

[DRAFT FOR IRC REVIEW—NOFA NOT YET RELEASED]

Los Angeles County Affordable Housing Solutions Agency

Notice of Funding Availability #1

Affordable Housing Production and Preservation

November 5, 2025 [DRAFT DATE]

NOFA Responses Due By:

**5:00 p.m. (Pacific Time) on
Monday, January 9, 2025**



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1. OVERVIEW

A. Introduction

This Notice of Funding Availability (“NOFA”) represents the first funding opportunity by the Los Angeles County Affordable Housing Solutions Agency (“LACAHSa” or the “Agency”). The funding opportunity embodies the mission, vision, and purpose of the Agency: to propel the production and preservation of affordable housing forward using new strategies and new resources. LACAHSa is not intended to be duplicative of the existing affordable housing finance landscape in Los Angeles County (the “County”); it is intended to be additive and to scale up tools that have been tested at a smaller scale.

What follows in this NOFA is a detailed breakdown of the tools (“Financing Products”) that the Agency intends to make available—and the corresponding opportunity for the affordable housing community to propose creative structures and approaches that utilize these tools to maximal effect. LACAHSa looks forward to the proposals and long-term partnerships that this funding opportunity will inspire.

We invite a diverse range of applicants to submit proposals that represent the range of LACAHSa’s strategies, from community-owned naturally occurring affordable housing preservation, to developer partnerships that create new affordable housing using Social Bond proceeds, to mixed-income social housing.

B. Background

LACAHSa is a newly formed independent regional governmental agency that is charged with increasing the production of affordable housing, preserving existing affordable housing stock, and protecting low-income tenants from eviction and displacement throughout Los Angeles County (the “County”). LACAHSa was created by the California Legislature in 2022 through the Los Angeles County Regional Housing Act (Senate Bill 679, codified at Cal. Government Code sections 64700 et seq.),¹ which establishes legal requirements for the distribution of LACAHSa’s revenues. In November 2024, the County’s voters passed Measure A, a half-cent sales tax to fund homelessness and homeless prevention programs. Measure A is anticipated to raise approximately \$1.1 billion in annual revenue, and 35.75% of that revenue—estimated to be approximately \$393.25 million—must flow to LACAHSa.

Measure A’s transactions and use tax became effective on April 1, 2025, and LACAHSa has begun to receive monthly tranches of revenue from the tax. A portion of this revenue is dedicated to LACAHSa for the purpose of creating new units of affordable housing or deepening/preserving the affordability of existing housing stock. LACAHSa is looking to quickly invest these revenues for their intended purposes.

SB 679 authorizes LACAHSa to incur debt and enter into agreements in order to carry out its statutory purposes. To this end, LACAHSa is preparing a transaction to utilize tax-exempt (as applicable) debt financing, secured by LACAHSa’s Measure A revenue stream, to accelerate the

¹ This NOFA refers to the Act as SB 679. These references are intended to be to the codified sections, as amended through subsequent legislation.

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availability of immediate funds for investment. LACAHSa anticipates accelerating over \$200 million dollars to be available to fund exceptionally qualified projects. This NOFA is intended to identify projects to fund through this initial debt offering.

LACAHSa is governed by a 22-member Board of Directors (the “Board”), with 21 voting members. The Board consists of local government representatives and housing industry experts. Under SB 679, the Board must approve LACAHSa’s funding of affordable housing projects. The Board has formed an Investment Review Committee (“IRC”) consisting of six of its members and a member of LACAHSa’s Citizens’ Oversight Committee (“COC”) to establish policies related to housing investments and make recommendations to the Board on projects to fund. The IRC will consider applications under this NOFA and make recommendations to the Board. The final decision to select and fund projects is within the sole and absolute discretion of the Board.

C. NOFA Timeline

The NOFA process will proceed according to the following schedule:

Event	Date
Draft NOFA published for public review/comment	Friday, September 26, 2025
Uniform Application Workbook (Excel) published for public review/comment	Wednesday, October 8, 2025
Workshops/listening sessions on Draft NOFA begin	Thursday, October 9, 2025
Workshops/listening sessions on Draft NOFA end	Friday, October 17, 2025
Public comment period ends	Monday, November 3, 2025
NOFA revised based on comments, workshops, listening sessions	Wednesday, November 12, 2025
NOFA submitted to IRC for approval	Thursday, November 13, 2025
IRC approves final NOFA	Thursday, November 20, 2025
Final NOFA released	Friday, November 21, 2025
NOFA Q&A period ends	Tuesday, December 9, 2025
NOFA responses due	Friday, January 9, 2026
Follow-up with respondents complete	Friday, January 23, 2026
Initial evaluations complete; Preliminary scoring and rankings released to respondents for review/comment	Monday, February 2, 2026
Respondent review/comment period ends	Monday, February 16, 2026
Final project selections submitted to IRC	Friday, March 27, 2026
IRC meeting to make recommendations to the Board	Week of April 6th, 2026
Board meeting to select projects	Week of April 20th, 2026
Selected projects notified	Week of April 27th, 2026

D. Meeting to Select Projects for Next Steps

The IRC will review and make recommendations to the Board at its meeting during the week of April 6th, 2026. At a meeting during the week of April 20th, 2026, the Board will select projects for next steps, which may include, but are not limited to, authorizing staff to issue a letter of intent

to fund a project or enter into an exclusive negotiation agreement (that may produce a letter of intent).

E. Important Resources

All projects funded by LACAHSa are subject to the legal requirements of SB 679 and Measure A. LACAHSa cannot grant exceptions under any circumstances. Applicants should familiarize themselves with SB 679 and Measure A.² Even if not set forth in this NOFA or in an eventual loan agreement, the requirements will nonetheless apply to the use of LACAHSa funds.

The LACAHSa Board has adopted Transitional Program Guidelines (“Program Guidelines”) that contain additional LACAHSa policies and guidance, as well as relevant applications and interpretations of the legal requirements governing LACAHSa funding. The Program Guidelines are available on LACAHSa’s website at www.lacahsa.gov.

The LACAHSa Board has also adopted an Annual Expenditure Plan, which sets forth the eligible uses of LACAHSa’s revenues. The Annual Expenditure Plan is also available on LACAHSa’s website.

F. Public Integrity

As a government agency, LACAHSa’s transactions are strictly subject to state laws related to public integrity and conflicts of interest. Applicants will be held to strict ethical standards. The Levine Act (Government Code section 84308) applies to funding decisions made by the IRC and the Board in relation to this NOFA. As further provided herein, applicants will be required to disclose campaign contributions made to members of LACAHSa’s Board as part of the application process, and such contributions may require those Board members to disqualify from participation. Additionally, the Levine Act will prohibit applicants from making campaign contributions to members of LACAHSa’s Board during the pendency of an application and for one year following the Board’s final decision on funding.

2. PROGRAM DESCRIPTION

A. Authorizing Legislation and Regulations

LACAHSa was created, and its governing regulations were established, pursuant to Senate Bill 679 (SB 679; September 2022) stipulating the addition of Title 6.9 (commencing with Section 64700) to the Government Code. Funding to LACAHSa includes funds directed to LACAHSa pursuant to the Los Angeles County, California Measure A, Sales Tax Measure (November 2024).

B. LACAHSa’s PPO Program

Pursuant to SB 679 and Measure A, at least 60% of LACAHSa’s revenues must be used for “PPO” the *production* of new affordable housing units, the *preservation* of existing affordable units (or

² SB 679 is codified at Government Code section 64710 through 64832, available here: https://leginfo.ca.gov/faces/codes_displayexpandedbranch.xhtml?tocCode=GOV&division=&title=6.9.&part=1.&chapter=&article=&goUp=Y. Measure A is codified as Ordinance 2024-0062 and is available here: https://file.lacounty.gov/SDSInter/lac/1183984_MeasureAOrdinance.pdf.

conversion of existing units to affordable units), and programs for affordable home *ownership*. Of this amount, at least 77.25% must go to production or creation of new or affordable housing units, as defined in the PPO guidelines.

Funds under the PPO category are split between LACAHSAs and 13 Eligible Jurisdictions,³ with 70% passing through to the Eligible Jurisdictions and 30% remaining with LACAHSAs. A portion of the 30% LACAHSAs share will be used to secure debt to accelerate immediately available funds. This NOFA reflects funding available to LACAHSAs from this 30% share.

The purpose of the PPO Program is to leverage Measure A revenues to find efficient, sustainable, and innovative ways to increase the affordable housing stock within the County. The Program will look to invest in various projects that may meet one or more of these goals: social housing projects, shovel-ready projects that can quickly add units, projects that serve underserved or vulnerable populations including persons with disabilities, projects that contain supportive services or other services that are likely to keep individuals housed that are at risk of homelessness, innovative projects that provide new or unique approaches to providing affordable housing, and projects that deepen affordability.

C. Available Funds

The LACAHSAs Board has approved a budget of \$252,012,600 for PPO uses including multifamily rental housing and homeownership. This NOFA solely provides funding for multifamily rental housing, in the approximate total amount of \$210,967,600, assuming proceeds of bond issuance (in the absence of bond proceeds, approximately \$51,467,100 would be available). The total amount of funds and the final amounts available for each funded activity will be subject to updated revenue projections, final debt financing terms, and demand demonstrated by the responses to this NOFA. Preliminary funding amounts by activity type are as follows:

Activity	Approx. Funds
Multifamily Rental—Large Projects New Construction (Capital and Subsidies)	\$151,415,000
Multifamily Rental—Small Projects New Construction (Capital and Subsidies)	\$30,283,100
Multifamily Rental—Preservation (40+ units)	\$12,013,300
Multifamily Rental—Preservation (5-39 units)	\$17,256,200
Total	\$210,967,600

D. Eligible Applicants

LACAHSAs invites both nonprofit and for-profit housing developers (“Sponsors”) to apply for funding under this NOFA. To be eligible for to apply for funding, the legal entity applying for funding under this NOFA (the “Applicant”) must be the entity that will own or otherwise control the proposed project.

Because LACAHSAs intends to fund loans primarily using tax-exempt bond proceeds, unless specifically noted in the relevant term sheet for each financing product (each, a “Term Sheet” and included in [EXHIBIT C](#)), the selection process will heavily favor projects owned by nonprofit

³ The County of Los Angeles; the Cities of Los Angeles, Long Beach, Glendale and Santa Clarita; and the various regional Councils of Government within the County.

organizations (i.e., entities compliant with the requirements of Section 501(c)(3) of the U.S. Internal Revenue Code)—or an LLC or LP that is 100% controlled by such a nonprofit organization—that has a charitable purpose of “lessening the burdens of government” or that has the intention of adding such purpose to the organization’s articles of incorporation in advance of closing (an “Eligible Nonprofit”). While, for the purposes of this preference, the project owner must be an Eligible Nonprofit as described above, a for-profit organization may enter into eligible development and/or asset management agreements with the nonprofit, so long as such agreements are structured to maintain the tax-exempt status of the LACAHSAs funding.

In addition to the typical formation documents required of all owners (e.g., articles of incorporation, bylaws), where applicants are required to establish ownership by an Eligible Nonprofit (i.e., to comply with a NOFA requirement or preference), they must also provide the following documentation at the initial application stage:

- IRS 501(c)(3) determination letter;
- Identity of law firm who will give the unqualified 501(c)(3) opinion regarding status of the Eligible Nonprofit; and
- Proposed income restrictions with set-asides and terms that are consistent with federal tax law.

In the case of an eligible proposal that contains development and/or asset management agreements between an Eligible Nonprofit and an unrelated non-501(c)(3) entity, LACAHSAs will evaluate proposals through a reasonableness framework, prioritizing sustainable development and operations structures. In the case of such a structure, applicants must provide:

- Evidence (such as organizational charts, composition of boards of directors, and the identification of corporate officers) that the Eligible Nonprofit owner and non-501(c)(3) entity are unrelated;
- A draft and/or term sheet for agreements between the Eligible Nonprofit owner and the non-501(c)(3) entity; and
- Disclosure of all development fees, asset management agreements, subordinate debt, or other financial interests between development entities, with a proposed reasonableness justification as appropriate.

Please note that Community Land Trust (“CLT”) projects are encouraged to apply under this NOFA as well as under the separate NOFA specific to CLT and NOAH (i.e., “naturally occurring affordable housing” as such term is defined in [EXHIBIT C](#)) projects that is anticipated to be issued in January 2026.

E. Eligible Projects

Projects must be multifamily rental projects, meeting the specific requirements of the respective Financing Product proposed by the Applicant. Any such project must be located in any incorporated or unincorporated portion of Los Angeles County. As described in the Product Term Sheets, a project’s eligibility for a particular product varies based on a number of factors including:

- Status as a new-construction, acquisition, or acquisition/rehabilitation project
- Presence of existing subsidized affordable housing or NOAH units
- Level of rehabilitation (e.g., light or substantial)
- Use of other LACAHSAs financing products

- Status as a LIHTC or non-LIHTC project
- Whether or not stabilized
- Depth of affordability
- Type of ownership

F. Eligible Uses

Eligible uses of LACAHSAs funds (the “Eligible Uses”) are set forth on pages 22-47 of LACAHSAs Annual Expenditure Plan. Among other requirements contained therein, 77.25% of Measure A funding directed to PPO must be direct to new construction. The balance, or 22.75%, may be used for “...any eligible PPO program including construction, preservation, acquisition, rehabilitation, ownership, and rent and operating subsidies.”

G. Financing Products

Based on the Eligible Uses and consistent with extensive discussions with the affordable housing development community, LACAHSAs has created 10 financing products—including 8 loan and grant products and 2 rental and operating subsidy products—for which Applicants may apply:

1. Loan and Grant Products

Product	Purpose & Form of Assistance	Eligibility & Preferences	Maximum Amount
Predevelopment Loan (EXHIBIT C-1)	Predevelopment financing to construction closing, primarily for projects that preserve existing subsidized affordable housing or NOAH units	<ul style="list-style-type: none"> • Acquisition/rehabilitation projects (including both Substantial and Light Rehabilitation) • May be used to finance land acquisition • Only for projects not receiving other LACAHSAs financing • Preference for Substantial Rehabilitation and projects owned by Eligible Nonprofits 	\$1,000,000
Senior Construction Loan (EXHIBIT C-2)	Construction-phase financing for new-construction and Substantial Rehabilitation projects	<ul style="list-style-type: none"> • New construction and Substantial Rehabilitation projects • Project must have a committed permanent takeout from a non-LACAHSAs source • May finance 9% LIHTC and non-LIHTC • Preference for new construction and projects owned by Eligible Nonprofits 	\$28,000,000
Senior Permanent Loan	Long-term financing for stabilized new-construction projects and Substantial Rehabilitation projects.	<ul style="list-style-type: none"> • New construction and Substantial Rehabilitation projects 	\$25,000,000

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(EXHIBIT C-3)		<ul style="list-style-type: none"> • May finance LIHTC (9% and 4%) and non-LIHTC • Preference for new construction and projects owned by Eligible Nonprofits 	
<p>Subordinate B-Note (Non-LIHTC)</p> <p>(EXHIBIT C-4)</p>	<p>Subordinate gap financing for <u>stabilized</u> projects</p>	<ul style="list-style-type: none"> • New construction and acquisition/rehabilitation (including both Substantial and Light Rehabilitation) projects • Non-LIHTC • Preference for new construction and projects owned by Eligible Nonprofits <p>[LACAHSa to revise program terms based on stakeholder feedback. Revisions will include an interest-only residual receipts product with LACAHSa equity sharing upon a capital event. The product will not be sized based on debt-service coverage; rather, it will be sized based on stressed takeout assumptions (e.g., LTV, cap rates, interest rates).]</p>	<p>\$15,000,000</p>
<p>Residual Receipts Loan (LIHTC)</p> <p>(EXHIBIT C-5)</p>	<p>Subordinate gap financing for LIHTC projects beginning at close of construction/rehabilitation financing</p>	<ul style="list-style-type: none"> • New construction and Substantial Rehabilitation • Projects must include LIHTC (9% or 4%) financing • Preference for new construction projects <p>[LACAHSa to revise program terms based on stakeholder feedback. Revisions will include a residual receipts product loan product similar to other local government LIHTC gap lending programs. The product will not be sized based on debt-service coverage or stressed takeout assumptions; rather, it will be constrained only by need and the program maximum loan amount.]</p>	<p>\$10,000,000</p>

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Light Rehab Preservation Loan (EXHIBIT C-6)	<p>Senior financing (with a term of up to 15 years) for Light Rehabilitation to preserve existing subsidized affordable housing or NOAH units</p>	<ul style="list-style-type: none"> Existing subsidized affordable housing or NOAH units at risk of conversion to market-rate units Non-LIHTC projects only Preference for projects with no affordability or expiring affordability within 5 years Deductions for projects with very minimal rehabilitation (e.g., less than \$3,500 per unit or \$250K total) Preference for projects owned by Eligible Nonprofits 	<p>\$10,000,000</p>
Matching Capital Grant (EXHIBIT C-7)	<p>Last-in gap financing for projects after Subordinate B-Note or Residual Receipts Loan (as applicable) is maximized</p>	<ul style="list-style-type: none"> New construction and major acquisition/rehabilitation (including both Substantial and Light Rehabilitation) projects Projects that have received either a Subordinate B-Note or Residual Receipts Loan from LACAHSA May finance both LIHTC and Non-LIHTC projects Matching funds from the Sponsor required Preference for new construction projects and owned by Eligible Nonprofits 	<p>Up to 15% of TDC</p>

2. Rental and Operating Subsidy Products

Product	Purpose & Form of Assistance	Eligibility & Preferences	Maximum Amount
Operating Deficit Reserve (EXHIBIT C-8)	<p>Reserve funding to cover operating shortfalls in affordable housing projects to the extent rental income is insufficient to meet stabilized operating costs</p> <p>Structured as reserve commitments rather than capital gap financing</p>	<ul style="list-style-type: none"> New construction and major acquisition/rehabilitation (including both heavy and light rehabilitation) affordable projects with units restricted to households at or below 80% AMI Use of funds limited to operating purposes, only after depletion of primary reserves Cannot be combined with Rental Subsidy program Preference for projects serving households at or below 50% AMI Preference for projects where LACAHSA is not the senior lender 	<p>\$500,000</p>

		and for sponsors that are nonprofits or Emerging Developers	
Rental Subsidy (EXHIBIT C-9)	Ongoing rental subsidy assistance, through project-based rental subsidy contracts to stabilize projects serving extremely low-income households and help ensure long-term project viability	<ul style="list-style-type: none">• New construction and major acquisition/rehabilitation (including both heavy and light rehabilitation) affordable projects with units restricted to households at or below 30% AMI• Funds may not be used for capital costs, reserves, or developer fees• Funds cannot be combined with Operating Deficit Reserve program• Preference for new construction projects	\$15,000/unit

The complete terms, limitations, and requirements for each of above Financing Products are described in the Term Sheets included in the *Product Terms, Scorecard, and Document Checklist* document for each product contained in [EXHIBIT C](#).

H. Permissible Financing Product Combinations

Applicants may submit applications for the allowed combination of Financing Products as shown in [EXHIBIT N](#). Applications with impermissible combinations will be rejected.

I. Ineligible Activities

LACAHSA funds can only be used for affordable housing projects. As a general rule, LACAHSA may be able to fund units up to 120% of Area Median Income (“AMI”), but SB 679 also contains certain more stringent affordability requirements depending on the nature of the project and the funding. Affordability requirements are set forth in the Program Guidelines and described in detail for each Financing Program in the applicable Term Sheet.

LACAHSA funding cannot be used for homeless services. LACAHSA may fund permanent supportive housing, but the funding for the supportive services must come from other sources. LACAHSA may only fund permanent housing units. Funding may be used to convert temporary housing to permanent units, but LACAHSA cannot fund temporary or transitional housing. LACAHSA financing may not be used to fund any units that a developer would otherwise be required to construct through legal requirements. For example, LACAHSA cannot finance density bonus units or units required by an inclusionary housing ordinance.

J. Funding Limits

The Financing Products are subject to the funding limits described for each Financing Product in the respective Term Sheet included in [EXHIBIT C](#).

K. Labor Requirements

Funding recipients will be required to adhere to the labor requirements contained in SB 679 and Measure A. All projects funded through the PPO Program must pay prevailing wages. Projects of 40 units or more must also assent to a Project Labor Agreement (“PLA”). Refer to the Program Guidelines for additional information regarding labor requirements.

3. APPLICATION PROCESS

A. Application Materials

Application materials may be found at the NOFA Web Portal: **[LACAHSA to provide URL]**

Applicants should review the Proposal Requirements section of this NOFA for a complete list of documentation that must be submitted in order for applications to be considered complete.

B. Workshops / Listening Sessions

In coordination with issuance of the NOFA for public review/comment, LACAHSA will hold workshops/listening sessions during the period beginning October 13, 2025 and ending November 3, 2025. LACAHSA will publish the date, time, and location of these sessions on the NOFA Web Portal.

Parties wishing to submit comments may download a comment form from the NOFA Web Portal. Completed comment form will also be uploaded to the NOFA Web Portal.

C. Questions and Answers

In coordination with the release of the final NOFA, questions may be submitted in writing to LACAHSA regarding the NOFA. Questions may be submitted starting with release of the NOFA and ending on November 3, 2025. All questions, and LACAHSA’s responses, will be publicly available on the NOFA Web Portal.

All questions must be submitted to: info@lakahsa.gov

D. Submittal of Financing Proposals

1. Application Fee

Applicants will not be required to submit any fee with their application. However, successful applicants that receive a funding award will be required to remit a Reservation Fee (as further described below) in connection with a funding award, if any.

2. Application Due Date and Time

Applications must be submitted no later than **5:00 p.m. (Pacific Time) on Friday, January 9, 2026**. LACAHSA will not accept applications after this time.

3. Application Submittal

Applications, and all required attachments thereto, must be submitted to the NOFA Web Portal at: **[LACAHSA to provide URL]**

E. Application Scoring; Recommendations

All application submittals will be scored and ranked according to the scoring applicable to each Financing Product. Notwithstanding project scoring, because of funding requirements of Senate Bill 679, new-construction projects will generally have an advantage over acquisition/rehabilitation projects when applying for Financing Products not specifically reserved for acquisition/rehabilitation projects (e.g., the Light Rehab Preservation Loan or Mini-Perm Preservation Loan). Additionally, because of the programmatic direction for Eligible Nonprofit financing (including advantageous relative cost of funds), Eligible Nonprofit-owned projects will generally have an advantage over non-501(c)(3) owned projects when applying for Financing Products not specifically reserved for non-501(c)(3) projects (e.g., the Residual Receipts Loan).

Scoring criteria for each Financing Product is included in Scorecards for each product contained in [EXHIBIT C](#).

Where a project receives extra points for structuring a term beyond minimum requirements (e.g., higher debt service coverage ratio), the new term becomes a required condition for receipt of the requested LACAHSA financing. LACAHSA's list of funding conditions for each awarded project will list the satisfaction of any such terms as a condition precedent to LACAHSA funding.

[LACAHSA to outline the process for (a) adding up to 5 bonus points to each Scorecard score based on the extent to which projects incorporate emerging developers and third-party professionals and (b) sorting groups of ranked projects into geographic zones (each of which will specify a minimum number of projects to fund.)]

In conjunction with scoring criteria and ranking applications, the IRC and the Board may consider numerous other relevant factors which may become clear only after reviewing all project proposals. For example, the IRC and Board may seek to invest in projects that show the most efficient use of funds, in projects that show unique and innovative approaches, in projects that serve distinct segments of the community such as individuals with disabilities, in projects with the deepest affordability restrictions, or in a portfolio of projects that balance the above considerations with others, such as project timing, entitlement status, and geographic diversity. For these reasons, an application's score and ranking will not compel a specific outcome or in any way obligate LACAHSA to select and fund a project.

After review, scoring, and ranking of submitted applications, LACAHSA staff will submit recommendations to the IRC for its consideration. The IRC will review and make recommendations to the Board. The final decision to select projects for next steps will be subject to the Board's sole and absolute discretion.

F. Appeals

Applicants may submit appeals to preliminary scoring beginning on the currently scheduled date for release of preliminary scoring, Monday, January 19, 2026, and ending on Monday, February 2, 2026, or other such date as may be established by LACAHSa.

G. Funding Awards

Any award of funding pursuant to one of the Financing Products will be made by the Board (a “Funding Award”) and will be conditional upon agreement of terms, including, among other things, payment of the Application Deposit (as described below). The initial installment of the Application Deposit must be received by LAHCASA within 30 days of the date the Applicant is notified of a Funding Award. Failure to timely remit an portion of the Application Deposit may result in rescission of the Funding Award at LAHCASA’s sole and absolute discretion.

4. LOAN TERMS

A. Terms and Term of Commitment

Each Financing Product is subject to specific terms as particularly described in the respective Term Sheet included in [Exhibit C](#).

Projects must meet all conditions of funding related to the applicable Financing Product (i.e., be “ready to close”) within 12 months of notification of award. Failure to satisfy all funding conditions within 12 months may result in rescission of the award at LACAHSa’s sole and absolute discretion.

B. Affordability Covenant

Any project funded by any of the Financing Products will be required to record a covenant restricting the units to affordable uses for at least 55 years for rental projects at the required levels of affordability (an “Affordability Covenant”). In instances where a project includes income-restricted and non-income restricted units, the Affordability Covenant shall be structured so that LACAHSa can enforce the affordability restrictions without limitation. The presence of non-income restricted units shall not limit LACAHSa’s ability to enforce the Affordability Covenant. Each Affordability Covenant shall require, among other things, the preparation and submittal of an annual report to LACAHSa demonstrating compliance with the requirements set forth therein.

C. Release of Funds

Funds awarded will be appropriated by LACAHSa for the award. Release of funds will occur via an agreed upon process appropriate for the type of funding, which may include an escrow of the funds or disbursement pursuant to draw requests. LACAHSa will not release funds until an Affordability Covenant and other public benefit requirements are recorded. To the extent applicable and subject to LACAHSa’s terms and conditions, funding recipients may request a letter of commitment or similar document to be used to acquire additional financing.

D. LACAHSa Fees and Costs

LACAHSA will collect the following fees and costs from projects/project sponsors in connection with the LACAHSA-financed projects:

- Upfront Origination Fee
- Forward Commitment Fee (where applicable)
- Lender Closing Costs
- Plan and Cost Review/Monitoring Costs (where applicable)
- Annual Compliance Monitoring Costs

See the Term Sheets [Exhibit C](#) for details on the applicability and calculation of these fees and costs by Financing Product.

E. Material Adverse Change

From the date the application is submitted and at all times up to and including the date of any Funding Award and the closing of such funding award, no material adverse change shall have occurred with respect to the applicant or the project, including but not limited to: the financial condition, working capital, assets, liabilities, management, business, operations, good standing of applicant; the financial feasibility of the project; the physical, environmental, and title conditions to the project site; availability and timeliness of government approvals, land use approvals, permits and licenses; appointment of a receiver, foreclosure, general assignment for the benefit of creditors, bankruptcy filing with regard to or affecting all or any of the assets of applicant or its owners; and community support for the project. In the event of any such material adverse change, LACAHSA may, in its sole discretion, work with the applicant to remedy the issue or take any other action available under the law and any agreements governing its relationship with the applicant, including rescinding any funding commitments or refusing to close on committed obligations.

