A NEW LEVEL OF
STATE
COLLABORATION
The 3 legged stool of Supportive Housing Financing

**CAPITAL**

- Building the development finance structure
  - Housing Trust Fund
  - Affordable Housing Fund
  - HOME and HOME-ARP
  - LIHTCs
  - CDBG and CDBG-CV

**SERVICES**

- From Affordable to Supportive
  - SAMHSA funds
  - Medicaid Benefit
  - ARP

**OPERATING**

- Keeping the housing deeply affordable to the lowest income persons
  - Project Based Rental Assistance
  - Housing Choice Vouchers
  - Resident payments/Rent
### SUMMARY OF COVID RELIEF FUNDING IN NEW HAMPSHIRE

<table>
<thead>
<tr>
<th>Housing and Urban Development</th>
<th>Health and Human Services</th>
<th>Treasury</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CARES ACT</strong></td>
<td><strong>American Rescue Plan Act</strong></td>
<td><strong>FY21 Federal Budget</strong></td>
</tr>
<tr>
<td><strong>CDBG</strong></td>
<td><strong>Home ARP</strong></td>
<td><strong>Emergency Rental Assistance Program</strong></td>
</tr>
<tr>
<td>State</td>
<td>State</td>
<td>State</td>
</tr>
<tr>
<td>LOCAL₁</td>
<td>LOCAL</td>
<td>LOCAL</td>
</tr>
<tr>
<td><strong>ESG</strong></td>
<td><strong>Emergency Housing Vouchers</strong></td>
<td></td>
</tr>
<tr>
<td>State</td>
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<td></td>
</tr>
<tr>
<td>120</td>
<td>27</td>
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</tr>
<tr>
<td><strong>TOTAL RESOURCES</strong></td>
<td><strong>Health Center Support</strong></td>
<td><strong>Mental Health Block Grant</strong></td>
</tr>
<tr>
<td>$18.6m</td>
<td>$20m</td>
<td>$5m</td>
</tr>
<tr>
<td>$10.3m</td>
<td>$5m</td>
<td>$5.6m</td>
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<tr>
<td>$17.94m</td>
<td>$2.9m</td>
<td>$2.9m</td>
</tr>
<tr>
<td>147 Vouchers</td>
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<tr>
<td>$350m</td>
<td><strong>SUD Block Grant</strong></td>
<td><strong>SUD Block Grant</strong></td>
</tr>
<tr>
<td></td>
<td>$350m</td>
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</tbody>
</table>

NH CARES ACT Funding - $28.9m

NH ARPA Funding - $92.54m

Federal FY21 Funding - $359.4m

\[ \text{Total} = \text{NH CARES ACT} + \text{NH ARPA} + \text{Federal FY21} \]

\[ \text{Total} = $480.84 \text{ million} \]

1. The Community Development Block Grant (CDBG) Entitlement Program provides annual grants on a formula basis to entitled cities and counties. In NH this includes Manchester, Nashua, Portsmouth and Rochester.
2. Emergency Solutions Grant or ESG is a formula grant program. Eligible recipients generally consist of metropolitan cities, urban counties, territories, and states, as defined in 24 CFR 576.2.
3. The City of Manchester was awarded 27 separate Emergency Housing Vouchers from ARPA.
4. DHHS ARPA HCBS FMAP Bump Plan
5. Allocations from GOFEER are primarily funded via to NH Housing to Community Action Agencies or communities directly. NH Housing has more details on this program.
## ALLOWED USES OF COVID RELIEF FUNDING IN NEW HAMPSHIRE:

**HOUSING**

<table>
<thead>
<tr>
<th>Possible Uses of Funding</th>
<th>CARES ACT</th>
<th>American Rescue Plan Act</th>
<th>FY21 Federal Budget</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>CDBG</td>
<td>ESG</td>
<td></td>
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<tr>
<td>State Agency</td>
<td>LOCAL</td>
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<tr>
<td>Tenant-Based Rental Assistance</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Security Deposit Assistance</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Develop New Units                      | $14m      | $3.6m                    | $8m                 |
| Supportive Services                    | $2.3m     | $13.8m                   | $4.14m              |
| Behavioral Health Services             |          |                          |                     |
| Housing Support Services               | $350m     |                          |                     |
| Acquire, Develop, Convert, Rehab Units to PSH | $120 | $27                      |                     |
| Tenant-Based Rental Assistance         |           |                          |                     |
| Security Deposit Assistance            |           |                          |                     |
ALLOWED USES OF COVID RELIEF FUNDING IN NEW HAMPSHIRE:

**Health and Human Services**

<table>
<thead>
<tr>
<th>Possible Uses of Funding</th>
<th>American Rescue Plan Act</th>
<th>FY21 Federal Budget</th>
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</thead>
<tbody>
<tr>
<td>Health Center Support</td>
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</tr>
<tr>
<td>Mental Health Block Grant</td>
<td>$5m</td>
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<tr>
<td>SUD Block Grant</td>
<td>$5.6m</td>
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</tr>
<tr>
<td>Mental Health Block Grant</td>
<td>$2.9</td>
<td></td>
</tr>
<tr>
<td>SUD Block Grant</td>
<td>$6.5</td>
<td></td>
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</table>

- **Develop New Units**
  - Health Center Support
  - Mental Health Block Grant
  - SUD Block Grant
  - Mental Health Block Grant
  - SUD Block Grant

- **Supportive Services**
  - Health Center Support
  - Mental Health Block Grant
  - SUD Block Grant
  - Mental Health Block Grant
  - SUD Block Grant

- **Behavioral Health Services**
  - Health Center Support
  - Mental Health Block Grant
  - SUD Block Grant
  - Mental Health Block Grant
  - SUD Block Grant

- **Housing Support Services**
  - Health Center Support
  - Mental Health Block Grant
  - SUD Block Grant
  - Mental Health Block Grant
  - SUD Block Grant

- **Acquire, Develop, Convert, Rehab Units to PSH**
  - Health Center Support
  - Mental Health Block Grant
  - SUD Block Grant
  - Mental Health Block Grant
  - SUD Block Grant

- **Tenant-Based Rental Assistance**
  - Health Center Support
  - Mental Health Block Grant
  - SUD Block Grant
  - Mental Health Block Grant
  - SUD Block Grant

- **Security Deposit Assistance**
  - Health Center Support
  - Mental Health Block Grant
  - SUD Block Grant
  - Mental Health Block Grant
  - SUD Block Grant
### TIMEFRAMES for USES OF COVID RELIEF FUNDING IN NEW HAMPSHIRE

#### CARES ACT

<table>
<thead>
<tr>
<th></th>
<th>CDBG</th>
<th>ESG</th>
<th>HOME ARP</th>
<th>Emergency Housing Vouchers</th>
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<tr>
<td>State</td>
<td>LOCAL</td>
<td>State</td>
<td>LOCAL</td>
<td>State</td>
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#### American Rescue Plan Act

<table>
<thead>
<tr>
<th></th>
<th>Health Centers</th>
<th>Mental Health Block Grant</th>
<th>SUD Block Grant</th>
<th>Mental Health Block Grant</th>
<th>SUD Block Grant</th>
<th>ERA Program</th>
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<tbody>
<tr>
<td>State</td>
<td>MHT</td>
<td>State</td>
<td>LOCAL</td>
<td>State</td>
<td>LOCAL</td>
<td>State</td>
</tr>
</tbody>
</table>

#### FY21 Federal Budget

|  | $14m | $3.6m | $8m | $2.3m | $13.8m | $4.14m | 120 | 27 |
|---|---|---|---|---|---|---|---|

