Call for Applications

Atlanta and South Florida
Faith-Based Development Initiative
Technical Assistance Cohorts

2022

Applications Due:
June 13, 2022

Overview

At Enterprise, our mission is to make home and community places of pride, power and belonging, and platforms for resilience and upward mobility for all. One of America's original social enterprises, we bring together the people and resources to create affordable housing in strong neighborhoods. Within Enterprise are programmatic activities and entities that lend funds, finance development, and manage and build affordable housing. Since 1982, we have invested $54 billion and created 873,000 homes across all 50 states. All to make home and community places of pride, power and belonging. We work in collaboration with partners to solve critical issues facing low-income communities across the U.S., including preserving affordable housing and ensuring families have access to jobs, health care, and other services. Together with our partners we identify, pilot and scale opportunity-building solutions for low-income people.

Atlanta and South Florida Faith-Based Development Initiative Technical Assistance Cohorts

Enterprise Community Partners is bringing Faith-Based Development Initiative (FBDI) Technical Assistance Cohorts to Atlanta and South Florida. The FBDI TA Cohorts are a series of no-cost training and peer learning sessions designed to help houses of worship (HOWs) understand and navigate the development process to advance their development projects in their respective communities. Training sessions will be open to HOWs in both the metro Atlanta and South Florida areas interested in learning how to utilize land that they either own or plan to acquire for the purpose of building affordable housing and/or community serving facilities. The FBDI TA Cohort participants will gain a solid understanding of the development process from visioning to partnership, construction, grand opening, and operations. Enterprise will bring in experts and practitioners that have proven success in developing affordable units and are thinking outside the box when it comes to funding to help deliver the training sessions. Training sessions will be held with a combination of both in-person and virtually.

Through this call for applications, Enterprise is accepting applications from faith-based organizations to form a cohort of participants in the Faith-Based Development Initiative Technical Assistance Cohort. Up to thirty houses of worship (metro Atlanta - 15 and South Florida - 15) will be selected as members of the FBDI Technical Assistance Cohorts. In addition to the delivery of the trainings, cohort members will receive no-cost, targeted, one-on-one technical assistance to support individual development efforts. The assistance will be tailored to the needs of the house of worship based on what their goals are and the support they identify in being critical to move their project forward. Examples of potential training topics include:

1. Introduction to Real Estate Development:
    a. Course Introduction and What is affordable housing
    b. Development process overview

    c. Organizational readiness/buy-in, building capacity

    d. Strategies for development

2. Development Decision and Community Engagement:
   a. Site development planning and process
   b. Housing development models, team, roles
   c. Engaging the community
   d. Developing a project mission

3. Project Design and Construction:
   a. Market feasibility
   b. Selecting a design team, developing design concept
   c. Development and environmental review, and approval processes
   d. Understanding and creating predevelopment budget
   e. Sustainable green building; climate risk reduction

4. Structuring the Deal:
   a. Proforma development, understanding financial resources (LIHTC, private debt, alternate sources etc.)
   b. Partnerships (land trust, joint venture etc.)
   c. Managing construction process and timeline
   d. Marketing and lease up
   e. Legal processes (settlement/closing, loan docs, title, etc.)

5. Project Operations:
   a. Property management
   b. Asset management
   c. Compliance
   d. Resident services
   e. Partner roles, obligations, and expectations

Additionally, to help Cohort Participants advance their projects from vision to completion **funding support will be provided to each house of worship in the form of up to $10,000 grants for Market Study & Feasibility Analysis, up to $40,000 in recoverable pre-development grants** and access to Enterprise Capital Products.

Outcomes

The FBDI Technical Assistance Cohort has been crafted to help houses of worship understand and navigate the development process to advance their development projects. Participating houses of worship have access to funding support and technical assistance to help them connect to resources and address project-specific challenges. The expected outcomes to participation include:

- Strengthened understanding of the overall Development Process
- Ability to pursue the development of affordable housing projects and preserve long-term affordability
- Improved capacity to identify and obtain funding for development projects

Program Cost

There is no program cost associated with participation in the FBDI Technical Assistance Cohorts. Cohort Members will be required to have the clergy leader and up to two lay leaders attend all of the scheduled Cohort sessions and must apply through this call for applications to be eligible.

Eligibility and Program Requirements

Applicants must meet all requirements specific to this call for applications.