F. Standard Agreement

LACAHSA will provide standard form loan of or subsidy agreements applicable to each respective Financing Product at or around the time of Funding Award.

G. Subordination

1. Financing

LACAHSA will subordinate its financing to senior lenders only for the following Financing Products (and as more particularly described in the respective Term Sheet):

- Subordinate Must-Pay Loan
- Residual Receipts Loan
- Matching Capital Grant

2. Affordability Regulatory Restrictions

LACAHSA's affordability regulatory restrictions (i.e., Affordability Covenant) shall **not** be subordinate to any other regulatory restriction (except as may be required by State Law), covenant, mortgage, or deed of trust (or similar instrument) in favor of any party other than LACAHSA. Additionally, if a project includes income-restricted and non-income restricted

units, the Affordability Covenant shall be structured so that LACAHSa can enforce the affordability restrictions without limitation. The presence of non-income restricted units shall not limit LACAHSa's ability to enforce the Affordability Covenant.

5. UNDERWRITING REQUIREMENTS

Each application will be subject to the terms and requirements set forth in the Term Sheet for each Financing Product sought (See [EXHIBIT C](#)). However, notwithstanding the foregoing, LACAHSa will generally apply the underwriting requirements contained in the Uniform Multifamily Regulations ("UMR") set forth at Section 8300 of Title 25, Division 1, Chapter 7, Subchapter 19 of the California Code of Regulations; and the California Tax Credit Allocation Committee Regulations set forth at California Code Of Regulations Title 4, Division 17, Chapter 1, with particular attention directed to Section 10327 related to financial feasibility and determination of credit amounts. In the event of a conflict between the UMR and the underwriting terms provided in the relevant Term Sheet (or otherwise provided in this NOFA or by LACAHSa), LACAHSa's underwriting terms shall control.

6. PROPOSAL REQUIREMENTS

All applications must contain sufficient information and supporting documentation to allow LACAHSa to determine eligibility, evaluate proposals, and assign scores based on the published Scorecard. Incomplete applications may be deemed ineligible. Proposals must include all of the following:

A. Executed Certifications and Legal Disclosure Form

Applicant will be required to submit the Certifications and Legal Disclosure Form attached as [EXHIBIT F](#). The form must be executed by two principles with the authority to bind the Applicant.

B. Application Checklist

A comprehensive Application Checklist is provided in the *Product Terms, Scorecard, and Document Checklist* document for each product contained in [EXHIBIT C](#). Applicants must complete and submit the checklist with their application to confirm that all required materials are included. The checklist has been integrated into the Uniform Application Workbook for ease of use.

The Application Checklist will solicit narrative and documentary information in the following areas:

1. Eligibility Information

- a) Certification of compliance with Measure A and SB 679 requirements
- b) Confirmation that the project is an eligible use under the relevant Term Sheet
- c) Evidence of alignment with the applicable Housing Element, including Affirmatively Furthering Fair Housing documentation
- d) Disclosure of any conflicts of interest or disqualifying factors under LACAHSa program guidelines

2. Readiness to Proceed

- a) Evidence of site control (e.g., purchase agreement, lease, or option)
- b) Documentation of entitlement status and anticipated timeline for securing approvals (e.g., zoning, environmental, building permits)

3. Sponsor / Developer Capacity

- a) Sponsor / developer financial statements (e.g., audited financials if available, unaudited balance sheet, income statement, and statement of cash flows/statements, at a minimum) demonstrating organizational net worth and liquidity
- b) Resumes of key development team members documenting prior experience with affordable housing development, including number, location, and type of projects completed

4. Project Affordability Covenants

- a) Detailed unit mix by AMI (i.e., area median income) level, consistent with Measure A and SB 679 affordability requirements, as outlined in Financing Product term sheets
- b) Confirmation that the project will comply with and record a LACHASA-approved Affordability Covenant or regulatory agreement committing to the required affordability period (minimum 55 years for rental housing)

5. Labor Standards

Labor compliance plan or certification of intent to comply with prevailing wage and applicable Project Labor Agreement requirements

(See the NOFA Web Portal for labor-related requirements: **[LACHSA to provide URL]**)

6. Other Required Certifications

[Reserved.]

C. Uniform Application Workbook

LACHSA has created an Excel workbook that applicants will fill out to describe their project (the “Uniform Application Workbook” or the “Workbook”). The Workbook serves as the comprehensive financing application tool for applicants seeking funding from LACHSA. Applicants will use this structured application to request various types of funding made available through this NOFA. The purpose of this Workbook is to provide LACHSA with a complete picture of each project and allow developers to receive feedback on their projects' eligibility while outlining the required information and criteria needed to qualify for one of the Financing Products. This standardized format enables LACHSA to efficiently review and underwrite projects while ensuring developers provide all necessary financial and operational details to support their funding requests.

The workbook guides applicants through entering detailed project information across multiple worksheets covering project eligibility by product, project overview (construction type, unit counts, etc.), financial sources and uses, operating assumptions, debt structures, and comprehensive financial proformas for both residential and commercial components. The application includes automated calculations and a self-scoring mechanism that evaluates whether projects meet LACAHSAs funding product requirements and threshold criteria. Color-coded cells throughout the workbook clearly indicate which fields require direct applicant input versus automatically calculated or agency-provided information.

For entering information related to project financing, there are individual tabs that create a complete picture of the project, accompanied by financial worksheets that detail the project's funding sources and proposed expenditures, including rental income projections and operating expense assumptions. Debt structure sections outline proposed loan terms and financing arrangements. Comprehensive financial projection worksheets present detailed operating forecasts for residential components, commercial components, and combined operations. A sources-and-uses matrix provides a detailed breakdown matching specific funding sources to corresponding project expenditures. A construction draw schedule outlines the proposed timeline for funding disbursements during development.

This standardized format enables LACAHSAs to efficiently review and underwrite projects while ensuring applicants provide all necessary financial and operational details to support their funding requests. The integrated dashboard and summary sheets allow both applicants and Agency staff to quickly assess key project metrics and financial feasibility indicators essential for the underwriting process.

D. Required Supporting Documentation

Applicants must attach all supporting documentation referenced in Section B, as applicable to the Financing Product. This may include copies of site control agreements, entitlement approvals, agreements, financial statements, and other records as specified.

E. Conflict of Interest Disclosure Form

Please refer to [EXHIBIT H](#).

F. Narrative Proposal/Drawings

Please refer to requirements under each Financing Product Term Sheet in [EXHIBIT C](#).

7. OTHER TERMS AND CONDITIONS

A. General LACAHSAs Requirements

All projects receiving funding under this NOFA must adhere to SB 679, Measure A, the Program Guidelines, the Annual Expenditure Plan, and any other policies and guidelines adopted by the Board.

B. LACAHSAs Rights and Responsibilities

LACAHSAs reserves the right to change the requirements and policies described in this NOFA. LACAHSAs is responsible only for that which is expressly stated in the NOFA documents, any authorized written addenda, and any posted questions and answers. Such addenda shall be made available to each person or organization via LACAHSAs NOFA application website. It is the responsibility of applicants to ensure, prior to submission, that their application reflects the most recent addenda information, program requirements, and policies. By submission of an application, each applicant acknowledges receipt of all addenda, if any, that are emailed or posted on LACAHSAs website. LACAHSAs is not responsible for and shall not be bound by any representations otherwise made by any individual acting or purporting to act on its behalf if those representations conflict with NOFA requirements.

C. Confidentiality; Application Property of LACAHSAs

Once submitted, each application becomes the property of LACAHSAs and becomes a public record. LACAHSAs is not liable for the disclosure of any information contained in an application. Any information that applicants do not wish to disclose to the public must be clearly marked “confidential.” A blanket statement of confidentiality or the marking of every page of the application as confidential shall not be deemed sufficient notice of exception. Applicants must specifically label only those portions of the application that are confidential in nature and notify LACAHSAs that confidential information is included.

D. Cost of Application Preparation

The cost of application preparation shall be borne by the applicant. In no event shall LACAHSAs be liable for any expenses incurred in the preparation and submission of the application.

E. Other Funding Applications by NOFA Applicants

LACAHSAs reserves the right to request any funding applications submitted by NOFA applicants to other funding sources. Funding applications include all such requests for financing associated with the proposed project. Failure to provide such information upon request may result in LACAHSAs taking action up to and including rescission of funding.

F. Compliance with Local, State, and Federal Law

Applicants must be in compliance with all LACAHSAs fiscal and programmatic requirements, all regulatory agreements with LACAHSAs, and the requirements of other governmental entities or permitting agencies, including any and all laws, statutes, ordinances, codes, rules, regulations, directives, writs, injunctions, orders, decrees, rulings, or conditions of approval.

If any of the Applicant’s existing projects are not in compliance with LACAHSAs fiscal and programmatic requirement or other requirements as noted in the foregoing, the project will not be considered for funding.

G. Noncompliant/Debarred Contractors

Applications may be withheld from funding consideration in the event that the Applicant (or any of its principals, or partners) is currently in arrears or delinquent in payment of debt to LACAHSa, deemed to be noncompliant with the requirements of any agreement with LACAHSa, or included on any County of Los Angeles, HUD, or other public agency's debarment list.

H. Insurance Requirements

Applicants must document that they maintain insurance against claims for injuries to persons or damage to property that may arise from or in connection with the performance of the work by the applicant, its agents, representatives, employees, or subcontractors. Insurance is required for all general partner entities and all insurance, including all applicable endorsements are required to be final and approved by LACAHSa prior to closing. For the purposes of estimating insurance costs during the construction and permanent phases, applicants should assume the types and levels of coverage customarily required by sophisticated commercial lenders and LA County housing agencies (e.g., Los Angeles County Development Authority). For selected projects, LACAHSa will provide project-specific insurance requirements for the construction and permanent phases, as applicable, in an addendum to LACAHSa's funding commitment.

I. Labor Requirements

Please refer the Labor Requirements included as [EXHIBIT I](#).

J. Affordability Requirements

Please refer to the Affordability Requirements applicable to each Financing Product in the applicable Term Sheet.

K. General Contractor Selection and Construction Contracts

When seeking a general contractor, applicants must solicit a minimum of three bids for comparison of pricing and services offered. General contractors working on funded projects must use a guaranteed maximum price contract (GMAX) wherein the basis for payment is the cost of the work plus a fee. The construction contract shall include an overall cost limitation acceptable under LACAHSa's underwriting criteria. All construction contracts shall clearly state that the sharing of cost savings above and beyond the maximum general conditions, overhead, and profit allowed by LACAHSa's underwriting criteria are not allowed. Construction contracts shall not include costs associated with tenant improvements for commercial space associated with the project. Project budgets shall not include tenant improvement costs, and project funds (regardless of source) shall not be used for commercial tenant improvement costs.

L. Construction Signage

Projects receiving funding through this NOFA must acknowledge this assistance with signage at the site. Construction signage must be approved by LACAHSa prior to placement at the project

site. If any financial assistance from HUD is included in any project, the construction sign must also acknowledge this HUD assistance.

M. Fair Housing, Accessibility, Marketing, and Lease-up

All projects receiving funding under this NOFA must adhere to LACAHSAs Fair Housing and Accessibility Requirements included as [EXHIBIT M](#). The project must be constructed and maintained in accordance with all applicable accessibility standards.

Projects that propose or implement local preferences will not be eligible for funding.

8. EXHIBITS

The following pages contain Exhibits A-N, which include:

- A. Summary of SB 679**
- B. Summary of Measure A**
- C. Financing Product Term Sheets, Scorecards, and Document Checklists**
 - C-1. Predevelopment Loan**
 - C-2. Senior Construction Loan**
 - C-3. Senior Permanent Loan**
 - C-4. Subordinate B-Note (Non-LIHTC)**
 - C-5. Residual Receipts Loan (LIHTC)**
 - C-6. Light Rehab Preservation Loan**
 - C-7. Matching Capital Grant**
 - C-8. Operating Deficit Reserve**
 - C-9. Rental Subsidy**
- D. PPO Program Excerpts from Annual Expenditure Plan**
- E. PPO Program Guidelines**
- F. Certifications and Legal Disclosure Form**
- G. Questionnaire Form**
- H. Conflict of Interest Disclosures**
- I. Labor Requirements**
- J. Letters of Assent to PLA**
- K. City of Los Angeles PLA**
- L. Countywide PLA**
- M. Fair Housing and Accessibility Requirements**
- N. Permissible Financing Product Combinations**

Exhibit A: Summary of SB 679

The full text of SB 679 can be found by following this [link](#).

A summary of the bill, as most relevant and applicable to this NOFA, is provided in this Exhibit.

State Bill 679: Los Angeles County Regional Housing Finance Act

Background and Purpose

SB 679 (passed in 2022) established the Los Angeles County Affordable Housing Solutions Agency (LACAHS) to address the region's housing crisis through a countywide financing and coordination framework.

The Agency's mandate is to increase affordable housing supply and provide regional resources and technical assistance for:

- Renter protections
- Affordable housing preservation
- New affordable housing production for households earning up to 80% of AMI, with priority on the lowest incomes

Governance and Oversight

- Governed by a 21-member board (including LA County Supervisors, LA City officials, other City representatives, and subject matter experts).
- Supported by an 11-member Citizen's Oversight Committee with expertise in affordable housing finance, development, preservation, and tenant protection.
- Subject to public transparency laws (Brown Act, Public Records Act) and annual financial audits

Powers and Financing Tools

The Agency has the authority to raise and allocate revenue countywide, including placing ballot measures before voters.

Authorized funding mechanisms include:

- Special taxes (parcel tax, gross receipts business license tax, documentary transfer tax)
- Issuance of ad valorem tax-secured bonds (with 2/3 voter approval)
- Revenue bonds backed by Agency revenues
- Other financing tools such as grants, loans, loan guarantees, equity, and interest rate subsidies

Labor and Land Use Standards

- All construction or rehabilitation projects funded by LACAHS are classified as public works, requiring prevailing wages.
- Projects with 40+ units must comply with a Project Labor Agreement (PLA) (either the City of LA Department of Public Works PLA or a negotiated countywide PLA).
- Agency is not authorized to regulate local land use or use eminent domain

Expenditure and Programmatic Requirements

Revenue must be used for:

- Affordable housing production and preservation

[DRAFT FOR IRC REVIEW—NOFA NOT YET RELEASED]

- Tenant protection programs
- Planning, technical assistance, and policy development

Statutory allocation requirements include:

- Minimum 40% for housing production/preservation
- At least 30% for renter protections
- Minimum 5% for technical assistance and policy development
- Maximum 10% for administration

Geographic Distribution

Funds must be allocated across the county according to a geographic distribution formula, with direct allocations available to eligible jurisdictions that meet compliance standards.

Environmental Review

Certain Agency financing actions (e.g., issuing loans, grants, or bonds) are exempt from CEQA to expedite affordable housing delivery. However, development projects may still be subject to CEQA if required by other funding sources or by local jurisdictions. Applicants should not assume that receipt of LACAHS financing eliminates CEQA compliance obligations.

Exhibit B: Summary of Measure A

The full text of Measure A can be found by following this [link](#).

A summary of the measure, as most relevant and applicable to this NOFA, is provided in this Exhibit.

Measure A: Affordable Housing, Homelessness Solutions and Prevention Now Sales Tax Ordinance

Background and Purpose

Measure A was approved by voters in 2024, establishing a 0.5% countywide sales tax to replace Measure H (0.25%). The Measure is expected to generate roughly \$1 billion annually for affordable housing, homelessness prevention, and supportive services.

The measure aims to significantly reduce homelessness by:

- Expanding affordable and interim housing
- Increasing mental health and substance use treatment
- Preserving existing affordable housing
- Preventing evictions and displacement

Funding Distribution

Administered by the LA County Auditor-Controller, proceeds are distributed as follows:

- 60% - County of Los Angeles for homelessness services, Local Solutions Fund, and innovation programs
- **35.75% - Los Angeles County Affordable Housing Solutions Agency (LACAHSa) for affordable housing and prevention**
 - LACAHSa's share may not fall below 33.3% in future reallocation reviews
- 3% - Los Angeles County Development Authority (LACDA) for local housing production
- 1.25% - County for accountability, data, and research

Program Uses

Funds may be used for:

- Affordable housing construction, preservation, tenant protection, and planning/TA (LACAHSa)
- Interim and permanent supportive housing, rent subsidies, rapid rehousing, and eviction prevention (County)
- Local return for cities through the Local Solutions Fund, based on homelessness metrics

Oversight and Accountability

Strong reporting and accountability requirements, including:

- Annual reporting by all funding recipients
- Independent financial audits and public posting of reports
- Evaluation of outcome metrics beginning in 2025, with potential reallocation of funds if targets are not met

Oversight is shared between the County Executive Committee and LACAHSa. Each evaluates process toward system-wide and housing-related goals.

Labor Standards and Project Requirements

- All construction or rehabilitation projects funded are classified as public works requiring prevailing wages.
- Projects of 40+ units must comply with a Project Labor Agreement (PLA): LA City PLA if within the City, or a Countywide PLA if elsewhere in the county.
- At least 80% of units produced with Measure A funds must be built under a PLA.

Initial Housing Spending Requirements (through 2035)

- LACAHS: 60% of funds for housing and prevention must go to creation, preservation, and ownership with **77.25% of that for new construction**.
- LACDA: 100% of funds must go to new affordable housing construction

Environmental Review

Financing actions under Measure A may qualify for CEQA exemptions. However, projects may still be subject to CEQA if required by other funding sources or jurisdictions. Applicants should not assume Measure A funding eliminates CEQA obligations.

Exhibit C: Financing Product Term Sheets, Scorecards, and Document Checklists

Defined Terms

For the purposes of this NOFA—in particular, the Term Sheets and Scorecards provided herein—the following terms have the following meanings:

“Acquisition Project” means a Project consisting of the purchase of existing real property (land and/or improvements) for use as affordable housing, without construction or rehabilitation beyond customary repair/turnover work.

“Acquisition/Rehabilitation Project” means a Project involving the purchase of existing real property combined with physical improvements to correct deferred maintenance, address building systems, and/or reconfigure units/common areas in order to preserve or extend the property’s useful life and affordability.

“Agency” means the Los Angeles County Affordable Housing Solutions Agency (LACAHSa).

“Area Median Income (AMI)” means the area median income (and household size adjustment) published by HUD and adopted by the Agency for the applicable program year.

“Affordability Covenant” or “Regulatory Agreement” means the Agency-approved recorded agreement (or equivalent instrument) that imposes affordability and other program requirements on a Project for the required term.

“Document Checklist” means the consolidated list of documents required to evaluate Applications, organized by category for each Financing Product, as may be updated by the Agency.

“Environmental Site Assessment (ESA)” means, unless otherwise specified by the Agency, a Phase I Environmental Site Assessment prepared in accordance with ASTM E1527-21 (or its successor), intended to identify recognized environmental conditions in connection with commercial real estate.

“LACAHSa Interest Reserve Requirements” means the following standard requirements for capitalized interest during the construction/rehabilitation period and through stabilization, calibrated to the applicable LACAHSa NOFA Rate Chart and the construction/rehabilitation term for each Product. Each project relying on capitalized interest during the construction/rehabilitation phase must create an interest reserve sized as follows: Construction/Rehab Period + Lease-up Period + 3-Month Cushion (Construction/Rehab and Lease-up periods to be verified by plan and cost review and appraisal, respectively), assuming the greater of 50% average outstanding loan balance or monthly spending projections. For variable-rate loans, LACAHSa will add a 100-basis point cushion to the all-in rate as of closing.

For the purposes of initial project selection, applicants should size interest reserves assuming no tenant income during the construction and lease-up phases. However, following project selection and during the full underwriting process, LACAHSa may give credit for tenant income (e.g., from a portion of occupied units during an occupied rehabilitation or during lease-up) subject to prudent underwriting standards.

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“**LACAHSA NOFA Rate Chart**” means the following table of indicative interest rates and assumptions for each Financing Product and term length, as calculated under the methodology referenced in each Product’s Term Sheet and fixed “as-of” a stated date for use in comparing projects applying to for financing under this NOFA.

LACAHSA NOFA Rate Chart	
As-Of Date:	11/5/2025
10Y UST Rate:	4.14%
SOFR Rate:	4.00%
SLGS Rate (Years - Months):	
01-00	3.66%
02-00	3.57%
03-00	3.59%
04-00	3.64%
05-00	3.71%
06-00	3.80%
07-00	3.89%
08-00	3.97%
09-00	4.05%
10-00	4.12%
11-00	4.20%
12-00	4.28%
13-00	4.36%
14-00	4.44%
15-00	4.50%
16-00	4.55%
17-00	4.60%
18-00	4.63%
19-00	4.65%
20-00	4.67%
21-00	4.68%
22-00	4.69%
23-00	4.69%
24-00	4.70%
25-00	4.70%
26-00	4.70%
27-00	4.69%
28-00	4.69%
29-00	4.69%
30-00 THROUGH 40-00	4.69%

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“LACAHSa Services Budget Standards” means the Agency’s baseline per-unit (or per-household) services budget assumptions, staffing ratios, and eligible cost framework for Projects with supportive services. **[LACAHSa to finalize standards prior to issuance of the final NOFA.]**

“LACAHSa Standard Closing Cost Assumptions” means the Agency’s standard assumptions for third-party reports, title/escrow, lender counsel, Agency counsel, trustee/issuer (if applicable), recording, and other soft costs customarily incurred at closing. **[LACAHSa to finalize assumptions prior to issuance of the final NOFA.]**

“LACAHSa Standard Construction Review & Monitoring Assumptions” means the Agency’s requirements for draw administration, site inspection, frequency of monitoring, deliverables (e.g., inspection reports), and related fees during construction/rehabilitation. **[LACAHSa to finalize assumptions prior to issuance of the final NOFA.]**

“LACAHSa Readiness to Proceed Checklist” means the Agency’s standardized checklist of items evidencing development readiness, used for scoring and/or underwriting, which, depending on the Financing Product, may include: (i) complete pro forma financial model; (ii) preliminary financing commitments from all non-LACAHSa funders; (iii) evidence of site control; (iv) site development plan provided; (v) evidence of appropriate zoning; (vi) evidence of public utilities and service availability; (vii) preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe; (viii) floodplain determination and, if necessary, quote for flood insurance; (ix) market study provided; (x) physical needs assessment (for rehab projects). Note: Readiness to Proceed is not applicable to the Predevelopment Loan, and readiness items are tailored by Product.

“LACAHSa Unit Cost Standards” means the following benchmark for total development cost (TDC) per square foot used for eligibility, scoring, and/or underwriting under this NOFA: **[\$1,200]** per square foot. As described in the Scorecards below, projects may receive additional points for costs significantly below this amount and may lose points for costs significantly above this amount.

“LIHTC Project” means a project financed with federal Low-Income Housing Tax Credits under Internal Revenue Code Section 42, meeting the requirements for qualified low-income buildings, applicable fraction, set-aside, and extended use restrictions.

“Light Rehabilitation” means rehabilitation work that is limited in scope. Generally limited to non-structural repairs and replacements that address deferred maintenance and minor building systems work and remains below the cost threshold commonly associated with Substantial Rehabilitation. **[LACAHSa to finalize definition prior to issuance of the final NOFA.]**

“New-Construction Project” means a Project involving the construction of new residential improvements (and related site work) where no residential structures previously existed (or where prior structures are demolished and replaced) to create new affordable housing units.

“NOAH” means Naturally Occurring Affordable Housing and refers to existing, typically older, unsubsidized rental housing that is affordable to lower-income households without project-based public subsidy or affordability restrictions. Preservation strategies generally focus on acquisition, moderate rehab, and long-term affordability commitments.

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“Non-LIHTC Project” means a Project that is not financed with federal Low-Income Housing Tax Credits under IRC Sec. 42 (though it may use other subsidies, bonds, or Financing Products).

“Substantial Rehabilitation” means rehabilitation that exceeds typical repair/turnover scopes and meets program-specific thresholds. Commonly involves the replacement of two or more major building components and/or meeting cost thresholds set by the applicable Financing Program. **[LACAHS to finalize definition prior to issuance of the final NOFA.]**

Exhibit C-1: Product Terms, Scorecard, and Document Checklist
Predevelopment Loan

Product Terms			Max. Score	Project Score
A. Purpose & Form of Assistance				
1. Purpose & Form of Assistance	Provide predevelopment financing through construction closing, primarily for projects that preserve existing subsidized affordable housing or NOAH units.	N/A		
B. Eligibility			50	
1. Projects	<p>Acquisition/rehabilitation projects (including both Substantial and Light Rehabilitation); Non-LIHTC projects only; Expansive list of eligible costs, including land acquisition; Only for projects not receiving other LACAHSAs financing; Preference for Substantial Rehabilitation projects</p> <p>Eligible costs include site control, acquisition of land/buildings, demolition/abatement, third-party reports (e.g., engineering studies, environmental studies, market studies), architectural plans, application fees, legal services, permits, bonding, and site preparation.</p>	<p>Threshold Requirements Is this a non-LIHTC acquisition/rehabilitation project without other LACAHSAs financing? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 10 points for Substantial Rehabilitation.</p> <p>Add 1 point for every 2.5% by which existing weighted-average rents are below the applicable weighted-average HUD Fair Market Rents, up to 20 points.</p>	30	
2. Owners	Eligible Nonprofits, Private Entities; Preference for projects owned by Eligible Nonprofits	<p>Threshold Requirements Is the project owned by either an Eligible Nonprofit entity or a Private Entity? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 20 points for projects that will be owned by 501(c)(3) entities eligible for tax-exempt financing.</p>	20	

Product Terms			Max. Score	Project Score
C. Loan Size and Structure				
1. Maximum Amount	\$1,000,000	Threshold Requirement Is the funding amount less than or equal to \$1,000,000? If YES, proceed If NO, disqualified		
2. Term	Due at earlier of 36 months or close of acquisition/construction financing	Threshold Requirement Is the term less than or equal to 36 months? If YES, proceed If NO, disqualified		
3. Maximum Amortization	Interest-only during term; paid quarterly	Threshold Requirement Are interest payments modeled correctly? If YES, proceed If NO, disqualified		
4. Interest Rate	3% Compounding Interest	Threshold Requirement Does the model assume a 3% compound interest rate? If YES, proceed If NO, disqualified		
5. Prepayment Lockout/Penalties	No prepayment lockout or penalties	N/A		
6. Recourse	Non-recourse, subject to exceptions for fraud, misrepresentation, etc. (<i>so-called "bad boy carveouts"</i>)	N/A		
7. Security	Real property, where possible	N/A		
D. Loan Costs				
1. Upfront Application Fee/Deposit	Non-refundable deposit of \$1,500 due within 30 days of NOFA selection (applied as a credit to legal and advisory costs/fees at closing)	N/A		
2. Upfront Origination Fee	0.75% of total loan amount	Threshold Requirement Does the model assume a 0.75% origination fee?		

