
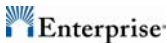


AHSC Strategies for Success in 2017 & Beyond


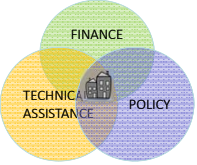
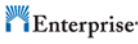


Orissa Rose-Price
Program Director, AHSC
Enterprise Community Partners Northern CA



Who We Are: Enterprise

- Mission: work nationally to create opportunity for low- and moderate-income people through affordable housing in diverse, thriving communities
- Invested \$18.6B nationally for 340,000 affordable homes
- Invested \$1.8B into CA's affordable housing

Enterprise's AHSC Innovation Frame

Changes development as usual & integrates our programmatic priorities

Tools

- Year Over Lessons Learned and Recommendations
- Financial Tools that Complement AHSC Funds
- Toolkit
 - Research Materials for Co-benefits and planning
 - CAHFA, PHIP, MHP
 - Overview Packets
 - Process Planes for public sector applicants
 - AHSC 101
 - Presentation Decks

TA

Technical Assistance

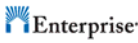
- Capacity Assessments
- Best Informational Consulting
- Co-Applicant Coordination
- Comprehensive application, financial, legal, zoning, organizational, project management, contract creation, troubleshooting
- Along technical assistance and grants (PHFA, Section 4, MHP, PHIP, etc.)
- Mapping future applications (long pipeline and design staff capacity)

Policy

In coordination with AHFC, CHFC, PHIP, PHFA, PHIP and PHIP/PHFA

- AHFC Workbooks
- Presentations
- AHFC Program Design Recommendations
- Local stakeholder relationships
- Special AHSC assessments and evaluate program throughout state (messaging)

Supported 40+ public & private partners
Worked with 14/25 projects recommended for awards



AHSC: Changing the game

- Extremely competitive statewide program that everyone is counting on
- looking BEYOND the parcel delivers broader impact but also more complication

Left Pan (Higher):

- Timing & eligibility: 3 yr POP, 2 yrs to execute
- TOD vs. ICP vs. RIPA: QHQT??
- reduction efficiency: ARB adjustments, reductions or pts?
- leverage: Varied processes, what counts, concept vs full

Right Pan (Lower):

- Policy alignment: CalEnviroScreen 3.0
- set asides: 4% + AMI vs. SMI
- Serves most in need: more than bike racks
- scale of impact: more than bike racks
- Innovative community change: Legal issues, implementation

Steps to Developing your pipeline of AHSC Projects

- Review AHSC Program materials to make sure you understand threshold requirements

Steps to Developing your pipeline of AHSC Projects

- Scan plans and pull key data for AHSC eligible projects such as:
 - Active transportation projects (bike and/or ped)
 - Urban greening (native, drought tolerant plants along corridors)
 - Open space restoration
 - station area developments
 - Transit route creations, expansions

Steps to Developing your pipeline of AHSC Projects

3. Separate near term projects out from further off ones

- o Approval and construction dates (*Be specific to the year if possible*)
- o Keep AHSC Program timeline in mind
 - Application (Spring – Fall)
 - CEQA & NEPA
 - 3 year disbursement period post agreement execution

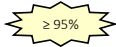


Steps to Developing your pipeline of AHSC Projects

5. Record levels of committed and expected financing

- Construction & permanent
- Operational reserves
- Larger budget line items
- Land donation
- And...make sure to organize all substantiating documentation

$$\frac{\text{AHSC Funds Requested} + \text{EFCs} - \text{Deferred Costs}}{\text{Total Development Costs} - \text{Deferred Costs}}$$



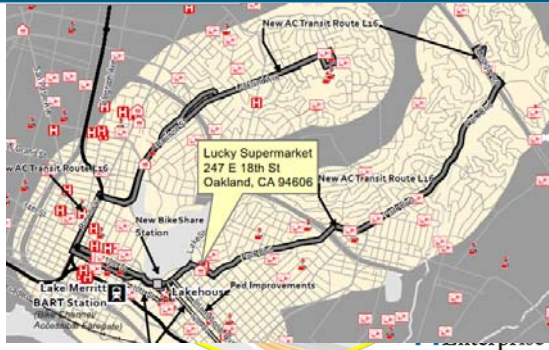
Steps to Developing your pipeline of AHSC Projects

1. Know fundamental AHSC threshold and eligibility requirements
2. Scan plans and pull out data for AHSC eligible projects, such as:
3. Separate near term projects out from longer term ones
4. Record levels of committed and expected financing
5. Identify where there are financing gaps that only AHSC can fill

6. Share this data with potential co-applicants!!



Fundamentals of a Competitive AHSC Project



Fundamentals of a Competitive AHSC Project

Scope for high impact & meaningful benefits

- ✓ INCLUDE all eligible uses despite type requirements!
 - Set-aside eligibility doesn't guarantee awards
 - Not all STIs are created equal
- ✓ STUDY scoring structure and what getting points takes
 - Engage / develop technical GHG reduction quantification expertise early on
 - Start thinking about community engagement and workforce programs
- ✓ CLARIFY roles and responsibilities of all team members

Scoring System	Weight	Points
1. Eligible Use	10%	10
2. Energy Efficiency	20%	20
3. Green Building	10%	10
4. Water Conservation	10%	10
5. Air Quality	10%	10
6. Community and Workforce	10%	10
7. Other	30%	30
Total	100%	100



Use new tools or protocols to work more effectively

- ✓ Designated point person
- ✓ Narrative and backup documentation templates
- ✓ Progress tracking tools & regular check ins
- ✓ document sharing platforms

Item	Owner	Start Date	End Date	Status	Notes
1. Designated point person	John Doe	2023-01-01	2023-01-01	Complete	
2. Narrative and backup documentation templates	Jane Smith	2023-01-01	2023-01-01	Complete	
3. Progress tracking tools & regular check ins	John Doe	2023-01-01	2023-01-01	Complete	
4. Document sharing platforms	Jane Smith	2023-01-01	2023-01-01	Complete	



Sharing AHSC Project Data via Capital PRO Match

Salesforce interface requires no software purchase users get unique profiles and access to the basic project info of co-applicants No limit to # of AHSC match-seeking projects entered into system TA providers see all data and updates

Questions?

Thank you!

Follow up:

Orissa Rose-Price (Statewide AHSC TA Director)
orose-price@enterprisecommunity.org
