



# MFH Off-Farm Labor Housing Technical Assistance Information Session

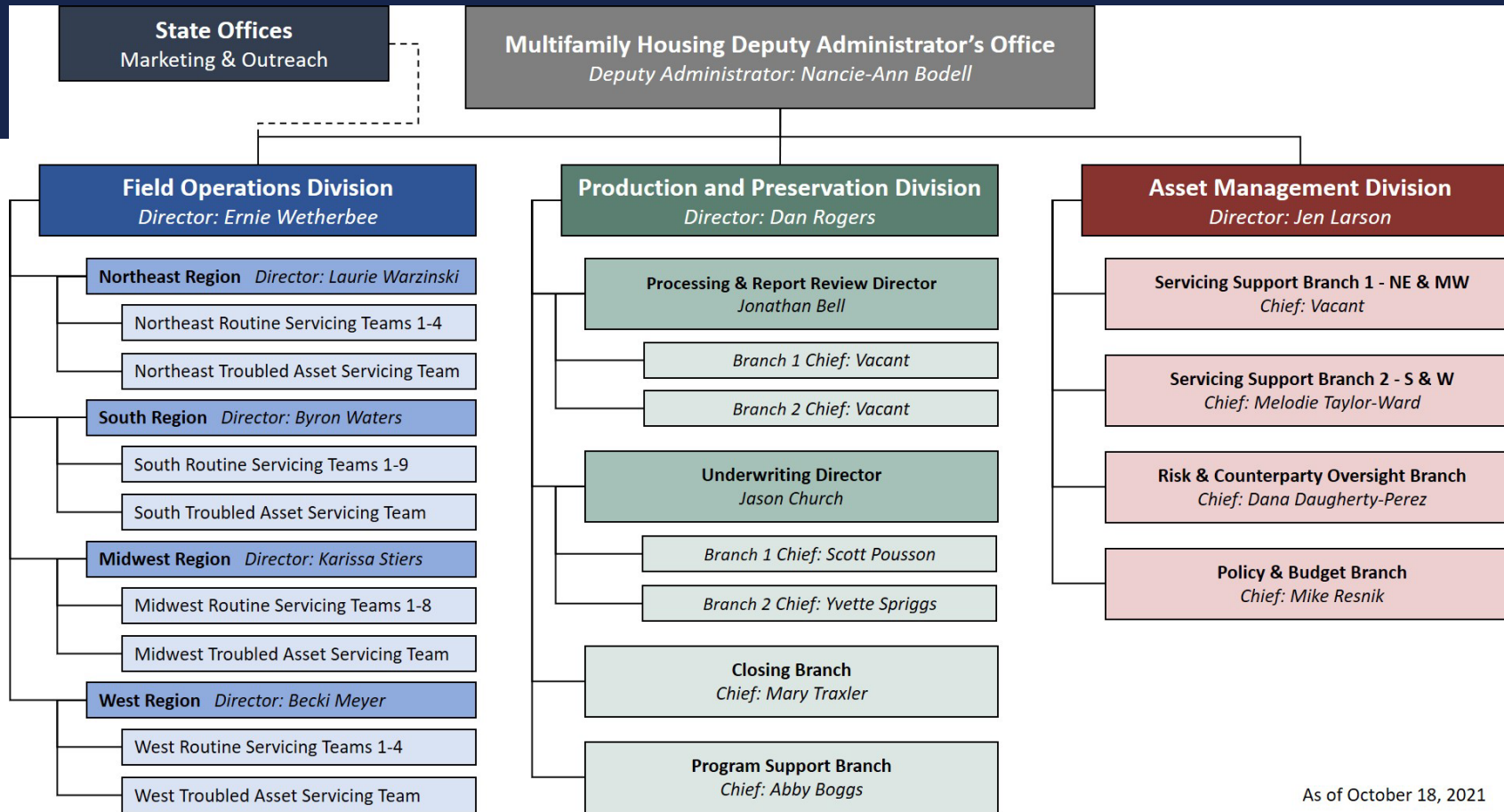
 Rural Development  
U.S. DEPARTMENT OF AGRICULTURE

Multifamily Housing Production and Preservation Division  
February 17, 2022



# MFH Structure Overview

The new MFH organizational model integrated all staff into a virtual model. The model builds on the Four Pillars model as well as the MFH Guaranteed Loan and Preservation pilots.