Product Terms		Selection Criteria	Max. Score	Project Score
		If YES, proceed If NO, disqualified		
3. Forward Commitment Fee	N/A - Immediate delivery	N/A		
4. Extension Fee	N/A	N/A		
5. Lender Closing Costs	Borrower to pay LACAHS legal and advisory costs at closing (<i>capped at \$7,500</i>)	N/A		
6. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (<i>increasing at 2% annually</i>)	<u>Threshold Requirement</u> Does the model assume an Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (increasing at 2% annually)? If YES, proceed If NO, disqualified*		
E. Public Benefit Requirements			15	
1. Affordability Restrictions	At loan closing, all AMI levels are eligible. As units turn over time, 100% of the building must reach 50% AMI. Affordability enforced pursuant to a minimum 55-year regulatory agreement. Owners must certify tenant eligibility and rent reasonableness annually. LACAHS retains rights to audit and enforce compliance.	<u>Threshold Requirements</u> Does the sponsor acknowledge all units must reach 50% of AMI with turnover? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 15 points for a 99-year affordability election.	15	
2. Project Labor Requirements	For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project.	N/A		
3. Resident Engagement	For acquisition/rehabilitation projects, LACAHS will work with sponsors to ensure robust resident engagement before and after closing. Prior to closing,	N/A		

[DRAFT FOR IRC REVIEW—NOFA NOT YET RELEASED]

Product Terms		Selection Criteria	Max. Score	Project Score
	sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSAs review and approval.			
4. Tenant Protections	For acquisition/rehabilitation projects, no displacement, rents fixed for 1 year following rehab, rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households on-site (<i>e.g., rent is greater than 50% of household income</i>).	N/A		
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special set-asides (<i>e.g., seniors, formerly homeless</i>).	N/A		
F. Credit Risk Standards			35	
1. Sponsor/Guarantor				
a. Sponsor Experience/Track Record	LACAHSAs will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSAs standards.	<p>Threshold Requirements</p> <p>Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC.</p> <p>Point Scoring</p> <p>(i) Add points as follows: 1 point per year of development experience in Los Angeles County, up to a maximum of 15 points, and 1 point for each completed projects in Los Angeles County in the past 15 years, up to a maximum of 10 points.</p> <p>(ii) Deduct points as follows: -5 points for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -15 points, and -5 points</p>	25	

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Product Terms		Selection Criteria	Max. Score	Project Score
		for each portfolio project with DSCR below 1.0x, up to -15 points.		
b. Sponsor Financial Strength	LACAHSA will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	<p>Threshold Requirement Guarantor must have at least (i) \$6 million of net worth for private entities and \$1 million for 501(c)(3) entities and (ii) \$2 million of liquidity for private entities and \$500k for 501(c)(3) entities.</p> <p>Point Scoring Add 5 points for sponsor with at least (i) \$15 million of net worth for private entities and \$5 million for 501(c)(3) entities and 5 points for sponsor with at least (ii) \$6 million of liquidity for private entities and \$1.5 million for 501(c)(3) entities.</p>	10	
G. Tie Breakers (Order of Priority)				
1. Ownership		Advantage to projects that will be owned by 501(c)(3) entities eligible for tax-exempt financing		
2. Sponsor Experience		Advantage to sponsors that have developed the greatest number of projects in Los Angeles County		
3. Discount to FMR		Advantage to projects with the greatest weighted-average discount to HUD Fair Market Rents		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Real Estate & Land Use	
Site control, prelim title, ALTA	<input type="checkbox"/>
Zoning status/approvals, permits (if any)	<input type="checkbox"/>
Will-serve/utilities, flood	<input type="checkbox"/>
3. Environmental Compliance	
CEQA/NEPA status (NOE/NOD; ND/MND/EIR; CatEx/EA/FONSI/EIS)	<input type="checkbox"/>
Phase I/II ESA; mitigation matrix	<input type="checkbox"/>
4. Financing & Economics	
Uniform workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
5. Affordability, Compliance & Operations (drafts)	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
6. Resident Impacts & Services (if applicable)	
Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>
7. Product-Specific Supplements	
Predevelopment budget/workplan	<input type="checkbox"/>

Exhibit C-2: Product Terms, Scorecard, and Document Checklist
Senior Construction Loan

Product Terms		Selection Criteria	Max. Score	Project Score
A. Purpose & Form of Assistance				
1. Purpose & Form of Assistance	Provide construction-phase financing for new-construction and Substantial Rehabilitation projects.	N/A		
B. Eligibility			24	
1. Projects	New construction and Substantial Rehabilitation projects; Project must have a committed permanent takeout from a non-LACAHS A source; May finance 9% LIHTC and non-LIHTC; Preference for new construction	<p>Threshold Requirements</p> <p>Is this a new-construction or major acquisition/rehabilitation project without LACAHS A Senior Permanent Loan financing, with or without LIHTC financing?</p> <p>If YES, proceed If NO, disqualified</p> <p>Does the project have a committed permanent takeout from a non-LACAHS A source?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 7 points for new-construction projects.</p>	7	
2. Owners	Eligible Nonprofits, Private Entities; Preference for projects owned by Eligible Nonprofits	<p>Threshold Requirements</p> <p>Is the project owned by either an Eligible Nonprofit entity or a Private Entity?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 7 points for projects that will be owned by 501(c)(3) entities eligible for tax-exempt financing.</p>	7	

Product Terms		Selection Criteria	Max. Score	Project Score
3. Readiness to Proceed	Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHSAs Readiness to Proceed Checklist) within 12 months of award.	<p>Threshold Requirements</p> <p>Is the project ready to proceed within the required timeframe based on the following?</p> <ul style="list-style-type: none"> (i) Complete pro forma financial model; (ii) Preliminary financing commitments from at least 80% of non-LACAHSAs sources; (iii) Evidence of site control; (iv) Site development plan provided; (v) Evidence of appropriate zoning; (vi) Evidence of public utilities and service availability; (vii) Floodplain determination and, if necessary, quote for flood insurance; (viii) Market study provided; (ix) Physical needs assessment (for rehab projects) provided (x) Commitment letter/letter of intent for permanent financing from a non-LACAHSAs source <p>If YES to all, proceed If NO to any, disqualified</p> <p>Point Scoring</p> <p>Add points for the following:</p> <ul style="list-style-type: none"> (i) Full architectural drawings by licensed architect (2 points); (ii) Preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe (2 Points); (iii) General contractor (a) has been engaged (1 point), (b) has helped develop the construction/rehab budget (1 additional point), is bound by a fully executed contract (1 additional point); (iv) Complete entitlements package and all permits or a permit-ready letter (subject only to payment of fees) in 	10	

Product Terms			Selection Criteria	Max. Score	Project Score
			hand (3 points); (v) For historic preservation projects, (a) negative 1 point if SHPO part 2 approval has not been achieved and (b) 2 additional negative points if SHPO Part 1 approval has not been achieved		
C. Loan Size and Structure					
1. Maximum Amount	\$28,000,000		Threshold Requirement Is the funding amount less than or equal to \$28,000,000? If YES, proceed If NO, disqualified		
2. Term	Up to 36 months		Threshold Requirement Is the term less than or equal to 36 months? If YES, proceed If NO, disqualified		
3. Interest Rate	At the borrower's election: (a) SLGS + 175 Basis Points OR (b) Variable rate sized at the 1-Month Secured Overnight Financing Rate (SOFR) plus 100 basis points		Threshold Requirement Does the model assume the proper interest rate based on the LACAHSAs NOFA Rate Chart given the rate mode, product type, and term? If YES, proceed If NO, disqualified		
4. Rate Lock/ Commitment Options	Rate lock up to 90 days prior to closing for fixed-rate loan <i>(final rate includes lookback option to select the lowest index rate during the 90-day period)</i> <i>N/A for variable-rate loan</i>		N/A		
5. Conversion Requirements	Set by permanent lender; Must be acceptable to LACAHSAs		N/A		
6. Prepayment Lockout/Penalties	No prepayment lockout or penalties		N/A		
7. Recourse	Completion and lease-up guarantees required		N/A		

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Product Terms			Max. Score	Project Score
8. Security	Senior lien on real property; LACAHSAs will not subordinate to other lenders	N/A		
D. Loan Costs				
1. Upfront Application Fee/Deposit	Non-refundable deposits of \$5,000 due within 30 days of NOFA selection and \$5,000 due at LACAHSAs financing commitment (both applied as a credit to legal and advisory costs/fees at closing). In the case of multiple LACAHSAs loan/grant products, no additional deposit is required.	N/A		
2. Upfront Origination Fee	1% of total loan amount	Threshold Requirement Does the model assume a 1% origination fee? If YES, proceed If NO, disqualified		
3. Extension Fee	2-basis point fee for each month the conversion date is delayed	N/A		
4. Lender Closing Costs	Borrower to pay LACAHSAs legal and advisory costs at closing	Threshold Requirement Does the model assume proper lender closing costs based on LACAHSAs Standard Closing Cost Assumptions? If YES, proceed If NO, disqualified		
5. Plan and Cost Review/Monitoring Costs	Borrower to cover the cost of LACAHSAs plan and cost reviewer/construction monitor	Threshold Requirement Does the model assume proper plan and cost review / monitoring costs based on LACAHSAs Standard Construction Review & Monitoring Assumptions? If YES, proceed If NO, disqualified		
6. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (<i>increasing at 2% annually</i>)	Threshold Requirement Does the model assume an Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (increasing at 2% annually)? If YES, proceed If NO, disqualified		

Product Terms		Selection Criteria	Max. Score	Project Score
E. Public Benefit Requirements			21	
1. Affordability Restrictions	<p><u>New Construction:</u></p> <p>Option 1: 100% Affordable Building up to 80% of AMI: (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) 100% of total development units at or below 80% of AMI</p> <p>Option 2: 100% Affordable Building up to 120% of AMI: (1) 10% of units at or below 30% of AMI and (2) the greater of 50 units or 50% of units in the development must be financed with LACAHSAs financing. Of the financed units, all must be at or below 50% of AMI. Agency funds cannot be used in connection with any unit that is solely income restricted due to density bonus, development incentives, or similar programs.</p> <p>Option 3: Mixed-Income Building (including units above 120% of AMI): (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) Remaining LACAHSAs-financed units at or below 80% of AMI</p> <p><u>Acquisition/Rehabilitation:</u> At loan closing, all AMI levels are eligible. As units turn over time, 100% of the building must reach 50% of AMI.</p> <p>Affordability enforced pursuant to a 55-year regulatory agreement.</p>	<p><u>Threshold Requirements</u></p> <p>Does the proposed unit mix meet required minimum standards for either new construction or acquisition, as applicable? If YES, proceed If NO, disqualified</p> <p><u>Point Scoring</u></p> <p>Add points for additional affordability (as determined by per-bedroom discount to HUD Fair Market Rents) as follows: 1 point for every 1% below the minimum discount to market based on LACAHSAs affordability standards under Option 1, up to a maximum of 10 points.</p> <p>Add 6 points for a 99-year affordability election.</p>	16	

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Product Terms			Max. Score	Project Score
2. Project Labor Requirements	For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project.	N/A		
3. Resident Engagement	For acquisition/rehabilitation projects, LACAHSa will work with sponsors to ensure robust resident engagement before and after closing. Prior to closing, sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSa review and approval.	N/A		
4. Tenant Protections	For acquisition/rehabilitation projects, no displacement, rents fixed for 1 year following rehab, rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households on-site (<i>e.g., rent is greater than 50% of household income</i>).	N/A		
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special setasides (<i>e.g., seniors, formerly homeless</i>).	Point Scoring Add points for meeting certain per-unit services budget thresholds by unit type (based on LACAHSa Services Budget Standards) as follows: 2 points for meeting Basic Standards or 5 points for meeting Optimal Standards.	5	
F. Credit Risk Standards			45	
1. Sponsor/Guarantor	LACAHSa will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSa standards.	N/A		

Product Terms		Selection Criteria	Max. Score	Project Score
a. Sponsor Experience/Track Record	LACAHSa will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	<p>Threshold Requirements</p> <p>Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC.</p> <p>Point Scoring</p> <p>(i) Add points as follows: 3 points for at least 7 years of development experience in California and 3 points for at least 5 completed projects in Los Angeles County in the past 15 years.</p> <p>(ii) Deduct points as follows: -1 point for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -5 points, and -1 point for each portfolio project with DSCR below 1.0x, up to -5 points.</p>	6	
b. Sponsor Financial Strength	LACAHSa will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	<p>Threshold Requirement</p> <p><u>Guarantor</u> must have at least (i) \$6 million of net worth for private entities and \$2 million for 501(c)(3) entities and (ii) \$2 million of liquidity for private entities and \$500k for 501(c)(3) entities.</p> <p>Point Scoring</p> <p>Add 2 points for sponsor with at least (i) \$15 million of net worth for private entities and \$5 million for 501(c)(3) entities and 2 points for sponsor with at least (ii) \$6 million of liquidity for private entities and \$1.5 million for 501(c)(3) entities.</p>	4	
c. Sponsor Contribution		<p>Point Scoring</p> <p>Add 1 point for every 5% of total development costs contributed to the project as sponsor cash (e.g., loans of</p>	6	

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Product Terms			Max. Score	Project Score
		upfront cash, equity contributions), up to a maximum of 6 points.		
d. Required Guarantees	Completion and Lease-Up	N/A		
2. Developer Fee Payments	Cumulative pay-ins must be no greater than the following: 15%@Closing, 40%@50% Completion, 70%@100% Lien-Free Completion, 85%@Permanent Conversion, 100%@ Stabilization (<i>defined as 90% economic occupancy for 3 months</i>).	<p>Threshold Requirement</p> <p>Does the model assume cumulative developer fee payments no greater than the following: 15%@Closing, 40%@50% Completion, 70%@100% Lien-Free Completion, 85%@Permanent Conversion, 100%@Stabilization (defined as 90% economic occupancy for 3 months)?</p> <p>If YES, proceed If NO, disqualified</p>		
3. Construction/ Substantial Rehab				
a. Plan and Cost Review/Monitoring	Third-party plan and cost review and construction monitoring required (<i>selected from list of LACAHS- approved firms</i>).	N/A		
b. Bonding	Full payment and performance bond required.	N/A		
c. Contract Type	Guaranteed maximum price contract required.	N/A		
d. Hard Cost Contingency	Greater of 5% or plan and cost review recommendation for new construction. Greater of 10% or plan and cost review recommendation for rehabilitation.	<p>Threshold Requirement</p> <p>Does the model assume at least 5% hard cost contingency for new construction and 10% for rehabilitation?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 1 point for each percentage point above the threshold requirement up to a maximum of 5 points.</p>	5	
e. Soft Cost Contingency	3%	<p>Threshold Requirement</p> <p>Does the model assume at least 3% soft cost contingency?</p> <p>If YES, proceed</p>	4	

Product Terms		Selection Criteria	Max. Score	Project Score
		<p>If NO, disqualified</p> <p>Point Scoring Add 1 point for each percentage point above the threshold requirement up to a maximum of 4 points.</p>		
f. Retainage	10%	N/A		
4. Lease-Up	All lease-up assumptions to be verified via appraisal-derived lease-up estimates, including capture rate and absorption rate.	N/A		
5. Leverage				
a. Max. Loan-to-Cost (LTC) Ratio	90%	<p>Threshold Requirement Does the model assume no more than 90% LTC? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 1 point for every 3 percentage points below the threshold requirement up to a maximum of 5 points.</p>	5	
b. Max. Loan-to-Value (LTV) Ratio	90%	<p>Threshold Requirement Does the model assume no more than 90% LTV? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 0.5 points for every 5 percentage points below the threshold requirement, up to a maximum of 1 point.</p>	1	
6. Operating Income				

Product Terms			Max. Score	Project Score
Selection Criteria				
a. Verification of Assumptions	Restricted rents, market rents, and commercial/non-residential income to be estimated based on an updated market study and verified via an appraisal with as-stabilized valuation scenario.	<u>Point Scoring</u> (i) Add 1 point for total operating expenses no higher than market study estimate and an additional 1 point for total operating expenses at least 5% lower than market study estimate. (ii) Deduct points as follows: -1 point for income exceeding market study estimate by at least 5% and an additional -1 point for income exceeding market study estimate by at least 10%.	2	
b. Vacancy Assumptions	Vacancy assumptions equal to the greater of 5% or appraisal figure.	<u>Threshold Requirement</u> Does the model assume at least 5% vacancy? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 0.5 points for every percentage point above the threshold requirement up to a maximum of 2 points.	2	
c. Income Trending	Assume lesser of 2% annual growth or appraisal figure.	<u>Threshold Requirement</u> Does the model assume at most 2.5% annual income trending and 3.5% annual expense trending? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 2 points for 2% annual income trending and 3% annual expense trending.	2	
7. Operating Expenses				
a. Verification of Assumptions	All operating expense assumptions to be verified via an appraisal with as-stabilized valuation scenario.	N/A		
b. Taxes and Abatement Assumptions	Assumed tax abatements must be supported by the appraisal and borrower due diligence establishing eligibility for the Welfare Tax Exemption.	N/A		
c. Expense Trending	Assume greater of 3% annual growth or appraisal figure.	N/A		

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Product Terms			Max. Score	Project Score
Selection Criteria				
8. Debt Service Coverage (DSC)				
a. Senior Coverage	1.15x minimum	<p>Threshold Requirement Does the model assume at least 1.15x DSC? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 0.5 points for every 0.05x coverage over the requirement above, up to a maximum of 2 points.</p>	2	
b. All-in Coverage	1.05x minimum	<p>Threshold Requirement Does the model assume at least 1.05x all-in DSC? If YES, proceed If NO, disqualified</p>		
9. Reserves				
a. Debt Service Reserve	As determined by perm lender.	N/A		
b. Replacement Reserve	Greater of \$300/unit/year or the amount assumed/recommended in the appraisal or physical needs assessment.	<p>Threshold Requirement Is replacement reserve sized at a minimum of \$300/unit/year? If YES, proceed If NO, disqualified</p>		
c. Operating Reserve	As determined by perm lender	N/A		
d. Capitalized Interest Reserve	Sized at Construction/Rehab Period + Lease-up Period + 3-Month Cushion (Construction/Rehab and Lease-up periods to be verified by plan and cost review and appraisal, respectively), assuming the greater of 50% average outstanding loan balance or monthly spending projections. For variable-rate loans, LACAHSa will add a 100-basis point cushion to the all-in rate as of closing.	<p>Threshold Requirement Does reserve sizing meet LACAHSa Interest Reserve Requirements? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 0.5 points for each additional month of cushion, up to a maximum of 2 points.</p>	2	
10. Property Management/ Services				

Product Terms			Max. Score	Project Score
a. Manager Experience	Property manager to be reviewed and approved by LACAHS prior to closing.	<u>Point Scoring</u> (i) Add points as follows: 1 point for at least 7 years of property management experience in California and 1 point for at least 5 projects managed in California in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of property management experience in California and -1 point for less than 2 projects managed in California in the past 15 years.	2	
b. Service Provider Experience	Any social service providers to be reviewed and approved by LACAHS prior to closing.	<u>Point Scoring</u> (i) Add points as follows: 1 point for at least 7 years of services experience in California and 1 point for at least 5 projects served in Los Angeles County in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of services experience in California and -1 point for less than 2 projects served in Los Angeles County in the past 15 years.	2	
c. Services Plan and Budget	Where social services provided, full services plan and budget will be required prior to closing.	N/A		
G. Efficiency Standards			10	
1. Sponsor/Related Party Capital	N/A	<u>Point Scoring</u> Where sponsor or a related party is contributing capital in the form of a loan, is the cost of such capital consistent with a publicly supported project? Deduct points as follows: -1 points for every percentage point of interest rate on a such a loan above 9%.		
2. Developer Fee	Projects to comply with LACAHS Developer Fee Standards.	<u>Threshold Requirement</u> Does the model assume developer fees no higher than the CDLAC/TCAC maximums for LIHTC projects and the lesser of 15% of total development cost or \$3 million for non-LIHTC projects?		

Product Terms		Selection Criteria	Max. Score	Project Score
		If YES, proceed If NO, disqualified		
3. Cost Containment	N/A	Point Scoring Add or deduct points as follows: 2.5 points for every \$50/square foot by which a project's cost is lower than the LACAHS Unit Cost Standards, up to a maximum of 10 points, and -2.5 points for every \$50/square foot by which a project's cost is higher than the LACAHS Unit Cost Standards, up to a maximum of -10 points.	10	
H. Tie Breakers (Order of Priority)				
1. Affordability Per Subsidy Dollar	N/A	Advantage to the project with the greatest affordability (as measured by discount to market per bedroom) per dollar of LACAHS support (including all LACAHS capital sources)		
2. Lowest TDC by Unit Type	N/A	Advantage to the project with total development cost per square foot representing the greatest discount to the LACAHS Unit Cost Standards		
3. Greatest Readiness	N/A	Advantage to the project with the highest points on LACAHS Readiness to Proceed Checklist		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Real Estate & Land Use	
Site control, prelim title, ALTA	<input type="checkbox"/>
Zoning status/approvals, permits (if any)	<input type="checkbox"/>
Will-serve/utilities, flood	<input type="checkbox"/>
3. Environmental Compliance	
CEQA/NEPA status (NOE/NOD; ND/MND/EIR; CatEx/EA/FONSI/EIS)	<input type="checkbox"/>
Phase I/II ESA; mitigation matrix	<input type="checkbox"/>
4. Design/Construction/Labor (Readiness)	
Prelim Plans/specs; schedule	<input type="checkbox"/>
Plan & cost review; GMP/bids (if any)	<input type="checkbox"/>
GC quals; Prevailing Wage/PLA; ADA	<input type="checkbox"/>
5. Rehabilitation & Physical Needs (If Applicable)	
PNA + component reports; rehab scope	<input type="checkbox"/>
Engineering/seismic	<input type="checkbox"/>
6. Financing & Economics	
Uniform Workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
7. Affordability, Compliance & Operations	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
8. Resident Impacts & Services (If Applicable)	
Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>

Document Checklist	
Required Documents	Provided?
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>
9. Product-Specific Supplements	
Construction Term Sheet	<input type="checkbox"/>

Exhibit C-3: Product Terms, Scorecard, and Document Checklist
Senior Permanent Loan

Product Terms		Selection Criteria	Max. Score	Project Score
A. Purpose & Form of Assistance				
1. Purpose & Form of Assistance	Provide long-term financing for stabilized new-construction projects and Substantial Rehabilitation projects with available forward commitment.			
B. Eligibility			22	
1. Projects	New construction and Substantial Rehabilitation projects; May finance LIHTC (9% and 4%) and non-LIHTC; Preference for new construction	<p>Threshold Requirements</p> <p>Is this a new-construction or major acquisition/rehabilitation project without LACAHS Senior Construction Loan financing, with or without LIHTC financing?</p> <p>If YES, proceed</p> <p>If NO, disqualified</p> <p>Point Scoring</p> <p>Add 6 points for new-construction projects.</p>	6	
2. Owners	Eligible Nonprofits, Private Entities; Preference for new construction and projects and owned by Eligible Nonprofits	<p>Threshold Requirements</p> <p>Is the project owned by either an Eligible Nonprofit entity or a Private Entity?</p> <p>If YES, proceed</p> <p>If NO, disqualified</p> <p>Point Scoring</p> <p>Add 6 points for projects that will be owned by Eligible Nonprofit entities eligible for tax-exempt financing.</p>	6	
3. Readiness to Proceed	Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHS's	<p>Threshold Requirements</p> <p>Is the project ready to proceed within the required timeframe based on the following?</p>	10	

Product Terms		Selection Criteria	Max. Score	Project Score
	Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHSAs Readiness to Proceed Checklist) within 12 months of award.	<p>(i) Complete pro forma financial model;</p> <p>(ii) Preliminary financing commitments from at least 80% of non-LACAHSAs sources;</p> <p>(iii) Evidence of site control;</p> <p>(iv) Site development plan provided;</p> <p>(v) Evidence of appropriate zoning;</p> <p>(vi) Evidence of public utilities and service availability;</p> <p>(vii) Floodplain determination and, if necessary, quote for flood insurance;</p> <p>(viii) Market study provided;</p> <p>(ix) Physical needs assessment (for rehab projects) provided</p> <p>If YES to all, proceed If NO to any, disqualified</p> <p><u>Point Scoring</u></p> <p>Add points for the following:</p> <p>(i) Full architectural drawings by licensed architect (2 points);</p> <p>(ii) Preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe (2 Points);</p> <p>(iii) General contractor (a) has been engaged (1 point), (b) has helped develop the construction/rehab budget (1 additional point), is bound by a fully executed contract (1 additional point);</p> <p>(iv) Complete entitlements package and all permits or a permit-ready letter (subject only to payment of fees) in hand (3 points);</p> <p>(v) For historic preservation projects, (a) negative 1 point if SHPO part 2 approval has not been achieved</p>		

Product Terms			Max. Score	Project Score
		and (b) 2 additional negative points if SHPO Part 1 approval has not been achieved		
C. Loan Size and Structure			2	
1. Maximum Amount	\$25,000,000	<u>Threshold Requirement</u> Is the funding amount less than or equal to \$25,000,000? If YES, proceed If NO, disqualified		
2. Term	15 to 40 years	<u>Threshold Requirement</u> Is the term between 15 and 40 years? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 2 points for terms of 17 years or less	2	
3. Maximum Amortization	40 years	<u>Threshold Requirement</u> Is amortization no more than 40 years? If YES, proceed If NO, disqualified		
4. Interest Rate	SLGS + 50 Basis Points	<u>Threshold Requirement</u> Does the model assume the proper interest rate based on the LACAHS NOFA Rate Chart given the rate mode, product type, and term? If YES, proceed If NO, disqualified		
5. Rate Lock/ Commitment Options	<u>Immediate Delivery</u> : Rate lock up to 90 days prior to closing (<i>final rate includes lookback option to select the lowest index rate during the 90-day period</i>) <u>Forward Commitment</u> : Up to 36 months prior to closing	N/A		
6. Conversion	90% occupancy for 90 days	N/A		

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Product Terms			Max. Score	Project Score
Requirements				
7. Prepayment Lockout/Penalties	No prepayment lockout or penalties	N/A		
8. Recourse	Non-recourse, subject to exceptions for fraud, misrepresentation, etc. (<i>so-called "bad boy carveouts"</i>)	N/A		
9. Security	Senior lien on real property; LACAHSAs will not subordinate to other lenders	N/A		
D. Loan Costs				
1. Upfront Application Fee/Deposit	Non-refundable deposits of \$5,000 due within 30 days of NOFA selection and \$5,000 due at LACAHSAs financing commitment (both applied as a credit to legal and advisory costs/fees at closing). In the case of multiple LACAHSAs loan/grant products, no additional deposit is required.	N/A		
2. Upfront Origination Fee	1% of total loan amount	Threshold Requirement Does the model assume a 1% origination fee? If YES, proceed If NO, disqualified		
3. Forward Commitment Fee	1 basis point added to permanent loan rate per month of forward commitment; Length of forward commitment to be determined by LACAHSAs based on construction schedule, lease-up assumptions (verified by the appraisal), plus a 2-month cushion	Threshold Requirement Does the model assume the proper Forward Commitment Fee? If YES, proceed If NO, disqualified		
4. Extension Fee	2-basis point fee for each month the conversion date is delayed	N/A		
5. Lender Closing Costs	Borrower to pay LACAHSAs legal and advisory costs at closing	Threshold Requirement Does the model assume proper lender closing costs based on LACAHSAs Standard Closing Cost Assumptions? If YES, proceed If NO, disqualified		

