

2026 Housing Bond Loan Program Workshop

Workforce and Affordable Housing Rental Units

Questions and Answers

1. Are the loans fully amortizing during the permanent loan period for affordable housing projects, or are they structured as interest-only with a balloon payment of principal at maturity? Or is it subject to underwriting?

The answer below is responding to RFP HED.HBLP 2026.2-Affordable Housing Multifamily Development

- a. County funding will be provided to Developers as a permanent loan secured by a mortgage and promissory note, requiring repayment of principal and interest. The loan term will be 20 years with an interest rate of 1% for for-profit Developers and 0% for Non-Profit Developers. No principal forgiveness will be offered. All other considerations are subject to final underwriting. Please refer to Section 1(k) of the RFP for additional details.
2. Regarding scoring for “Rental Affordability,” can you confirm that to receive the full 10 points, rents for County-Assisted Units must be at or below 60% AMI (i.e., 75% of 80% AMI, which is the highest allowable rental rate in Exhibit A)? For 7 points, would rents need to fall between approximately 60.8% and 68% AMI, and for 5 points between approximately 68.8% and 76% AMI?

The answer below is responding to RFP HED.HBLP.2026.2- Affordable Housing Multifamily Development

- a. Rental Affordability scoring is based on the percentage of the maximum allowable rent for County-Assisted Units as established in Exhibit B (FHFC Multifamily Rental Program rent limits),
Projects will receive 10 points if rents are less than 75% of the allowable rental rate, 7 points if rents are between 76%–85% of the allowable rental rate, 5 points if rents are between 86%–95% of the allowable rental rate, and 0 points if rents exceed 95% of the allowable rental rate.
For example, if the project is providing units for eligible beneficiaries at 60% AMI and the max rent at 60% AMI for a 2 unit rental as shown in Exhibit B is \$1,578 then a project charging \$1184 or less would receive 10 points, rents between \$1199–\$1341 would receive 7 points, and rents between \$1357–\$1499 would receive 5 points.
3. For the Affordable Housing RFP – is the 1% interest applied during the construction period? Or is it interest free (0%) until conversion to permanent financing?

The answer below is responding to RFP HED.HBLP.2026.2- Affordable Housing Multifamily Development

- a. Interest accrues for the entire term of the loan. However, payments may be deferred during construction period. Any deferred principal and interest remain due and payable in full by the end of the 20-year loan term.
4. Can the County explain the rationale for increasing the number of points allocated to Rental Affordability to 20 points compared to 5 points in the previous RFP cycle? Given that rent limits already establish affordability levels, reducing rents further may impact project feasibility. In the prior round, few projects received meaningful points under this criterion.
- The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development*
- a. In the 2025 RFPs, rental affordability was valued at 10 points under the Affordable Housing category and 15 points under the Workforce Housing category. In the 2026 RFPs, rental affordability remains valued at 10 points under the Affordable Housing category but has increased to 20 points under the Workforce Housing category. This increased allocation reflects the Board of County Commissioners continued focus on encouraging deeper affordability within County-Assisted Units.
5. Page 21, Item 7 of the Affordable RFP states that closing is contingent upon the construction contract being executed “after closing.” Typically, the construction contract is executed prior to closing to allow completion of plan and cost review during credit underwriting. Can the County clarify this requirement?

The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development

- a. The language in the RFP is intended to provide flexibility and allow projects to proceed to closing even if the construction contract has not yet been fully executed.
6. As a follow-up to the Rental Affordability question, can you confirm whether all County-Assisted Units must fall within the specified rental thresholds in order to receive points? For example, if a project has an average affordability of 60% AMI but includes some units at 80% AMI, would the project receive zero points?
- The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development*
- a. Please refer to question 2 above. Note that allowable rental rates are based on the thresholds outlined in Exhibit B of the RFPs.
7. To clarify, if a project is shovel-ready and all funding sources, aside from Board of County Commissioners approval, have been secured, could the project potentially proceed to closing as early as September?

The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development

- a. Closing in September would not be feasible. Projects must obtain a preliminary underwriting report, finalize terms, verify site plan approval, obtain final approval from the Board of County Commissioners, complete the underwriting process, and complete document review and approval by the County Attorney's Office. Based on these steps, closing would more likely occur in the first quarter of 2027.

