

FLORIDA HOUSING FINANCE CORPORATION
Board Meeting
September 10, 2021
Information Items



FISCAL
Information

I. FISCAL

A. Operating Budget Analysis for July 31, 2021.

1. Background/Present Situation

- a) The Financial Analysis for July 31, 2021, is attached as [Exhibit A](#).
- b) The Operating Budget for the period ending July 31, 2021, is attached as [Exhibit B](#).

GUARANTEE PROGRAM

Information

I. GUARANTEE PROGRAM

A. Status of the Guarantee Program portfolio

1. Background/Present Situation

- a) Since the implementation of the Guarantee Program in 1993, 120 transactions facilitating the construction of over 28,000 housing units in Florida were guaranteed. In November 1994, the Guarantee Program entered into an agreement with HUD to participate in the Risk-Sharing Program; characterized by a 50/50 sharing of default risk in connection with the mortgage guarantee. As of 7/31/21, one (1) multifamily development remains in the Guarantee Program portfolio.
- b) Between November 2008 and April 2010, eight (8) multifamily claims were filed on the Guarantee Program portfolio, representing the total (and only) multifamily claims incurred in its 24-year history. The Guarantee Program experienced a strong 87% foreclosure recovery rate, compared to the 64% national average at that time.¹ Currently, there are no foreclosures in inventory and no developments in monetary default in the portfolio.

B. Corpus and Portfolio Risk Exposure

1. Background/Present Situation

- a) The global liquidity crisis of 2008 collapsed the market for the variable rate bonds capitalizing the Guarantee Program corpus, ultimately leading staff to restructure the debt, paying off approximately \$89 million and refinancing the remaining \$156.2 million in variable rate bonds to a 5-year term loan with Citibank, closing on December 31, 2009.
- b) At that time, the Guarantee Program's total risk exposure was \$754.5 million. Since then, in keeping with the Board's mandate to cede risk from the portfolio, total risk exposure has been reduced over 99%, as reflected below:

Portfolio Risk Exposure

As of 7/31/21	12/31/20	12/31/19	12/31/18	12/31/17	12/31/16	12/31/15	12/31/14	12/31/13	12/31/12	12/31/11
\$5.1M	\$5.1M	\$5.2M	\$19.9M	\$20.4	\$30.9M	\$59.4M	\$158.9M	\$306.5M	\$468.5M	\$578.8M

- c) The continued low interest rate environment has prompted many Developers to refinance their properties, paying-off their guaranteed mortgages and removing them from the Guarantee Program portfolio, representing the primary driver behind the reduction in Total Commitments reflected above. Refinancing activity is reflected in the following chart:

¹ Real Capital Analytics, April 2011

GUARANTEE PROGRAM

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Refinancing Activity

	As of 7/31/21	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Loans (#):	0	0	2	0	1	5	17	22	22	9	12
Risk ceded (\$):	n/a	n/a	\$14.4M	n/a	\$10.2M	\$27.6M	\$100M	\$136.8M	\$149.4M	\$84M	\$117.9M

- d) Contributing to the reduction in Total Commitments was approximately \$115 million in partial prepayments (of mortgages) from SAIL ELI proceeds, funded prior to or at the time of closing, helping facilitate refinancing activity.
- e) Furthermore, Management aggressively reduced the Guarantee Program capitalizing debt, paying off \$90.2 million on April 20, 2011, another \$15 million on July 29, 2011, and the remaining \$51.0 million on December 21, 2012, reducing the Guarantee Fund's capitalizing debt to zero (\$0).
- f) The Guarantee Fund corpus contains approximately \$143 million in capital invested in the Florida Treasury, Special Purpose Investment Account (SPIA), rated "A+f" by Standard & Poor's as of March 29, 2019.