Product Terms			Max. Score	Project Score
6. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to 5 basis points of loan amount <i>(increasing at 2% annually)</i>	Threshold Requirement Does the model assume an Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (increasing at 2% annually)? If YES, proceed If NO, disqualified		
E. Public Benefit Requirements			21	
1. Affordability Restrictions	<p>New Construction:</p> <p>Option 1: 100% Affordable Building up to 80% of AMI: (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) 100% of total development units at or below 80% of AMI</p> <p>Option 2: 100% Affordable Building up to 120% of AMI: (1) 10% of units at or below 30% of AMI and (2) the greater of 50 units or 50% of units in the development must be financed with LACAHSAs financing. Of the financed units, all must be at or below 50% of AMI. Agency funds cannot be used in connection with any unit that is solely income restricted due to density bonus, development incentives, or similar programs.</p> <p>Option 3: Mixed-Income Building (including units above 120% of AMI): (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) Remaining LACAHSAs-financed units at or below 80% of AMI</p> <p>Acquisition/Rehabilitation: At loan closing, all AMI levels are eligible. As units turn over time, 100% of the building must reach 50% of AMI.</p>	<p>Threshold Requirements Does the proposed unit mix meet required minimum standards for either new construction or acquisition, as applicable? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add points for additional affordability (as determined by per-bedroom discount to HUD Fair Market Rents) as follows: 1 point for every 1% below the minimum discount to market based on LACAHSAs affordability standards under Option 1, up to a maximum of 10 points.</p> <p>Add 6 points for a 99-year affordability election.</p>	16	

Product Terms		Selection Criteria	Max. Score	Project Score
	<p><u>All Projects:</u> Affordability enforced pursuant to a minimum 55-year regulatory agreement. Owners must certify tenant eligibility and rent reasonableness annually. LACAHSAs retain rights to audit and enforce compliance.</p>			
2. Project Labor Requirements	<p>For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project. These requirements apply when LACAHSAs provide a forward commitment during construction or rehabilitation, even when there is no LACAHSAs financing provided during the construction/rehabilitation phase.</p>	N/A		
3. Resident Engagement	<p>For acquisition/rehabilitation projects, LACAHSAs will work with sponsors to ensure robust resident engagement before and after closing. Prior to closing, sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSAs review and approval.</p>	N/A		
4. Tenant Protections	<p>For acquisition/rehabilitation projects, no displacement, rents fixed for 1 year following rehab, rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households on-site (<i>e.g., rent is greater than 50% of household income</i>).</p>	N/A		

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Product Terms			Max. Score	Project Score
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special setasides (<i>e.g., seniors, formerly homeless</i>).	<u>Point Scoring</u> Add points for meeting certain per-unit services budget thresholds by unit type (based on LACAHSAs Services Budget Standards) as follows: 2 points for meeting Basic Standards or 5 points for meeting Optimal Standards.	5	
F. Credit Risk Standards			45	
1. Sponsor/Guarantor				
a. Sponsor Experience/Track Record	LACAHSAs will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSAs standards.	<u>Threshold Requirements</u> Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC. <u>Point Scoring</u> (i) Add points as follows: 2 points for at least 7 years of development experience in California and 2 points for at least 5 completed projects in Los Angeles County in the past 15 years. (ii) Deduct points as follows: -1 point for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -5 points, and -1 point for each portfolio project with DSCR below 1.0x, up to -5 points.	4	

Product Terms			Selection Criteria	Max. Score	Project Score
b. Sponsor Financial Strength	LACAHSA will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.		<p>Threshold Requirement</p> <p>Sponsor must have at least (i) \$3 million of net worth for private entities and \$1 million for Eligible Nonprofit entities and (ii) \$1 million of liquidity for private entities and \$500k for Eligible Nonprofit entities.</p> <p>Point Scoring</p> <p>Add 0.5 points for sponsor with at least (i) \$15 million of net worth for private entities and \$5 million for Eligible Nonprofit entities and 0.5 points for sponsor with at least (ii) \$6 million of liquidity for private entities and \$1.5 million for Eligible Nonprofit entities.</p>	1	
c. Sponsor Contribution	N/A		<p>Point Scoring</p> <p>Add 1 point for every 5% of total development costs contributed to the project as sponsor cash (e.g., loans of upfront cash, equity contributions), up to a maximum of 4 points.</p>	4	
2. Leverage					
a. Max. Loan-to-Cost (LTC) Ratio	90%		<p>Threshold Requirement</p> <p>Does the model assume no more than 90% LTC? If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 0.5 points for every 5 percentage points below the threshold requirement up to a maximum of 1 point.</p>	1	

Product Terms			Max. Score	Project Score
b. Max. Loan-to-Value (LTV) Ratio	90%	<p>Threshold Requirement Does the model assume no more than 90% LTV? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 2 points for every 2.5 percentage points below the threshold requirement, up to a maximum of 8 points.</p>	8	
3. Operating Income				
a. Verification of Assumptions	Restricted rents, market rents, and commercial/non-residential income to be estimated based on an updated market study and verified via an appraisal with as-stabilized valuation scenario.	<p>Point Scoring (i) Add 1 point for total operating expenses no higher than market study estimate and an additional 1 point for total operating expenses at least 5% lower than market study estimate. (ii) Deduct points as follows: -1 point for income exceeding market study estimate by at least 5% and an additional -1 point for income exceeding market study estimate by at least 10%.</p>	2	
b. Vacancy Assumptions	Vacancy assumptions equal to the greater of 5% or appraisal figure.	<p>Threshold Requirement Does the model assume at least 5% vacancy? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 1 point for every percentage point above the threshold requirement up to a maximum of 4 points.</p>	4	
c. Income Trending	Assume lesser of 2.5% annual growth, 1 percentage point higher than expense trending, or appraisal figure.	<p>Threshold Requirement Does the model assume at most 2.5% annual income trending and 3.5% annual expense trending? If YES, proceed</p>	3	

Product Terms		Selection Criteria	Max. Score	Project Score
		<p>If NO, disqualified</p> <p><u>Point Scoring</u> Add 3 points for 2% annual income trending and 3% annual expense trending.</p>		
4. Operating Expenses				
a. Verification of Assumptions	All operating expense assumptions to be verified via an appraisal with as-stabilized valuation scenario.	N/A		
b. Taxes and Abatement Assumptions	Assumed tax abatements must be supported by the appraisal and borrower due diligence establishing eligibility for the Welfare Tax Exemption.	N/A		
c. Expense Trending	Assume greater of 3% annual growth or appraisal figure.	N/A		
5. Debt Service Coverage (DSC)				
a. Senior Coverage	1.15x minimum	<p><u>Threshold Requirement</u> Does the model assume at least 1.15x DSC? If YES, proceed If NO, disqualified</p> <p><u>Point Scoring</u> Add 1 point for every 0.05x coverage over the requirement above, up to a maximum of 4 points.</p>	4	
b. All-in Coverage	1.05x minimum	<p><u>Threshold Requirement</u> Does the model assume at least 1.05x all-in DSC? If YES, proceed If NO, disqualified</p>		
6. Reserves				
a. Debt Service Reserve	6 months' MADS	<p><u>Threshold Requirement</u> Is debt service reserve sized at a minimum of 6 months? If YES, proceed If NO, disqualified</p>	3	

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Product Terms		Selection Criteria	Max. Score	Project Score
		<u>Point Scoring</u> Add 0.5 points for each additional month of reserve, up to a maximum of 3 points.		
b. Replacement Reserve	Greater of \$300/unit/year or the amount assumed/recommended in the appraisal or physical needs assessment.	<u>Threshold Requirement</u> Is replacement reserve sized at a minimum of \$300/unit/year? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 1 point for each additional \$50/unit/year of reserve, up to a maximum of 4 points.	4	
c. Operating Reserve	3 months	<u>Threshold Requirement</u> Is the operating reserve sized at a minimum of 3 months' operating expenses? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 1 point for each additional month, up to a maximum of 3 points.	3	
7. Property Management/Services				
a. Manager Experience	Property manager to be reviewed and approved by LACAHSa prior to closing.	<u>Point Scoring</u> (i) Add points as follows: 1 point for at least 7 years of property management experience in California and 1 point for at least 5 projects managed in California in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of property management experience in California and -1 point for less than 2 projects managed in California in the past 15 years.	2	

Product Terms			Selection Criteria	Max. Score	Project Score
b. Service Provider Experience	Any social service providers to be reviewed and approved by LACAHSa prior to closing.	Point Scoring (i) Add points as follows: 1 point for at least 7 years of services experience in California and 1 point for at least 5 projects served in Los Angeles County in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of services experience in California and -1 point for less than 2 projects served in Los Angeles County in the past 15 years.		2	
c. Services Plan and Budget	Where social services provided, full services plan and budget will be required prior to closing.	N/A			
G. Efficiency Standards				10	
1. Sponsor/Related Party Capital	N/A	Point Scoring Where sponsor or a related party is contributing capital in the form of a loan, is the cost of such capital consistent with a publicly supported project? Deduct points as follows: -1 points for every percentage point of interest rate on a such a loan above 9%.		0	
2. Developer Fee	Projects to comply with LACAHSa Developer Fee Standards.	Threshold Requirement Does the model assume developer fees no higher than the CDLAC/TCAC maximums for LIHTC projects and the lesser of 15% of total development cost or \$3 million for non-LIHTC projects? If YES, proceed If NO, disqualified			
3. Cost Containment	N/A	Point Scoring Add or deduct points as follows: 2.5 points for every \$50/square foot by which a project's cost is lower than the LACAHSa Unit Cost Standards, up to a maximum of 10 points, and -2.5 points for every		10	

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Product Terms			Max. Score	Project Score
		\$50/square foot by which a project's cost is higher than the LACAHS Unit Cost Standards, up to a maximum of -6 points.		
H. Tie Breakers (Order of Priority)				
1. Affordability Per Subsidy Dollar	N/A	Advantage to the project with the greatest affordability (as measured by discount to market per bedroom) per dollar of LACAHS support (including all LACAHS capital sources)		
2. Lowest TDC by Unit Type	N/A	Advantage to the project with total development cost per square foot representing the greatest discount to the LACAHS Unit Cost Standards		
3. Greatest Readiness	N/A	Advantage to the project with the highest points on LACAHS Readiness to Proceed Checklist		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Real Estate & Land Use	
Site control, prelim title, ALTA	<input type="checkbox"/>
Zoning status/approvals, permits (if any)	<input type="checkbox"/>
Will-serve/utilities, flood	<input type="checkbox"/>
3. Environmental Compliance (Status)	
CEQA/NEPA status (NOE/NOD; ND/MND/EIR; CatEx/EA/FONSI/EIS)	<input type="checkbox"/>
Phase I/II ESA; mitigation matrix	<input type="checkbox"/>
4. Design/Construction/Labor (Readiness)	
Prelim Plans/specs; schedule	<input type="checkbox"/>

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Plan & cost review; GMP/bids (if any)	<input type="checkbox"/>
GC quals; Prevailing Wage/PLA; ADA	<input type="checkbox"/>
5. Rehabilitation & Physical Needs (Rehab Only)	
PNA + component reports; rehab scope	<input type="checkbox"/>
Engineering/seismic	<input type="checkbox"/>
6. Financing & Economics	
Uniform Workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
7. Affordability, Compliance & Operations	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
8. Resident Impacts & Services (If Applicable)	
Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>
9. Product-Specific Supplements	
Perm. Commitment	<input type="checkbox"/>

Exhibit C-4: Product Terms, Scorecard, and Document Checklist

Subordinate B-Note

[LACAHSA to revise program terms based on stakeholder feedback. Revisions will include an interest-only residual receipts product with LACAHSA equity sharing upon a capital event. The product will not be sized based on debt-service coverage; rather, it will be sized based on stressed takeout assumptions (e.g., LTV, cap rates, interest rates).]

Product Terms			Max. Score	Project Score
A. Purpose & Form of Assistance				
1. Purpose & Form of Assistance	Provide subordinate, must-pay gap financing for <u>stabilized</u> , non-LIHTC projects (i.e., this is a perm-only loan).	N/A		
B. Eligibility			24	
1. Projects	New-construction, acquisition, and acquisition/rehabilitation (including both heavy and light rehabilitation) projects; Only for non-LIHTC projects; Preference for new construction	<u>Threshold Requirements</u> Is this (a) a new-construction, acquisition, or acquisition/rehabilitation project, (b) without LIHTC financing, (c) which will be stabilized by the time LACAHSA loan funds are contributed? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 7 points for new-construction projects.	7	
2. Owners	Eligible Nonprofits, Private Entities	<u>Threshold Requirements</u> Is the project owned by either an Eligible Nonprofit entity or a Private Entity? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 7 points for projects that will be owned by Eligible Nonprofit entities eligible for tax-exempt financing.	7	
3. Readiness to Proceed	Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by	<u>Threshold Requirements</u> Is the project ready to proceed within the	10	

Product Terms		Selection Criteria	Max. Score	Project Score
	meeting all threshold requirements in LACAHSAs Readiness to Proceed Checklist) within 6 months of award.	<p>required timeframe based on the following?</p> <ul style="list-style-type: none"> (i) Complete pro forma financial model; (ii) Preliminary financing commitments from all non-LACAHSAs funders; (iii) Evidence of site control; (iv) Site development plan provided; (v) Evidence of appropriate zoning; (vi) Evidence of public utilities and service availability; (vii) Preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe; (viii) Floodplain determination and, if necessary, quote for flood insurance; (ix) Market study provided; <p>Physical needs assessment (for rehab projects) provided;</p> <p>If YES to all, proceed If NO to any, disqualified</p> <p><u>Point Scoring</u></p> <p>Add points for the following:</p> <ul style="list-style-type: none"> (i) Full architectural drawings by licensed architect (2 points); (ii) Full environmental clearance with no further action required (2 Points); (iii) General contractor (a) has been engaged (1 point), (b) has helped develop the construction/rehab budget (1 additional point), is bound by a fully executed contract (1 additional point); (iv) Complete entitlements package and all permits or a permit-ready letter (subject only to 		

Product Terms			Selection Criteria	Max. Score	Project Score
			payment of fees) in hand (3 points); (v) For historic preservation projects, (a) negative 1 point if SHPO part 2 approval has not been achieved and (b) 2 additional negative points if SHPO Part 1 approval has not been achieved.		
C. Loan Size and Structure					
1. Maximum Amount	\$10,000,000		Threshold Requirement Is the funding amount less than or equal to \$10,000,000? If YES, proceed If NO, disqualified		
2. Term	Up to 40 years; Coextensive with senior debt		Threshold Requirement Is the term less than 40 years? If YES, proceed If NO, disqualified		
3. Maximum Amortization	40 years		Threshold Requirement Is amortization no more than 40 years? If YES, proceed If NO, disqualified		
4. Interest Rate	SLGS + 250 Basis Points		Threshold Requirement Does the model assume the proper interest rate based on the LACAHS NOFA Rate Chart given the rate mode, product type, and term? If YES, proceed If NO, disqualified		
5. Rate Lock/ Commitment Options	<u>Immediate Delivery</u> : Rate lock up to 90 days prior to closing (final rate includes lookback option to select the lowest index rate during the 90-day period) <u>Forward Commitment</u> : Up to 36 months prior to closing		N/A		
6. Conversion	Set by permanent lender; Must be acceptable to LACAHS		N/A		

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Product Terms			Max. Score	Project Score
Requirements				
7. Prepayment Lockout/Penalties	No prepayment lockout or penalties	N/A		
8. Recourse	Non-recourse, subject to exceptions for fraud, misrepresentation, etc. (<i>so-called "bad boy carveouts"</i>)	N/A		
9. Security	Junior lien on real property (<i>preferably second position</i>)	N/A		
D. Loan Costs				
1. Upfront Application Fee/Deposit	Non-refundable deposits of \$5,000 due within 30 days of NOFA selection and \$5,000 due at LACAHSAs financing commitment (both applied as a credit to legal and advisory costs/fees at closing). In the case of multiple LACAHSAs loan/grant products, no additional deposit is required.	N/A		
2. Upfront Origination Fee	1% of total loan amount	Threshold Requirement Does the model assume a 1% origination fee? If YES, proceed If NO, disqualified		
3. Forward Commitment Fee	2 basis points added to permanent loan rate per month of forward commitment; Length of forward commitment to be determined by LACAHSAs based on construction schedule, lease-up assumptions (verified by the appraisal), plus a 2-month cushion	Threshold Requirement Does the model assume the proper Forward Commitment Fee? If YES, proceed If NO, disqualified		
4. Extension Fee	5-basis point fee for each month the conversion date is delayed	N/A		
5. Lender Closing Costs	Borrower to pay LACAHSAs legal and advisory costs at closing	Threshold Requirement Does the model assume proper lender closing costs based on LACAHSAs Standard Closing Cost Assumptions? If YES, proceed If NO, disqualified		

Product Terms			Max. Score	Project Score
6. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to 5 basis points of loan amount <i>(increasing at 2% annually)</i>	Threshold Requirement Does the model assume an Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (increasing at 2% annually)? If YES, proceed If NO, disqualified		
E. Public Benefit Requirements			21	
1. Affordability Restrictions	<u>New Construction:</u> Option 1: 100% Affordable Building up to 80% of AMI: (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) 100% of total development units at or below 80% of AMI Option 2: 100% Affordable Building up to 120% of AMI: (1) 10% of units at or below 30% of AMI and (2) the greater of 50 units or 50% of units in the development must be financed with LACAHSAs financing. Of the financed units, all must be at or below 50% of AMI. Agency funds cannot be used in connection with any unit that is solely income restricted due to density bonus, development incentives, or similar programs. Option 3: Mixed-Income Building (including units above 120% of AMI): (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) Remaining LACAHSAs-financed units at or below 80% of AMI <u>Acquisition/Rehabilitation:</u> At loan closing, all AMI levels are eligible. As units turn over time, 100% of the building must reach 50% of AMI.	Threshold Requirements Does the proposed unit mix meet required minimum standards for either new construction or acquisition, as applicable? If YES, proceed If NO, disqualified Point Scoring Add points for additional affordability (as determined by per-bedroom discount to HUD Fair Market Rents) as follows: 1 point for every 1% below the minimum discount to market based on LACAHSAs affordability standards under Option 1 , up to a maximum of 10 points. Add 6 points for a 99-year affordability election.	16	

Product Terms		Selection Criteria	Max. Score	Project Score
	<p><u>All Projects:</u> Affordability enforced pursuant to a minimum 55-year regulatory agreement. Owners must certify tenant eligibility and rent reasonableness annually. LACAHSAs retain rights to audit and enforce compliance.</p>			
2. Project Labor Requirements	For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project. These requirements apply when LACAHSAs provide a forward commitment during construction or rehabilitation, even when there is no LACAHSAs financing provided during the construction/ rehabilitation phase.	N/A		
3. Resident Engagement	For acquisition/rehabilitation projects, LACAHSAs will work with sponsors to ensure robust resident engagement before and after closing. Prior to closing, sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSAs review and approval.	N/A		
4. Tenant Protections	For acquisition/rehabilitation projects, no displacement, rents fixed for 1 year following rehab, rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households on-site (<i>e.g., rent is greater than 50% of household income</i>).	N/A		
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special set-asides (<i>e.g., seniors, formerly homeless</i>).	<p>Point Scoring Add points for meeting certain per-unit services budget thresholds by unit type (based on LACAHSAs Services Budget Standards) as follows: 2</p>	5	

Product Terms			Max. Score	Project Score
		points for meeting Basic Standards or 5 points for meeting Optimal Standards.		
F. Credit Risk Standards				
1. Sponsor/Guarantor				
a. Sponsor Experience/Track Record	LACAHSA will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSA standards.	<p>Threshold Requirements</p> <p>Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC.</p> <p>Point Scoring</p> <p>(i) Add points as follows: 2 points for at least 7 years of development experience in California and 2 points for at least 5 completed projects in Los Angeles County in the past 15 years.</p> <p>(ii) Deduct points as follows: -1 point for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -5 points, and -1 point for each portfolio project with DSCR below 1.0x, up to -5 points.</p>	4	

Product Terms		Selection Criteria	Max. Score	Project Score
b. Sponsor Financial Strength	LACAHSa will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	<p>Threshold Requirement</p> <p>Sponsor must have at least (i) \$3 million of net worth for private entities and \$1 million for Eligible Nonprofit entities and (ii) \$1 million of liquidity for private entities and \$500k for Eligible Nonprofit entities.</p> <p>Point Scoring</p> <p>Add 0.5 points for sponsor with at least (i) \$15 million of net worth for private entities and \$5 million for 501(c)(3) entities and 0.5 points for sponsor with at least (ii) \$6 million of liquidity for private entities and \$1.5 million for Eligible Nonprofit entities.</p>	1	
c. Sponsor Contribution		<p>Point Scoring</p> <p>Add 1 point for every 5% of total development costs contributed to the project as sponsor cash (e.g., loans of upfront cash, equity contributions), up to a maximum of 4 points.</p>	4	
2. Leverage				
a. Max. Loan-to-Cost (LTC) Ratio	95% combined	<p>Threshold Requirement</p> <p>Does the model assume no more than 95% LTC? If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 0.5 points for every 5 percentage points below the threshold requirement up to a maximum of 1 point.</p>	1	

Product Terms		Selection Criteria	Max. Score	Project Score
b. Max. Loan-to-Value (LTV) Ratio	95% combined	<p>Threshold Requirement</p> <p>Does the model assume no more than 95% LTV? If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 2 points for every 2.5 percentage points below the threshold requirement, up to a maximum of 8 points.</p>	8	
3. Operating Income				
a. Verification of Assumptions	Restricted rents, market rents, and commercial/non-residential income to be estimated based on an updated market study and verified via an appraisal with as-stabilized valuation scenario.	<p>Point Scoring</p> <p>(i) Add 1 point for total operating expenses no higher than market study estimate and an additional 1 point for total operating expenses at least 5% lower than market study estimate. (ii) Deduct points as follows: -1 point for income exceeding market study estimate by at least 5% and an additional -1 point for income exceeding market study estimate by at least 10%.</p>	2	
b. Vacancy Assumptions	Vacancy assumptions equal to the greater of 5% or appraisal figure.	<p>Threshold Requirement</p> <p>Does the model assume at least 5% vacancy? If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 1 point for every percentage point above the threshold requirement up to a maximum of 4 points.</p>	4	

Product Terms		Selection Criteria	Max. Score	Project Score
c. Income Trending	Assume lesser of 2.5% annual growth, 1 percentage point higher than expense trending, or appraisal figure.	<p>Threshold Requirement</p> <p>Does the model assume at most 2.5% annual income trending and 3.5% annual expense trending?</p> <p>If YES, proceed</p> <p>If NO, disqualified</p> <p>Point Scoring</p> <p>Add 3 points for 2% annual income trending and 3% annual expense trending.</p>	3	
4. Operating Expenses				
a. Verification of Assumptions	All operating expense assumptions to be verified via an appraisal with as-stabilized valuation scenario.	N/A		
b. Taxes and Abatement Assumptions	Assumed tax abatements must be supported by the appraisal and borrower due diligence establishing eligibility for the Welfare Tax Exemption.	N/A		
c. Expense Trending	Assume greater of 3% annual growth or appraisal figure.	N/A		
5. Debt Service Coverage (DSC)				
a. Senior Coverage	1.15x minimum	<p>Threshold Requirement</p> <p>Does the model assume at least 1.15x DSC?</p> <p>If YES, proceed</p> <p>If NO, disqualified</p> <p>Point Scoring</p> <p>Add 1 point for every 0.05x coverage over the requirement above, up to a maximum of 4 points.</p>	4	
b. All-in Coverage	1.05x minimum	<p>Threshold Requirement</p> <p>Does the model assume at least 1.05x all-in DSC?</p> <p>If YES, proceed</p> <p>If NO, disqualified</p>		
6. Reserves				

Product Terms			Selection Criteria	Max. Score	Project Score
a. Debt Service Reserve	6 months' MADS		<p>Threshold Requirement</p> <p>Is debt service reserve sized at a minimum of 6 months?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 0.5 points for each additional month of reserve, up to a maximum of 3 points.</p>	3	
b. Replacement Reserve	Greater of \$300/unit/year or the amount assumed/recommended in the appraisal or physical needs assessment.		<p>Threshold Requirement</p> <p>Is replacement reserve sized at a minimum of \$300/unit/year?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 1 point for each additional \$50/unit/year of reserve, up to a maximum of 4 points.</p>	4	
c. Operating Reserve	3 months		<p>Threshold Requirement</p> <p>Is the operating reserve sized at a minimum of 3 months' operating expenses?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 1 point for each additional month, up to a maximum of 3 points.</p>	3	
7. Property Management/Services					

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Product Terms			Max. Score	Project Score
a. Manager Experience	Property manager to be reviewed and approved by LACAHSa prior to closing.	<u>Point Scoring</u> (i) Add points as follows: 1 point for at least 7 years of property management experience in California and 1 point for at least 5 projects managed in California in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of property management experience in California and -1 point for less than 2 projects managed in California in the past 15 years.	2	
b. Service Provider Experience	Any social service providers to be reviewed and approved by LACAHSa prior to closing.	<u>Point Scoring</u> (i) Add points as follows: 1 point for at least 7 years of services experience in California and 1 point for at least 5 projects served in Los Angeles County in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of services experience in California and -1 point for less than 2 projects served in Los Angeles County in the past 15 years.	2	
c. Services Plan and Budget	Where social services provided, full services plan and budget will be required prior to closing.	N/A		
G. Efficiency Standards			10	
1. Sponsor/Related Party Capital		<u>Point Scoring</u> Where sponsor or a related party is contributing capital in the form of a loan, is the cost of such capital consistent with a publicly supported project? Deduct points as follows: -1 points for every percentage point of interest rate on a such a loan above 9%.	0	

[DRAFT FOR IRC REVIEW—NOFA NOT YET RELEASED]

Product Terms			Selection Criteria	Max. Score	Project Score
2. Developer Fee	Projects to comply with LACAHSAs Developer Fee Standards.		Threshold Requirement Does the model assume developer fees no higher than the CDLAC/TCAC maximums for LIHTC projects and the lesser of 15% of total development cost or \$3 million for non-LIHTC projects? If YES, proceed If NO, disqualified		
3. Cost Containment			Point Scoring Add or deduct points as follows: 2.5 points for every \$50/square foot by which a project's cost is lower than the LACAHSAs Unit Cost Standards, up to a maximum of 10 points, and -2.5 points for every \$50/square foot by which a project's cost is higher than the LACAHSAs Unit Cost Standards, up to a maximum of -10 points.	10	
H. Tie Breakers (Order of Priority)					
1. Affordability Per Subsidy Dollar			Advantage to the project with the greatest affordability (as measured by discount to market per bedroom) per dollar of LACAHSAs support (including all LACAHSAs capital sources)		
2. Lowest TDC by Unit Type			Advantage to the project with total development cost per square foot representing the greatest discount to the LACAHSAs Unit Cost Standards		
3. Greatest Readiness			Advantage to the project with the highest points on LACAHSAs Readiness to Proceed Checklist		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Real Estate & Land Use	
Site control, prelim title, ALTA	<input type="checkbox"/>
Zoning status/approvals, permits (if any)	<input type="checkbox"/>
Will-serve/utilities, flood	<input type="checkbox"/>
3. Environmental Compliance (Status)	
CEQA/NEPA status (NOE/NOD; ND/MND/EIR; CatEx/EA/FONSI/EIS)	<input type="checkbox"/>
Phase I/II ESA; mitigation matrix	<input type="checkbox"/>
4. Design/Construction/Labor (Readiness)	
Prelim Plans/specs; schedule	<input type="checkbox"/>
Plan & cost review; GMP/bids (if any)	<input type="checkbox"/>
GC quals; Prevailing Wage/PLA; ADA	<input type="checkbox"/>
5. Rehabilitation & Physical Needs (Rehab Only)	
PNA + component reports; rehab scope	<input type="checkbox"/>
Engineering/seismic	<input type="checkbox"/>
6. Financing & Economics	
Uniform Workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
7. Affordability, Compliance & Operations	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
8. Resident Impacts & Services (If Applicable)	

Document Checklist	
Required Documents	Provided?
Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>
9. Product-Specific Supplements	
Subordinate debt terms	<input type="checkbox"/>

Exhibit C-5: Product Terms, Scorecard, and Document Checklist

Residual Receipts Loan

[LACAHSAs to revise program terms based on stakeholder feedback. Revisions will include a residual receipts product loan product similar to other local government LIHTC gap lending programs. The product will not be sized based on debt-service coverage or stressed takeout assumptions; rather, it will be constrained only by need and the program maximum loan amount.]