8. What is the thinking behind the higher interest rate for Workforce Housing loans compared to Affordable Housing loans? While the difference between 3% and 1% may seem small, it can have a meaningful impact on a project's DSCR. Additionally, Affordable Housing projects often have access to additional funding sources such as SAIL, LIHTC, and HUD programs.
The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development
 - a. The difference in interest rates reflects the County's effort to support projects serving lower-income households. Affordable Housing developments typically serve deeper income targeting and therefore receive more favorable loan terms due to a reduced cash flow. Workforce Housing projects generally serve higher income levels and are better positioned to support a higher interest rate while still maintaining project feasibility.

9. Can you explain the Opportunity Zone Location scoring criteria in the WFH application? Why was this included this year? As a follow up: Do DDAs or QCT's qualify under that?
The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development
 - a. Opportunity Zones (OZ) are federally designated areas intended to encourage investment in targeted communities. The inclusion of this scoring criterion allows the County to encourage projects located in these areas and reflects the County's commitment to the support of OZ.
 - b. Designated Difficult Development Areas (DDAs) and Qualified Census Tracts (QCTs) do not qualify.

10. Would the County be open to a 0% or reduced rate for a Workforce Housing project if the developer is a non-profit?
The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development
 - a. No, please refer to section I(k) if the RFP for additional information.

11. When does the registration form need to be submitted by?
The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development
 - a. All proposals are due by 6:00 PM on April 3. Applicants must submit the registration form in order to receive the portal information needed to apply. Therefore, registration should be completed as soon as possible.

12. Regarding the Cone of Silence, can you confirm whether written communications that are subject to public records requirements are permitted?

The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development

- a. All communications must comply with the Cone of Silence provisions outlined in the RFP. Written communications submitted in accordance with the RFP process are permitted and are subject to public records laws.
13. Can you explain in detail the rent affordability points allocation in the scoring?
- The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development*
- a. Please see answer to question 2 above.
14. If a pre-app meeting is required as the first step of the site plan approval submittal process at a local jurisdiction (for administrative site plan approval), does the pre-app meeting meet the County's requirement as evidence for submission?
- The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development*
- a. Evidence of progress through the local jurisdiction's site plan approval process is required. If a pre-application meeting is a required step within that jurisdiction's approval process, documentation of that meeting may be submitted. An addendum providing formal clarification on this topic will be issued for RFP HED.HBLP.2026.1 and HED.HBLP.2026.2.
15. Will there be another round of bond proceeds going to vote this November should these run out in this RFP? If so, how much?
- The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development*
- a. No. The Board of County Commissioners has allocated any remaining bond funds to support for-sale housing developments.
16. On the IFAHAP website page, it notes that "awards under this NOFA must be approved by the BCC no later than March 10, 2026." Are applications still being accepted?
- The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development*
- a. Yes. The program remains open, and applications are accepted on a rolling basis throughout the year, subject to the availability of funds. A new FY 2026 IFAHAP NOFA will be issued in coming months.

17. We are seeking clarification regarding whether the density bonus associated with our project would qualify as a local government contribution under Attachment 11.

As we understand:

- If the density bonus is a mandatory condition of development approval required under the City's development code (Unified Development Ordinance, UDO), it would not be considered a local government contribution and would not satisfy Attachment 11.
- If the density bonus is granted through a discretionary or voluntary program in which the developer elects to participate, it would qualify as a local government contribution. For context, the current project proposal includes a density allowance of up to 24 dwelling units per acre (a 4x increase over the base density of 6 dwelling units per acre), contingent upon the provision of Very Low-Income units as outlined in the UDO. The approved development order reflects a site plan at 24 units per acre based on this provision.

Given this structure, please confirm whether the density bonus would be considered a discretionary or optional provision and therefore qualify as local government support under Attachment 11.

The answer below is responding to RFP HED.HBLP 2026.1 -Workforce Housing Multifamily Development, HED.HBLP.2026.2- Affordable Housing Multifamily Development

- a. Yes, the density bonus may qualify as a form of local government support under Attachment 11; however, to make that determination, documentation must be provided to clearly demonstrate both the base allowable density and the additional density granted through the applicable provision. Specifically, documentation must identify the following:
 - The base density permitted under the underlying zoning or land use designation; and
 - The increased density that was granted, along with the applicable provision or program (e.g., affordable housing incentives) that allows for the additional units, including confirmation that such provision is discretionary or voluntary and not a mandatory requirement under the City's development code (Unified Development Ordinance, UDO).

Documentation that reflects only the total approved unit count is not sufficient to demonstrate that the additional density constitutes a discretionary incentive or form of local government assistance.