



Request for Information
for a

New Construction
Multifamily Affordable Housing Program

California Housing Finance Agency
500 Capitol Mall, Ste. 1400,
Sacramento, CA 95814
www.calhfa.ca.gov
November 19, 2024

Part I – Indicative Response Due Date: January 3, 2025
Part I and Part II – Responses Due: February 28, 2025

CALIFORNIA HOUSING FINANCE AGENCY

Request for Information for New Construction Multifamily Affordable Housing Program

California Housing Finance Agency ("CalHFA")

CalHFA (also the "Agency") was created in 1975 by the Zenovich-Moscone-Chacon Housing and Home Finance Act as a public instrumentality and a political subdivision of the State of California (the "State") for the primary purpose of meeting the housing needs of persons and families of low or moderate income and exists within the Business, Consumer Services and Housing Agency of the State.

CalHFA is financially self-supporting, receiving no direct support from the State or taxpayers for operations. The Agency is administered by a Board of Directors, composed of 13 voting members, seven members appointed by the Governor (including the Chair), one member appointed by the Speaker of the Assembly, one member appointed by the Senate Committee on Rules. The Treasurer of the State, the Secretary of Business, Consumer Services and Housing, the Director of Housing and Community Development, and the Secretary of Veterans Affairs are voting ex-officio members of the Board. In addition, the Director of Finance of the State, the Director of Planning and Research of the State, and the Executive Director of CalHFA are non-voting ex-officio members of the Board of Directors.

Request for Information

CalHFA is issuing this non-binding Request for Information ("RFI") to better inform the Agency's staff and Board of Directors as to the feasibility of a new program (the "Potential Program") for the development of new affordable multifamily rental housing in the State. Information will be viewed in alignment with California's Statewide Housing Plan as further discussed below.

Local public entities* ("LPE") are encouraged to prepare responses to the following questions. Please provide responses for as many questions as possible. External consultants should not be required for the preparation of any response.

*Local public entity is defined in the California Health and Safety Code Section 50079.

Joint responses between LPEs (including geographically overlapping and adjacent LPEs) are encouraged to the extent they support the viability of a potential Development or partnership.

No funding or other actions have been approved by the Board of Directors at this time. Information submitted through this process will help inform the Board of Directors.

Revisions to this RFI including date and time, if any, will be posted at www.calhfa.ca.gov/about/procurement.

Request for Information Key Areas of Evaluation

This Request for Information is evaluating interest in key areas: A local partnership, ownership and operation of the resulting multifamily development, and equity investment or other gap funding.

- Evaluating the interest of a local public entity in providing a long-term lease of land at a nominal cost for the development of multifamily rental units.
- Evaluating the responsibility of pre-development costs between a local public entity and/or CalHFA.
- Evaluating the interest of a local public entity in having CalHFA contract with qualified project management, construction, and property management firms to lead development and operations vs. a LPE or its instrumentality contract with qualified project management, construction, and property management firms to lead development and operations.
- Evaluating the capacity of a local public entity or a CalHFA to make an equity investment or gap funding into the development's capital stack.

Minimum Units

CalHFA is interested in developments with a minimum of 100 units for economies of scale. Joint responses between LPEs are encouraged, to the extent that a LPE does not anticipate sufficient demand or interest for development with the minimum units or anticipates any other benefits from jointly responding.

Affordability

The current targeted affordability is 10% at 50% of Area Median Income (AMI) and an additional 15% at 80% of AMI. Remaining units are expected to be at or below 120% of AMI and below market rates.

Alignment with Statewide Housing Plan

The Potential Program will be designed in alignment with the Statewide Housing Plan goal of planning for 2.5 million homes by 2030, of which 1 million are affordable. The concept also aligns with the following actions under Objectives 2 and 3 of the 2022 Statewide Housing Plan as follows:

Objective 2: Produce More Affordable and Climate-Smart Housing

- Encourage new housing development in existing communities to reduce vehicle miles traveled (VMT) and mitigate climate change while simultaneously addressing housing need.
- Implement climate resiliency and sustainable building strategies.
- Support local and regional governments to encourage more housing at a range of prices, including identifying interventions to lower development costs and timelines for housing at all income levels.
- Research alternative housing models with lower production costs, such as manufactured and factory-built housing, including labor standards.