Product Terms			Max. Score	Project Score
A. Purpose & Form of Assistance			20	
1. Purpose & Form of Assistance	Provide subordinate gap financing for LIHTC projects beginning at close of construction/rehabilitation financing.	N/A		
B. Eligibility				
1. Projects	New-construction and acquisition/rehabilitation projects also funded by 4% or 9% LIHTC	Threshold Requirements Is this a new-construction or major acquisition/rehabilitation project, with LIHTC financing? If YES, proceed If NO, disqualified Point Scoring Add 10 points for new-construction projects.	10	
2. Owners	Private Entities	Threshold Requirements Is the project owned by private entity eligible to own a LIHTC project? If YES, proceed If NO, disqualified		
3. Readiness to Proceed	Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHSAs' Readiness to Proceed Checklist) within 9 months of award for LIHTC projects and 6 months of award for non-LIHTC projects.	Threshold Requirements Is the project ready to proceed within the required timeframe based on the following? (i) Complete pro forma financial model; (ii) Preliminary financing commitments from all non-LACAHSAs funders;	10	

Product Terms		Selection Criteria	Max. Score	Project Score
		<p>(iii) Evidence of site control; (iv) Site development plan provided; (v) Evidence of appropriate zoning; (vi) Evidence of public utilities and service availability; (vii) Preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe; (viii) Floodplain determination and, if necessary, quote for flood insurance; (ix) Market study provided; Physical needs assessment (for rehab projects) provided; If YES to all, proceed If NO to any, disqualified</p> <p><u>Point Scoring</u> Add points for the following: (i) Full architectural drawings by licensed architect (2 points); (ii) Full environmental clearance with no further action required (2 Points); (iii) General contractor (a) has been engaged (1 point), (b) has helped develop the construction/rehab budget (1 additional point), is bound by a fully executed contract (1 additional point); (iv) Complete entitlements package and all permits or a permit-ready letter (subject only to payment of fees) in hand (3 points); (v) For historic preservation projects, (a) negative 1 point if SHPO part 2 approval has not been</p>		

Product Terms			Selection Criteria	Max. Score	Project Score
			achieved and (b) 2 additional negative points if SHPO Part 1 approval has not been achieved		
C. Loan Size and Structure					
1. Maximum Amount	Lesser of \$3,000,000 and the highest amount able to be repaid based on one of the following scenarios: (1) repayment prior to maturity from 50% of residual cashflow or (2) repayment at maturity from sale proceeds or refinancing assuming (a) 80% LTV, (b) a capitalization rate 100 basis points higher than at closing, (c) DSCR the same as at closing, and (d) an interest rate on permanent debt 200 basis points higher than at closing		Threshold Requirement Is the funding amount equal to the lesser of \$3,000,000 or the maximum amount determined by the LACAHSA Takeout Scenarios? If YES, proceed If NO, disqualified		
2. Term	Up to 40 years; Coextensive with senior debt		Threshold Requirement Is the term less than 40 years? If YES, proceed If NO, disqualified		
3. Maximum Amortization	<i>N/A - Residual receipts payment based on 50% split of cashflow (however, loan is not forgivable or extendable beyond maturity date)</i>		N/A		
4. Interest Rate	3% Simple Interest		Threshold Requirement Does the model assume a 3% simple interest rate? If YES, proceed If NO, disqualified		
5. Conversion Requirements	Set by permanent lender; Must be acceptable to LACAHSA		N/A		
6. Prepayment Lockout/Penalties	No prepayment lockout or penalties		N/A		
7. Recourse	Non-recourse, subject to exceptions for fraud, misrepresentation, etc. (<i>so-called "bad boy carveouts"</i>)		N/A		

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Product Terms			Max. Score	Project Score
8. Security	Junior lien on real property (<i>may subordinate to other lenders as necessary</i>)	N/A		
D. Loan Costs				
1. Upfront Application Fee/Deposit	Non-refundable deposits of \$5,000 due within 30 days of NOFA selection and \$5,000 due at LACAHSAs financing commitment (both applied as a credit to legal and advisory costs/fees at closing). In the case of multiple LACAHSAs loan/grant products, no additional deposit is required.	N/A		
2. Upfront Origination Fee	1% of total loan amount	Threshold Requirement Does the model assume a 1% origination fee? If YES, proceed If NO, disqualified		
3. Forward Commitment Fee	<i>N/A - Immediate delivery</i>	N/A		
4. Lender Closing Costs	Borrower to pay LACAHSAs legal and advisory costs at closing	Threshold Requirement Does the model assume proper lender closing costs based on LACAHSAs Standard Closing Cost Assumptions? If YES, proceed If NO, disqualified		
5. Plan and Cost Review/ Monitoring Costs	Borrower to cover the cost of LACAHSAs plan and cost reviewer/construction monitor where plan and cost review not required by senior lender.	Threshold Requirement Does the model assume proper plan and cost review / monitoring costs based on LACAHSAs Standard Construction Review & Monitoring Assumptions ? If YES, proceed If NO, disqualified		
6. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (<i>increasing at 2% annually</i>)	Threshold Requirement Does the model assume an Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (increasing at 2% annually)?		

Product Terms		Selection Criteria	Max. Score	Project Score
		If YES, proceed If NO, disqualified		
E. Public Benefit Requirements			21	
1. Affordability Restrictions	<p><u>New Construction:</u></p> <p>Option 1: 100% Affordable Building up to 80% of AMI: (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) 100% of total development units at or below 80% of AMI</p> <p>Option 2: 100% Affordable Building up to 120% of AMI: (1) 10% of units at or below 30% of AMI and (2) the greater of 50 units or 50% of units in the development must be financed with LACAHSAs financing. Of the financed units, all must be at or below 50% of AMI. Agency funds cannot be used in connection with any unit that is solely income restricted due to density bonus, development incentives, or similar programs.</p> <p>Option 3: Mixed-Income Building (including units above 120% of AMI): (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) Remaining LACAHSAs-financed units at or below 80% of AMI</p> <p><u>Acquisition/Rehabilitation:</u> At loan closing, all AMI levels are eligible. As units turn over time, 100% of the building must reach 50% of AMI.</p> <p><u>All Projects:</u> Affordability enforced pursuant to a minimum 55-year regulatory agreement. Owners must certify tenant</p>	<p><u>Threshold Requirements</u></p> <p>Does the proposed unit mix meet required minimum standards for either new construction or acquisition, as applicable? If YES, proceed If NO, disqualified</p> <p><u>Point Scoring</u></p> <p>Add points for additional affordability (as determined by per-bedroom discount to HUD Fair Market Rents) as follows: 1 point for every 1% below the minimum discount to market based on LACAHSAs affordability standards under Option 1, up to a maximum of 10 points.</p> <p>Add 6 points for a 99-year affordability election.</p>	16	

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Product Terms			Max. Score	Project Score
	eligibility and rent reasonableness annually. LACAHSAs retain rights to audit and enforce compliance.			
2. Project Labor Requirements	For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project.	N/A		
3. Resident Engagement	For acquisition/rehabilitation projects, LACAHSAs will work with sponsors to ensure robust resident engagement before and after closing. Prior to closing, sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSAs review and approval.	N/A		
4. Tenant Protections	For acquisition/rehabilitation projects, no displacement, rents fixed for 1 year following rehab, rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households on-site (<i>e.g., rent is greater than 50% of household income</i>).	N/A		
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special set-asides (<i>e.g., seniors, formerly homeless</i>).	Point Scoring Add points for meeting certain per-unit services budget thresholds by unit type (based on LACAHSAs Services Budget Standards) as follows: 2 points for meeting Basic Standards or 5 points for meeting Optimal Standards.	5	
F. Credit Risk Standards			35	
1. Sponsor/Guarantor				
a. Sponsor Experience/Track Record	LACAHSAs will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSAs standards.	Threshold Requirements Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum	2	

Product Terms		Selection Criteria	Max. Score	Project Score
		<p>of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC.</p> <p>Point Scoring</p> <p>(i) Add points as follows: 2 points for at least 7 years of development experience in California and 2 points for at least 5 completed projects in Los Angeles County in the past 15 years.</p> <p>(ii) Deduct points as follows: -1 point for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -5 points, and -1 point for each portfolio project with DSCR below 1.0x, up to -5 points.</p>		
b. Sponsor Financial Strength	LACAHSA will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	<p>Threshold Requirement</p> <p>Sponsor must have at least (i) \$3 million of net worth for private entities and \$1 million for Eligible Nonprofit entities and (ii) \$1 million of liquidity for private entities and \$500k for 501(c)(3) entities.</p> <p>Point Scoring</p> <p>Add 1 point for sponsor with at least (i) \$15 million of net worth for private entities and \$5 million for Eligible Nonprofit entities and 1 point for sponsor with at least (ii) \$6 million of liquidity for private entities and \$1.5 million for Eligible Nonprofit entities.</p>	2	
c. Sponsor Contribution		<p>Point Scoring</p> <p>Add 1 point for every 5% of total development costs contributed to the project as sponsor cash (e.g., loans of upfront cash, equity contributions), up to a maximum of 6 points.</p>	6	

Product Terms			Selection Criteria	Max. Score	Project Score
2. Developer Fee Payments	In the case of acquisition or Substantial Rehabilitation, cumulative pay-ins must be no greater than the following: 15%@Closing, 40%@50% Completion, 70%@100% Lien-Free Completion, 85%@Permanent Conversion, 100%@Stabilization (<i>defined as 90% economic occupancy for 3 months</i>).		Threshold Requirement In the case of new construction or major rehabilitation, does the model assume cumulative developer fee payments no greater than the following: 15%@Closing, 40%@50% Completion, 70%@100% Lien-Free Completion, 85%@Permanent Conversion, 100%@Stabilization (defined as 90% economic occupancy for 3 months)? If YES, proceed If NO, disqualified		
3. Construction/ Substantial Rehab					
a. Plan and Cost Review/Monitoring	In the case of acquisition or Substantial Rehabilitation, third-party plan and cost review required (<i>either performed by a reviewer from the LACAHSa-approved list or by the a reviewer selected by a third-party senior lender</i>).		N/A		
b. Bonding	In the case of acquisition or Substantial Rehabilitation, full payment and performance bond required.		N/A		
c. Contract Type	In the case of acquisition or Substantial Rehabilitation, guaranteed maximum price contract required.		N/A		
d. Hard Cost Contingency	In the case of acquisition or Substantial Rehabilitation, greater of 5% or plan and cost review recommendation.		Threshold Requirement In the case of new construction or major rehabilitation, does the model assume at least 5% hard cost contingency for new construction and 10% for rehabilitation? If YES, proceed If NO, disqualified		
e. Soft Cost Contingency	3%		Threshold Requirement In the case of new construction or major rehabilitation, does the model assume at least 3%		

Product Terms			Selection Criteria	Max. Score	Project Score
			soft cost contingency? If YES, proceed If NO, disqualified		
f. Retainage	10%		N/A		
4. Lease-Up	All lease-up assumptions to be verified via appraisal-derived lease-up estimates, including capture rate and absorption rate.		N/A		
5. Leverage					
a. Max. Loan-to-Cost (LTC) Ratio	95% combined		Threshold Requirement Does the model assume no more than 95% LTC? If YES, proceed If NO, disqualified Point Scoring Add 0.5 points for every 2.5 percentage points below the threshold requirement up to a maximum of 1 point.	1	
b. Max. Loan-to-Value (LTV) Ratio	95% combined		Threshold Requirement Does the model assume no more than 95% LTV? If YES, proceed If NO, disqualified Point Scoring Add 1 point for every 2.5 percentage points below the threshold requirement, up to a maximum of 1 point.	1	
6. Operating Income					
a. Verification of Assumptions	Restricted rents, market rents, and commercial/non-residential income to be estimated based on an updated market study and verified via an appraisal with as-stabilized valuation scenario.		Point Scoring (i) Add 1 point for total operating expenses no higher than market study estimate and an additional 1 point for total operating expenses at least 5% lower than market study estimate. (ii)	2	

Product Terms			Selection Criteria	Max. Score	Project Score
			Deduct points as follows: -1 point for income exceeding market study estimate by at least 5% and an additional -1 point for income exceeding market study estimate by at least 10%.		
b. Vacancy Assumptions	Vacancy assumptions equal to the greater of 5% or appraisal figure.		<p>Threshold Requirement</p> <p>Does the model assume at least 5% vacancy?</p> <p>If YES, proceed</p> <p>If NO, disqualified</p> <p>Point Scoring</p> <p>Add 1 point for every percentage point above the threshold requirement up to a maximum of 4 points.</p>	4	
c. Income Trending	Assume lesser of 2.5% annual growth, 1 percentage point higher than expense trending, or appraisal figure.		<p>Threshold Requirement</p> <p>Does the model assume at most 2.5% annual income trending and 3.5% annual expense trending?</p> <p>If YES, proceed</p> <p>If NO, disqualified</p> <p>Point Scoring</p> <p>Add 3 points for 2% annual income trending and 3% annual expense trending.</p>	3	
7. Operating Expenses					
a. Verification of Assumptions	All operating expense assumptions to be verified via an appraisal with as-stabilized valuation scenario.		N/A		
b. Taxes and Abatement Assumptions	Assumed tax abatements must be supported by the appraisal and borrower due diligence establishing eligibility for the Welfare Tax Exemption.		N/A		
c. Expense Trending	Assume greater of 3% annual growth or appraisal figure.		N/A		
8. Debt Service Coverage (DSC)					

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			Max. Score	Project Score
Product Terms		Selection Criteria		
a. Senior Coverage	1.15x minimum	Threshold Requirement Does the model assume at least 1.15x DSC? If YES, proceed If NO, disqualified		
b. All-in Coverage	1.05x minimum	Threshold Requirement Does the model assume at least 1.05x all-in DSC? If YES, proceed If NO, disqualified		
9. Reserves				
a. Debt Service Reserve	As determined by perm lender	Point Scoring Add 0.5 points for each month of reserve, up to a maximum of 3 points.	3	
b. Replacement Reserve	Greater of \$300/unit/year or the amount assumed/recommended in the appraisal or physical needs assessment.	Threshold Requirement Is replacement reserve sized at a minimum of \$300/unit/year? If YES, proceed If NO, disqualified Point Scoring Add 0.5 points for each additional \$50/unit/year of reserve, up to a maximum of 2 points.	2	
c. Operating Reserve	3 months	Threshold Requirement Is the operating reserve sized at a minimum of 3 months' operating expenses? If YES, proceed If NO, disqualified Point Scoring Add 1 point for each additional month, up to a maximum of 4 points.	4	
d. Capitalized Interest Reserve	As required by senior lenders.	Threshold Requirement Does reserve sizing meet LACAHS Interest Reserve Requirements?		

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Product Terms			Max. Score	Project Score
		If YES, proceed If NO, disqualified		
10. Property Management/Services				
a. Manager Experience	Property manager to be reviewed and approved by LACAHSa prior to closing.	<u>Point Scoring</u> (i) Add points as follows: 1 point for at least 7 years of property management experience in California and 1 point for at least 5 projects managed in California in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of property management experience in California and -1 point for less than 2 projects managed in California in the past 15 years.	2	
b. Service Provider Experience	Any social service providers to be reviewed and approved by LACAHSa prior to closing.	<u>Point Scoring</u> (i) Add points as follows: 1 point for at least 7 years of services experience in California and 1 point for at least 5 projects served in Los Angeles County in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of services experience in California and -1 point for less than 2 projects served in Los Angeles County in the past 15 years.	2	
c. Services Plan and Budget	Where social services provided, full services plan and budget will be required prior to closing.	N/A		
G. Efficiency Standards			24	
1. Sponsor/Related Party Capital		<u>Point Scoring</u> Where sponsor or a related party is contributing capital in the form of a loan, is the cost of such capital consistent with a publicly supported project? Deduct points as follows: -1 points for every percentage point of interest rate on a such a loan above 8%.	0	

Product Terms		Selection Criteria	Max. Score	Project Score
2. Developer Fee	Projects to comply with LACAHSAs Developer Fee Standards.	<p>Threshold Requirement</p> <p>Does the model assume developer fees no higher than the CDLAC/TCAC maximums for LIHTC projects and the lesser of 15% of total development cost or \$3 million for non-LIHTC projects?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 0.5 points for every \$150k by which cash developer fee is lower than the maximum allowed, up to a maximum of 3 points.</p>	3	
3. Cost Containment		<p>Point Scoring</p> <p>Add or deduct points as follows: 2.5 points for every \$50/square foot by which a project's cost is lower than the LACAHSAs Unit Cost Standards, up to a maximum of 10 points, and -2.5 points for every \$50/square foot by which a project's cost is higher than the LACAHSAs Unit Cost Standards, up to a maximum of -10 points.</p>	10	
4. Public Funds Leveraging		<p>Point Scoring</p> <p>Add 1 point for every \$500,000 of non-LACAHSAs public support in the project, up to a maximum of 6 points.</p>	6	
5. Total LACAHSAs Subsidy	Sum of Residual Receipts Loan and Matching Capital Grant may not exceed 15% of total development cost.	<p>Threshold Requirement</p> <p>When combined, is the sum of the requested Residual Receipts Loan and any Matching Capital Grant funding less than or equal to 15% of total development costs?</p> <p>If YES, proceed If NO, disqualified</p>	5	

Product Terms			Max. Score	Project Score
		Point Scoring Add 1 point for every percentage point of total development costs by which the sum of the requested Residual Receipts Loan and any Matching Capital Grant funding is less than 15%, up to a maximum of 5 points.		
H. Tie Breakers (Order of Priority)				
1. Affordability Per Subsidy Dollar		Advantage to the project with the greatest affordability (as measured by discount to market per bedroom) per dollar of LACAHSa support (including all LACAHSa capital sources)		
2. Lowest TDC by Unit Type		Advantage to the project with total development cost per square foot representing the greatest discount to the LACAHSa Unit Cost Standards		
3. Greatest Readiness		Advantage to the project with the highest points on LACAHSa Readiness to Proceed Checklist		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Real Estate & Land Use	
Site control, prelim title, ALTA	<input type="checkbox"/>
Zoning status/approvals, permits (if any)	<input type="checkbox"/>
Will-serve/utilities, flood	<input type="checkbox"/>
3. Environmental Compliance (Status)	
CEQA/NEPA status (NOE/NOD; ND/MND/EIR; CatEx/EA/FONSI/EIS)	<input type="checkbox"/>

Document Checklist	
Required Documents	Provided?
Phase I/II ESA; mitigation matrix	<input type="checkbox"/>
4. Design/Construction/Labor (Readiness)	
Prelim Plans/specs; schedule	<input type="checkbox"/>
Plan & cost review; GMP/bids (if any)	<input type="checkbox"/>
GC quals; Prevailing Wage/PLA; ADA	<input type="checkbox"/>
5. Rehabilitation & Physical Needs (Rehab Only)	
PNA + component reports; rehab scope	<input type="checkbox"/>
Engineering/seismic	<input type="checkbox"/>
6. Financing & Economics	
Uniform Workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
7. Affordability, Compliance & Operations	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
8. Resident Impacts & Services (If Applicable)	
Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>
9. Product-Specific Supplements	
Subordinate debt terms	<input type="checkbox"/>

Exhibit C-6: Product Terms, Scorecard, and Document Checklist
Light Rehab Preservation Loan

Product Terms			Max. Score	Project Score
A. Purpose & Form of Assistance				
1. Purpose & Form of Assistance	Provide senior financing for Light Rehabilitation to preserve existing subsidized affordable housing or NOAH units.	N/A		
B. Eligibility			24	
1. Projects	Existing subsidized affordable housing or NOAH units at risk of conversion to market-rate units; Non-LIHTC projects only; Preference for projects with no affordability or expiring affordability within 5 years; Deductions for projects with very minimal rehabilitation (e.g., less than \$3,500 per unit or \$250K total)	<p>Threshold Requirements</p> <p>Is this an existing subsidized affordable housing project or NOAH project at risk of conversion to market-rate rents, with no new LIHTC financing?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 7 points for projects with (i) no existing affordability restrictions and weighted-average rents at least 10% below the applicable weighted-average HUD Fair Market Rents or (ii) affordability restrictions expiring within the next 5 years and no new affordability restrictions required as part of the capital stack. Deduct points as follows: -5 points for projects with rehabilitation costs below the greater of \$3,500 per unit or \$250,000.</p>	7	
2. Owners	Eligible Nonprofits, Private Entities; Preference for projects owned by Eligible Nonprofits	<p>Threshold Requirements</p> <p>Is the project owned by either an Eligible Nonprofit entity or a Private Entity?</p> <p>If YES, proceed If NO, disqualified</p>	7	

Product Terms			Max. Score	Project Score
		<p><u>Point Scoring</u></p> <p>Add 7 points for projects that will be owned by Eligible Nonprofit entities eligible for tax-exempt financing.</p>		
3. Readiness to Proceed	<p>Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHSAs Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHSAs Readiness to Proceed Checklist) within 12 months of award.</p>	<p><u>Threshold Requirements</u></p> <p>Is the project ready to proceed within the required timeframe based on the following?</p> <ul style="list-style-type: none"> (i) Complete pro forma financial model; (ii) Preliminary financing commitments from at least 80% of non-LACAHSAs sources; (iii) Evidence of site control; (iv) Site development plan provided; (v) Evidence of appropriate zoning; (vi) Evidence of public utilities and service availability; (vii) Floodplain determination and, if necessary, quote for flood insurance; (viii) Physical needs assessment provided <p>If YES to all, proceed If NO to any, disqualified</p> <p><u>Point Scoring</u></p> <p>Add points for the following:</p> <ul style="list-style-type: none"> (i) Full architectural drawings by licensed architect (2 points); (ii) Preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe (2 Points); (iii) General contractor (a) has been engaged (1 point), (b) has helped develop the rehab budget (1 additional point), is bound by a fully executed contract (1 additional point); (iv) Complete entitlements package and all permits 	10	

Product Terms			Max. Score	Project Score
		or a permit-ready letter (subject only to payment of fees) in hand (3 points); (v) For historic preservation projects, (a) negative 1 point if SHPO part 2 approval has not been achieved and (b) 2 additional negative points if SHPO Part 1 approval has not been achieved		
C. Loan Size and Structure				
1. Maximum Amount	\$10,000,000	Threshold Requirement Is the funding amount less than or equal to \$10,000,000? If YES, proceed If NO, disqualified		
2. Term	Up to 15 years (including initial 36-month interest-only period)	Threshold Requirement Is the term no longer than 15 years? If YES, proceed If NO, disqualified		
3. Maximum Amortization	Interest-only for up to 36 months initially; 40-year amortization for remaining 144 months	Threshold Requirement Is the loan structured as interest-only for no more than 36 months and amortizing on a 40-year basis for the balance of the term? If YES, proceed If NO, disqualified		
4. Interest Rate	SLGS + 150 Basis Points	Threshold Requirement Does the model assume the proper interest rate based on the LACAHS NOFA Rate Chart given the rate mode, product type, and term? If YES, proceed If NO, disqualified		
5. Rate Lock/ Commitment Options	Rate lock up to 90 days prior to closing (<i>final rate includes lookback option to select the lowest index rate during the 90-day period</i>)	N/A		
6. Conversion Requirements	90% occupancy for 90 days	N/A		

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Product Terms			Max. Score	Project Score
7. Prepayment Lockout/Penalties	No prepayment lockout or penalties	N/A		
8. Recourse	Completion and lease-up guarantees required	N/A		
9. Security	Senior lien on real property; LACAHSAs will not subordinate to other lenders	N/A		
D. Loan Costs				
1. Upfront Application Fee/Deposit	Non-refundable deposits of \$5,000 due within 30 days of NOFA selection and \$5,000 due at LACAHSAs financing commitment (both applied as a credit to legal and advisory costs/fees at closing). In the case of multiple LACAHSAs loan/grant products, no additional deposit is required.	N/A		
2. Upfront Origination Fee	1% of total loan amount	Threshold Requirement Does the model assume a 1% origination fee? If YES, proceed If NO, disqualified		
3. Forward Commitment Fee	N/A - Immediate delivery	N/A		
4. Extension Fee	2-basis point fee for each month the conversion date is delayed	N/A		
5. Lender Closing Costs	Borrower to pay LACAHSAs legal and advisory costs at closing	N/A		
6. Plan and Cost Review/Monitoring Costs	Borrower to cover the cost of LACAHSAs's plan and cost reviewer/construction monitor.	Threshold Requirement Does the model assume proper plan and cost review / monitoring costs based on LACAHSAs Standard Construction Review & Monitoring Assumptions? If YES, proceed If NO, disqualified		
7. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (increasing at 2% annually)	Threshold Requirement Does the model assume an Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (increasing at 2% annually)?		

