they're subject to the capital fund rule and the site and neighborhood standards in, thing. Is it 624 CFR 905 602 D maybe. Let me check. But they're the -- they're for public housing.

JAIME: Yeah. Okay.

JULIA JONES: That was quite impressive, Nick. I think, one of the themes that has been true in almost all of these sessions is just to engage early and often with both your field office and HUD headquarters, and that they really want you to be successful, and so they'll help you in whatever way that they can, and answering questions and making sure that you have everything you need to get things moving or keep things.

NICHOLAS BIRCK: And it is 602 D.

SCOTT JEPSEN: Yeah, I just looked it up too because I just sent it to somebody else. So.

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NICHOLAS BIRCK: So it's not under 983. And it's not an upfront civil rights review unless you have PBGVs [ph] as well. Which case, you know, you would need to look at 983 standards too.

JULIA JONES: Great. Any other questions? I know we have some folks on that have not yet engaged with Restore-Rebuild. So if you have any questions about where to start or how you should be thinking about things, feel free to ask those in the chat as well or raise your hand. One question that I think was also from Jaime in the chat. Ah, Restore-Rebuild projects eligible for RAD rehab assistance payments. Was that from you, Jaime?

JAIME: That was indeed from me.

STACY: Is this a trick question? I feel like Jaime knows the answer to this question.

JAIME: I don't. I'm really asking.

STACY: so the distinction between regular RAD and Restore-Rebuild is that when a Restore-Rebuild project is approved, the PHA and developer build the project, and it's not until the units are complete that they become public housing, at which time they become eligible to convert. So by that time the work is complete and therefore the work is not done under RAD and would not be eligible for rehab assistance payments.

JAIME: But good question.

SCOTT JEPSEN: Maybe one question I have because again, Oleanders had we submitted a RAD application to become eligible and then requested R&R, but now it seems like you can request an R without having a RAD approval, and the Nar becomes the process of reserving those units under RAD. Is that the way it's working now?

STACY: Yeah, that's right. So a PHA can request a NARR for a prospective project that they have yet to assemble their financing for. And, you know, can be a -- very preliminary assumptions. It doesn't even have to be precise with respect to unit configuration. I mean, there are inputs that you that the PHA. Well, there are assumptions they'll have to make. And we'll need like a zip code. So there has to be some specific enough information about a prospective property. But we use that to generate the NARR and that actually reserves the units under the RAD authority. And that gives the for the ability to use that NARR's -- HUD's commitment to converting the units for that long term subsidy assistance, which we have found is, more, compelling when, you know, assembling commitments for financing. So it is intended to be a very, early commitment and tool that the PHA can utilize and obtain well, before, the RAD conversion is kind of even on the horizon.

SCOTT JEPSEN: Right. And what we're doing is getting the NRA [sic] well in advance of putting together our underwriting for tax credit submission. So, I mean, like you said, Stacy, you know, the earlier you do it, probably the better. Just so you have a better sense of how to underwrite the deal.

STACY: Yeah. And I've seen in a few states where, the applicants get bonus points for bringing on new assisted housing. And so, this is one way to, like, document that there will be new assistance, new affordable units with HUD subsidy. And so, they've used that in our, the you know, if you sometimes coming up on an application deadline, we've been able to prioritize

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those requests so that they can include the actual Nar with our signature on it in their tax credit application.

SCOTT JEPSEN: And for bigger picture, you know, housing authorities considering this, do you have a sense of how long it does take HUD to issue an order. Once the application is submitted.

STACY: Yeah. I will say, unfortunately, right now we're working through a backlog. Some of you might be familiar that when we published the flexibility in the RAD supplemental notice in 2023 that allowed non MTW agencies to augment RAD rents, there was a particular deadline of September 30th, 2024, the end of our fiscal year, in which we had to perform an assessment of how that new flexibility, potentially would impact our future budget. So we did that assessment, and we're able to continue, receiving applications and requests for PHAs and rent augmentations, just as we had been prior to that evaluation. But what that did was sort of, indicate a -- the -- a seeming deadline in which that flexibility could have gone away if there were significant budget implications that revealed itself in that analysis. And so that we kind of had a balloon of applications that came in in September because of that.

So we're still working through that backlog. So it's definitely taking us a few months to get through it. However, we like routinely get requests from PHAs to prioritize requests when there's deadlines and things that they're working on, projects that are in the closer like future than some of the projects that PHAs were anticipating could be several years away but wanted to make sure they had that reservation prior to that September 30th date. So that's a long-winded way of saying, it's taking us a few months right now, but we can prioritize it. In the best-case scenario, our timeline is a couple of weeks to turn around an hour.

SCOTT JEPSEN: Nick. We might need your help on that. I'll follow up with you.

NICHOLAS BIRCK: What's the PHA again?

SCOTT JEPSEN: Why?

NICHOLAS BIRCK: You're waiting on an answer for -- well, you got a revision, right? We always say not to revise.

SCOTT JEPSEN: And Nick Andrews submitted at least two more in our requests for projects that are going to go in for tax credits in February.

ANDREW TANG: Okay, Nick. This is Andrew. It's Llanakila and Ka'ahumanu [ph].

NICHOLAS BIRCK: Okay. Yeah, those are with CAT [ph]. Yeah, we're getting estimates still, so we'll have to check on that. Thank you.