C. Current Ratings (Insurer Financial Strength)

1. Background/Present Situation

Standard & Poor's: May 2020 A+ / Stable outlook
 Cited strengths: "Strong state financial support...Strong asset quality...Strong asset management policies"^[1]

Fitch: March 2018 A+ / Stable outlook
 Cited strengths: "Low Risk-to-Capital Ratio... Limited State support ...Minimal Multifamily Losses"^[2]

D. Risk-to-Capital Ratio

1. Background/Present Situation

- a) Authorized Maximum Ratio = 5:1. Peaking in 1999 at 4.95:1, subsequent management efforts resulted in a more conservative downward trend to the vastly improved ratio of 0.04:1 as of 7/31/21. Capital not needed to support the outstanding Guarantees has been made available to the SAIL program for use in the 2016-2018 and 2019 competitive solicitations. Specifically, \$40 million was made available to workforce housing and the remaining \$78 million to SAIL.

E. Guarantee Program Portfolio ([Exhibit A](#))

^[1] Standard & Poor's, "Florida Affordable Housing Guarantee Fund", May 21, 2020, www.standardandpoors.com/ratingsdirect.

^[2] Fitch Ratings, "Fitch Affirms Florida Housing Finance Corp's Guarantee Fund at 'A+'; Outlook Stable", March 28, 2018, www.fitchratings.com. Fitch Ratings 2021 surveillance was concluded on August 18, 2021 and resulted in Review-No Action of the rating.

HOUSING CREDITS

Information

I. HOUSING CREDITS

A. The development listed below has requested changes to the Extended Use Agreement:

1. Background/Present Situation

- a) Caribbean Village (2016-554C) is a 4% Housing Credit Development. The Extended Low-Income Housing Agreement (EUA) was recorded in Miami-Dade County on December 11, 2019.
- b) On July 20, 2021, staff received a letter from the Owner requesting to release a portion of the land associated with the EUA.
- c) Staff will record a Partial Release of Housing Credit Extended Low-Income Housing Agreement as appropriate.

B. The development listed below has requested approval to allow one subcontractor to exceed the 20% limitation set forth in 67-21.026(13)(f) F.A.C. (2019)¹

1. Background/Present Situation

- a) El Cid Apartments (2019-516C) is a 4% Housing Credit Development.
 - (1) On June 9, 2021, staff received a letter from the Applicant requesting Corporation approval to allow A&G General Services USA, LLC (“A&G”) to exceed the 20% subcontractor limitation. A&G’s original scope of work was remodeling the laundry room. Due to the COVID-19 pandemic and the elderly resident population, the General Contractor, Wilshire Pacific Builders, LLC (“WPB”), was constrained by a limited number of available subcontractors and in addition, felt it necessary to reduce the amount of exposure to the residents. Therefore, WPB contracted A&G to also complete additional work such as framing, drywall, paint, structural repairs to subfloors, flooring installation, appliance installation, and accessories. Total costs attributable to A&G amount to \$915,704 or 28.7% of total costs. Seltzer Management Group, LLC (“Seltzer”), the underwriter on this transaction in conjunction with Global Realty Services Group, the construction consultant engaged by Seltzer found that the costs were reasonable for the scope of work performed and recommended approval of the request.

¹ As a reminder, at the March 12, 2021 FHFC Board meeting, the Board delegated authority to Corporation staff approve the 20% subcontractor limitation set forth in Rule 67-21.026, F.A.C., with the approval being set forth in future Information items.

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- (2) Staff has approved the request to allow one subcontractor to exceed the 20% limitation. However, because FHFC became aware of the excess through the cost certification review, after the work had been completed, no General Contractor Fee or Developer Fee will be allowed on the subcontract amounts that surpass the maximum contract amount allowed under Rule 67-21.026(13)(f), F.A.C. If the General Contractor Fee on this amount has already been paid to the General Contractor, it will be paid out of the Developer's profit and reflected as a subset of the Developer Fee on the Development Final Cost Certification.