Objective 3: Continue to Act with Urgency to Address Homelessness and Housing Need

- Eliminate barriers that cause delays in affordable housing funding allocations or housing construction.
- Strengthen commitments of existing partners and increase breadth of stakeholders working on eradicating homelessness, housing production, preservation, and programs.

Program Alignment with CalHFA Strategic Plan

The Potential Program will be designed in alignment with Goals 1 and 2 of the FY2023-FY2026 Strategic Plan as follows:

Goal 1: Lending Impact

Focus lending activities on broadening access to affordable housing opportunities for California's diverse population.

Goal 2: Financial Sustainability

Leverage opportunities and create innovative developments that ensure CalHFA's financial suitability and continued ability to serve the affordable housing market.

Questions

As previously stated, responding LPEs should use reasonable efforts to respond to this questionnaire. Partial responses will still inform CalHFA as to the design the Potential Program. CalHFA understands that some LPEs may not have immediate access to all information requested. CalHFA still wants to hear from those LPEs to gauge their interest and capacity.

References to LPEs or to CalHFA in the questions below also include public instrumentalities contemplated to be created by LPEs or CalHFA.

Questions are divided into two parts, Part I and Part II. LPEs are encouraged to submit responses to at least Part I by January 3, 2025.

PART I

- A. Contact Information (For each local public entity, if jointly responding)
 - 1. Name, title, and contact information for the primary point of contact.
 - 2. Local public entity name(s) and brief description of the organization(s)
- B. Experience
 - 1. What is the local public entities' experience with affordable housing developments? No experience is necessary, but please provide any details if available.

2. Does the local public entity have any experience evaluating or entering into “essential housing” structures as offered by Joint Powers Authorities (such as California Community Housing Agency, California Statewide Community Development Agency, and California Municipal Finance Authority)? These projects typically involved the acquisition of market rate multifamily rental housing properties that were purchased using tax-exempt governmental purpose bonds to provide middle income housing. If so, what was the outcome? If there have been challenges for your participation, what were those?

C. Initial Assessment of Site Identification

1. Please indicate the availability of the information for Site Identification:

Criteria	Available	Not Available	Unsure
Physical Address			
Entitlements			
Size, Shape, and grade			
Zoning Requirements			
Environmental study or CEQA work			
Site Infrastructure			
Parking Requirements			
Ground Cover Requirements			
Green Construction Requirements			

D. Other

1. If not already responding jointly, does your local public entity have any interest in participating in a program jointly with another local public entity? Are there any particular conditions that you would require for such a participation.
2. Provide any additional information you feel is relevant for the development of this potential Program.

PART II

A. Ownership and Program Management Options

	Option "A"	Option "B"
Land Ownership	Local public entity (LPE)	Local public entity (LPE)
Improvement Ownership	Local public entity (LPE)	CalHFA
Cash Equity Investment	100% LPE	100% CalHFA
Pre-Development Cost	100% LPE	100% CalHFA
Program Manager	CalHFA	CalHFA
Project Operations	LPE	CalHFA
Perm Lender	CalHFA	CalHFA

1. Provide any comments on the ownership options listed above. Are there any other ownership options that CalHFA should consider? If so, please describe. Does the local public entity have any preferred structure?