Organizational Eligibility

Organization type – Applicants may be either (a) a house of worship in either metro Atlanta or South Florida that owns land/property and are working on, or contemplating working on, an affordable housing or mixed-use development, or (b) a non-profit community development organization tied to a house of worship in metro Atlanta or South Florida that owns land/property and are working on, or contemplating working on, an affordable housing or mixed-use development.

Geographic focus – Applications may only be considered from houses of worship who wish to provide affordable housing and/or community serving facilities in metro Atlanta (Cherokee, Clayton, Cobb, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry and Rockdale counties and the city of Atlanta) and South Florida (Palm Beach, Broward, Miami-Dade and Monroe counties).

Resource Commitment

Staff time dedicated from the Clergy Leader and up to two lay leaders or Community Development Corporation staff

1. Participation in all FBDI Technical Assistance Cohort training sessions both in-person and virtually (over a 6–7-month timeframe beginning July 2022)
2. Working with Technical Assistance provider/Development Consultant (up to 5 hours per month)
3. Internal coordination and communication with Enterprise as needed.

Program Terms

- Program Period of Performance – The training portion of the FBDI Technical Assistance Cohort will occur over a six to seven-month period beginning July 2022. TA cohort members must commit to attending all sessions.
- Cohort participants are expected to stay engaged with Enterprise Community Partners for the period of time that they are pursuing their development projects in order to access the funding support (Market Study & Feasibility Analysis grants and recoverable pre-development grants) at the appropriate time the project warrants the funding support.

- Reporting – Participants will be required to provide information that supports Enterprise's evaluation of the impact of the FBDI Technical Assistance Cohort. The bulk of this participation will take the format of training evaluations, post-training surveys, etc. Every effort will be made to minimize the time and effort required by participants.
- Work Products – Any work products (i.e., reports, RFPs, etc.) developed through the provided Technical Assistance will remain the property of the cohort participant but must be shared with Enterprise.

Submission Requirements and Evaluation Criteria

Submission Materials
Responses should include the following materials:

Organizational Narrative (no more than 2 pages) that includes:
- name of the House of Worship,
- location,
- name of Clergy Leader,
- what the house of worship hopes to gain from participating in the FBDI Technical Assistance Cohort,
- bios of the clergy leader and organization leadership,
- capacity of the house of worship to dedicate staff time to the FBDI Technical Assistance Cohort and to the development process of affordable housing and/or community serving facilities should also be addressed,
- identification of clergy leader and/staff that will be in attendance at each session,
- ways that your organization is culturally responsive to the communities it serves and shows a commitment to Diversity, Equity, and Inclusion
- completed FBDI Enterprise Organizational Assessment document. We understand that you may not be able to fully answer all of the questions in the document and that's okay as the FBDI TA Cohort is designed to help you better answer these questions. However, please answer as much as you can and provide details as it will help us with establishing a baseline of where each HOW is in the development process.

Selection Criteria
Organizations will be evaluated on the following characteristics:

A maximum of 30 organizations (Atlanta – 15 and South Florida - 15) will be selected to participate in the FBDI Technical Assistance Cohorts.
- Organizational capacity to pursue an affordable housing and or community serving facility development project including staff capacity to successfully complete training and dedicate time to working with TA provider/development consultant (30 points)

- Organizational Narrative (30 points)
- Completed FBDI Enterprise Organizational Assessment (20 points)
- Complete application materials (15)
- Culturally Responsive Organization (5)

Submission Instructions

Proposals are due by **11:59 pm ET on June 13, 2022**. Inquiries concerning this RFA should be directed to Timothy Block at tblock@enterprisecommunity.org. Applications must be submitted in SlideRoom by clicking here: https://enterprise.slideroom.com/#/permalink/program/66471

All costs incurred in the preparation of a response to this RFA are the responsibility of the applicant and will not be reimbursed by Enterprise. By submitting a proposal, applicant commits to the terms and conditions outlined in this RFA. Requests for exception to any terms or conditions must be submitted with the proposal. Enterprise reserves the right to deny requests for exception to any terms and conditions. Requested exceptions will be factored into Enterprise's consideration of award. We cannot accept late or incomplete applications.

Learn More

Any questions on the call for applications process can be directed to: Timothy Block, Senior Program Director, Southeast, at tblock@enterprisecommunity.org

Notification of Selected Applicants

All applicants will be notified of selection via email on July 8, 2022

Please note that the first training session will tentatively be held in July.