C. The development listed below has requested approval to allow one subcontractor to exceed the 20% limitation set forth in 67-48.0072(17)(g) F.A.C. (2017)²

1. Background/Present Situation

- a) Southern Villas of Madison (2018-219C) is a 9% Housing Credit Development.
 - (1) On June 29, 2021, staff received a letter from the Applicant requesting Corporation approval to allow Ultimate Underground, LLC ("UU") to exceed the 20% subcontractor limitation. The original scope of work for UU included earth work, site utilities, roads/walks/paving, site improvements and electrical work. During the rehab, the overall contract sum between the General Contractor and the Applicant was decreased by a deductive change order in the amount of \$79,493 due to cost savings. In addition, UU's subcontract amount increased by \$8,465 for previously unaccounted for code requirements, and UU's total subcontract amount totaled \$394,012 or 20.9% of the total hard costs. AmeriNat® ("AmeriNat"), the underwriter on this transaction in conjunction with GLE Associates, Inc ("GLE") the construction consultant engaged by AmeriNat®, found that the costs were reasonable for the scope of work performed and recommended approval of the request.
 - (2) Staff has approved the request to allow one subcontractor to exceed the 20% limitation. However, because FHFC became aware of the excess through the cost certification review, after the work had been completed, no General Contractor Fee or Developer Fee will be allowed on the subcontract amounts that surpass the maximum contract amount allowed under Rule 67-48.0072(17)(g), F.A.C. If the General Contractor Fee on this amount has already been paid to the General Contractor, it will be paid out of the Developer's profit and reflected as a subset of the Developer Fee on the Development Final Cost Certification.

² As a reminder, at the March 12, 2021 FHFC Board meeting, the Board delegated authority to Corporation staff approve the 20% subcontractor limitation set forth in Rule 67-48.0072, F.A.C., with the approval being set forth in future Information items.

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- D. The development listed below has requested approval to allow one subcontractor to exceed the 20% limitation set forth in 67-48.0072(17)(g) F.A.C. (2017)³:**

1. Background/Present Situation

- a) Orangemont Village Phase I (2018-126C) is a 9% Housing Credit Development.
- (1) On June 22, 2021, staff received a letter from the Applicant requesting Corporation approval to allow Green Exteriors, LLC (“GE”) to exceed the 20% subcontractor limitation. The original scope of work for GE included turn-key roofing, house wrap, siding, and windows. During the rehab, it was found that there was additional unforeseen work required, mainly due to the Uniform Accessibility Standards (UFAS) as required by Rural Housing and Development, which work was subcontracted to GE. Other subcontractors who were options to complete the work originally were no longer available due to permitting and zoning variance delays. Additional costs paid to GE to meet the UFAS were \$54,485, amounting to a subcontract total of \$381,029 or 21.98% of total hard costs. Seltzer Management Group, LLC (“Seltzer”), the underwriter on this transaction in conjunction with C3 Consulting Group, Inc the construction consultant engaged by Seltzer, found that the costs were reasonable for the scope of work performed and recommended approval of the request.
- (2) Staff has approved the request to allow one subcontractor to exceed the 20% limitation. However, because FHFC became aware of the excess through the cost certification review, after the work had been completed, no General Contractor Fee or Developer Fee will be allowed on the subcontract amounts that surpass the maximum contract amount allowed under Rule 67-48.0072(17)(g), F.A.C. If the General Contractor Fee on this amount has already been paid to the General Contractor, it will be paid out of the Developer’s profit and reflected as a subset of the Developer Fee on the Development Final Cost Certification.

³ As a reminder, at the March 12, 2021 FHFC Board meeting, the Board delegated authority to Corporation staff approve the 20% subcontractor limitation set forth in Rule 67-48.0072, F.A.C., with the approval being set forth in future Information items.

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E. The development listed below has requested changes to the Extended Use Agreement:

1. Background/Present Situation

- a) Lexington Club at Renaissance Square (2000-512C) is a 4% Housing Credit Development. The Extended Low-Income Housing Agreement (EUA) was recorded in Pinellas County on December 4, 2001.
- b) On July 21, 2021, staff received a letter from the Owner requesting a revision to Section 2(e)(1) of the Extended Low-Income Housing Agreement (EUA) to correct the unit sizes.
- c) Staff will amend the Extended Low-Income Housing Agreement (EUA) as appropriate.