As of October 18, 2021

## Field Operations

- Organized regionally with teams delivering Routine Servicing and Troubled Asset Servicing
- Report through a regional structure up to divisional leaders
- Coordinate with State Offices on Marketing & Outreach Function

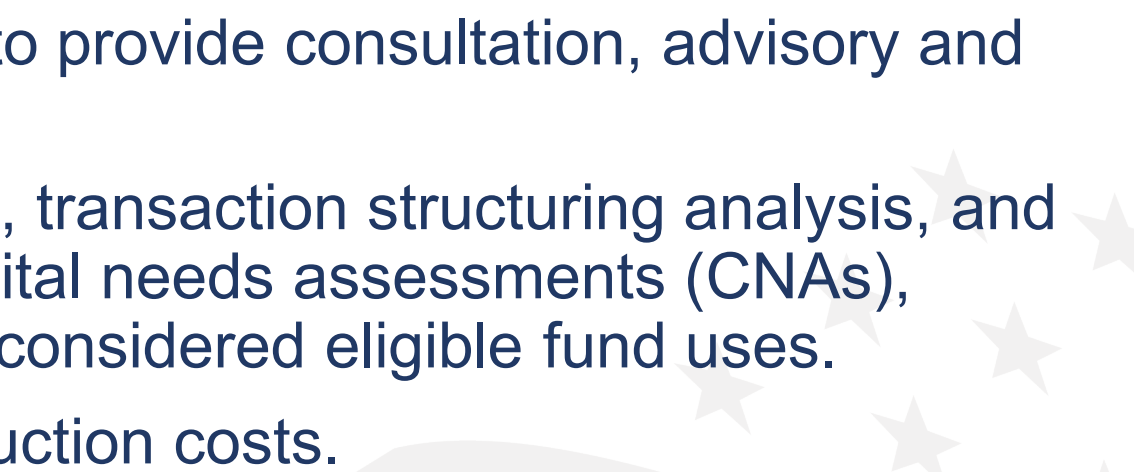
## Production and Preservation

- Process, underwrite, and close all multi-family direct, preservation, and guaranteed loan transactions
- Branches support 515, 538, Multi-Family Preservation and Revitalization (MPR) prepayments, and preservation efforts

## Asset Management

- Oversee portfolio risk and overall portfolio health
- Provides support, guidance, and oversight to the Field Operations servicing teams
- Administers rental assistance, vouchers, and counterparty oversight


# Off-Farm Labor Housing Technical Assistance Program Basics

- Technical assistance (TA) grants are awarded to qualified public and private nonprofit entities to provide technical assistance services to qualified FLH loan and grant applicants in order to develop new off-FLH projects.
  - TA providers may use grant funding to provide consultation, advisory and non-construction services.
  - Soft costs, such as financial analysis, transaction structuring analysis, and other transaction details such as capital needs assessments (CNAs), appraisals, and market surveys, are considered eligible fund uses.
  - TA funds may not be used for construction costs.
- 

# Off-Farm Labor Housing Technical Assistance Funding Overview

- Notice of Funding Availability (NOFA) published in the Federal Register on January 20, 2022, at <https://www.govinfo.gov/content/pkg/FR-2022-01-20/pdf/2022-01076.pdf>
- Funding available: \$1 million
- Grant term: 24 months
- Application deadline: Monday, March 21, 2022, by 5:00 PM EST
- Application submissions: Via CloudVault following the NOFA instructions. Email requests for CloudVault accounts to [RD.FLHTA@usda.gov](mailto:RD.FLHTA@usda.gov)
- Important: Applicants must submit requests for a CloudVault account no later than Wednesday, March 16, 2022.

# Off-Farm Labor Housing Technical Assistance Funding Overview

- Agency application review and scoring period: 30-60 days after the March 21, 2022, submission deadline
  - Agency works with selected grantees to finalize Statements of Work and obtain signed grant agreements
  - Initial round of funding awards made by June 15, 2022
  - All awards made by August 15, 2022
- 
- A decorative graphic in the bottom right corner of the slide, featuring a pattern of light gray stars and wavy stripes, reminiscent of the American flag.

# Key NOFA Changes for FY2022 Funding Round

	FY2022 Funding Round	Previous Funding Round
Funding Available	\$1 Million	\$750,000
TA Providers Per Region	Not limited	Limited to one provider in each of three geographic regions (Eastern, Central, Western)
Minimum Award Amount	\$50,000	No minimum
Eligible Areas	Market areas targeted for TA services must demonstrate unmet need/unsatisfied demand for new farm labor housing projects	Requirement for each grantee to target a minimum of at least five areas in at least four different states within each designated region
Scoring Changes	Points for TA provider's previous experience in developing FLH TA programs and developing projects that continue to successfully operate as FLH, focus on provider staff capacity to deliver TA, grantee-driven service areas with demonstrated need for FLH, Agency key funding priority points (Covid-19 recovery, equity, climate)	

# Off-Farm Labor Housing Technical Assistance NOFA Eligible Applicants

- Eligible public and private nonprofits organizations
- Expertise in FLH project development, federal grant administration, and technical assistance program development, implementation, and delivery
- See NOFA for additional requirements
- Note: Funding awards are made to TA providers, not prospective TA recipients. Entities seeking technical assistance may contact TA providers to request assistance following announcement of selected grantees.