Funds expended by

<table>
<thead>
<tr>
<th></th>
<th>3 years after period of performance</th>
<th>24 months after grant agreement signed</th>
<th>9/30/2030</th>
<th>9/30/23</th>
</tr>
</thead>
</table>

|  | 1 | 2 |

|  | 3 | 4 | 5 | 6 |

|  | 7 |

State Department

|  | CDFA | Various | DHHS-BHS | Various | 3 awards in the state | NH HFA | Manchester Housing Authority | 10 Health Centers | DHHS-BBH | DHHS-BDAS | DHSS-BBH | DHSS-BDAS | NH NHFA |
|---|---|---|---|---|---|---|---|---|---|---|---|---|

5. [https://bphc.hrsa.gov/program-opportunities/american-rescue-plan](https://bphc.hrsa.gov/program-opportunities/american-rescue-plan)
8. [https://bphc.hrsa.gov/program-opportunities/american-rescue-plan/awards/nh](https://bphc.hrsa.gov/program-opportunities/american-rescue-plan/awards/nh)
Project Example: Compass House, Laconia

- Project Team includes:
  - Developer: Lakes Region Community Developers
  - Service Providers: Horizons Counseling Center and Navigating Recovery of the Lakes Region
  - Property Manager: Hodges

- Capital Financing from NHHFA and CDFA funded the project

- Services are being funded through existing channels by DHHS

- Compass House provides a home for eight women who have completed treatment programs for substance use disorders, with a priority for those leaving jail.
Outreach and Engagement

Regional Access Point (RAP)/Coordinated Entry Assessment

Person Centered Plan Development

Referred to a services provider and matched to housing option

Move IN with Services Attached

STEP 1

STEP 2

STEP 3

STEP 4

STEP 5

Person Centered Perspective

- Standard Practice

- Standard practice, till a person is referred to PSH. Then 1915(i) assessment occurs. If Eligible for 1915(i) services, then move to next step.

- Completed by designated staff with the RAP team. Then referred to a service provider.

- Standard practice with 1915(i) service provider supporting the process.

- Coordinates with the services agency for supports for move in and ongoing as long as the household is a leaseholder.

- Standard Practice, till a person is referred to PSH. Then 1915(i) assessment occurs. If Eligible for 1915(i) services, then move to next step.
Receive Referral from Coordinated Entry

• Standard Practice for RAP/CE.
• Referral is required to include information on the services provider and release of information

DECISION: Housing has capacity & work with Services to move IN OR Wait list

• Housing agency, either has an opening and works with the services agency to move in OR places the person on a wait list.

MOVE IN with Services attached

• Coordinates with the services agency for supports for move in and ongoing as long as the household is a leaseholder.

Housing Program Perspective for Individuals

STEP 1 for housing-outcome of

STEP 4 for Person

STEP 2

STEP 3
Housing Developer Perspective from a Development perspective

**STEP 1**
Self Assessment and Develop the Partnership/Team

**STEP 2**
Pre Development Process
- CSH on the Development Process
- Land Acquisition, Building Design, Financing, Management, align project with services funding

**STEP 3**
Development Process
- Putting the Financing in Place
- This always takes longer than projected

**STEP 4**
Build
- Coordinates with the services agency for supports for move in and ongoing as long as the household is a leaseholder.

**STEP 5**
Lease up with your Services Partners
Receive Referral from Regional Access Points (RAPs)/ Coordinated Entry for Services and the Person Centered Plan

• Per the DRAFT 1915(i) SPA, the RAPs are performing the Care Planning function and the Person Centered Plan development

Agree to serve, per the Person Centered Plan

• Services agency has capacity and accepts the referral. Begins to engage the individual in the community.

Support individual regardless of housing status

• Service Provider stays in communication with Coordinated Entry system, so that when Housing capacity is in place, support move in, and services in housing etc.