F. The development listed below requested changes to the Extended Use Agreement:

1. Background/Present Situation

- a) Palmetto Park (2003-509C) is a 4% Housing Credit Development. The Extended Low-Income Housing Agreement (EUA) was recorded in Pinellas County on February 19, 2004.
- b) On June 9, 2021, staff received a letter from the Owner requesting a revision to Section 2(e)(2) and Section 2(e)(3) of the Extended Low-Income Housing Agreement (EUA) to swap “marble window sills in each rehabilitation unit” for “new refrigerators in every unit” and to swap “library consisting of a minimum of 100 books and 5 current magazine subscriptions” for “library consisting of a minimum of 100 books and either 5 magazine subscriptions, or free internet access in the clubhouse and Make a Difference Center.”
- c) Staff will amend the Extended Low-Income Housing Agreement (EUA) as appropriate.

MULTIFAMILY PROGRAMS

Information

I. MULTIFAMILY PROGRAMS

A. Allocations

1. Background/Present Situation

a) General Workshops

- (1) The Geographic Housing Credit RFAs were issued on July 20, 2021 with the following Application Deadlines:

(a) RFA 2021-201 Housing Credit Financing for Affordable Housing Developments Located in Medium and Small: August 26, 2021. 78 Applications were received. The Review Committee Meeting is scheduled for November 17, 2021.

(b) RFA 2021-202 Housing Credit Financing for Affordable Housing Developments Located in Broward, Duval, Hillsborough, Orange, Palm Beach, and Pinellas Counties: August 31, 2021. 21 Applications were received. The Review Committee Meeting is scheduled for November 18, 2021.

(c) RFA 2021-203 Housing Credit Financing for Affordable Housing Developments Located in Miami-Dade County: August 24, 2021. 37 Applications were received. The Review Committee Meeting is scheduled for October 13, 2021.

- (2) RFA 2021-205 SAIL Financing of Affordable Multifamily Housing Developments To Be Used In Conjunction With Tax-Exempt Bonds And Non-Competitive Housing Credits was issued August 17, 2021 with an Application Deadline of October 19, 2021.

- (3) A general workshop for Specialized Demographic RFAs was held on August 24, 2021.

NATURAL DISASTERS RECOVERY UPDATE

Information

I. NATURAL DISASTERS RECOVERY UPDATE

A. Hurricane Michael Update

1. Background/Present Situation

- a) Florida Housing has 68 developments comprised of 597 buildings with 6,134 units in its portfolio located in the twelve counties declared a major disaster due to Hurricane Michael.
- b) From the damage assessments, nine developments reported damage extensive enough to require displacement of some or all households. In total, 652 households have been displaced due to direct damage, unhealthy moisture content and/or the discovery of mold in the housing units. An additional 15 properties reported moderate damage, 17 reported limited damage because of the hurricane. Hatton House, a Jackson County development, was able to return all 76 households to their units once power was restored and the elevator operational.
- c) The status of displaced households typically fell into one of four categories:
 - (1) Those that received FEMA rental assistance despite having to move 30 miles or more to find affordable housing. Many displaced from Bay County had to find housing in Destin, Fort Walton or as far west as Pensacola. FEMA was able to relocate many Jackson County families to Dothan, Alabama;
 - (2) Those that were staying with family or friends in the immediate area to be closer to jobs and schools;
 - (3) Those that were transferred to another property owned by the same landlord; and
 - (4) Those, especially in Bay County, that permanently relocated due to loss of employment.
- d) Florida Housing continues to monitor the damaged properties for regular updates on reconstruction, damage mitigation efforts and rehousing of the displaced households. By December 31, 2020, 100% of the previously uninhabitable units were reoccupied¹.
- e) Forty-one developments have completed all work and debris removal. Work on fence replacement continues at Northgate Terrace II. A summary of the status of developments within Florida Housing's portfolio that sustained damage from Hurricane Michael is attached as [Exhibit A](#).

