

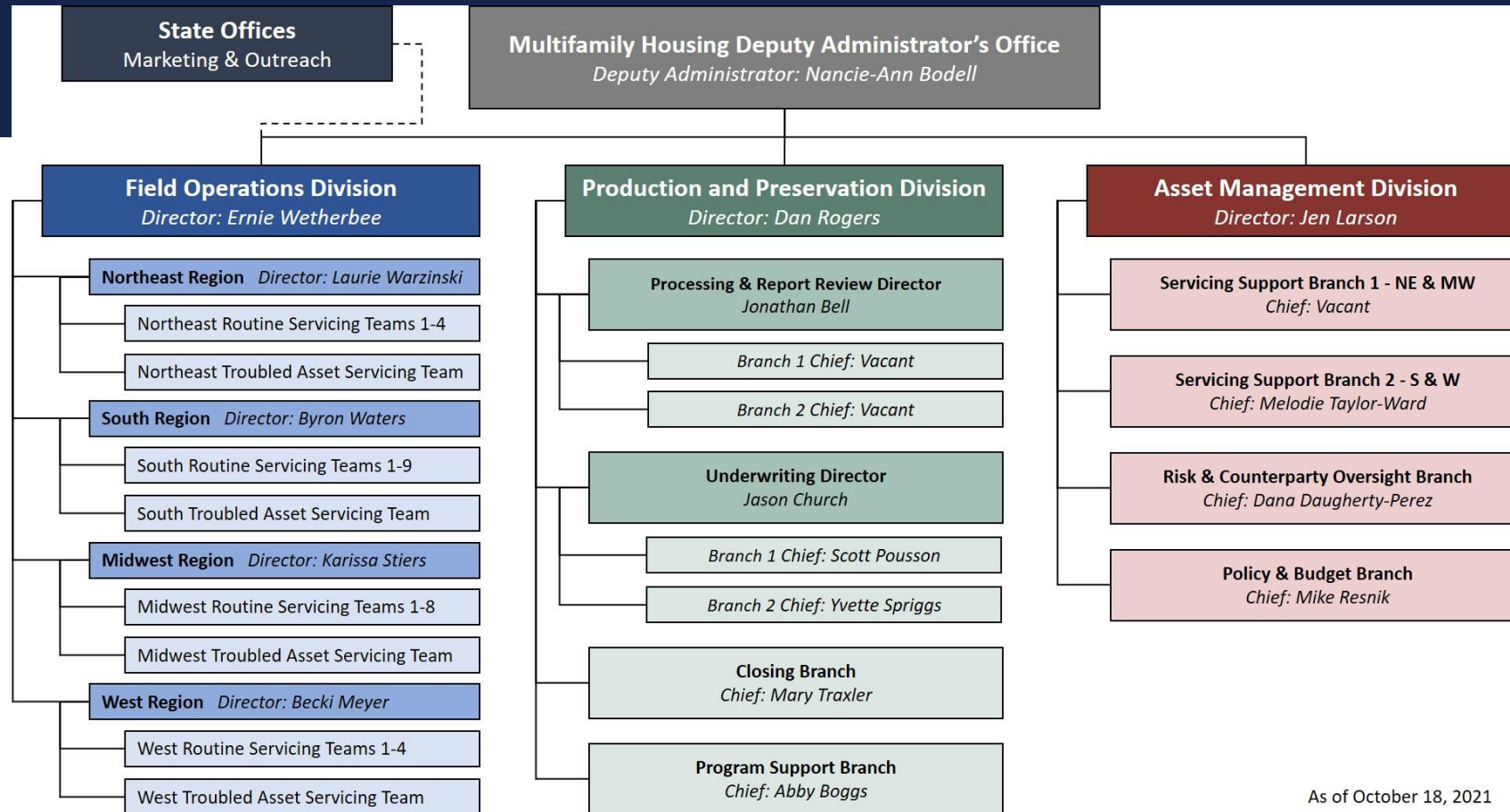


MFH Nonprofit Transfer Technical Assistance Information Session

Production and Preservation Division, Multifamily Housing
January 5, 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

Nonprofit Transfer Technical Assistance Program Basics

- Technical assistance grants are awarded to qualified public and private nonprofit organizations and public housing authorities to provide technical assistance to facilitate the transfer of Section 515 Multi-Family Housing projects to nonprofit and public housing authority buyers.
- TA providers may use grant funding to provide consultation, advisory and non-construction services from the feasibility/pre-application phase through closing.
- Soft costs, such as financial analysis and transaction structuring analysis, completion of other transaction details such as Capital Needs Assessments, appraisals, and market surveys, are an eligible use of funds.