Product Terms		Selection Criteria	Max. Score	Project Score
		If YES, proceed If NO, disqualified		
E. Public Benefit Requirements			13	
1. Affordability Restrictions	At loan closing, all AMI levels are eligible. As units turn over time, 100% of the building must reach 50% AMI. Affordability enforced pursuant to a minimum 55-year regulatory agreement. Owners must certify tenant eligibility and rent reasonableness annually. LACAHSAs retain rights to audit and enforce compliance.	<u>Threshold Requirements</u> Does the sponsor acknowledge all units must reach 50% of AMI with turnover? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 6 points for a 99-year affordability election.	6	
2. Project Labor Requirements	For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project.	N/A		
3. Resident Engagement	LACAHSAs will work with sponsors to ensure robust resident engagement before and after closing. Prior to closing, sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSAs review and approval.	N/A		
4. Tenant Protections	No displacement, rents fixed for 1 year following rehab, rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households on-site (<i>e.g., rent is greater than 50% of household income</i>).	N/A		
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special set-asides (<i>e.g., seniors, formerly homeless</i>).	<u>Point Scoring</u> Add points for meeting certain per-unit services budget thresholds by unit type (based on LACAHSAs Services Budget Standards) as follows: 4 points for	7	

Product Terms			Max. Score	Project Score
		meeting Basic Standards or 7 points for meeting Optimal Standards.		
F. Credit Risk Standards			48	
1. Sponsor/Guarantor				
a. Sponsor Experience/Track Record	LACAHSA will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSA standards.	<p>Threshold Requirements</p> <p>Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC.</p> <p>Point Scoring</p> <p>(i) Add points as follows: 1 point per year of development experience in Los Angeles County above 5 years, up to a maximum of 5 points, and 1 point for each completed project in Los Angeles County above 3 projects in the past 15 years, up to a maximum of 3 points.</p> <p>(ii) Deduct points as follows: -5 points for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -15 points, and -5 points for each portfolio project with DSCR below 1.0x, up to -15 points.</p>	8	
b. Sponsor Financial Strength	LACAHSA will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	<p>Threshold Requirement</p> <p>Guarantor must have at least (i) \$6 million of net worth for private entities and \$2 million for Eligible Nonprofit entities and (ii) \$2 million of liquidity for private entities and \$500k for Eligible Nonprofit entities.</p> <p>Point Scoring</p>	2	

Product Terms			Max. Score	Project Score
		Add 1 point for sponsor with at least (i) \$15 million of net worth for private entities and \$5 million for Eligible Nonprofit entities and 1 point for sponsor with at least (ii) \$6 million of liquidity for private entities and \$1.5 million for Eligible Nonprofit entities.		
c. Sponsor Contribution		Point Scoring Add 1 point for every 5% of total development costs contributed to the project as sponsor cash (e.g., loans of upfront cash, equity contributions), up to a maximum of 6 points.	6	
d. Required Guarantees	Completion and Lease-up	N/A		
2. Developer Fee Payments	Cumulative pay-ins must be no greater than the following: 15%@Closing, 40%@50% Completion, 70%@100% Lien-Free Completion, 85%@Permanent Conversion, 100%@Stabilization (defined as 90% economic occupancy for 3 months).	Threshold Requirement In the case of new construction or major rehabilitation, does the model assume cumulative developer fee payments no greater than the following: 15%@Closing, 40%@50% Completion, 70%@100% Lien-Free Completion, 85%@Permanent Conversion, 100%@Stabilization (defined as 90% economic occupancy for 3 months)? If YES, proceed If NO, disqualified		
3. Construction/ Substantial Rehab				
a. Plan and Cost Review/Monitoring	Third-party plan and cost review required (selected from list of LACAHS-A-approved firms).	N/A		
b. Bonding	Full payment and performance bond required.	N/A		
c. Contract Type	Guaranteed maximum price contract required.	N/A		
d. Hard Cost Contingency	Greater of 10% or plan and cost review recommendation.	Threshold Requirement Does the model assume at least 10% hard cost contingency? If YES, proceed	5	

Product Terms		Selection Criteria	Max. Score	Project Score
		<p>If NO, disqualified</p> <p><u>Point Scoring</u> Add 1 point for each percentage point above the threshold requirement up to a maximum of 5 points.</p>		
e. Soft Cost Contingency	3%	<p><u>Threshold Requirement</u> Does the model assume at least 3% soft cost contingency? If YES, proceed If NO, disqualified</p> <p><u>Point Scoring</u> Add 1 point for each percentage point above the threshold requirement up to a maximum of 5 points.</p>	5	
f. Retainage	10%	N/A		
4. Lease-Up	All lease-up assumptions to be verified via appraisal-derived lease-up estimates, including capture rate and absorption rate.	N/A		
5. Leverage				
a. Max. Loan-to-Cost (LTC) Ratio	90%	<p><u>Threshold Requirement</u> Does the model assume no more than 90% LTC? If YES, proceed If NO, disqualified</p> <p><u>Point Scoring</u> Add 1 point for every 3 percentage points below the threshold requirement up to a maximum of 5 points.</p>	5	
b. Max. Loan-to-Value (LTV) Ratio	90%	<p><u>Threshold Requirement</u> Does the model assume no more than 90% LTV? If YES, proceed</p>	1	

Product Terms		Selection Criteria	Max. Score	Project Score
		<p>If NO, disqualified</p> <p><u>Point Scoring</u> Add 0.5 points for every 5 percentage points below the threshold requirement, up to a maximum of 1 point.</p>		
6. Operating Income				
a. Verification of Assumptions	Restricted rents, market rents, and commercial/non-residential income to be estimated based on an updated market study and verified via an appraisal with as-stabilized valuation scenario.	<p><u>Point Scoring</u> (i) Add 1 point for total operating expenses no higher than market study estimate and an additional 1 point for total operating expenses at least 5% lower than market study estimate. (ii) Deduct points as follows: -1 point for income exceeding market study estimate by at least 5% and an additional -1 point for income exceeding market study estimate by at least 10%.</p>	2	
b. Vacancy Assumptions	Vacancy assumptions equal to the greater of 5% or appraisal figure.	<p><u>Threshold Requirement</u> Does the model assume at least 5% vacancy? If YES, proceed If NO, disqualified</p> <p><u>Point Scoring</u> Add 0.5 points for every percentage point above the threshold requirement up to a maximum of 2 points.</p>	2	
c. Income Trending	Assume lesser of 2.5% annual growth, 1 percentage point higher than expense trending, or appraisal figure.	<p><u>Threshold Requirement</u> Does the model assume at most 2.5% annual income trending and 3.5% annual expense trending? If YES, proceed If NO, disqualified</p> <p><u>Point Scoring</u></p>	2	

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Product Terms			Max. Score	Project Score
		Add 2 points for 2% annual income trending and 3% annual expense trending.		
7. Operating Expenses				
a. Verification of Assumptions	All operating expense assumptions to be verified via an appraisal with as-stabilized valuation scenario.	N/A		
b. Taxes and Abatement Assumptions	Assumed tax abatements must be supported by the appraisal and borrower due diligence establishing eligibility for the Welfare Tax Exemption.	N/A		
c. Expense Trending	Assume greater of 3% annual growth or appraisal figure.	N/A		
8. Debt Service Coverage (DSC)				
a. Senior Coverage	1.15x minimum	<u>Threshold Requirement</u> Does the model assume at least 1.15x DSC? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add 0.5 points for every 0.05x coverage over the requirement above, up to a maximum of 2 points.	2	
b. All-in Coverage	1.05x minimum	<u>Threshold Requirement</u> Does the model assume at least 1.05x all-in DSC? If YES, proceed If NO, disqualified		
9. Reserves				
a. Debt Service Reserve	6 months' MADS	<u>Threshold Requirement</u> Is debt service reserve sized at a minimum of 6 months? If YES, proceed If NO, disqualified		
b. Replacement Reserve	Greater of \$300/unit/year or the amount assumed/recommended in the appraisal or physical needs assessment.	<u>Threshold Requirement</u> Is replacement reserve sized at a minimum of \$300/unit/year? If YES, proceed	2	

Product Terms		Selection Criteria	Max. Score	Project Score
		<p>If NO, disqualified</p> <p>Point Scoring Add 0.5 points for each additional \$50/unit/year of reserve, up to a maximum of 2 points.</p>		
c. Operating Reserve	3 months	<p>Threshold Requirement Is the operating reserve sized at a minimum of 3 months' operating expenses? If YES, proceed If NO, disqualified</p>		
d. Capitalized Interest Reserve	Sized at Rehab Period + Lease-up Period + 3-Month Cushion (<i>Rehab and Lease-up periods to be verified by plan and cost review and appraisal, respectively</i>).	<p>Threshold Requirement Does reserve sizing meet LACAHSAs Interest Reserve Requirements? If YES, proceed If NO, disqualified</p> <p>Point Scoring Add 0.5 points for each additional month of cushion, up to a maximum of 2 points.</p>	2	
10. Property Management/Services				
a. Manager Experience	Property manager to be reviewed and approved by LACAHSAs prior to closing.	<p>Point Scoring (i) Add points as follows: 1 point for at least 7 years of property management experience in California and 1 point for at least 5 projects managed in California in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of property management experience in California and -1 point for less than 2 projects managed in California in the past 15 years.</p>	2	
b. Service Provider Experience	Any social service providers to be reviewed and approved by LACAHSAs prior to closing.	<p>Point Scoring (i) Add points as follows: 1 point for at least 7 years</p>	2	

Product Terms			Selection Criteria	Max. Score	Project Score
			of services experience in California and 1 point for at least 5 projects served in Los Angeles County in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of services experience in California and -1 point for less than 2 projects served in Los Angeles County in the past 15 years.		
c. Services Plan and Budget	Where social services provided, full services plan and budget will be required prior to closing.		N/A		
G. Efficiency Standards				15	
1. Sponsor/Related Party Capital	N/A		Point Scoring Where sponsor or a related party is contributing capital in the form of a loan, is the cost of such capital consistent with a publicly supported project? Deduct points as follows: -1 points for every percentage point of interest rate on a such a loan above 9%.	0	
2. Developer Fee	Projects to comply with LACAHSAs Developer Fee Standards.		Threshold Requirement Does the model assume developer fees no higher than the CDLAC/TCAC maximums for LIHTC projects and the lesser of 15% of total development cost or \$3 million for non-LIHTC projects? If YES, proceed If NO, disqualified		
3. Cost Containment	N/A		Point Scoring Add or deduct points as follows: 3 points for every \$50/square foot by which a project's cost is lower than the LACAHSAs Unit Cost Standards, up to a maximum of 15 points, and -3 points for every \$50/square foot by which a project's cost is higher than the LACAHSAs Unit Cost Standards, up to a maximum of -15 points.	15	

Product Terms			Max. Score	Project Score
H. Tie Breakers (Order of Priority)				
1. Affordability Per Subsidy Dollar	N/A	Advantage to the project with the greatest affordability (as measured by discount to market per bedroom) per dollar of LACAHSAs support (including all LACAHSAs capital sources)		
2. Lowest TDC by Unit Type	N/A	Advantage to the project with total development cost per square foot representing the greatest discount to the LACAHSAs Unit Cost Standards		
3. Greatest Readiness	N/A	Advantage to the project with the highest points on LACAHSAs Readiness to Proceed Checklist		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Real Estate & Land Use	
Site control, prelim title, ALTA	<input type="checkbox"/>
Zoning status/approvals, permits (if any)	<input type="checkbox"/>
Will-serve/utilities, flood	<input type="checkbox"/>
3. Environmental Compliance	
CEQA/NEPA status (NOE/NOD; ND/MND/EIR; CatEx/EA/FONSI/EIS)	<input type="checkbox"/>
Phase I/II ESA; mitigation matrix	<input type="checkbox"/>
4. Design/Construction/Labor (Readiness) (If Applicable)	
Prelim Plans/specs; schedule	<input type="checkbox"/>
Plan & cost review; GMP/bids (if any)	<input type="checkbox"/>

Document Checklist	
Required Documents	Provided?
GC quals; Prevailing Wage/PLA; ADA	<input type="checkbox"/>
5. Rehabilitation & Physical Needs (Rehab Only)	
PNA + component reports; rehab scope	<input type="checkbox"/>
Engineering/seismic	<input type="checkbox"/>
6. Financing & Economics	
Uniform Workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
7. Affordability, Compliance & Operations	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
8. Resident Impacts & Services	
Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>

Exhibit C-7: Product Terms, Scorecard, and Document Checklist
Matching Capital Grant

Product Terms			Max. Score	Project Score
A. Purpose & Form of Assistance				
1. Purpose & Form of Assistance	Provide last-in gap financing for projects after Subordinate B-Note or Residual Receipts Loan (as applicable) is maximized.	N/A		
B. Eligibility			20	
1. Projects	New construction and major acquisition/rehabilitation (including both Substantial and Light Rehabilitation) projects; Projects that have received either a Subordinate B-Note or Residual Receipts Loan from LACAHSa; May finance both LIHTC and Non-LIHTC projects; Matching funds from the Sponsor required; Preference for new construction projects	<p>Threshold Requirements</p> <p>Is this a new-construction, acquisition, or acquisition/rehabilitation project also awarded either a Subordinate Must-Pay Loan or a Residual Receipts Loan by LACAHSa?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 7 points for new-construction projects.</p>	10	
2. Owners	Eligible Nonprofits, Private Entities; Preference for projects owned by Eligible Nonprofits	<p>Threshold Requirements</p> <p>Is the project owned by either an Eligible Nonprofit entity or a Private Entity?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 3 points for projects that will be owned by Eligible Nonprofit entities eligible for tax-exempt financing.</p>	3	

Product Terms		Selection Criteria	Max. Score	Project Score
3. Readiness to Proceed	Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHSAs Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHSAs Readiness to Proceed Checklist) within 12 months of award.	<p><u>Threshold Requirements</u></p> <p>Is the project ready to proceed within the required timeframe based on the following?</p> <ul style="list-style-type: none"> (i) Complete pro forma financial model; (ii) Preliminary financing commitments from at least 80% of non-LACAHSAs sources; (iii) Evidence of site control; (iv) Site development plan provided; (v) Evidence of appropriate zoning; (vi) Evidence of public utilities and service availability; (vii) Floodplain determination and, if necessary, quote for flood insurance; (viii) Physical needs assessment provided (ix) Market study provided; (x) Physical needs assessment (for rehab projects) provided <p>If YES to all, proceed If NO to any, disqualified</p> <p><u>Point Scoring</u></p> <p>Add points for the following:</p> <ul style="list-style-type: none"> (i) Full architectural drawings by licensed architect (2 points); (ii) Preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe (2 Points); (iii) General contractor (a) has been engaged (1 point), (b) has helped develop the rehab budget (1 additional point), is bound by a fully executed contract (1 additional point); (iv) Complete entitlements package and all permits or a permit-ready letter (subject only to payment of 	10	

Product Terms			Max. Score	Project Score
		fees) in hand (3 points) ; (v) For historic preservation projects, (a) negative 1 point if SHPO part 2 approval has not been achieved and (b) 2 additional negative points if SHPO Part 1 approval has not been achieved		
C. Loan Size and Structure				
1. Maximum Amount	Lesser of Sponsor's contributed funds and 15% of project total development costs (TDC) Sponsor funds may be contributed as subordinate debt, equity, or grants (but not as deferred developer fee)	Threshold Requirement Is the funding amount equal to the lesser of sponsor-contributed funds or 15% of TDC? If YES, proceed If NO, disqualified		
2. Term	55 years	Threshold Requirement Is the term less than or equal to 55 years? If YES, proceed If NO, disqualified		
3. Maximum Amortization	<i>N/A - Residual Receipts (however, loan is forgivable at maturity date in exchange for extended affordability)</i>	N/A		
4. Interest Rate	3% Simple Interest	Threshold Requirement Does the model assume a 3% simple interest rate? If YES, proceed If NO, disqualified		
5. Conversion Requirements	Set by permanent lender; Must be acceptable to LACAHS	N/A		
6. Prepayment Lockout/Penalties	No prepayment lockout or penalties	N/A		
7. Recourse	Non-recourse, subject to exceptions for fraud, misrepresentation, etc. (<i>so-called "bad boy carveouts"</i>)	N/A		
8. Security	Junior lien on real property (<i>third position</i>)	N/A		
D. Loan Costs				

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1. Upfront Application Fee/Deposit	Non-refundable deposits of \$5,000 due within 30 days of NOFA selection and \$5,000 due at LACAHSAs financing commitment (both applied as a credit to legal and advisory costs/fees at closing). In the case of multiple LACAHSAs loan/grant products, no additional deposit is required.	N/A		
2. Upfront Origination Fee	0.50% of total loan amount	Threshold Requirement Does the model assume a 0.5% origination fee? If YES, proceed If NO, disqualified		
3. Forward Commitment Fee	<i>N/A - Immediate delivery</i>	N/A		
4. Lender Closing Costs	Borrower to pay LACAHSAs legal and advisory costs at closing	Threshold Requirement Does the model assume proper lender closing costs based on LACAHSAs Standard Closing Cost Assumptions? If YES, proceed If NO, disqualified		
5. Plan and Cost Review/ Monitoring Costs	Borrower to cover the cost of LACAHSAs plan and cost reviewer/construction monitor where plan and cost review not required by senior lender.	Threshold Requirement Does the model assume proper plan and cost review / monitoring costs based on LACAHSAs Standard Construction Review & Monitoring Assumptions? If YES, proceed If NO, disqualified		
6. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (<i>increasing at 2% annually</i>)	Threshold Requirement Does the model assume an Annual Compliance Monitoring Fee equal to 5 basis points of loan amount (increasing at 2% annually)? If YES, proceed If NO, disqualified		
E. Public Benefit Requirements			23	

<p>1. Affordability Restrictions</p>	<p><u>New Construction:</u></p> <p>Option 1: 100% Affordable Building up to 80% of AMI:</p> <p>(1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) 100% of total development units at or below 80% of AMI</p> <p>Option 2: 100% Affordable Building up to 120% of AMI:</p> <p>(1) 10% of units at or below 30% of AMI and (2) the greater of 50 units or 50% of units in the development must be financed with LACAHSAs financing. Of the financed units, all must be at or below 50% of AMI. Agency funds cannot be used in connection with any unit that is solely income restricted due to density bonus, development incentives, or similar programs.</p> <p>Option 3: Mixed-Income Building (including units above 120% of AMI):</p> <p>(1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) Remaining LACAHSAs-financed units at or below 80% of AMI</p> <p><u>Acquisition/Rehabilitation:</u></p> <p>At loan closing, all AMI levels are eligible. As units turn over time, 100% of the building must reach 50% of AMI.</p> <p><u>All Projects:</u></p> <p>Affordability enforced pursuant to a minimum 55-year regulatory agreement. Owners must certify tenant eligibility and rent reasonableness annually. LACAHSAs retains rights to audit and enforce compliance.</p>	<p>Threshold Requirements</p> <p>Does the proposed unit mix meet required minimum standards for either new construction or acquisition, as applicable?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add points for additional affordability (as determined by per-bedroom discount to HUD Fair Market Rents) as follows: 1 point for every 1% below the minimum discount to market based on LACAHSAs affordability standards under Option 1, up to a maximum of 10 points.</p> <p>Add 8 points for a 99-year affordability election.</p>	<p>18</p>	
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2. Project Labor Requirements	For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project.	N/A		
3. Resident Engagement	LACAHSA will work with sponsors to ensure robust resident engagement before and after closing. Prior to closing, sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSA review and approval.	N/A		
4. Tenant Protections	No displacement, rents fixed for 1 year following rehab, rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households on-site (<i>e.g., rent is greater than 50% of household income</i>).	N/A		
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special setasides (<i>e.g., seniors, formerly homeless</i>).	Point Scoring Add points for meeting certain per-unit services budget thresholds by unit type (based on LACAHSA Services Budget Standards) as follows: 2 points for meeting Basic Standards or 5 points for meeting Optimal Standards.	5	
F. Credit Risk Standards			27	
1. Sponsor/Guarantor				
a. Sponsor Experience/Track Record	LACAHSA will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSA standards.	Threshold Requirements Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC.	4	

		<p>Point Scoring</p> <p>(i) Add points as follows: 2 points for at least 7 years of development experience in California and 2 points for at least 5 completed projects in Los Angeles County in the past 15 years.</p> <p>(ii) Deduct points as follows: -1 point for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -5 points, and -1 point for each portfolio project with DSCR below 1.0x, up to -5 points.</p>		
b. Sponsor Financial Strength	LACAHSA will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	<p>Threshold Requirement</p> <p>Sponsor must have at least (i) \$3 million of net worth for private entities and \$1 million for Eligible Nonprofit entities and (ii) \$1 million of liquidity for private entities and \$500k for Eligible Nonprofit entities.</p> <p>Point Scoring</p> <p>Add 1 point for sponsor with at least (i) \$15 million of net worth for private entities and \$5 million for Eligible Nonprofit entities and 1 point for sponsor with at least (ii) \$6 million of liquidity for private entities and \$1.5 million for Eligible Nonprofit entities.</p>	2	
c. Sponsor Contribution		<p>Point Scoring</p> <p>Add 1 point for every 2.5% of total development costs contributed to the project as sponsor cash (e.g., loans of upfront cash, equity contributions), up to a maximum of 12 points.</p>	12	
2. Developer Fee Payments	As required by senior lenders.	N/A		
3. Construction/ Substantial Rehab				

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a. Plan and Cost Review/Monitoring	Third-party plan and cost review and construction monitoring required (<i>selected from list of LACAHS- approved firms</i>).	N/A		
b. Bonding	As required by senior lenders.	N/A		
c. Contract Type	As required by senior lenders.	N/A		
d. Hard Cost Contingency	As required by senior lenders.	N/A		
e. Soft Cost Contingency	As required by senior lenders.	N/A		
f. Retainage	As required by senior lenders.	N/A		
4. Lease-Up	As required by senior lenders.	N/A		
5. Leverage				
a. Max. Loan-to-Cost (LTC) Ratio	95% combined	Threshold Requirement Does the model assume no more than 95% LTC? If YES, proceed If NO, disqualified		
b. Max. Loan-to-Value (LTV) Ratio	95% combined	Threshold Requirement Does the model assume no more than 95% LTV? If YES, proceed If NO, disqualified Point Scoring Deduct points as follows: -2 points for every percentage point by which LTV is below 80%.	0	
6. Operating Income				
a. Verification of Assumptions	Restricted rents, market rents, and commercial/non-residential income to be estimated based on an updated market study and verified via an appraisal with as-stabilized valuation scenario.	Point Scoring Add 5 points for total operating expenses within +/- 3% of market study estimates.	5	
b. Vacancy Assumptions	Vacancy assumptions equal to the greater of 5% or appraisal figure.	Threshold Requirement Does the model assume at least 5% vacancy? If YES, proceed If NO, disqualified		
c. Income Trending	Assume lesser of 2.5% annual growth, 1 percentage point higher than expense trending, or appraisal figure.	Threshold Requirement Does the model assume at most 2.5% annual income trending and 3.5% annual expense trending?		

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		If YES, proceed If NO, disqualified		
7. Operating Expenses				
a. Verification of Assumptions	All operating expense assumptions to be verified via an appraisal with as-stabilized valuation scenario.	N/A		
b. Taxes and Abatement Assumptions	Assumed tax abatements must be supported by the appraisal and borrower due diligence establishing eligibility for the Welfare Tax Exemption.	N/A		
c. Expense Trending	Assume greater of 3% annual growth or appraisal figure.	N/A		
8. Debt Service Coverage (DSC)				
a. Senior Coverage	1.15x minimum	Threshold Requirement Does the model assume at least 1.15x DSC? If YES, proceed If NO, disqualified		
b. All-in Coverage	1.05x minimum	Threshold Requirement Does the model assume at least 1.05x all-in DSC? If YES, proceed If NO, disqualified		
9. Reserves				
a. Debt Service Reserve	As determined by perm lender	Point Scoring Deduct points as follows: -5 points for each month of reserve beyond 12 months.	0	
b. Replacement Reserve	Greater of \$250/unit/year or the amount assumed/recommended in the appraisal or physical needs assessment.	Threshold Requirement Is replacement reserve sized at a minimum of \$250/unit/year? If YES, proceed If NO, disqualified		
c. Operating Reserve	3 months	Threshold Requirement Is the operating reserve sized at a minimum of 3 months' operating expenses? If YES, proceed If NO, disqualified Point Scoring	0	

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		Deduct points as follows: -2 points for each month of reserve beyond 6 months.		
d. Capitalized Interest Reserve	As required by senior lenders.	Threshold Requirement Does reserve sizing meet LACAHSAs Interest Reserve Requirements? If YES, proceed If NO, disqualified		
10. Property Management/Services				
a. Manager Experience	Property manager to be reviewed and approved by LACAHSAs prior to closing.	Point Scoring (i) Add points as follows: 1 point for at least 7 years of property management experience in California and 1 point for at least 5 projects managed in California in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of property management experience in California and -1 point for less than 2 projects managed in California in the past 15 years.		
b. Service Provider Experience	Any social service providers to be reviewed and approved by LACAHSAs prior to closing.	Point Scoring (i) Add points as follows: 1 point for at least 7 years of services experience in California and 1 point for at least 5 projects served in Los Angeles County in the past 15 years. (ii) Deduct points as follows: -1 point for less than 3 years of services experience in California and -1 point for less than 2 projects served in Los Angeles County in the past 15 years.		
c. Services Plan and Budget	Where social services provided, full services plan and budget will be required prior to closing.	N/A		
G. Efficiency Standards			30	
1. Sponsor/Related Party Capital		Point Scoring Where sponsor or a related party is contributing capital in the form of a loan, is the cost of such capital consistent with a publicly supported project? Deduct points as follows: -3 points for every	0	

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		percentage point of interest rate on a such a loan above 8%.		
2. Developer Fee	Projects to comply with LACAHSAs Developer Fee Standards.	<p>Threshold Requirement</p> <p>Does the model assume developer fees no higher than the CDLAC/TCAC maximums for LIHTC projects and the lesser of 15% of total development cost or \$3 million for non-LIHTC projects?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add 1 point for every \$150k by which cash developer fee is lower than the maximum allowed for the project under the Subordinate Must-Pay Loan or Residual Receipts Loan threshold requirements, up to a maximum of 10 points.</p>	10	
3. Cost Containment		<p>Point Scoring</p> <p>Add or deduct points as follows: 2.5 points for every \$50/square foot by which a project's cost is lower than the <i>LACAHSAs Unit Cost Standard</i>, up to a maximum of 8 points, and -2.5 points for every \$50/square foot by which a project's cost is higher than the LACAHSAs Unit Cost Standards, up to a maximum of -10 points.</p>	10	
4. Public Funds Leveraging		<p>Point Scoring</p> <p>Add 2 points for every \$500,000 of non-LACAHSAs public support in the project, up to a maximum of 10 points.</p>	10	
5. Total LACAHSAs Subsidy	Sum of Residual Receipts Loan and Matching Capital Grant may not exceed 15% of total development cost.	<p>Threshold Requirement</p> <p>When combined, is the sum of the requested Residual Receipts Loan and any Matching Capital Grant funding less than or equal to 15% of total development costs?</p> <p>If YES, proceed If NO, disqualified</p>		

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H. Tie Breakers (Order of Priority)				
1. Affordability Per Subsidy Dollar		Advantage to the project with the greatest affordability (as measured by discount to market per bedroom) per dollar of LACAHSa support (including all LACAHSa capital sources)		
2. Lowest TDC by Unit Type		Advantage to the project with total development cost per square foot representing the greatest discount to the LACAHSa Unit Cost Standards		
3. Greatest Readiness		Advantage to the project with the highest points on LACAHSa Readiness to Proceed Checklist		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Real Estate & Land Use (If Applicable)	
Site control, prelim title, ALTA	<input type="checkbox"/>
Zoning status/approvals, permits (if any)	<input type="checkbox"/>
Will-serve/utilities, flood	<input type="checkbox"/>
3. Environmental Compliance (Status) (If Applicable)	
CEQA/NEPA status (NOE/NOD; ND/MND/EIR; CatEx/EA/FONSI/EIS)	<input type="checkbox"/>
Phase I/II ESA; mitigation matrix	<input type="checkbox"/>
4. Design/Construction/Labor (Readiness) (If Applicable)	
Prelim Plans/specs; schedule	<input type="checkbox"/>
Plan & cost review; GMP/bids (if any)	<input type="checkbox"/>
GC quals; Prevailing Wage/PLA; ADA	<input type="checkbox"/>
5. Rehabilitation & Physical Needs (Rehab Only)	