¹ The city of Panama City planned to purchase Independence Village (Bay County). The 24 uninhabitable units were demolished and the city plans to replace the units with affordable workforce housing. On June 2, 2021, the city advised that all communications ceased with Independence Village, LLC., whose managing member is Big Bend Community Based Care, Inc. Florida Housing has initiated foreclosure proceedings.

NATURAL DISASTERS RECOVERY UPDATE

Information

- f) The current status of Hurricane Michael related Requests for Applications (RFAs) and developments awarded funding through those RFAs is attached as [Exhibit B](#).

B. Hurricane Sally Update

1. Background/Present Situation

- a) Florida Housing has 113 developments in its portfolio located in the 14 counties declared a major disaster due to Hurricane Sally. Of the 21 developments that reported mostly limited damage, 18 completed all repairs. A summary of the status of developments within Florida Housing's portfolio that sustained damage from Hurricane Sally is attached as [Exhibit C](#). No households were displaced by the storm.

C. Hurricane Eta Update

1. Background/Present Situation

- a) Damage reports received indicated limited to moderate damage to roofs and windows combined with limited landscape damage. Of the 34 properties that sustained damage, 32 have completed all repair work as of August 15, 2021. Thirty (30) households were displaced due to flooding at Glorieta Gardens in Opa-Locka, Miami-Dade County. As of August 15, 2021, management reported 19 households remain displaced. A summary of the status of developments within Florida Housing's portfolio that sustained damage from Hurricane ETA is attached as [Exhibit D](#).

D. Tropical Storm Fred

1. Background/Present Situation

- a) There was no reported damage from Tropical Storm Fred.

PROFESSIONAL SERVICES SELECTION (PSS)

Information

I. PROFESSIONAL SERVICES SELECTION (PSS)

A. Single Source for Internal Penetration Testing and Firewall Configuration Review

1. Background

- a) In April 2021, Florida Housing engaged Security Compliance Associates Franchise Systems, LLC, to conduct an external penetration test of Florida Housing's network and assess the integrity of the existing firewall.

2. Present Situation

- a) Florida Housing's Chief Information Officer believes it is in the best interest of Florida Housing to conduct a follow-up internal penetration test and firewall evaluation based on the information gained from the previous external penetration test.
- b) Rule 67-49.0032, F.A.C., in pertinent part, allows the Executive Director to "exempt Commodities and Contractual Services from the requirements... upon a determination that such Commodities or Services are most readily available from a single source..." for purchases under \$35,000 annually.
- c) The Description of Single Source Purchase document was posted to Florida Housing's website on August 30, 2021. As of press time, no comments have been received.

SINGLE FAMILY HOMEBUYER PROGRAMS

Information

I. SINGLE FAMILY HOMEBUYER PROGRAMS

A. Single Family Homebuyer Programs

1. Background/Present Situation

- a) Florida Housing's Homebuyer Loan Programs provide assistance to eligible homebuyers by offering low-cost, 30-year, fixed-rate mortgages together with down payment and closing cost assistance (DPA). Currently, we have four first mortgage programs; the Florida First Government Loan Program (Government Loan Program), the Fannie Mae HFA Preferred Conventional Loan Program (HFA Preferred), the Freddie Mac HFA Advantage Conventional Loan Program (HFA Advantage), the Salute Our Soldiers (SOS) Military Loan Program.
- b) The Government Loan Program offers borrowers a 30-year, fixed-rate mortgage using all approved government-insured loan types. These include Federal Housing Administration (FHA) loans, U.S. Department of Veteran Affairs (VA) loans, and U.S. Department of Agriculture-Rural Development (RD) loans. This program is funded through both traditional mortgage revenue bond sales as well as by the sale of Mortgage Backed Securities (MBS) into the secondary markets.
- c) The HFA Preferred and HFA Advantage programs offer first mortgage loan products developed specifically for state housing finance agencies. These programs are offered both as bond-financed products as well as forward delivery "To Be Announced" (TBA) products in conjunction with our TBA Program Administrator, Hilltop Securities. Single Family Program Staff sets daily mortgage interest rates for the TBA loans based upon prevailing market rates and predetermined profitability goals. The conventional loans, originated by participating lenders, offer borrowers 30-year, fixed-rate mortgages.
- d) Borrowers at or below 80% of the area median income (AMI) benefit from lower mortgage insurance costs on these loans when compared to other conventional mortgage products, as well as similar government-insured loans such as FHA.
- e) The SOS program offers our military service personnel and veterans 30-year, fixed-rate first mortgage loans lower interest rates than our standard loan programs and with several down payment assistance options. This program is available in all 67 counties throughout Florida to borrowers who are purchasing a primary residence, meet income and purchase price limits, can qualify for a first mortgage loan, and successfully complete a homebuyer education course. We have allocated \$8 million dollars of DPA for this program which should help over 1,100 military families acquire a home in Florida while generating approximately \$300 million in first mortgage loan volume.
- f) Florida Housing offers qualified homebuyers DPA in the form of a second mortgage loan in conjunction with our first mortgage loan programs. Our Florida Assist loan is a 0% interest, non-amortizing, deferred payment loan. This second mortgage program serves homebuyers with an AMI of up to 120%, adjusted for household size. It is repayable in the event the home is sold,