# Off-Farm Labor Housing Technical Assistance NOFA

## Statement of Work

- Statement of Work:
  - Explain TA services to be delivered and who will provide them (e.g., staff, consultant, third-party report provider).
  - Describe plan for TA service delivery, including where, how, and to whom services will be delivered.
  - Explain how proposed applicants and communities with demonstrated unmet need for FLH were identified.
  - Provide a budget and timeline for the proposed services to be delivered.
  - Describe the outcomes of the proposed Statement of Work.
  - Note: Review NOFA carefully for all Statement of Work submission requirements.



# Off-Farm Labor Housing Technical Assistance NOFA Eligible Purposes

- Eligible purposes:
  - Technical assistance, consultation and advisory services provided to eligible off-FLH loan and grant applicants who lack experience/capacity to package loan and grant dockets to submit for Agency funding consideration.
  - Soft costs necessary to determine the feasibility of the project, including but not limited to, appraisals, capital needs assessments, and market surveys.
  - Targeted outreach efforts.
  - Other grant funds uses may be approved by the Agency on a case-by case basis.

# Off-Farm Labor Housing Technical Assistance NOFA

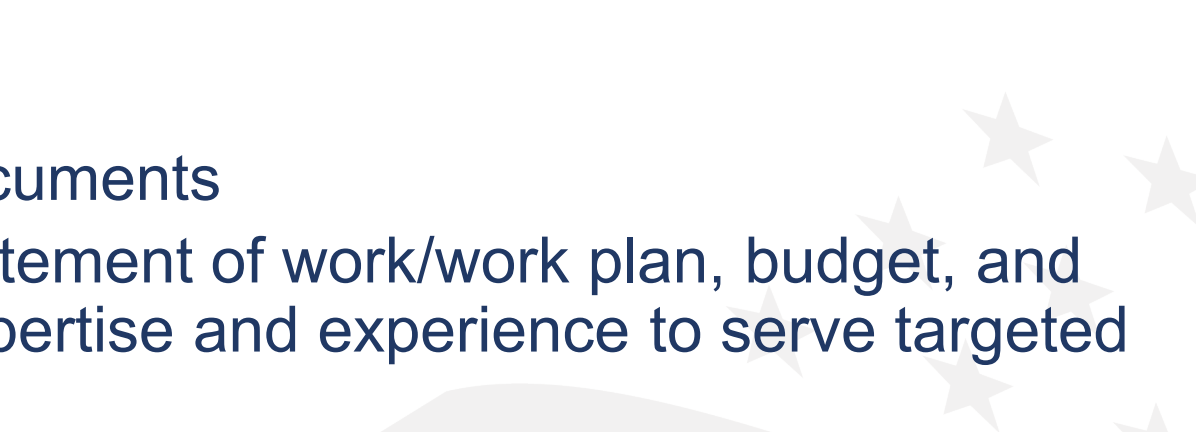
## Ineligible Purposes

- Ineligible purposes:
  - Project construction costs
  - Projects with an Identity of Interest (IOI) between TA providers (or any acting third-party entities) and loan/ grant applicant(s)
  - Projects also requesting reimbursement for TA expenses as part of total development costs
  - Projects located in counties with Agency-financed FLH properties currently operating under “diminished need” occupancy waivers

# Off-Farm Labor Housing Technical Assistance NOFA Ineligible Purposes (continued)

- The Agency has granted diminished need occupancy waivers to a limited number of FLH borrowers who have documented diminished need and demand for FLH in Agency-financed FLH projects. FLH TA under this NOFA will not be funded in 34 counties currently operating under diminished need occupancy waivers for FLH.
- Please select the “To Apply” tab on RD’s Off-FLH TA Grants website: <https://www.rd.usda.gov/programs-services/multifamily-housing-programs/farm-labor-housing-technical-assistance-grants> to find the list of counties with Agency-financed FLH properties currently operating under “diminished need” occupancy waivers.