JAIME: Oh, and here's some news. Hot off the press while we're on this call, there's a RAD blast that came out that has the new 2024 RAD wrench and OCAF on a new RAD rents table. So that provokes me to ask. Assuming a project has a Restore-Rebuild project has a CHAP [ph] but hasn't gone to final closing yet on the red side, are they eligible to take the 2025 OCAF?

STACY: So any project that has a chat will get the 2025 OCAF [ph]. The latest wrinkle in that question is can could they also use FY 24 funding levels as the base for their Na rent calculations

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so they could but if you just would want to, assess whether or not based on RAD rent and for that for like what is the trend for those because 2022 was our last rent base year. And it's come down since then. So it may not be advantageous for PHAs to request that reset based on the new ground rents.

JAIME: Good. A lot of people are going to be doing that calculation. Yeah.

STACY: But you raise a good point. So when we issue a Na that is based on 22, until January, based on 2022 funding levels, and then once we get to RAD, closing is when we apply any OCAF between 22 and the year of closing. So know that when you have a Na, the rents would be inflated by the time you get to closing. We typically don't apply the OCAF until we get to the chap issuance, which is that construction completion. But it's just something to keep in mind that it's a point in time and we'll complete.

JAIME: Good. Julia, maybe you could put a link to the RAD blast in the chat.

JULIA JONES: That's a great idea. I may. While I'm doing that, if folks have any additional questions, feel free to drop them in the chat, even if it's something we talked about, you know, during the presentation or earlier in the session and you have a clarification or any other questions, no questions too small to ask during this session while we wait to see if anybody else does have those questions. I did just want to sort of popcorn around the question of what advice would you give to all the agencies on this call who are starting to explore, Restore-Rebuild, and maybe we can just popcorn it around and maybe hear from everyone. I think I'd even love to hear from you, Deyna, just from a housing authorities' perspective. But you don't necessarily have to go first. Scott, Jaime, Monique, all of you. I'd love to hear just what advice you have for PHAS on the call who are exploring this program.

DEYNA SIMS: Hi, Julia. I'll go first and it should come as no surprise, procure very experienced consultants, having a good consultant, having a great team, a good developer. Developing a relationship with your field office is important. Knowing the timeline, the deadline dates. I do think that was an issue that we ran into, as Cheryl mentioned. So all of that is important, but certainly if you have a good team around you, it'll help it make it much easier. Thank you.

SCOTT JEPSEN: I would say start early. I mean, there's nothing wrong with getting an hour just to test whether the, you know, what you have planned is going to pencil. And then, you know, site neighborhood standards. Your head architectural review. What was the third one? Sort of the long lead stuff. Get as much done before you submit for funding so that you, you know, you're not working blind. You've got enough information to actually, get a good proforma together and then to go submit for funding.

MONIQUE CHAVOYA: We'll go next. I think one of the just advice, and this was in Cheryl's portion, but the -- HUD Part 58. You know, kind of after closing, people tend to put that out of their minds. And one of the things that we did have to do was the noise study. Post-construction. That was the first time I've had to do that. Do you typically you do get the noise study, you know, before you build, and that required some time. Thankfully, we were able to go back to our consultants and they turned that quickly for that. But just look at that. And what are the mitigations and that HUD Part 58 and then radon, you can complete a radon test as soon as you

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are substantially complete with the building. I actually would advise to get that done before the units are occupied. It's much easier to go in and put a canister in an empty unit. Well, you know, before someone goes in is in there. Because there's less, obviously less chance of people moving the canister around.

CHERYL LOVELL: I'm going to echo that said, and it goes for more than just the starting information. The three long lead items I don't think you can, need to know what your timelines are and understand what needs to be submitted when, and don't wait till the last minute to start it. I think that particularly drafting legal documents is something people say, oh, well, we'll do that, you know, when we get there. Yeah, you should start early on that so that they're ready, to be submitted when the time for submission is correct instead of starting when, everything else is done because that always takes longer than people think it will. And it's just something that you can never start too early on.

SCOTT JEPSEN: And I know Oleanders was first out the door and sort of, you know, going back to what I said about project feasibility, but for Oleanders, we've submitted our first mixed finance proposal to HUD in November of 2020, and our final mixed finance proposal was submitted to HUD for closing in June of 2021. So, you know, start early and work with HUD to, you know, flesh everything out.

JULIA JONES: Great. Was that everyone who wanted to share? All right. Last call for any questions from the audience, and I'll go ahead and start closing us out. Again, this recording will be available on RAD Resource Desk for review, along with the slideshow that was shared at the very beginning. Seeing no questions coming. Thank you all so much for your participation and particularly, folks who came here today to share your experience with us. I think it's really valuable for the folks who attend these sessions.

A few reminders. Like I said, the session today was recorded and will be posted to RAD Resource Desk with the presentation in the next few weeks. Everyone who registered for the session will receive a notice. When that does come out, and immediately following the webinar, you will receive an invitation to complete a survey on today's session. We ask that you please do complete that so that we can continuously improve. And thank you again. Enjoy the rest of your day. We hope to see you next time.

STACY: Thank you Julia and thank you all to all of our presenters today. Very much. Appreciate it.

JULIA JONES: Thanks everyone. Have a good day.

MONIQUE CHAVOYA: Thank you.

(END)