SINGLE FAMILY HOMEBUYER PROGRAMS

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refinanced, deed is transferred, or the home is no longer the borrower's primary residence.

- g) Beginning June 1, 2021, the amount of our Florida Assist second mortgage increased from \$7,500 to \$10,000 for all FHA, VA and USDA-RD loans. FHA loans continue to be the gateway to homeownership for most first-time homebuyers, especially those who come from economically disadvantaged backgrounds. With housing costs continuing to rise throughout Florida, this additional \$2,500 will help fill the widening gap between what otherwise credit-qualified borrowers have in available funds and what is needed in assistance to purchase a home.
- h) The HFA Preferred PLUS and the HFA Advantage PLUS programs offer 3%, 4% and 5% of the loan amount in DPA as forgivable second mortgage loans. These loans are forgiven 20% annually over a 5-year period unless the home is sold, refinanced, deed transferred, or is no longer the borrower's primary residence. If any of these actions occur prior to the 5-year forgiveness period, any unforgiven balance becomes due and payable.
- i) We also offer an amortizing second mortgage product, the Homebuyer Loan Program (HLP) Second Mortgage. This product is offered across all of our first mortgage programs and provides up to \$10,000 of assistance at a 3% fixed interest rate and is repaid in monthly payments over 15 years.
- j) Single Family Program Staff continually offers a three-hour, Department of Business and Professional Regulation (DBPR)-approved continuing education (CE) course for Realtors, which is coordinated through local Realtor boards throughout the state. Realtors who attend these classes receive a general three-hour CE credit while learning about our Homebuyer Loan Programs and other affordable housing programs available to their potential homebuyers. We have received permanent approval from DBPR to continue offering the class via webinar (online) format. We have found this format to be highly effective in attracting more realtors to the classes while eliminating travel costs entirely. Our most recent classes were conducted for the Tallahassee Board of Realtors, Broward, Palm Beaches & St. Lucie Realtors, Pinellas Realtor Organization & Central Pasco Realtor Organization. Over 117 attendees joined our Single Family Staff online for these three classes. Some local realtor organizations are interested in offering in-person classes again and staff will resume in-person presentations once they are able to guarantee a minimum of 25 Realtors for each class.
- k) Single Family Program Staff also conducts telephonic and webinar trainings for lender partners throughout the state. Single Family Staff conducted a webinar training focusing on general program guidelines for Valley National Bank on 07/22/2021. Lender trainings may generally consist of program requirements and recent updates, system training offered in conjunction with our compliance administrator, eHousingPlus, and first mortgage and servicer requirements and updates offered in conjunction with our master servicer, US Bank Home Mortgage. Together, Florida Housing, eHousingPlus and US Bank Home Mortgage provide lenders with information to better assist with the origination, delivery and purchase of first and second mortgages originated through our Homebuyer Loan Program.

