2017 REQUEST FOR LETTERS OF INTEREST

Overview
for Rural and Native American applicants

Thursday, May 11, 2017
3:00 – 4:00 p.m. Eastern
Agenda

- Purpose of Webinar
- About Enterprise Community Partners
- About the Program
- Letters of Interest Overview
  - Eligibility Requirements
  - General Information
  - Priorities and Geographies
  - Rural and Native American Program Areas
  - Application Materials & Submission Process
  - Scoring Criteria
- Timeline
- Resources
- Reminders
- Questions
Provide an overview of the grant program, the LOI application and its requirements and Rural and Native American program areas.

- Answer questions posed by applicants.

The content included in this webinar is only intended to summarize the contents of the Request for Letters of Interest (LOI). Any content within this presentation that appears discrepant from the language in the LOI is superseded by the language in the LOI. All Applicants are strongly encouraged to carefully read the LOI guidelines and adhere to them.
For more than 30 years, Enterprise has introduced solutions through public-private partnerships with financial institutions, governments, community organizations and other partners that share our vision that one day, every person will have an affordable home in a vibrant community, filled with promise and the opportunity for a good life.
About Enterprise Community Partners

The Rural and Native American Initiative:

• Creates healthy, safe, green affordable housing and increases opportunities for economic advancement
• Creates opportunities for the acquisition and rehabilitation of Rural Rental 515 projects
• Supports the development of permanent supportive housing projects and strategies
• Supports climate and cultural resiliency through the placement of AmeriCorps VISTAs at partner organizations
Funding is made available through the U.S. Department of Housing and Urban Development’s Section 4 Capacity Building for Community Development Program.

The purpose of the Section 4 Program is to enhance the technical and administrative capabilities of:

- Community Development Corporations (CDCs)
- Community Housing Development Organizations (CHDOs)
- Organizations serving Native American Populations with a defined mission that includes affordable housing including Tribes, Tribally Designated Housing Entities or Tribal Housing Authorities.

...to carry out community development and affordable housing activities for the benefit of households of low income (defined for this program as 80% AMI or below).
Eligibility Requirements

• Applicants must meet the eligibility requirements as described in Appendix A of the LOI.

  • **HUD Requirements**: CDCs, CHDOs & organizations serving Native American populations.
  • **Enterprise Requirements**: Demonstrated Staff Capacity and/or relationship with Fiscal Agent or Fiscal Sponsor.

• Applicants unsure of their eligibility are encouraged to view the Eligibility Requirements tutorial on Enterprise’s website or email RFP@enterprisecommunity.org for assistance.
Letters of Interest Overview

Threshold Requirements

Applicants must meet the following requirements:

- Proposed activities must address the needs of low income households as required under the Section 4 program (80% AMI or lower). Low income households is defined as a single person who may be elderly, displaced, disabled, near elderly, or any other single person, a group of persons residing together, or any persons occupying a housing unit.

- Applicants must meet eligibility requirements as described in Appendix A of the LOI.

Applications that do not meet both of the Threshold Requirements will not be reviewed.
Letters of Interest Overview

General Information

• This is a two-step application process consisting of a Letters of Interest (LOI) phase and a Full Application phase.

• The Rural and Native American Initiative covers the entire nation.

• Proposed activities must take place in a rural area.

• Anticipated awards ranging from $25,000 to $100,000. Average award under RNAI is expected to be $50,000.

• If awarded a grant, the period of performance will begin on September 1, 2017 and will have a general duration of 12 to 24 months.
Letters of Interest Overview

General Information

• Applicants may submit only one (1) application.

• Applicants may apply under only one (1) Program Area.

• Applicants that have received funding and/or have pending applications with other Section 4 intermediaries (LISC, Habitat for Humanity Int’l) will not receive funding for the same costs under this LOI.

• Matching Component

• All LOI documents are available on Enterprise’s website
Letters of Interest Overview

Market Priorities & Geographies of Interest

• Each Market has identified the Program Areas they are most interested in supporting.

  • Note: If applying under Rural & Native American, be aware that all Program Area titles begin with “Rural & Native American” and are specific to this Market area only. This is important to remember as Applicants are required to select one Program Area to apply under during the application submission process.