STEP 1 for services providers - of STEP 2 for Person

Services Provider Perspective
If you have the following in place, the state wants to talk with your team:

- Site Control or close
- Either expertise in Housing and Services OR a partnership between agencies
- A lead organization that is mission aligned with state priority populations and has buy-in from their board
- A basic plan
The 3 legged stool of Supportive Housing Financing

**CAPITAL**
- Building the development finance structure
  - Housing Trust Fund
  - Affordable Housing Fund
  - HOME and HOME-ARP
  - LIHTCs
  - CDBG and CDBG-CV

**OPERATING**
- Keeping the housing deeply affordable to the lowest income persons
  - Project Based Rental Assistance
  - Housing Choice Vouchers
  - Rent/Resident payments

**SERVICES**
- From Affordable to Supportive
  - SAMHSA funds
  - Medicaid Benefit
Funding and Form of Assistance

- $4,500,000 in funding from the Affordable Housing Fund (AHF)
- $1,000,000 in New Hampshire Housing Operating Funds
- $550,000 in funding from the federal Housing Trust Fund (HTF)
- Up to 50 Project-Based Vouchers (must be an HTF unit to be eligible)
Eligible Project Types

- Permanent and transitional rental housing
  - Multi-bedroom apartments
  - Single room occupancy units
  - Group homes as detailed

- Transitional housing units are only eligible for AHF funding and New Hampshire Housing Operating Funds

- Acquisition, moderate and substantial rehabilitation, new construction, and the conversion/adaptive reuse of non-residential buildings
Target Population

- Low and extremely low-income households
- Preference for persons experiencing homelessness
Important Dates and Other Requirements

• Applications will be accepted on a monthly competitive cycle.

• All application materials must be uploaded electronically to Apricot Social Solutions, by 4:30PM on monthly application deadline date to be eligible for that round.

<table>
<thead>
<tr>
<th>Monthly Competitive Application Cycle</th>
<th>Application Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>October</td>
<td>October 15, 2021</td>
</tr>
<tr>
<td>November</td>
<td>November 15, 2021</td>
</tr>
<tr>
<td>December</td>
<td>December 15, 2021</td>
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<tr>
<td>January</td>
<td>January 15, 2021</td>
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<tr>
<td>February</td>
<td>February 15, 2021</td>
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<tr>
<td>March</td>
<td>March 15, 2021</td>
</tr>
<tr>
<td>April</td>
<td>April 15, 2021</td>
</tr>
<tr>
<td>May</td>
<td>June 15, 2021</td>
</tr>
</tbody>
</table>
Project Threshold Criteria

Projects must meet all Threshold Criteria of the NOFA and HFA 112 to be eligible to receive funding.
Project Threshold Criteria

Eligible Applicants

• Eligible applicants are those detailed in *HFA 112.11(b)*, including:
  - Non-Profit Organizations
  - Public Housing Authorities
  - County, City, and Town Governments
  - For-Profit Corporations Approved at New Hampshire Housing’s Sole Discretion.
Project Threshold Criteria

Project Description and Readiness

• Fully Describe Proposed Project (Attachment A: Project Summary)
• Provide Permit Status Letter
• Provide Project Completion Schedule (Attachment B: Project Completion Schedule)
Feasibility and Readiness

- Project must be consistent and meet compliance with applicable state statutes and regulations.
- Meet requirements of New Hampshire Housing’s Supportive Housing Rules (HFA 112) and underwriting policies as applicable.
- Meet requirements of NHHFA Design and Construction Rules and technical design and construction standards for new construction and rehabilitation.
Project Threshold Criteria

Site Control

• Applicant must have secured site control in the form of:
  ❑ Deed
  ❑ Executed Option to Purchase
  ❑ Executed Purchase and Sale Agreement
  ❑ Long-Term Lease: duration of which is not less than the affordability period

Beneficiary Targeting

• All units in the project must have a preference to serve individuals and/or families experiencing homelessness or who are at-risk of experiencing homelessness.
Project Threshold Criteria

Income Targeting and Rent Limits

• Projects receiving an AHF loan must meet income and rent limits detailed in the *Affordable Housing Fund Program Rules* at HFA 113.05(b).