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- 1) We also partner with other stakeholders such as mortgage insurance providers and the Government-Sponsored Enterprises (GSE), Fannie Mae and Freddie Mac, to better educate and inform our lenders of recent industry changes. On July 21st, we partnered with Freddie Mac to discuss Affordable Housing with the Orlando Regional Realtor Foundation. On August 11th, we partnered with Essent MI to provide marketing training for Loan Officers and Realtors. We had over 116 participants in these online presentations.

SINGLE FAMILY HOMEBUYER PROGRAMS

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HOMEBUYER LOAN PROGRAMS SUMMARY

	2020 HLP Program Totals	2021 HLP Program Totals	2021 HLP Government Loan Programs Totals	2021 HLP Conventional Loan Programs Totals
Average 1 st Mortgage Loan Amount	\$177,395.00	\$193,386.30	\$196,790.41	\$189,223.34
Average Acquisition Price	\$183,399.00	\$200,622.00	\$201,041.00	\$200,109.00
Average Compliance Income	\$51,747.00	\$52,538.14	\$54,471.45	\$50,173.85
County Area Median Income %	66%	69%	66%	73%*
Total Purchased 1 st Mortgage Loan Amounts	\$612,014,086.00	\$545,491,719.60	\$305,216,930.19	\$240,274,789.41
Total # of Units	3,450	2,832	1,558	1,274

*based on credit qualifying income, not MRB Limits

2021 TOP 10 COUNTIES FOR HOMEBUYER LOAN PROGRAMS ORIGINATIONS

County	Loan Count	Loan Amount	DPA
Duval	520	\$104,374,835.54	\$4,090,209.00
Bay	304	\$60,195,593.03	\$4,225,364.00
Hillsborough	200	\$42,210,740.96	\$1,733,561.00
Pasco	151	\$26,492,194.89	\$1,232,927.00
Pinellas	150	\$27,737,949.75	\$1,211,394.00
Polk	120	\$22,992,184.36	\$946,028.00
Volusia	104	\$19,451,599.51	\$863,631.00
Clay	101	\$21,500,524.42	\$770,761.00
Leon	93	\$14,538,705.03	\$718,102.00
Orange	84	\$16,025,060.31	\$687,003.00

STRATEGIC PLAN AND PERFORMANCE MEASURES

Information

I. STRATEGIC PLAN AND PERFORMANCE MEASURES

A. Strategic Plan Performance Measures and Informational Indicators

1. Background

- a) Sections 420.0006 and 420.504(1), Florida Statutes, direct the Secretary of the Department of Economic Opportunity (DEO) to contract with Florida Housing on a multi-year basis to address the affordable housing needs of the state. The contract must include the performance measures adopted by the Board as part of and consistent with Florida Housing's Strategic Plan, pursuant to section 420.511(1), F.S.
- b) The Affordable Housing Services contract requires Florida Housing to report to DEO quarterly on the performance measures and targets. Section 420.0005, F.S., requires the Secretary to certify to the state's Chief Financial Officer that Florida Housing is in compliance with the performance measure targets. This is required to give Florida Housing access to appropriated state funding. These reports are provided to DEO within 30 days of the end of each quarter.

2. Present Situation

- a) Quarterly Performance Measures and Targets for Quarter 2 – 2021 are attached as [Exhibit A](#). Quarterly Informational Indicators for Quarter 2 – 2021 are attached as [Exhibit B](#).

FHFC Performance Dashboard

Quarter 2 2021

Green = Good to Go
 Orange = Merits additional Monitoring
 Red = A Concern to Address