• More in-depth information about each Market’s specific program area priorities, additional criteria, and geographic focus areas, can be found in the Priorities Supplement.
Letters of Interest Overview

Market Priorities & Geographies of Interest

Rural & Native American Initiative Priorities
2017 Request for Letters of Interest

Rural and Native American Initiative Contact Information:

- For questions about Rural and Native American priorities, please contact Sarah Torsell, Program Director
  - Email: storsell@enterprisecommunity.org
- For general questions about the administration of the overall RFP process, please email rfp@enterprisecommunity.org

The Rural and Native American Initiative will accept Letter of Interests for the following program areas:

<table>
<thead>
<tr>
<th>Building and Designing Sustainable Communities</th>
<th>Geographic Priority</th>
<th>Additional Criteria</th>
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<tbody>
<tr>
<td><strong>Program Area:</strong> Rural &amp; Native American - Building and Designing Sustainable Communities</td>
<td>The Rural and Native American Initiative will serve CDCs and CHDOs located across the nation.</td>
<td>Enterprise will award up to $50,000 to 2-5 organizations working on building and designing sustainable communities.</td>
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Safe, healthy, efficient, and affordable housing is an essential component of thriving cities and communities. In order to fully realize the benefits of sustainable and affordable building practices over the long term, CDCs must optimize their design, construction, and operations and maintenance practices at the organizational level and fully engage residents, building staff, and the community as vital participants in designing, maintaining, and operating buildings. In addition to the program description outlined in the 2017 Program Areas, the Rural and Native American Initiative also supports:

- Measures to help CDCs, CHDOs, THAs, and TDHEs measure and manage utility expenditures such as the creation of strategies addressing energy benchmarking and water monitoring that will be
Market Priorities & Geographies of Interest – Rural & Native American ONLY

• Funding is available to eligible Applicants operating in rural areas across the nation.

• Areas served must meet the definition of rural as applicable to the Section 4 program:

A rural area is a statistical geographic entity delineated by the Census Bureau that does not meet the definition of an urbanized area contained in the Office of Management and Budget’s 2010 Standards for Delineating Metropolitan and Micropolitan Statistical Areas, 75 FR 37252 (June 28, 2010). That is, a rural area is an area that is NOT a statistical geographic entity delineated by the Census Bureau, which would consist of densely settled census tracts and blocks and adjacent densely settled territory that together contain at least 50,000 people.
Market Priorities & Geographies of Interest – Rural & Native American

- To determine if the area where grant activities will take place qualifies as rural, visit [http://arcg.is/1JlyORB](http://arcg.is/1JlyORB) and enter the zip code or city to confirm eligibility. Areas shaded pink are not eligible geographies.
Letters of Interest Overview

Program Areas

The Rural and Native American Initiative focuses on the following Program Areas:

• Building and Designing Sustainable Communities
• Health and Housing
• Affordable Housing Production and Preservation
• Promoting Housing and Resiliency in Communities of Opportunities
• Multi-year Capacity Building for Native American Communities
• Native Homeownership
Letters of Interest Overview

Program Areas - Rural and Native American

Building and Designing Sustainable Communities

- Enterprise seeks to build the capacity to implement best practices embedded within and inspired by the 2015 Green Communities criteria with a particular focus on efficiency, health and resiliency.

- Implementation of measures that promote resilience in design and development processes, specifically following Criterion 1.3b of the 2015 Criteria. Other activities may include developing operation models for resilience in emergency situations, i.e. housing displaced residents, operating procedures for property managers post disaster, etc.

- Projects that support a holistic, portfolio-wide approach to environmental sustainability such as green building, culturally appropriate designs, green operations, maintenance, and property management.
Letters of Interest Overview

Program Areas - Rural and Native American

Health and Housing

- Enterprise seeks to build the capacity of CDCs, CHDOs, THAs, and TDHEs who serve populations that stand to benefit from a service-enriched independent housing setting, such as older adults, homeless and the formerly homeless, disabled, veterans groups, and other populations.

- Activities to create and cultivate a development team who will undertake a permanent supportive housing project.

- CDCs, CHDOs, THAs, or TDHEs partnering with healthcare providers to improve the physical health of their buildings.

- Peer to Peer Learning
Letters of Interest Overview

Program Areas - Rural and Native American

Affordable Housing Production and Preservation

- Enterprise is focused on ensuring the long-term sustainability of affordable-housing developers and owners, as well as existing affordable-housing portfolios.

- Furthering early predevelopment on underutilized sites or work on complicated preservation transactions, in particular, acquisition of distressed affordable housing portfolios or recapitalizing aging affordable housing stock under existing ownership including 515 projects and year 15 LIHTC projects.