• Projects receiving a federal HTF loan **must** serve individuals/households earning at or below 30% of the area median income and have rents within the HTF program limits.
Maximum Per Unit Subsidy Limit

- Projects will be subject to the lesser of a maximum project subsidy from New Hampshire Housing of $1,500,000 or the Maximum Per Unit Subsidy Limit from New Hampshire Housing.

- The maximum per-unit subsidy limit is based on total number of beds or units being created new or improved as part of a substantial rehabilitation.

<table>
<thead>
<tr>
<th>Max Per-Unit Subsidy</th>
<th>0-Bedroom</th>
<th>1-Bedroom</th>
<th>2-Bedroom</th>
<th>3-Bedroom</th>
<th>4-Bedroom</th>
</tr>
</thead>
<tbody>
<tr>
<td>$80,000 per bed</td>
<td>$176,311</td>
<td>$202,115</td>
<td>$245,776</td>
<td>$317,892</td>
<td>$349,014</td>
</tr>
</tbody>
</table>
Developer Capacity

- Applicant must demonstrate their organization’s capacity to complete the development project (Attachment C: Development Team) detailing all members of the development team, including:
  - Staff roles and responsibilities
  - Development consultants
  - Legal team
  - Design team
Project Threshold Criteria

Management Capacity

• Applicant must demonstrate their organization’s capacity to manage and operate the property.
  ❑ All applicants must submit the New Hampshire Housing Management Entity Questionnaire as part of the application submission.
Project Threshold Criteria

Matching Resources

• Generation/investment of matching resources in an amount equal to 5% of all funds being provided by New Hampshire Housing.

Site Selection

• Generation/investment of matching resources in an amount equal to 5% of all funds being provided by New Hampshire Housing.
Project Threshold Criteria

New Unit Production

• Applications must include the creation of new units of permanent supportive housing.

• Substantial rehabilitation projects of existing housing may be eligible if submitted in conjunction with an application for financing to create new permanent supportive housing units.
Projects that meet all Threshold Criteria will be scored according to the Scoring Criteria detailed in the NOFA. Projects that receive the highest score will be given priority in receiving funding.
Project Scoring Criteria

Advanced Project Readiness: Up to 26 Points

• **5 Points** - Phase I Environmental Site Assessment completed in past five years

• **15 Points** - All necessary planning and zoning permits are in place or are not required

• **6 Points** – Design/Construction Readiness
  - Design development documents completed – 3 points
  - Construction documents completed – 3 points
Project Scoring Criteria

Target Population: Up to 20 Points

• **10 Points** - All units in the project will serve individuals receiving mental health services from a Community Mental Health Center.

• **10 Points** - All units in the project will serve households experiencing homelessness.
Project Scoring Criteria

Supportive Service Funding: 10 Points

• Applicants with a feasible plan to secure reimbursement for case management and/or supportive services are eligible for 10 points.

Geographic Distribution: 10 Points

• Projects proposed in a municipality where an existing project serving the proposed population is not in operation or otherwise not in development are eligible for 10 points.
Project Scoring Criteria

Matching Resources: Up to 10 Points

• One point will be awarded for permanent matching resources equal to each full 5% of the amount of New Hampshire Housing funding requested, up to a maximum of 10 points.
Allocation and Post Award Process

• Within 30 days of receiving the application, New Hampshire Housing will reply in writing to the applicant.

• New Hampshire Housing will either issue a conditional financing reservation, reject the application, request additional documentation/information, or add the applicant to a waiting list if all funding has been reserved.

• Projects that receive a conditional financing reservation letter will be required to satisfy project-specific progress phase requirements (Attachment D: Progress Phase Requirements).
CONTACT US

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