# Off-Farm Labor Housing Technical Assistance NOFA Application Requirements

- Review the NOFA carefully for the complete list of application submission requirements. The items below are highlights, not a comprehensive list, from the NOFA.
    - Various forms
    - Organizational and financial documents
    - Narrative proposal including statement of work/work plan, budget, and description of organizational expertise and experience to serve targeted applicants and communities
- 



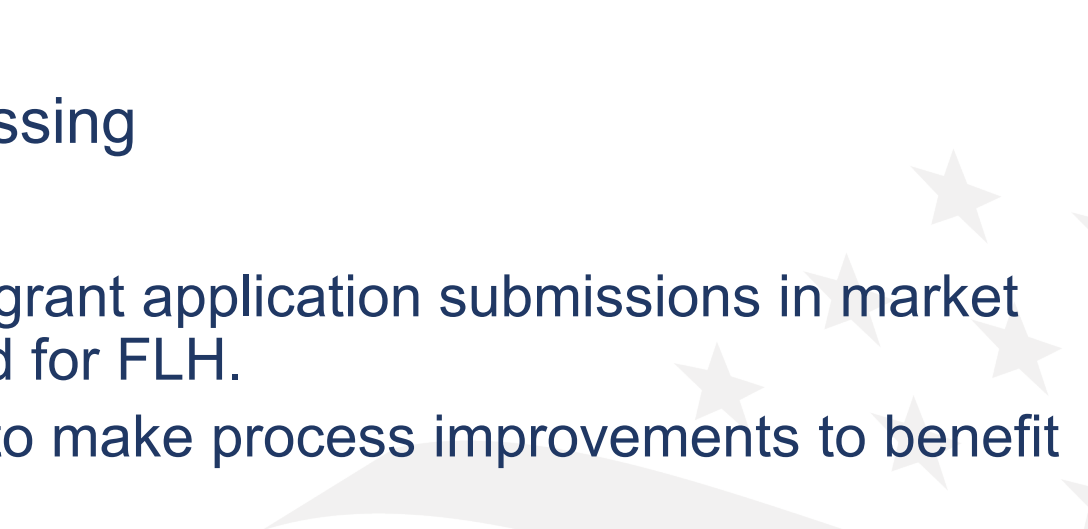
# Off-Farm Labor Housing Technical Assistance NOFA Application Requirements

- Organizational Expertise and Experience
  - Narrative: Note the requirements to provide information about specific previous FLH development projects and a description of how the TA services provided contributed to projects that continue to operate successfully to meet FLH demand in the community where they were developed.
  - Key Personnel and Staffing Plan: Provide details on staff that will deliver TA services and administer the grant.
  - Consulting Services: Goal is to increase the staff capacity of NPs to deliver TA services. Use of consultants is limited to 10% of personnel services budget. Note: Limitation does not apply to providers of third-party reports (e.g., appraisals and CNAs).

# Off-Farm Labor Housing Technical Assistance NOFA Scoring Criteria

- FLH Previous Experience (FLH developed and TA Delivered, including successful previous 514/516 loan/grant packages developed and submitted for Agency funding consideration)
- Alignment of budget with SOW/grant funds usage projection corresponding with a 24-month timeline for service delivery
- Proposed Outcomes (Targeted service areas with demonstrated unmet need and TA recipients served)
- Grant Administration (Admin % and Experience)
- Specific and quantifiable performance measures and benchmarks to be used for measuring the effectiveness of the TA services provided
- Administration Funding Priorities (Covid-19 Recovery, Equity, Climate)

# Off-Farm Labor Housing Technical Assistance NOFA Post-Selection Information

- Clarification of grantee reporting requirements
  - Ongoing engagement and training with TA providers
  - Regular feedback from TA providers on process challenges and needed improvements
  - Impact of MFH realignment on processing
  - Goals:
    - Facilitate more successful FLH loan/grant application submissions in market areas with demonstrated unmet need for FLH.
    - Use the learnings from the program to make process improvements to benefit future FLH applicants.
- 

# NOFA Selected TA Provider/Grantee Information

- Upon announcement of grantees selected under this NOFA, RD will notify all participants on this call and post on our website the following information:
    - TA grantees/providers awarded funding
    - Service delivery/coverage areas for each grantee
    - Contact information for each grantee
  - Organizations interested in receiving FLH TA services should contact the grantee(s) in their service area regarding the availability of services.
- 



# Questions or feedback?

Production and Preservation Division Director:

[Daniel.Rogers2@USDA.gov](mailto:Daniel.Rogers2@USDA.gov)

Program Analyst:

[Stephanie.Vergin@USDA.gov](mailto:Stephanie.Vergin@USDA.gov)

Email NOFA/program questions to:

[RD.FLHTA@usda.gov](mailto:RD.FLHTA@usda.gov)

A decorative graphic in the bottom right corner of the slide, featuring a series of light gray wavy lines at the bottom and several light gray stars of varying sizes scattered above them, resembling a stylized American flag.