- The development or preservation of farmworker or migrant and seasonal workers housing.
Program Areas - Rural and Native American

Promoting Housing and Resiliency in Communities of Opportunity

- Enterprise seeks to support organizations taking a comprehensive approach to creating housing that combines the elements of design, green building, sustainable practices, culture, health, and access to opportunities such as education and jobs.

- Enterprise will support community-based organization in their efforts to create sustainable and resilient communities by leveraging creative placemaking strategies to strengthen the connection between cultural and climate resilience.
Program Areas - Rural and Native American

Multi-year Capacity Building for Native American Communities

- A transformative project is defined as a comprehensive approach to creating housing in connected communities that combines the elements of design, green building, sustainable practices, culture, health, and access to opportunities such as education and jobs.

- Sustainable master planning and design recommendations for affordable housing and other community developments.

- Program Requirements
Program Areas-Rural and Native American

Native Homeownership

- Enterprise will support organizations to develop or expand homeownership programs that promote responsible homeownership or for participation and development of state or regional tribal homeownership coalitions with the goals of increasing the level of homeownership among Native Americans on and off reservations.

- Staff time to implement homebuyer education, credit counseling, homebuyer readiness, pre and post purchase counseling, etc. education and curriculum.

- Market homeownership opportunities and develop expertise in mortgage finance programs.
Letters of Interest Overview

Application Materials & Submission Process

• Review and follow the instructions and format requirements on page 1 of the LOI Narrative.

• Applications that do not follow the instructions and format requirements will not be reviewed.

• LOI Narratives must be uploaded through the LOI Online Submission Form.

• Review the LOI Submission Guide which outlines the submission process step by step. The guide includes:
  
  ▪ List of questions on the LOI Online Submission Form.
  ▪ Submission instructions.
  ▪ Screenshot of LOI Online Submission Form.
Letters of Interest Overview

Application Materials & Submission Process

**STEP 2: LOI Online Submission Form**

- **Important Note:** Applicants are required to select Rural & Native American under the Market Area of Interest.
Letters of Interest Overview

Application Materials & Submission Process

STEP 2: LOI Online Submission Form

• **Important Note**: On the form, Applicants are required to select one Program Area of Interest to apply under. Rural & Native American Applicants must select a Program Area of Interest that begins with, “Rural and Native American”.

![Program Area of Interest List](image)
Letters of Interest Overview

Scoring Criteria

• Applications will be evaluated against four (4) Criteria.

• Each question in the LOI Narrative aligns with the Criteria. Questions will be graded on a 5-point scale with 1 being a minimal response and 5 being an exceptional response.

• Decisions to move an applicant forward are based on eligibility, responsiveness to criteria, alignment with identified priorities, and comments from reviewers. The total number of applicants selected to submit a full application is contingent upon the number and quality of LOIs received.
## IMPORTANT DATES

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<tr>
<th>Event</th>
<th>Date/Time</th>
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<tr>
<td>Submission Deadline for LOI Applications:</td>
<td>May 31, 2017 8:00 pm EDT</td>
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<tr>
<td>Notice of Invitation to Submit Full Applications:</td>
<td>July 10, 2017</td>
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<td>Submission Deadline for Full Applications: <em>Applicants must be invited by Enterprise.</em></td>
<td>August 7, 2017 8:00 pm EDT</td>
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Online Resources for Applicants

- Full Applications & Grant Award Requirements
- Letters of Interest FAQ
- LOI Submission Guide
- Eligibility Requirements
- Enterprise Grants Guide
- 2015 Green Communities Criteria
Reminders

REMINDERS

✓ Applicants may only submit one proposal.

✓ Applicants must apply under only one of the Program Areas.

✓ Enterprise will only consider LOIs from Applicants that:
  • Have met both Threshold Requirements;
  • Followed instructions, format requirements and answered all 5 questions on the LOI Narrative (Exhibit A);
  • Submitted their application via the LOI Online Submission Form; and
  • Submitted their application by May 31, 8:00 p.m. EDT. The LOI Submission Form will close at 8 PM EDT SHARP.

✓ Late submissions and hard copies of application materials will not be accepted. Applications submitted outside of the LOI Online Submission Form will not be accepted.
Questions

☑ Questions specific to the Rural and Native American program should be sent Sarah Torsell@storsell@enterprisecommunity.org

☑ General questions about the LOI may be submitted to rfp@enterprisecommunity.org.

☑ A Letter of Interest FAQ list will be updated and posted on Enterprise’s website every Friday through May 26. Questions will not be added to the Letter of Interest FAQ list after May 30, 2017.
QUESTIONS?