

Florida Housing Finance Corporation Quarterly Performance Measures and Targets: Quarter 4 - 2017
Exhibit A (Amended)

<p>Metric</p>	<p>Section 420.511 (1), F.S., specifies that as part of its strategic plan Corporation must provide performance measures and specific targets for the following:</p>	<p>Alignment with FL Strategic Plan for Economic Development</p>	<p>Explanation of Performance Measure & Performance Measure Targets</p>
<p>Number of Mortgage Loan Servicers participating in the Hardest Hit Fund (HHF) Programs</p>	<p>(a) The ability of low-income and moderate-income Floridians to access housing that is decent and affordable.</p>	<p>Goals 1, 3 Obj's 3, 4 Strategies 4, 13, 24, 25, 27</p>	<p>Corporation must enter into contracts with private mortgage loan servicers to ensure that they will accept HHF funds on behalf of eligible applicants. Without an adequate number of servicers agreeing to participate in the HHF programs, HHF funds would not be credited toward the mortgages of Florida residents who otherwise qualify and many more would then face foreclosure.</p> <p><u>Performance Measure Quarterly Target: Maintain at least 100 Mortgage Loan Servicers participating in HHF programs at all times.</u> <u>Q1/2017 Actual:</u> 465 Participating Loan Servicers (as of March 31, 2017). <u>Q2/2017 Actual:</u> 475 Participating Loan Servicers (as of June 30, 2017). <u>Q3/2017 Actual:</u> 477 Participating Loan Servicers (as of September 30, 2017). <u>Q4/2017 Actual:</u> 479 Participating Loan Servicers (as of December 31, 2017).</p>
<p>Amount of state appropriated rental funding awarded over time to target populations</p>	<p>(b) The continued availability and affordability of housing financed by the corporation to target populations.</p>	<p>Goals 1, 2, 3 Obj's 1, 2, 5 Strategies 1, 4, 13, 24, 25, 27</p>	<p>The target populations change over time, based on statutory, legislative and policy priorities. In 2017-2018, the target populations are families, elders, persons with special needs, including persons with developmental disabilities; farmworkers and fishing workers; and homeless persons.</p> <p>Performance Measure Quarterly Targets <u>Q1/2017 Target:</u> Open at least one funding opportunity to receive applications/proposals for the current FY funding. <u>Q1/2017 Actual:</u> Eight funding opportunities (specifically, eight Requests for Applications) issued by the end of the quarter. <u>Q2/2017 Target:</u> 80% of the current FY appropriated rental program funds awarded. <u>Q2/2017 Actual:</u> 91.61% of FY2016/2017 funds awarded (\$58,921,106). <u>Q3/2017 Target:</u> Corporation's Board approves plan for allocation of the current FY funding. <u>Q3/2017 Actual:</u> Corporation's Board approves plan for allocation of FY 2017/2018 funding at its July 28, 2017 Board Meeting. <u>Q4/2017 Target:</u> Hold at least one public meeting on one or more draft competitive funding proposals for the current FY funding. <u>Q4/2017 Actual:</u> Four public meetings related to Requests for Applications had been held by the end of the quarter.</p>

<p>Number of participating lenders trained and approved to offer first mortgage financing throughout the state</p>	<p>(c) The availability of affordable financing programs, including equity and debt products, and programs that reduce gaps in conventional financing in order to increase individual access to housing and stimulate private production of affordable housing.</p>	<p>Goal 3 Obj's 1, 2, 5 Strategies 13, 24, 27</p>	<p>Corporation must partner with private sector lenders such as banks, credit unions, and mortgage companies to offer affordable housing programs to qualified first time homebuyers. This lender base forms partnerships with local realtors, title companies, home appraisers, and all other third party service providers involved in successful origination of Corporation's Program Loans and Mortgage Credit Certificates. Without an adequate number of trained and approved lenders, Corporation's programs and resources would not reach Florida residents.</p> <p><u>Performance Measure Quarterly Target:</u> Maintain at least 50 active participating lenders at all times.</p> <p><u>Q1/2017 Actual:</u> 205 active, approved participating lenders (as of March 31, 2017). <u>Q2/2017 Actual:</u> 218 active, approved participating lenders (as of June 30, 2017). <u>Q3/2017 Actual:</u> 231 active, approved participating lenders (as of September 30, 2017). <u>Q4/2017 Actual:</u> 239 active, approved participating lenders (as of December 31, 2017).</p>
<p>FHFC budgeted total operating expenses to actual total operating expenses</p>	<p>(d) The establishment and maintenance of efficiencies in the delivery of affordable housing.</p>	<p>Goal 3 Strategies 13, 25, 27</p>	<p>Based on the annual operating budget approved by Corporation's Board. Year to date through the most recent month reported to the Board.</p> <p><u>Performance Measure Quarterly Target:</u> Actual total operating expenses do not exceed budgeted total operating expenses by more than 10%.</p> <p><u>Q1/2017 Actual:</u> For the one month ending 01/31/17, actual operating expenses were \$342,937 under the budgeted amount of \$1,241,484. <u>Q2/2017 Actual:</u> For the four months ending 04/30/17, actual operating expenses were \$1,829,853 under the budgeted amount of \$5,914,299. <u>Q3/2017 Actual:</u> For the seven months ending 07/31/17, actual operating expenses were \$2,913,158 under the budgeted amount of \$10,416,182. <u>Q4/2017 Actual:</u> For the seven months ending 10/31/17, actual operating expenses were \$4,396,963 under the budgeted amount of \$14,724,923.</p>
<p>Board engagement: attendance and attainment of quorum</p>	<p>(e) Such other measures as directed by the corporation's board of directors.</p>	<p>Goal 3 Strategies 13, 25, 27</p>	<p>Shows the involvement of Corporation's Board members via their attendance at scheduled Board meetings and whether a quorum was achieved at these meetings for decision making purposes over the quarter.</p> <p><u>Performance Measure Quarterly Target:</u> Presence of five Corporation Board members required to achieve quorum at each Corporation Board meeting during the quarter.</p> <p><u>Q1/2017 Actual:</u> 02/03/17 Meeting - 8 of 8 seated members present; 02/22/17 Meeting (Telephonic) - 8 of 8 seated members present; 03/24/17 Meeting - 6 of 8 seated members present (January - March 2017 meetings). <u>Q2/2017 Actual:</u> 05/05/17 Meeting - 8 of 8 seated members present; 06/16/17 Meeting - 6 of 8 seated members present. <u>Q3/2017 Actual:</u> 07/28/17 Meeting - 8 of 8 seated members present; 09/22/17 Meeting - 6 of 8 seated members present. <u>Q4/2017 Actual:</u> 10/27/17 Meeting - 7 of 8 seated members present; 12/08/17 Meeting - 7 of 8 seated members present.</p>

The foregoing report is hereby submitted as of this 31st day of January, 2018, for the quarter ending December 31, 2017.

By: 

Harold L. "Trey" Price, Executive Director