Nonprofit Transfer Technical Assistance Program Basics


- Grants are awarded to entities applying to be technical assistance providers. TA providers must be nonprofit organizations, tribal housing organizations, public housing authorities (PHAs), or tribally designated housing entities (TDHEs).
- TA funds may not be used for construction costs.



Nonprofit Technical Assistance Transfer Funding Overview

- Notice of Funding Availability (NOFA) published in the Federal Register on December 10, 2021, at [2021-26757.pdf \(govinfo.gov\)](#)
- Funding available: \$3 million
- Grant term: 24 months
- Application deadline: February 8, 2022, by 11:59 PM ET
- How to submit: Via CloudVault following the NOFA instructions. To request a CloudVault account to submit an application, email npta.rfp@usda.gov
Important: Applicants must submit a request for a CloudVault account no later than February 3, 2022.

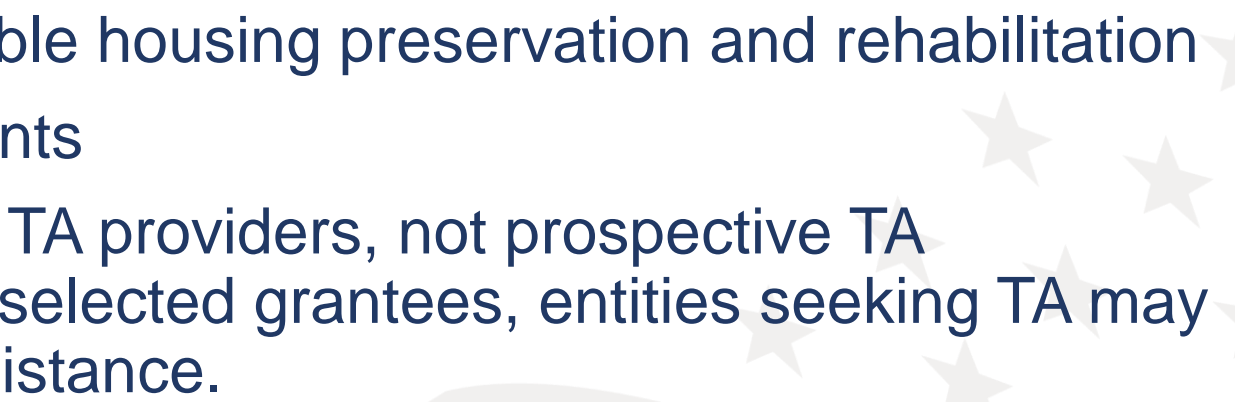
Nonprofit Technical Assistance Transfer Funding Overview

- Agency application review and scoring period: 30-60 days after the February 8, 2022, submission deadline
 - Agency works with selected grantees to finalize their scopes of work and obtain signed grant agreements
 - Initial round of funding awards made by May 1, 2022
 - All awards made by July 1, 2022
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Key NOFA Changes for FY2022 Funding Round

	FY2022 Funding Round	Previous Funding Round
Funding Available	\$3 Million	\$1 Million
TA Providers Per Region	Not limited	Limited to one provider for each of four geographic regions
Maximum Award Amount	\$350,000	\$250,000
Eligible Projects	Property must be needed, no restrictions by loan maturity date	Property must be needed, loan maturity date by 2035
Scoring Changes	Points for TA provider's previous Sec 515 transfer/preservation experience, focus on provider staff capacity to deliver TA, grantee-driven service areas, MFH program delivery goals (geographic coverage, diverse service delivery models), administrator discretionary points (Covid-19 recovery, equity, climate)	

Nonprofit Technical Assistance NOFA Eligible Applicants

- Nonprofits, tribal housing nonprofits, public housing authorities, and tribally designated housing entities (TDHEs)
 - Expertise in MFH Section 515 transfers
 - Experience with other MFH affordable housing preservation and rehabilitation
 - See NOFA for additional requirements
 - Note: Funding awards are made to TA providers, not prospective TA recipients. Upon announcement of selected grantees, entities seeking TA may contact TA providers to request assistance.
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Nonprofit Technical Assistance NOFA Scope of Work

- Scope of Work:
 - Plan for TA service delivery, including where, how, and to whom services will be delivered.
 - Explain why TA is needed in the service area and how the grantee will provide it. Identify how grantee will identify projects that are both needed and suitable for preservation along with finding willing buyers and sellers.
 - Explain services that will be delivered and who will provide them (e.g., staff, consultant, third-party report provider).
 - Provide a budget and timeline for the proposed services to be delivered.
 - Describe the outcomes of the proposed scope of work.
 - Note: Review NOFA carefully for all Scope of Work submission requirements.