Document Checklist	
Required Documents	Provided?
PNA + component reports; rehab scope	<input type="checkbox"/>
Engineering/seismic	<input type="checkbox"/>
6. Financing & Economics	
Uniform Workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
7. Affordability, Compliance & Operations (If Applicable)	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
8. Resident Impacts & Services (If Applicable)	
Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>
9. Product-Specific Supplements	
Grant budget & match	<input type="checkbox"/>

Exhibit C-8: Product Terms, Scorecard, and Document Checklist
Operating Deficit Reserve

Product Terms			Max. Score	Project Score
A. Purpose & Form of Assistance				
1. Purpose & Form of Assistance	Provide reserve funding to cover operating shortfalls in affordable housing projects to the extent rental income is insufficient to meet stabilized operating costs. Structured as reserve commitments rather than capital gap financing.	N/A		

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Product Terms			Max. Score	Project Score
	Funds to be held by LACAHSAs or a designated trustee in a segregated interest-bearing account (with interest accruing to LACAHSAs). Draws require owner certification of deficit, evidence of primary reserve depletion, and LACAHSAs approval.			
B. Eligibility			25	
1. Projects	<p>New-construction, acquisition, and acquisition/rehabilitation (including both heavy and light rehabilitation) affordable rental projects with units restricted to households at or below 80% of AMI, with priority for projects serving households at or below 50% AMI.</p> <p>Use of funds limited to operating purposes including operating shortfalls, debt service, or unanticipated operating expenses after depletion of primary reserves.</p> <p>Cannot be combined with Rental Subsidy program.</p>	<p>Threshold Requirements</p> <p>Is this a new-construction, acquisition, or acquisition/rehabilitation project with units restricted at or below 80% of AMI? If YES, proceed If NO, disqualified</p> <p>Is this project also requesting Rental Subsidy funding? If YES, disqualified If NO, proceed</p> <p>Point Scoring</p> <p>Add 5 points for projects with a majority of units restricted at or below 50% of AMI.</p> <p>Add 5 points for projects where LACAHSAs is not the senior lender.</p> <p>Add 5 points for sponsors that are non-profits or Emerging Developers.</p>	15	
2. Owners	Eligible Nonprofits, Private Entities	<p>Threshold Requirements</p> <p>Is the project owned by either an Eligible Nonprofit entity or a Private Entity?</p>		

Product Terms			Max. Score	Project Score
		<p>If YES, proceed If NO, disqualified</p>		
3. Readiness to Proceed	Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by meeting all threshold requirements in LACAHSAs Readiness to Proceed Checklist) within 9 months of award for LIHTC projects and 6 months of award for non-LIHTC projects.	<p>Threshold Requirements</p> <p>Is the project ready to proceed within the required timeframe based on the following?</p> <ul style="list-style-type: none"> (i) Complete pro forma financial model; (ii) Preliminary financing commitments from all non-LACAHSAs funders; (iii) Evidence of site control; (iv) Site development plan provided; (v) Evidence of appropriate zoning; (vi) Evidence of public utilities and service availability; (vii) Preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe; (viii) Floodplain determination and, if necessary, quote for flood insurance; (ix) Market study provided; <p>Physical needs assessment (for rehab projects) provided;</p> <p>If YES to all, proceed If NO to any, disqualified</p> <p>Point Scoring</p> <p>Add points for the following:</p> <ul style="list-style-type: none"> (i) Full architectural drawings by licensed architect (2 points); (ii) Full environmental clearance with no further action required (2 Points); (iii) General contractor (a) has been engaged (1 point), (b) has helped develop the construction/rehab budget (1 additional point), is 	10	

Product Terms			Selection Criteria	Max. Score	Project Score
			bound by a fully executed contract (1 additional point) ; (iv) Complete entitlements package and all permits or a permit-ready letter (subject only to payment of fees) in hand (3 points) ; (v) For historic preservation projects, (a) negative 1 point if SHPO part 2 approval has not been achieved and (b) 2 additional negative points if SHPO Part 1 approval has not been achieved		
C. Loan Size and Structure					
1. Maximum Amount	Up to \$500,000 per project (sized based on underwriting)		Threshold Requirement Is the funding amount less than or equal to \$500,000? If YES, proceed If NO, disqualified		
2. Term	Up to 60 months, commencing at stabilization.		Threshold Requirement Is the term less than or equal to 60 months? If YES, proceed If NO, disqualified		
3. Rate Lock/ Commitment Options	Reserve may be created immediately (e.g., at closing on an acquisition loan) or forward-committed up to 36 months in advance of permanent conversion (e.g., for new-construction projects)		N/A		
D. Loan Costs					
1. Upfront Application Fee/Deposit	Non-refundable deposits of \$5,000 due within 30 days of NOFA selection and \$5,000 due at LACAHSa financing commitment (both applied as a credit to legal and advisory costs/fees at closing). In the case of multiple LACAHSa loan/grant products, no additional deposit is required.		N/A		
2. Upfront Origination Fee	\$5,000		Threshold Requirement Does the model assume a \$5,000 origination fee?		

Product Terms			Max. Score	Project Score
Selection Criteria				
		<p>If YES, proceed If NO, disqualified</p>		
3. Plan and Cost Review/ Monitoring Costs	Where applicable, borrower to cover the cost of LACAHSAs plan and cost reviewer/construction monitor	<p>Threshold Requirement</p> <p>Does the model assume proper plan and cost review / monitoring costs based on LACAHSAs Standard Construction Review & Monitoring Assumptions?</p> <p>If YES, proceed If NO, disqualified</p>		
4. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to \$3,000; \$1,500 Analysis Fee per draw request	<p>Threshold Requirement</p> <p>Does the model assume an Annual Compliance Monitoring Fee equal to \$3,000?</p> <p>If YES, proceed If NO, disqualified</p>		
E. Public Benefit Requirements			18	
1. Affordability Restrictions	<p><u>New Construction:</u></p> <p>Option 1: 100% Affordable Building up to 80% of AMI: (1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) 100% of total development units at or below 80% of AMI</p> <p>Option 2: 100% Affordable Building up to 120% of AMI: (1) 10% of units at or below 30% of AMI and (2) the greater of 50 units or 50% of units in the development must be financed with LACAHSAs financing. Of the financed units, all must be at or below 50% of AMI. Agency funds cannot be used in connection with any unit that is solely income restricted due to density bonus, development incentives, or similar programs.</p> <p>Option 3: Mixed-Income Building (including units above 120% of AMI):</p>	<p>Threshold Requirements</p> <p>Does the proposed unit mix meet required minimum standards for either new construction or acquisition, as applicable?</p> <p>If YES, proceed If NO, disqualified</p> <p>Point Scoring</p> <p>Add points for additional affordability (as determined by per-bedroom discount to HUD Fair Market Rents) as follows: 1 point for every 1% below the minimum discount to market based on LACAHSAs affordability standards under Option 1, up to a maximum of 10 points.</p> <p>Add 3 points for a 99-year affordability election.</p>	13	

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Product Terms			Max. Score	Project Score
	<p>(1) 10% of units at or below 30% of AMI and (2) 10% of units at or below 50% of AMI and (3) Remaining LACAHSAs-financed units at or below 80% of AMI</p> <p><u>Acquisition/Rehabilitation:</u> At loan closing, all AMI levels are eligible. As units turn over time, 100% of the building must reach 50% of AMI.</p> <p><u>All Projects:</u> Affordability enforced pursuant to a minimum 55-year regulatory agreement. Owners must certify tenant eligibility and rent reasonableness annually. LACAHSAs retain rights to audit and enforce compliance.</p>			
2. Project Labor Requirements	For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project.	N/A		
3. Resident Engagement	For acquisition/rehabilitation projects, LACAHSAs will work with sponsors to ensure robust resident engagement before and after contract award. Prior to contract award, sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSAs review and approval.	N/A		
4. Tenant Protections	For acquisition/rehabilitation projects, no displacement, tenant portion of rents fixed for 1 year following rehab, tenant portion of rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households	N/A		

Product Terms			Max. Score	Project Score
	on-site (e.g., rent is greater than 50% of household income).			
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special setasides (e.g., seniors, formerly homeless).	Point Scoring Add points for meeting certain per-unit services budget thresholds by unit type (based on LACAHSAs Services Budget Standards) as follows: 2 points for meeting Basic Standards or 5 points for meeting Optimal Standards.	5	
F. Credit Risk Standards			42	
1. Sponsor/Guarantor				
a. Sponsor Experience/Track Record	LACAHSAs will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSAs standards.	Threshold Requirements Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC. Point Scoring (i) Add points as follows: 1 point per year of development experience in Los Angeles County above 5 years, up to a maximum of 5 points, and 1 point for each project in Los Angeles County above 3 projects in the past 15 years, up to a maximum of 2 points. (ii) Deduct points as follows: -5 points for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -15 points, and -5 points for each portfolio project with DSCR below 1.0x, up to -15 points.	7	
b. Sponsor Financial Strength	LACAHSAs will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio	Threshold Requirement Sponsor must have at least (i) \$3 million of net worth for private entities and \$1 million for Eligible		

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Product Terms			Max. Score	Project Score
	performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	Nonprofit entities/Emerging Developers and (ii) \$1 million of liquidity for private entities and \$500k for Eligible Nonprofit entities/Emerging Developers.		
2. Leverage				
a. Max. Loan-to-Cost (LTC) Ratio	90%	Threshold Requirement Does the model assume no more than 90% LTC? If YES, proceed If NO, disqualified		
b. Max. Loan-to-Value (LTV) Ratio	90%	Threshold Requirement Does the model assume no more than 90% LTV? If YES, proceed If NO, disqualified		
3. Operating Income				
a. Verification of Assumptions	Restricted rents, market rents, and commercial/non-residential income to be estimated based on an updated market study and verified via an appraisal with as-stabilized valuation scenario. Owners must certify tenant eligibility and rent reasonableness annually. Payments remitted by LACAHS to owner/operator, benchmarked to Fair Market Rent or alternative rent schedule, as approved.	Point Scoring Add 5 points for total operating expenses within +/- 3% of market study estimates.	5	
b. Vacancy Assumptions	Vacancy assumptions equal to the greater of 5% or appraisal figure.	Threshold Requirement Does the model assume at least 5% vacancy? If YES, proceed If NO, disqualified		
c. Income Trending	Assume lesser of 2.5% annual growth, 1 percentage point higher than expense trending, or appraisal figure.	Threshold Requirement Does the model assume at most 2.5% annual income trending and 3.5% annual expense trending? If YES, proceed If NO, disqualified		
4. Operating Expenses				

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Product Terms			Max. Score	Project Score
a. Verification of Assumptions	All operating expense assumptions to be verified via an appraisal with as-stabilized valuation scenario.	N/A		
b. Taxes and Abatement Assumptions	Assumed tax abatements must be supported by the appraisal and borrower due diligence establishing eligibility for the Welfare Tax Exemption.	N/A		
c. Expense Trending	Assume greater of 3% annual growth or appraisal figure.	N/A		
5. Debt Service Coverage (DSC)				
a. Senior Coverage	1.15x minimum	Threshold Requirement Does the model assume at least 1.15x DSC? If YES, proceed If NO, disqualified		
b. All-in Coverage	1.05x minimum	Threshold Requirement Does the model assume at least 1.05x all-in DSC? If YES, proceed If NO, disqualified		
6. Reserves				
a. Debt Service Reserve	As determined by perm lender	Point Scoring Deduct points as follows: -5 points for each month of reserve beyond 12 months.	0	
b. Replacement Reserve	Greater of \$250/unit/year or the amount assumed/recommended in the appraisal or physical needs assessment.	Threshold Requirement Is replacement reserve sized at a minimum of \$250/unit/year? If YES, proceed If NO, disqualified		
c. Operating Reserve	As determined by perm lender, can be shown assuming award of operating subsidy funds.	N/A		
d. Capitalized Interest Reserve	As required by lenders.	N/A		
7. Property Management/Services				

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			Max. Score	Project Score
Product Terms		Selection Criteria		
a. Manager Experience	Property manager to be reviewed and approved by LACAHSa prior to contract award.	<u>Point Scoring</u> (i) Add points as follows: 2 points for at least 10 years of property management experience on projects in California and 1 point for each project managed in Los Angeles County in the past 15 years, up to a maximum of 5 points. (ii) Deduct points as follows: -1 point for less than 3 years of property management experience in California and -1 point for less than 2 projects managed in California in the past 15 years.	7	
b. Service Provider Experience	Any social service providers to be reviewed and approved by LACAHSa prior to contract award.	<u>Point Scoring</u> (i) Add points as follows: 2 points for at least 10 years of services experience in California and 1 point for each project served in Los Angeles County in the past 15 years, up to a maximum of 5 points. (ii) Deduct points as follows: -1 point for less than 3 years of services experience in California and -1 point for less than 2 projects served in Los Angeles County in the past 15 years.	7	
c. Services Plan and Budget	Where social services provided, full services plan and budget will be required prior to contract award.	N/A		
G. Efficiency Standards			25	
1. Sponsor/Related Party Capital		<u>Point Scoring</u> Where sponsor or a related party is contributing capital in the form of a loan, is the cost of such capital consistent with a publicly supported project? Deduct points as follows: -3 points for every percentage point of interest rate on a such a loan above 8%.	0	
2. Developer Fee	Where applicable, projects to comply with LACAHSa Developer Fee Standards.	<u>Threshold Requirement</u> Does the model assume developer fees no higher than the CDLAC/TCAC maximums for LIHTC projects and the lesser of 15% of total development cost or	15	

Product Terms			Selection Criteria	Max. Score	Project Score
			<p>\$3 million for non-LIHTC projects? If YES, proceed If NO, disqualified</p> <p><u>Point Scoring</u> Add 1.5 points for every \$150k by which cash developer fee is lower than the maximum allowed for the project under the Subordinate Must-Pay Loan or Residual Receipts Loan threshold requirements, up to a maximum of 15 points.</p>		
3. Cost Containment			<p><u>Point Scoring</u> Add or deduct points as follows: 2.5 point for every \$50/square foot by which a project's cost is lower than the LACAHS Unit Cost Standards, up to a maximum of 10 points, and -2.5 points for every \$50/square foot by which a project's cost is higher than the LACAHS Unit Cost Standards, up to a maximum of -10 points.</p>	10	
H. Tie Breakers (Order of Priority)					
1. Affordability Per Subsidy Dollar			Advantage to the project with the greatest affordability (as measured by discount to market per bedroom) per dollar of LACAHS support (including all LACAHS capital sources)		
2. Lowest TDC by Unit Type			Advantage to the project with total development cost per square foot representing the greatest discount to the LACAHS Unit Cost Standards		
3. Greatest Readiness			Advantage to the project with the highest points on LACAHS Readiness to Proceed Checklist		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Financing & Economics	
Uniform Workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
3. Affordability, Compliance & Operations	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
4. Resident Impacts & Services (If Applicable)	
Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>
5. Product-Specific Supplements	
Subsidy Structure	<input type="checkbox"/>

Exhibit C-9: Product Terms, Scorecard, and Document Checklist
Rental Subsidy

Product Terms			Max. Score	Project Score
A. Purpose & Form of Assistance				
1. Purpose & Form of Assistance	Provide ongoing rental subsidy assistance, through project-based rental subsidy contracts, in order to stabilize projects serving extremely low-income households and help ensure long-term project viability.	N/A		
B. Eligibility			25	
1. Projects	<p>New-construction, acquisition, and acquisition/rehabilitation (including both heavy and light rehabilitation) affordable rental projects with units restricted to households at or below 30% of AMI.</p> <p>Funds may not be used for capital costs, reserves, or developer fees. Funds cannot be combined with Operating Deficit Reserve program.</p>	<p>Threshold Requirements</p> <p>Is this a new-construction, acquisition, or acquisition/rehabilitation project with units restricted at or below 30% of AMI?</p> <p>If YES, proceed If NO, disqualified</p> <p>Is this project also requesting Operating Deficit Reserve funding?</p> <p>If YES, disqualified If NO, proceed</p> <p>Point Scoring</p> <p>Add 15 points for new-construction projects.</p>	15	
2. Owners	Eligible Nonprofits, Private Entities	<p>Threshold Requirements</p> <p>Is the project owned by either an Eligible Nonprofit entity or a Private Entity?</p> <p>If YES, proceed If NO, disqualified</p>		
3. Readiness to Proceed	Projects must demonstrate readiness to close on construction and permanent financing (as evidenced by	<p>Threshold Requirements</p> <p>Is the project ready to proceed within the required</p>	10	

Product Terms		Selection Criteria	Max. Score	Project Score
	meeting all threshold requirements in LACAHSAs Readiness to Proceed Checklist) within 9 months of award for LIHTC projects and 6 months of award for non-LIHTC projects.	<p>timeframe based on the following?</p> <ul style="list-style-type: none"> (i) Complete pro forma financial model; (ii) Preliminary financing commitments from all non-LACAHSAs funders; (iii) Evidence of site control; (iv) Site development plan provided; (v) Evidence of appropriate zoning; (vi) Evidence of public utilities and service availability; (vii) Preliminary environmental reports (e.g., Phase I) and a plan to complete necessary additional steps within the required timeframe; (viii) Floodplain determination and, if necessary, quote for flood insurance; (ix) Market study provided; <p>Physical needs assessment (for rehab projects) provided;</p> <p>If YES to all, proceed If NO to any, disqualified</p> <p><u>Point Scoring</u></p> <p>Add points for the following:</p> <ul style="list-style-type: none"> (i) Full architectural drawings by licensed architect (2 points); (ii) Full environmental clearance with no further action required (2 Points); (iii) General contractor (a) has been engaged (1 point), (b) has helped develop the construction/rehab budget (1 additional point), is bound by a fully executed contract (1 additional point); (iv) Complete entitlements package and all permits 		

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Product Terms			Selection Criteria	Max. Score	Project Score
			or a permit-ready letter (subject only to payment of fees) in hand (3 points); (v) For historic preservation projects, (a) negative 1 point if SHPO part 2 approval has not been achieved and (b) 2 additional negative points if SHPO Part 1 approval has not been achieved		
C. Loan Size and Structure					
1. Maximum Amount	For projects between 5 and 39 units, \$15,000 per Subsidized unit annually, (increasing at the rate of change for AMI rent). For projects with 40+ units, the lesser of \$15,000 per Subsidized unit or \$1,000,000 annually (increasing at the rate of change for AMI rent).		Threshold Requirement Is the annual funding amount sized based on program standards? If YES, proceed If NO, disqualified		
2. Term	20 years (renewable, subject to funding availability)		Threshold Requirement Is the term less than or equal to 20 years? If YES, proceed If NO, disqualified		
3. Rate Lock/ Commitment Options	Subsidy may be delivered immediately (e.g., at closing on an acquisition loan) or forward-committed up to 36 months in advance of permanent conversion (e.g., for new-construction projects)		N/A		
D. Loan Costs					
1. Upfront Application Fee/Deposit	Non-refundable deposits of \$5,000 due within 30 days of NOFA selection and \$5,000 due at LACAHSa financing commitment (both applied as a credit to legal and advisory costs/fees at closing). In the case of multiple LACAHSa loan/grant products, no additional deposit is required.		N/A		

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			Max. Score	Project Score
Product Terms		Selection Criteria		
2. Upfront Origination Fee	\$10,000	<u>Threshold Requirement</u> Does the model assume a \$10,000 origination fee? If YES, proceed If NO, disqualified		
6. Plan and Cost Review/ Monitoring Costs	Where applicable, borrower to cover the cost of LACAHSAs plan and cost reviewer/construction monitor	<u>Threshold Requirement</u> Does the model assume proper plan and cost review / monitoring costs based on LACAHSAs Standard Construction Review & Monitoring Assumptions? If YES, proceed If NO, disqualified		
7. Annual Compliance Monitoring Costs	Annual Compliance Monitoring Fee equal to \$3,500	<u>Threshold Requirement</u> Does the model assume an Annual Compliance Monitoring Fee equal to \$3,500? If YES, proceed If NO, disqualified		
E. Public Benefit Requirements			23	
1. Affordability Restrictions	All Subsidized units restricted at or below 30% of AMI. Affordability enforced pursuant to a minimum 55-year regulatory agreement. Owners must certify tenant eligibility and rent reasonableness annually. LACAHSAs retains rights to audit and enforce compliance. Quarterly reports and annual audited financial statements are required.	<u>Threshold Requirements</u> Does the proposed unit mix meet required minimum standards for either new construction or acquisition, as applicable? If YES, proceed If NO, disqualified <u>Point Scoring</u> Add points for additional affordability (as determined by per-bedroom discount to HUD Fair Market Rents) as follows: 1 point for every 1% below the minimum discount to market based on LACAHSAs affordability standards, up to a maximum of 10 points.	13	

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Product Terms		Selection Criteria	Max. Score	Project Score
		Add 3 points for a 99-year affordability election.		
2. Project Labor Requirements	For all projects, construction or rehabilitation contracts and subcontracts must include provisions requiring the payment of prevailing wages. Additionally, construction or rehabilitation contracts for projects with 40 units or more must include provisions requiring compliance with the applicable Project Labor Agreement based on the location of the project.	N/A		
3. Resident Engagement	For acquisition/rehabilitation projects, LACAHSa will work with sponsors to ensure robust resident engagement before and after contract award. Prior to contract award, sponsors must provide a description of engagement efforts taken to date and a proposed future engagement plan and schedule for LACAHSa review and approval.	N/A		
4. Tenant Protections	For acquisition/rehabilitation projects, no displacement, tenant portion of rents fixed for 1 year following rehab, tenant portion of rent increases limited to 4% per annum or less if required by local rent control. Program to be developed to address existing rent-burdened households on-site (<i>e.g., rent is greater than 50% of household income</i>).	N/A		
5. Resident Services	Sponsors will be required to provide resident services consistent with the tenant population and any special setasides (<i>e.g., seniors, formerly homeless</i>).	Point Scoring Add points for meeting certain per-unit services budget thresholds by unit type (based on LACAHSa Services Budget Standards) as follows: 5 points for meeting Basic Standards or 10 points for meeting Optimal Standards.	10	
F. Credit Risk Standards			42	
1. Sponsor/Guarantor				

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Product Terms		Selection Criteria	Max. Score	Project Score
a. Sponsor Experience/ Track Record	LACAHSa will review sponsor development experience, staffing and depth of project team, development pipeline, management plan and experience, references, and similar information for compliance with LACAHSa standards.	<p><u>Threshold Requirements</u></p> <p>Either the project sponsor or sponsor's lead project manager must (i) have completed (i.e., secured Certificate of Occupancy/Completion) a minimum of 3 affordable multifamily rental housing projects in California in the past 10 years or (ii) otherwise be eligible for full experience points from CDLAC/TCAC.</p> <p><u>Point Scoring</u></p> <p>(i) Add points as follows: 1 point per year of extremely low-income/permanent supportive housing project development and operating experience in Los Angeles County above 5 years, up to a maximum of 8 points, and 1 point for each completed and operated extremely low-income/permanent supportive housing project in Los Angeles County above 3 projects in the past 15 years, up to a maximum of 6 points.</p> <p>(ii) Deduct points as follows: -5 points for each compliance/reporting violation with LA County, CDLAC, or TCAC in the past 5 years, up to -15 points, and -5 points for each portfolio project with DSCR below 1.0x, up to -15 points.</p>	14	
b. Sponsor Financial Strength	LACAHSa will analyze sponsor/guarantor financials—including multiyear calculations of liquidity and net worth, as well as contingent liabilities—and portfolio performance to gauge financial management capacity and ensure entities have the financial strength to step in and assist if a project struggles financially.	<p><u>Threshold Requirement</u></p> <p>Sponsor must have at least (i) \$3 million of net worth for private entities and \$1 million for Eligible Nonprofit entities and (ii) \$1 million of liquidity for private entities and \$500k for Eligible Nonprofit entities.</p> <p><u>Point Scoring</u></p> <p>Add 1 point for sponsor with at least (i) \$15 million of net worth for private entities and \$5 million for</p>	2	

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Product Terms			Selection Criteria	Max. Score	Project Score
			Eligible Nonprofit entities and 1 point for sponsor with at least (ii) \$6 million of liquidity for private entities and \$1.5 million for Eligible Nonprofit entities.		
c. Sponsor Contribution			Point Scoring Add 1 point for every 5% of total development costs contributed to the project as sponsor cash (e.g., loans of upfront cash, equity contributions), up to a maximum of 4 points.	4	
2. Leverage					
a. Max. Loan-to-Cost (LTC) Ratio	90%		Threshold Requirement Does the model assume no more than 90% LTC? If YES, proceed If NO, disqualified		
b. Max. Loan-to-Value (LTV) Ratio	90%		Threshold Requirement Does the model assume no more than 90% LTV? If YES, proceed If NO, disqualified		
3. Operating Income					
a. Verification of Assumptions	Restricted rents, market rents, and commercial/non-residential income to be estimated based on an updated market study and verified via an appraisal with as-stabilized valuation scenario. Owners must certify tenant eligibility and rent reasonableness annually. Payments remitted by LACAHS to owner/operator, benchmarked to Fair Market Rent or alternative rent schedule, as approved.		Point Scoring (i) Add 1 point for total operating expenses no higher than market study estimate and an additional 1 point for total operating expenses at least 5% lower than market study estimate. (ii) Deduct points as follows: -1 point for income exceeding market study estimate by at least 5% and an additional -1 point for income exceeding market study estimate by at least 10%.	2	

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			Max. Score	Project Score
Product Terms		Selection Criteria		
b. Vacancy Assumptions	Vacancy assumptions equal to the greater of 5% or appraisal figure.	Threshold Requirement Does the model assume at least 5% vacancy? If YES, proceed If NO, disqualified		
c. Income Trending	Assume lesser of 2.5% annual growth, 1 percentage point higher than expense trending, or appraisal figure.	Threshold Requirement Does the model assume at most 2.5% annual income trending and 3.5% annual expense trending? If YES, proceed If NO, disqualified		
4. Operating Expenses				
a. Verification of Assumptions	All operating expense assumptions to be verified via an appraisal with as-stabilized valuation scenario.	N/A		
b. Taxes and Abatement Assumptions	Assumed tax abatements must be supported by the appraisal and borrower due diligence establishing eligibility for the Welfare Tax Exemption.	N/A		
c. Expense Trending	Assume greater of 3% annual growth or appraisal figure.	N/A		
5. Debt Service Coverage (DSC)				
a. Senior Coverage	1.15x minimum	Threshold Requirement Does the model assume at least 1.15x DSC? If YES, proceed If NO, disqualified		
b. All-in Coverage	1.05x minimum	Threshold Requirement Does the model assume at least 1.05x all-in DSC? If YES, proceed If NO, disqualified		
6. Reserves				
a. Debt Service Reserve	As determined by perm lender	Point Scoring Deduct points as follows: -5 points for each month of reserve beyond 12 months.	0	