B. Site Identification

1. Please provide the overall number of publicly-owned sites for properties that may be compatible with this program. In general, these sites should be able to support the development of at least 100 high-density residential multifamily units (e.g., one-two acres in urban infill areas, but could be larger than four acres).
2. Please identify and rank the top 1-3 sites you believe will be most successful for this program and provide the following information, if available:
 - a. Physical address or nearest cross streets. Are the properties in city or unincorporated property? Who has jurisdiction for development of the land?
 - b. Entitlements for housing
 - c. Size, shape and grade information

- d. Are there requirements for mixed-use site: single family, green-space, commercial/retail, etc.?
- e. Site and environmental study information including any studies or CEQA work.
- f. What public infrastructure is in place such as roads, power, sewer, water, etc.? Is the current capacity of sufficient size to support the high-density residential development? Are there existing or potential fees associated with infrastructure use, including development impact fees?
- g. Are there jurisdiction requirements for parking at housing developments? If so, please quantify per unit or bedrooms along with parameters such as covered, uncovered, secured/garaged, etc.
- h. Are there jurisdiction requirements for ground-cover density or drainage?
- i. Are there any jurisdiction requirements for Green or environmental considerations for construction or housing designs?
- j. Please note any other issues that may interfere with the local public entity's ability to enter into a long-term lease for the site.

C. Finance

1. What interest level or capacity does the local public entity have in providing subsidy through subordinate loans or grants for any housing developments?
2. Is the local public entity interested and/or able to provide additional subsidy or grants for a development with deeper affordability restrictions?
3. Are there any other identifiable sources of subsidy through subordinate loans or grants for this type of development?

D. Local Public Entity Employees

1. Please provide a staff wage schedule especially including 50% and 80% AMI positions and quantities.
2. Does the LPE have experience or interest in establishing preferences for residential occupancy? If so, please share details.
3. If not already responding jointly, does your local public entity have any interest in participating in a program jointly with another local public entity? Are there any particular conditions that you would require for such a participation.

E. Stakeholder Support

1. Has the LPE received any interest or support for pursuing housing development? What has been expressed, and by which entities?

F. Other

1. Please provide any additional information you feel is relevant for the development of this potential Program.

Questions Regarding this RFI

Any questions regarding this Request for Information may only be made in writing to CalHFA's Financing Division at financing@calhfa.ca.gov.

Submission Requirements

1. Written responses to this RFI will be reviewed on a continuing basis starting with submittals received by 12:00 p.m., Pacific Standard Time on January 3, 2025. Respondents are encouraged to submit responses to Part I by this due date.
2. Written responses to this RFI (Part I and Part II) must be received no later than 12:00 p.m., Pacific Standard Time on February 28, 2025, via email at financing@calhfa.ca.gov.
3. The main submittal shall be in a searchable pdf format. Supplemental attachments may be submitted in formats compatible with Microsoft Office, including Excel.
4. There is no page limit for any response. Respondents are encouraged to place supporting information into an appendix.

5. By submitting any response, respondents accept in all respects the conditions of this RFI, including that all submittals will become the property of CalHFA and will not be returned.

6. Late submittals will not be reviewed.

7. If the respondent intends to submit confidential or proprietary information, any limits on the use or distribution of that material should be clearly delineated in writing. CalHFA is a public agency governed by the laws of the State of California and makes no representation or guarantee that any information submitted will be kept confidential. Specifically, CalHFA is subject to the California Public Records Act ("PRA"), found at California Government Code section 6250, *et seq.*, and may only withhold records from a requestor if there is an applicable exemption to the PRA.

8. All respondent related costs, including but not limited to, preparation and presentation of submittals related to this RFI are entirely the responsibility of the respondent and shall not be chargeable in any manner to CalHFA.

RFI for Informational Purposes Only; No Financial Commitment

The expectations, plans, and requests expressed in this RFI are not to be considered a commitment or contract in any way.

News Releases and Publicity

News releases and any other publicity pertaining to any part of this RFI or a respondent's submission shall not be made without prior written approval of CalHFA.

Disclaimer

This RFI requests the submission of responses but is not itself an offer and shall not be construed as an offer. In no event shall any obligation of any kind be enforceable against the Agency unless and until a written contract is entered into.