Nonprofit Technical Assistance NOFA Eligible Purposes

- Technical assistance and consultation services to assist in the transfer of ownership to a nonprofit or public housing authority (PHA)
- Soft costs necessary to determine the feasibility of the transaction, including but not limited to, appraisals, capital needs assessments, and market surveys.
- Not eligible:
 - Project construction costs
 - Funding projects in which the TA provider has an identify of interest/ownership interest

Nonprofit Technical Assistance NOFA Application Requirements

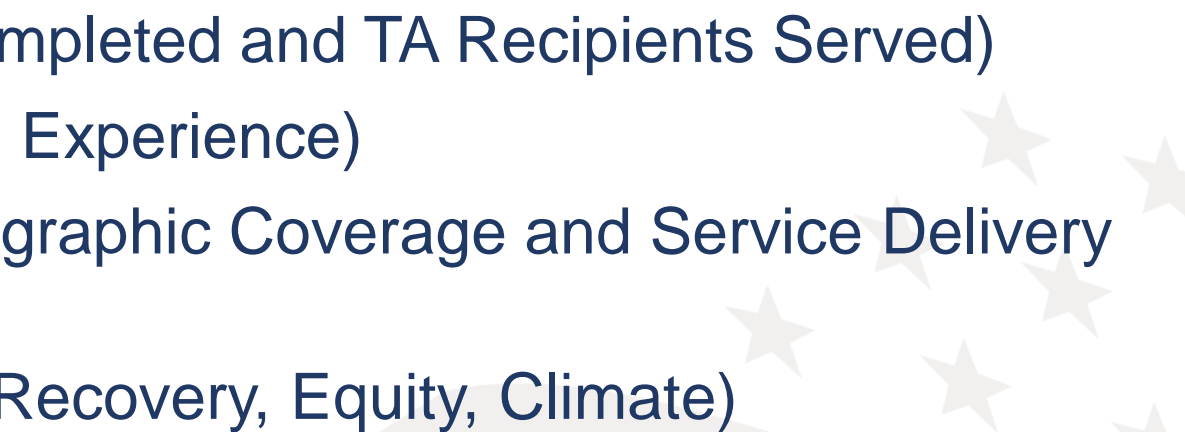
- Review the NOFA carefully for the complete list of application submission requirements. The items below are highlights, not a comprehensive list, from the NOFA.
 - Summary page
 - Various forms
 - Organizational and financial docs
 - Organizational expertise and experience
 - Scope of work



Nonprofit Technical Assistance NOFA Application Requirements

- Organizational Expertise and Experience
 - Narrative: Note the requirement to provide information about specific Section 515 transactions and their transfer status.
 - Key Personnel and Staffing Plan: Provide detail on staff that will deliver TA services and administer the grant.
 - Consulting Services: Goal is to increase the staff capacity of NPs and PHAs 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).

Nonprofit Technical Assistance NOFA Scoring Criteria

- MFH Sec 515 Previous Experience (Transfers Completed and TA Delivered)
 - Other Affordable MFH Previous Experience (Transfers Completed and TA Delivered)
 - Proposed Outcomes (Transfers Completed and TA Recipients Served)
 - Grant Administration (Admin % and Experience)
 - MFH Program Delivery Goals (Geographic Coverage and Service Delivery Models)
 - Administration Priorities (Covid-19 Recovery, Equity, Climate)
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Nonprofit Technical Assistance NOFA: Post-Selection Information

- Clarification of grantee reporting requirements
- Ongoing engagement and training with TA providers
- Regular feedback from TA providers on transfer process challenges and needed improvements
- Impact of MFH realignment on transfer processing
- Goal: Facilitate more transfers to nonprofits/PHAs and use the learnings from the program to make process improvements that will benefit future preservation buyers.

NOFA Selected TA Provider/Grantee Information

- Upon announcement of grantees selected under the NOFA, RD will notify all participants on this call and post on our website the following information:
 - TA grantees/providers that were awarded funding
 - Service delivery/coverage areas for each grantee
 - Contact information for each grantee
- If you are interested in receiving TA, you should contact the grantee(s) serving your area about the availability of services.

Questions or feedback?

Production and Preservation Division Director:

Daniel.Rogers2@USDA.gov

Program Analyst/NOFA Contact:

Stephanie.Vergin@USDA.gov

Email NOFA/program questions to:

npta.rfp@usda.gov

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