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			Max. Score	Project Score
Product Terms		Selection Criteria		
b. Replacement Reserve	Greater of \$300/unit/year or the amount assumed/recommended in the appraisal or physical needs assessment.	Threshold Requirement Is replacement reserve sized at a minimum of \$300/unit/year? If YES, proceed If NO, disqualified		
c. Operating Reserve	As determined by perm lender.	Threshold Requirement Is the operating reserve sized at a minimum of 3 months' operating expenses? If YES, proceed If NO, disqualified Point Scoring Add 2 points for each additional month, up to a maximum of 6 points.	6	
d. Capitalized Interest Reserve	As required by lenders.	N/A		
7. Property Management/Services				
a. Manager Experience	Property manager to be reviewed and approved by LACAHSa prior to contract award.	Point Scoring (i) Add points as follows: 3 points for at least 10 years of property management experience on extremely-low income/permanent supportive housing projects in California and 1 point for each extremely low income/permanent supportive housing project managed in Los Angeles County in the past 15 years, up to a maximum of 5 points. (ii) Deduct points as follows: -1 point for less than 3 years of property management experience in California and -1 point for less than 2 projects managed in California in the past 15 years.	8	
b. Service Provider Experience	Any social service providers to be reviewed and approved by LACAHSa prior to contract award.	Point Scoring (i) Add points as follows: 2 points for at least 10	6	

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Product Terms			Selection Criteria	Max. Score	Project Score
			years of services experience in California and 1 point for each extremely low-income/permanent supportive housing project served in Los Angeles County in the past 15 years, up to a maximum of 6 points. (ii) Deduct points as follows: -1 point for less than 3 years of services experience in California and -1 point for less than 2 projects served in Los Angeles County in the past 15 years.		
c. Services Plan and Budget	Where social services provided, full services plan and budget will be required prior to contract award.		N/A		
G. Efficiency Standards				10	
1. Sponsor/Related Party Capital			<u>Point Scoring</u> Where sponsor or a related party is contributing capital in the form of a loan, is the cost of such capital consistent with a publicly supported project? Deduct points as follows: -3 points for every percentage point of interest rate on a such a loan above 8%.	0	
2. Developer Fee	Where applicable, projects to comply with LACAHS Developer Fee Standards.		<u>Threshold Requirement</u> Does the model assume developer fees no higher than the CDLAC/TCAC maximums for LIHTC projects and the lesser of 15% of total development cost or \$3 million for non-LIHTC projects? If YES, proceed If NO, disqualified	0	
3. Cost Containment			<u>Point Scoring</u> Add or deduct points as follows: 2.5 point for every \$50/square foot by which a project's cost is lower than the LACAHS Unit Cost Standards, up to a maximum of 10 points, and -2.5 points for every \$50/square foot by which a project's cost is higher	10	

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Product Terms			Max. Score	Project Score
		than the LACAHSAs Unit Cost Standards, up to a maximum of -10 points.		
H. Tie Breakers (Order of Priority)				
1. Affordability Per Subsidy Dollar		Advantage to the project with the greatest affordability (as measured by discount to market per bedroom) per dollar of LACAHSAs support (including all LACAHSAs capital sources)		
2. Lowest TDC by Unit Type		Advantage to sponsors that have developed the greatest number of extremely low-income/permanent supportive housing projects in Los Angeles County		
3. Greatest Readiness		Advantage to the project with the highest points on LACAHSAs Readiness to Proceed Checklist		

Document Checklist	
Required Documents	Provided?
1. Organizational and Eligibility	
Articles/Bylaws/501(c)(3), Good Standing	<input type="checkbox"/>
Org chart, principals/guarantors, COI	<input type="checkbox"/>
Sponsor/guarantor financials & org docs	<input type="checkbox"/>
Public resolution; Housing Element/AFFH (if public)	<input type="checkbox"/>
2. Financing & Economics	
Uniform Workbook; S&U; pro forma	<input type="checkbox"/>
Appraisal/cost; market study	<input type="checkbox"/>
Financing LOIs/commitments; SLR	<input type="checkbox"/>
3. Affordability, Compliance & Operations	
Draft regulatory agreement; rent schedule	<input type="checkbox"/>
PM plan; reporting & compliance; insurance	<input type="checkbox"/>
SNDA (if any)	<input type="checkbox"/>
4. Resident Impacts & Services (If Applicable)	

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Community outreach; engagement plan (A/R)	<input type="checkbox"/>
Relocation plan; income certs (A/R only)	<input type="checkbox"/>
Services plan & provider agreements (if PSH/ELI)	<input type="checkbox"/>
5. Product-Specific Supplements	
Subsidy structure	<input type="checkbox"/>

Exhibit D: PPO Program Excerpts from Annual Expenditure Plan

[LACAHSA to finalize excerpts.] Accessible on the LACAHSA website, [here](#).

Exhibit E: PPO Program Guidelines

[LACAHSA to finalize excerpts.] Accessible on the LACAHSA website, [here](#).

Exhibit F: Certifications and Legal Disclosure Forms



Certification and Legal Disclosure Form

Instructions

The Los Angeles County Affordable Housing Solutions Agency (“LACAHS”) requires all applicants to complete a Certification and Legal Disclosure Form (“Disclosure Form”). LACAHS uses the Disclosure Form to confirm the accuracy and completeness of the information that the applicant provides in the application and to identify any legal issues that may affect the proposed project and use of LACAHS funds.

The Disclosure Form includes a certification section and a questionnaire. In certification section of the Disclosure Form, applicants must attest to: (1) the accuracy of the information they provided in the application, (2) their legal authority to submit the application, (3) the disclosure of any persons or entities that will provide goods or services to the project, (4) the legal status of the Project and the property on which it is proposed, and (5) the public nature of the information in the application. The questionnaire covers the applicant and certain related parties’ civil and criminal legal history, including any bankruptcies, receiverships, defaults on loans, foreclosures, civil litigation, administrative or civil settlements, decisions, or judgments, and criminal charges or convictions. Applicants must provide an explanation for any positive responses to any questions regarding the applicant’s legal history. Some parties, including certain public entities, members of the boards of directors of nonprofit corporations and certain executive officers, are not required to complete the questionnaire.

Applicant Entity Information	
Name	
Entity Type	Choose an item.
Address	

Certification

On behalf of the entity identified above, I certify that:

1. The information, statements and attachments included in this application are, to the best of my knowledge and belief, true and correct.
2. I possess the legal authority to submit this application on behalf of the entity identified in this application and the attached signature block.
3. The following is a complete disclosure of all identities of interest - of all persons or entities, including affiliates, that will provide goods or services to the Project either (a) in one or more capacity or (b) that qualify as a "Related Party" to any person or entity that will provide goods or services to the Project. "Related Party" is defined in the California Tax Credit Allocation Committee (CTCAC) Regulations (California Code of Regulations Section 10302):

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4. As of the date of application, the project, or the real property on which the project is proposed, is not party to or the subject of any claim or action at the State or Federal appellate level.
5. I have disclosed and described below any claim or action undertaken which affects or potentially affects the feasibility of the Project. In addition, I acknowledge that all information in this application and attachments is public, and may be disclosed by LCAHSA.

Printed Name	Title of Signatory	Signature	Date

Legal Disclosure

Applicant Entity Information	
Name	
Entity Type	Choose an item.
Address	

For purposes of the following questions, and with the exceptions noted below, the term “applicant” shall include the applicant, joint applicant, sponsor(s), and any subsidiary of the applicant, joint applicant, or sponsor(s) if the subsidiary is involved in (for example, as a guarantor) or will be benefited by the application or the project.

In addition to each of these entities themselves, the term “applicant” shall also include the direct and indirect holders of more than ten percent (10%) of the ownership interests in the entity, as well as the officers, directors, principals and senior executives of the entity if the entity is a corporation, the general and limited partners of the entity if the entity is a partnership, and the members or managers of the entity if the entity is a limited liability company. For projects using tax-exempt bonds, it shall also include the individual who will be executing the bond purchase agreement.

The following questions must be responded to for each entity if the entity and person qualifying as an “applicant” as defined above. **Exceptions:**

- Public entity applicants that do not have an ownership interest in the proposed project, including, but not limited to cities, counties, and joint powers authorities with 100 or more members, are not required to complete the following questionnaire.
- Members of the boards of directors of non-profit corporations, including officers of the boards, are also not required to respond. However, chief executive officers (Executive Directors, Chief Executive Officers, Presidents or their equivalent) must respond, as must chief financial officers (Treasurers, Chief Financial Officers, or their equivalent).

Civil Matters

Explain all positive responses on a separate sheet and include with this questionnaire in the application.

1. Has the applicant filed a bankruptcy or receivership case or had a bankruptcy or receivership action commenced against it, defaulted on a loan or been foreclosed against in the past ten years?	Choose an item.
2. Is the applicant currently a party to, or been notified that it may become a party to, any civil litigation that may materially and adversely affect (a) the financial condition of the applicant's business, or (b) the project that is the subject of the application?	Choose an item.
3. Have there been any administrative or civil settlements, decisions, or judgments against the applicant within the past ten years that materially and adversely affected (a) the financial condition of the applicant's business, or (b) the project that is the subject of the application?	Choose an item.
4. Is the applicant currently subject to, or been notified that it may become subject to, any civil or administrative proceeding, examination, or investigation by a local, state or federal licensing or accreditation agency, a local, state or federal taxing authority, or a local, state or federal regulatory or enforcement agency?	Choose an item.
5. In the past ten years, has the applicant been subject to any civil or administrative proceeding, examination, or investigation by a local, state or federal licensing or accreditation agency, a local, state or federal taxing authority, or a local, state or federal regulatory or enforcement agency that resulted in a settlement, decision, or judgment?	Choose an item.

Criminal Matters

Explain all positive responses on a separate sheet and include with this questionnaire in the application.

6. Is the applicant currently a party to, or the subject of, or been notified that it may become a party to or the subject of, any criminal litigation, proceeding, charge, complaint, examination or investigation, of any kind, involving, or that could result in, felony charges against the applicant?	Choose an item.
7. Is the applicant currently a party to, or the subject of, or been notified that it may become a party to or the subject of, any criminal litigation, proceeding, charge, complaint, examination or investigation, of any kind, involving, or that could result in, misdemeanor charges against the applicant for matters relating to the conduct of the applicant's business?	Choose an item.
8. Is the applicant currently a party to, or the subject of, or been notified that it may become a party to or the subject of, any criminal litigation, proceeding, charge, complaint, examination or investigation, of any kind, involving, or that could result in, criminal charges (whether felony or misdemeanor) against the applicant for any financial or fraud related crime?	Choose an item.
9. Is the applicant currently a party to, or the subject of, or been notified that it may become a party to or the subject of, any criminal litigation, proceeding, charge, complaint, examination or investigation, of any kind, that could materially affect the financial condition of the applicant's business?	Choose an item.
10. Within the past ten years, has the applicant been convicted of any felony?	Choose an item.
11. Within the past ten years, has the applicant been convicted of any misdemeanor related to the conduct of the applicant's business?	Choose an item.
12. Within the past ten years, has the applicant been convicted of any misdemeanor for any financial or fraud related crime?	Choose an item.

Printed Name	Title of Signatory	Signature	Date

Exhibit G: Questionnaire Form

[Under development. LACAHSa to provide as part of the Uniform Application Workbook and summarize in this exhibit in the final NOFA.]

Exhibit H: Conflict of Interest Disclosures



LACAHS CONFLICT OF INTEREST DISCLOSURE STATEMENT

Each applicant must fill out and sign a Levine Act Compliance Form (Attachment 1) and a Conflict of Interest Disclosure Form (Attachment 2) and submit these forms with their application. Failure to submit these forms with the application may disqualify the applicant from further consideration. Attachments 1 and 2 are provided on the following pages.

(Intentionally left blank, Attachment 1 begins on the following page)

ATTACHMENT 1 - LEVINE ACT COMPLIANCE FORM

This form must be completed separately by each applicant, including each prime contractor and subcontractor.

Pursuant to the Levine Act (Government Code section 84308), a member of the LACAHS Board of Directors, LACAHS Investment Review Committee, and other LACAHS employee, officer, and/or alternate to an appointed member (including any contractors serving in this capacity) (each and collectively, the "LACAHS Officer" or "LACAHS Officers") are disqualified and not able to participate in a proceeding involving contracts, franchises, licenses, permits and other entitlements for use if the LACAHS Officer received more than \$250 in contributions in the past 12 months from the applicant, any paid agent of the applicant, or any financially interested participant who actively supports or opposes a particular decision in the proceeding.

State law requires you to disclose information about contributions made by you, your company, and lobbyists and agents paid to represent you. Failure to complete the form in its entirety may result in significant delays in the processing of your application and potential disqualification from the application process.

You must fully answer the applicable questions below. You ("Declarant"), or your company, if applicable, including all entities identified below (collectively, "Declarant Company") must also answer the questions below. The term "employee(s)", as used here, is defined as employees, officers, partners, owners, or directors of Declarant Company.

An affirmative response to any questions will not automatically cause the disqualification or denial of your application. However, failure to answer questions completely, in good faith, or providing materially false answers may subject applicants to disqualification from the application process.

Complete each section below. State "none" if applicable.

A. COMPANY OR APPLICANT INFORMATION

1) Declarant Company or Applicant Name:

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- a) If applicable, identify all subcontractors that have been or will be named in your bid or proposal:
 - b) If applicable, variations and acronyms of Declarant Company's name used within the past 12 months:
 - c) Identify all entities or individuals who have the authority to make decisions for you or Declarant Company about making contributions to a LACAHS

Officer, regardless of whether you or Declarant Company have actually made a contribution:

[IF A COMPANY, ANSWER QUESTIONS 2 - 3]

- 2) Identify only the parent(s), subsidiaries and related business entities that Declarant Company has controlled or directed, or been controlled or directed by. “Controlled or directed” means shared ownership, 50% or greater ownership, or shared management and control between the entities.
 - a) Parent(s):
 - b) Subsidiaries:
 - c) Related Business Entities:
- 3) If Declarant Company is a closed corporation (non-public, with under 35 shareholders), identify the majority shareholder.
- 4) Identify all entities (proprietorships, firms, partnerships, joint ventures, syndicates, business trusts, companies, corporations, limited liability companies, associations, committees, and any other organization or group of persons acting in concert) whose contributions you or Declarant Company have the authority to direct or control.
- 5) Identify any individuals such as employees, agents, attorneys, law firms, lobbyists, and lobbying firms who are or who will act on behalf of you or Declarant Company and who will receive compensation to communicate with a LACAHSO Officer regarding the award or approval of this contract or project, license, permit, or other entitlement for use.
- 6) If you or Declarant Company are a 501(c)(3) non-profit organization, identify the compensated officers of your organization and the compensated members of your board.

B. CONTRIBUTIONS

[DRAFT FOR IRC REVIEW—NOFA NOT YET RELEASED]

- 1) Have you or the Declarant Company solicited or directed your employee(s) or agent(s) to make contributions, whether through fundraising events, communications, or any other means, to a LCAHSA Officer in the past 12 months? If so, provide details of each occurrence, including the date.

Date (contribution solicited or directed)	Name (of the contributor)	Recipient Name (LCAHSA Office)	Amount

* Attach an additional page, if necessary

- 2) Disclose all contributions made by you or any of the entities and individuals identified in Section A to a LCAHSA Officer in the past 12 months.

Date (contribution solicited or directed)	Name (of the contributor)	Recipient Name (LCAHSA Office)	Amount

* Attach an additional page, if necessary

C. DECLARATION

By signing this Levine Act Compliance Form, you (Declarant), or you and the Declarant Company, if applicable, attest that you have read the entirety of the foregoing and the statements made herein are true and correct to the best of your knowledge and belief. (Only complete the one section that applies.)

There are _____ additional pages attached to this Levine Act Compliance Form.

COMPANY APPLICANTS

I, _____ (Authorized Representative), on behalf of _____ (Declarant Company), at which I am employed as _____ (Title), attest that after having made or caused to be made a reasonably diligent investigation regarding the Declarant Company, the foregoing responses, and the explanation on the attached page(s), if any, are correct to the best of my knowledge and belief. Further, I understand that failure to answer the questions in good faith or providing materially false answers may subject Declarant Company to consequences, including disqualification of

its application or delays in the processing of the requested contract, license, permit, or other entitlement.

IMPORTANT NOTICE REGARDING FUTURE AGENTS AND FUTURE CONTRIBUTIONS:

By signing this Levine Act Compliance Form, you also agree that, if Declarant Company hires an agent, such as, but not limited to, an attorney or lobbyist during the course of these proceedings and will compensate them for communicating with LCAHSA about this contract, application, project, permit, license, or other entitlement for use, you agree to inform LCAHSA of the identity of the agent or lobbyist and the date of their hire. You also agree to disclose to LCAHSA any future contributions made to members of the LCAHSA Board of Directors or any other LCAHSA Officer or employee by the Declarant Company, or, if applicable, any of the Declarant Company's proposed subcontractors, agents, lobbyists, and employees who have communicated or will communicate with LCAHSA about this contract, application, license, permit, or other entitlement after the date of signing this disclosure form, and within 12 months following the approval, renewal, or extension of the requested contract, application, license, permit, or entitlement for use.

Signature

Date

INDIVIDUAL APPLICANTS

I, _____, declare that the foregoing responses and the explanation on the attached sheet(s), if any, are correct to the best of my knowledge and belief. Further, I understand that failure to answer the questions in good faith or providing materially false answers may subject me to consequences, including disqualification of my application or delays in the processing of the requested license, permit, or other entitlement.

IMPORTANT NOTICE REGARDING FUTURE AGENTS AND FUTURE CONTRIBUTIONS:

If I hire an agent or lobbyist during the course of these proceedings and will compensate them for communicating with LCAHSA about this contract, project, application, permit, license, or other entitlement for use, I agree to inform LCAHSA of the identity of the agent or lobbyist and the date of their hire. I also agree to disclose to LCAHSA any future contributions made to members of the LCAHSA Board of Directors or any other LCAHSA Officer or employee by me, or an agent such as, but not limited to, a lobbyist or attorney representing me, that are made after the date of signing this disclosure form, and within 12 months following the approval, renewal, or extension of the requested contract, license, permit, or entitlement for use.

Signature

Date

(Intentionally left blank, Attachment 2 begins on the following page)

ATTACHMENT 2 - CONFLICT OF INTEREST DISCLOSURE FORM

____ (“Applicant”), in submitting the application (“Application”) in response to the Los Angeles County Affordable Housing Solutions Agency (“LACAHS”) Notice of Finding Availability #1 (Affordable Housing Production and Preservation) makes the following representations:

- A) Except as set forth in this Conflict of Interest Disclosure Form (“Disclosure Form”), Applicant does not have a direct or indirect financial interest in LACAHSa;
- B) Except as set forth in this Disclosure Form, no business or organization with which Applicant is associated has a direct or indirect financial interest in LACAHSa;
- C) Except as set forth in this Disclosure Form, Applicant does not have any other interest or relationship that would constitute a conflict of interest, or potential conflict of interest, with LACAHSa;
- D) Applicant declares and warrants that no elected or appointed official, board member, committee member, alternate, officer, or employee of LACAHSa has been or shall be compensated, directly or indirectly, in connection with the Application or any work connected with the Application. Should any agreement be approved in connection with the Application, Applicant declares and warrants that no elected or appointed official, board member, alternate, officer or employee of LACAHSa, during the term of their service with LACAHSa shall have any direct interest in that agreement, or obtain any present, anticipated or future material benefit arising therefrom.
- E) In the event that the circumstances under which I submitted this Disclosure Form change such that a response pertaining to items A through D must be provided, I will promptly contact LACAHSa and prepare a revised Disclosure Form.

DESCRIPTION OF POTENTIAL CONFLICTS OF INTEREST

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*Attach addition page(s) if necessary

Signed: _____ Date: _____

Name and Title:

Representing: _____

Exhibit I: Labor Requirements

The Act and Measure A Construction Labor Requirements

The Act

Government Code, § 64720.5:

- (a) Any construction or rehabilitation project receiving funding or financing from the agency, a measure proposed by the agency pursuant to subdivision (a) of Section 64720, or a joint powers Issuer of which the agency is a member, including, but not limited to, a project with under 40 units, shall constitute a public work for which prevailing wages shall be paid for purposes of Chapter 1 (commencing with Section 1720) of Part 7 of Division 2 of the Labor Code.
- (b) A project with 40 units or greater is eligible to receive funding or financing from the agency, a measure proposed by the agency pursuant to subdivision (a) of Section 64720, or a joint powers Issuer of which the agency is a member, only if all construction and rehabilitation is subject to the City of Los Angeles Department of Public Works PLA. For purposes of this subdivision and subdivision (c), the number of units means the maximum number of units authorized in an entitlement granted by the land use permitting Issuer for the development project, regardless of whether construction or rehabilitation proceeds in phases or ownership is divided.
- (c) Notwithstanding subdivision (b), if a specific countywide project labor agreement is negotiated with mutual agreement between the Los Angeles/Orange Counties Building and Construction Trades Council and the Southern California Association of Nonprofit Housing and approved by the agency, then a project with 40 units or greater is eligible to receive funding or financing from the agency, a measure proposed by the agency pursuant to subdivision (a) of Section 64720, or a joint powers Issuer of which the agency is a member, only if all construction and rehabilitation is subject to the specific countywide project labor agreement rather than the Department of Public Works PLA.
- (d) For purposes of this section, “project labor agreement” has the same meaning as in paragraph (1) of subdivision (b) of Section 2500 of the Public Contract Code.
- (e) For purposes of this section, “Department of Public Works PLA” means the City of Los Angeles Department of Public Works Project Labor Agreement 2020-2030 with Los Angeles/Orange Counties Building and Construction Trades Council, effective August 25, 2021.

(Added by Stats. 2022, Ch. 661, Sec. 1. (SB 679) Effective January 1, 2023.)

[continues on next page]

Measure A

Section 28 – Construction Work

- A. It is the intent of this section to encourage the development of local job opportunities and career pathways into the building and construction trades, including but not limited to apprenticeship and pre-apprenticeship programs.
- B. Any construction or rehabilitation project receiving funding or financing from this Ordinance, including but not limited to a project of fewer than 40 units, shall constitute a public work for which prevailing wages shall be paid for purposes of Chapter 1 (commencing with section 1720) of Part 7 of Division 2 of the Labor Code.
- C. A project of 40 or more units is eligible to receive funding or financing from this Ordinance only if all construction and rehabilitation is subject to the City of Los Angeles Department of Public Works Project Labor Agreement 2020-2030 if the project is within the City of Los Angeles, or the Countywide Community Workforce Agreement executed by the Chief Executive Officer on June 7, 2023 if the project is elsewhere, or any successor to either agreement.
- D. For purposes of sections 28 and 29 of this Ordinance, the number of units means the maximum number of units authorized in an entitlement granted by the land use permitting Issuer for a development project, regardless of whether construction or rehabilitation proceeds in phases or project ownership is divided.
- E. The Designated Enforcement Agency (“DEA”) shall have Issuer to enforce Labor Code sections 1720-1815, as amended from time to time, for projects funded by the tax imposed by this Ordinance. Any developer, contractor, or subcontractor as to such projects shall be required to cooperate fully in any investigation the DEA initiates. For projects located in the City of Los Angeles, the DEA shall be the Department of Public Works, Bureau of Contract Administration. For projects elsewhere, the contracting Funding Recipient shall act as or designate the DEA. The DEA shall be authorized to work with joint labor management committees established pursuant to the federal Labor Management Cooperation Act of 1978 (29 U.S.C. section 175a) in order to carry out the enforcement/investigation duties under this Ordinance. A joint labor management committee may bring an action in any court of competent jurisdiction against an employer that fails to comply with the labor standards required under this Ordinance.
- F. Notwithstanding subsection C of this section, if a project labor agreement is agreed between the Funding Recipient or project developer, the Los Angeles/Orange Counties Building and Construction Trades Council, and the Western States Regional Council of Carpenters, then a project with 40 or more units is eligible to receive funding or financing from this Ordinance if all construction and rehabilitation is subject to that project labor agreement.
- G. For purposes of this Ordinance, “project labor agreement” has the meaning stated in subdivision (b)(1) of section 2500 of the Public Contract Code.

Exhibit J: Letters of Assent to PLA

[Under development. LACAHSa to provide as part of the final NOFA.]

Exhibit K: City of Los Angeles PLA

[LACAHS to finalize excerpts.] Accessible on pg. 16 of the PPO Program Guidelines, linked [here](#).

Exhibit L: Countywide PLA

[LACAHS to finalize excerpts.] Accessible on pg. 16 of the PPO Program Guidelines, linked [here](#).

[DRAFT FOR IRC REVIEW—NOFA NOT YET RELEASED]

Exhibit M: Fair Housing and Accessibility Requirements

[Under development. LACAHSa to provide as part of the final NOFA.]

Exhibit N: Permissible Financing Product Combinations

[LACAHS to revise based on new product mix.]

PERMISSIBLE FINANCING PRODUCT COMBINATIONS

Note: No more than [3] Capital programs can be combined + one Rental/Operating Subsidy Program

	Predevelopment Loan	Senior Construction Loan	Senior Permanent Loan	Subordinate Must-Pay Loan	Residual Receipts Loan	Light Rehab Preservation Loan	Mini-Perm Preservation Loan	Matching Capital Grant	Rental Subsidy	Operating Subsidy
Predevelopment Loan	NA	NO	NO	NO	NO	NO	NO	NO	NO	NO
Senior Construction Loan	NO	NA	NO	Non-LIHTC only	LIHTC only	Non-LIHTC only	Non-LIHTC only	YES	YES	YES
Senior Permanent Loan	NO	NO	NA	Non-LIHTC only	LIHTC only	NO	NO	YES	YES	YES
Subordinate Must-Pay Loan	NO	Non-LIHTC only	Non-LIHTC only	NA	NO	Non-LIHTC only	Non-LIHTC only	Non-LIHTC only	Non-LIHTC only	Non-LIHTC only
Residual Receipts Loan	NO	LIHTC only	LIHTC only	NO	NA	NO	NO	LIHTC only	LIHTC only	LIHTC only
Light Rehab Preservation Loan	NO	Non-LIHTC only	NO	Non-LIHTC only	NO	NA	NO	Non-LIHTC only	Non-LIHTC only	Non-LIHTC only
Mini-Perm Preservation Loan	NO	Non-LIHTC only	NO	Non-LIHTC only	NO	NO	NA	NO	Non-LIHTC only	Non-LIHTC only
Matching Capital Grant	NO	YES	YES	Non-LIHTC only	LIHTC only	Non-LIHTC only	NO	NA	YES	YES
Rental Subsidy	NO	YES	YES	Non-LIHTC only	LIHTC only	Non-LIHTC only	Non-LIHTC only	YES	NA	NO
Operating Subsidy	NO	YES	YES	Non-LIHTC only	LIHTC only	Non-LIHTC only	Non-LIHTC only	YES	NO	NA