HOMEOWNERSHIP			
Performance Measures	Data	Informational Indicators	Data
Number of Participating First Mortgage Lenders*	End of Q2/2021 276 active and approved lenders. (Target: 50)	Homebuyer Loan Programs: Average Acquisition Price Average Homebuyer Income	Q2/2021 Price: \$198,379 Homebuyer Income: \$52,664
Homebuyer Loan Programs First Mortgage Loan and Down Payment Assistance (DPA): Purchase Totals	First Mortgages Q2/2021: \$182,167,501 DPA Q2/2021: \$7,703,897	Homebuyer Loan Programs Top 5 Counties for Originations	Q2/2021 (# of Loans: \$ Total) Duval (200 Loans: \$39,214,423) Hillsborough (81 Loans: \$16,988,604) Pasco (56 Loans: \$9,665,217) Pinellas (54 Loans: \$9,092,645) Clay (43 Loans: \$9,874,535)
Number of Local Governments Participating in the State Housing Initiative Partnership Program with Approved Local Housing Assistance Plans	End of Q2/2021 121 local governments have approved LHAPs (Target: Maintain at least 110 local governments with approved and active LHAPs)	Searches for Affordable Rentals on Housing Locator Website	Q2/2021: 284,154 searches conducted
HOME Allocation and Commitment Status	On pace for all commitments and disbursements	FHFC Rental Portfolio Occupancy Rate Statewide	Period Ending 05/31/21: 96.9% (Target 93%-95%)

RENTAL			
Performance Measures	Data	Informational Indicators	Data
Guarantee Fund Risk-to-Capital Ratio	End of Q2/2021: .04:1 (Maintain no more than a 5.00:1 leverage ratio)	Maturing Loans Data	2020 2 SAIL Loans: 224 Units 1 HOME Loan: 33 Units 2021 Anticipated 3 SAIL Loans: 260 Units 2 HOME Loans: 190 Units
Guarantee Fund Insurer Ratings	Standard & Poor's: A+/Stable (as of 05/21/20) Fitch: A+/Stable (as of 03/28/18) (Rating of not less than third-highest to safeguard State Housing Trust Fund)	Average Tenant Income in Florida Rental Properties	Most recent annual figures (2019) Public Housing: \$13,743 HUD Properties: \$11,207 USDA RD Properties: \$16,833 FHFC Properties: \$24,971 All Florida Renters: \$47,096
Amount of State Appropriated Rental Funding Awarded*	Q2/2021 100% of current FY appropriated rental program funds awarded. (Q2 Target: 80% of current FY appropriated rental program funds awarded.)	Average Tenant-Paid Gross Rent at Florida Rental Properties	Most recent annual figures (2019) Public Housing: \$312 HUD Properties: \$259 USDA RD Properties: Unavailable FHFC Properties (All): \$744 FHFC Properties (w/Rental Assist): \$307 FHFC Properties (w/o Rental Assist): \$859 All Florida Renters: \$1,208
Eligibility for National Pool of Low Income Housing Tax Credits	Most recent eligibility period Received 2020 National Pool Housing Credits		
Percentage of SAIL Funds Awarded across each Demographic Group Compared to Reserved Allocation Percentages	FY 2020-21 Funds Allocation Reserved compared to Actual Awarded (Q2/2021) Farm/Fishworkers (5% - 3.66%) Homeless (10% - 8.67%) Special Needs (13% - 11.88%) Elderly (24.6% - 24.24%) Families (47.4% - 51.55%)		
Percentage of SAIL Funds Awarded across Small, Medium and Large Counties	FY 2020-21 Funds Allocation Reserved compared to Actual Awarded (Q2/2021) Small Counties (10% - 4.65%) Medium Counties (36.2% - 32.91%) Large Counties (53.8% - 62.44%)		
Total/Affordable Units in FHFC Portfolio	End of Q2/2021 Total: 230,833 Affordable: 219,424 ELI: 18,752 Homeless/Special Needs: 8,572 (includes 3,637 Link units)		

OPERATIONS			
Performance Measures	Data	Informational Indicators	Data
Budgeted Total Operating Expenses to Actual Total Operating Expenses*	Period Ending 04/30/21 Under budget (Target: Not to exceed budget by more than 10%)		
Board Engagement: Attendance & Attainment of Quorum*	Q2/2021 Board Meetings April: 9 of 9 seated members present June: 6 of 9 seated members present (Target: Quorum - five members present)		

*DEO/FHFC Contract Measure