## NCHFA ESFRLP 2023

#### Implementation Webinar: Administrator's Day



#### Essential Single-Family Rehabilitation Loan Pool

Members of the Essential Single-Family Rehabilitation Loan Pool can apply for funding to rehabilitate homes with elderly occupants or those with disabilities, as well as homes with lead hazards that have a child six years old and under living in them.

LEARN MORE



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## Welcome!

- Our Team
- If you haven't done so, Send us <u>your team</u> by completing your PAD submittal.

#### **NCHFA Groups:**

Leadership

Executive

**Programs** 

Community Living Initiatives and Rental

**Assets** 

Hardest Hit Fund

**Home Ownership Programs** 

Rental Investment

Support

**Finance** 

**Human Resources** 

Information Technology

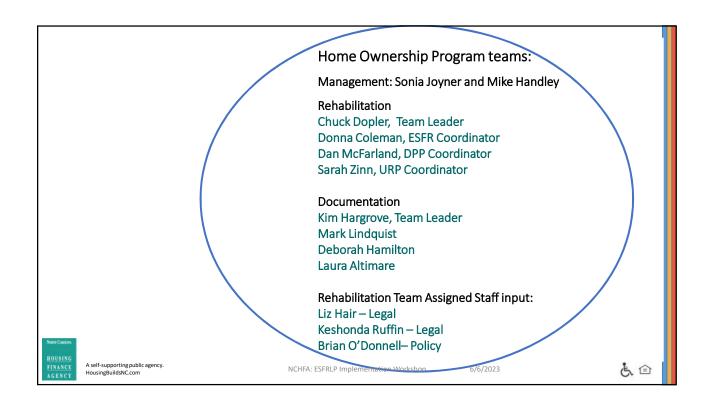
Legal Policy

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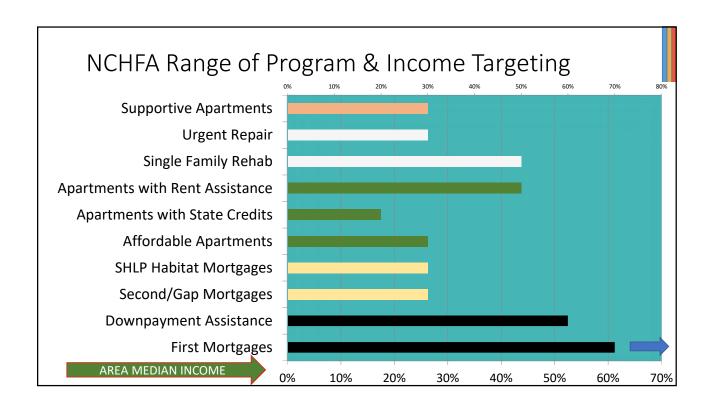


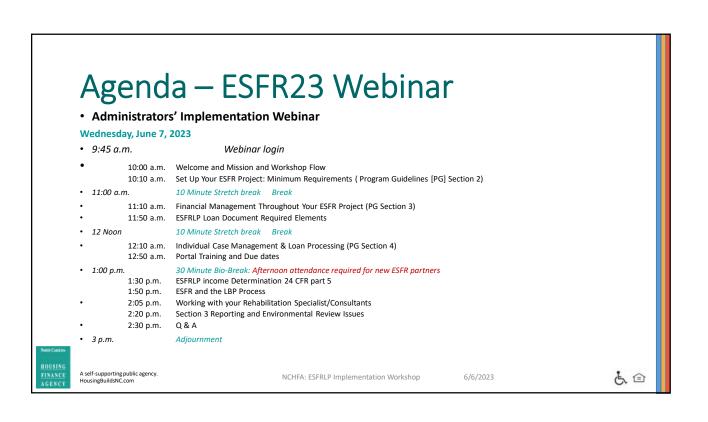
#### Our Mission

We provide safe, affordable housing opportunities to enhance the quality of life of North Carolinians.



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# Set Up Your ESFR Project: Minimum Requirements

aka Due Dates, Basic Program Workflow and Minimum Administrative Requirements



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## Website

- Navigate to the Program Guidelines: www.nchfa.com
- Bookmark this page
  - <a href="https://www.nchfa.com/homeownership-partners/community-partners/community-programs/single-family-rehabilitation-loan-pool/forms-and-resources">https://www.nchfa.com/homeownership-partners/community-partners/comm



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#### **ESFRLP PROJECT WORKFLOW DATES**

Activity	Example Date in 2023
Award – issued by NCHFA, phone call + letter	April 6, 2023
Create Project Folder	Day of Award Letter Receipt (dated April 6, 2023)
Complete PAD, receive approval, sign Funding Agreement, \$162,000 allocation in place, usable	Earliest Start date: 7/1/23; after 7/1/23, FA is dated 7/1/23 but project begins on date of PAD approval
Begin Marketing and Outreach	Date of FA but <u>no earlier than 7/1/23</u> – no expenses prior
Perform Intakes/Choose among Applicants	Not before 7/1/23 or per your Assistance Policy
Begin Partner Portal Workflow Process	7/1/23 or Per Assistance Policy decision dates
Unused portion of \$162,000 allocations return to Loan Pool (3.2.2)	July 1, 2024* *new beginning with ESFR22
All units reserved in the Partner Portal (3.2.2)	December 31, 2025
All units complete, CCFC due, no further fund expenditures (3.2.2)	June 30, 2026
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#### **CHANGES ESFR19 TO ESFR21**

- ☐ 28 years of SFR (SFR, SFRLP, & now ESFRLP-year 7)
- ☐ Over \$180 million committed and approximately 4,714 homes rehabilitated to date

#### ${\color{red}\textbf{CHANGES in the program guidelines from}} \ \underline{\textbf{ESFRLP19 to ESFRLP20}}; \\$

- 1) Updated several website references (especially in the Rehabilitation Standards) including the income calculator: https://www.hudexchange.info/incomecalculator/
- 2) Section 2.2: added language reinforcing the requirement to call your case manager for prior approval when increasing project budget due to unexpected issues.
- 3) Section 2.4.1: clarified date of unit fund commitment
- 4) Section 3.2.2: added requirement to complete FA modification process
- 5) Section 3.12.7: added requirement for one overall unit photo
- 6) Section 4.1.4.5: added additional language concerning mixed use of home
- 7) Sections 4.2.2, 4.2.2.4 and 4.3.1.17: added radon mitigation to list of work scope breakout requirements and reinforced that radon test is a required submittal
- 8) Section 4.4.4: updated Subordination Request process

- CHANGES in the program guidelines from ESFRLP21:

  1) Section 3.9.5: added upload of monitoring documents to the Partner Portal
- Section 4.1.2.17: tied Notice of Disposition description to the date of ESFRLP Pre-Application
- Section 4.2.2: adds a year built date requirement to the work write-up and clarifies "required" and "preferred" requirements for the work write-
- Appendix Section C2: ESFRLP Waiver moved to required documents. This section is now used to provide the function of the Waiver and guidance on completing the Waiver.

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#### CHANGES ESFR22 & ESFR23

#### CHANGES in the Program Guidelines for ESFRLP22 and ESFR23:

- Section 1.1: Allowing more than one eligible applicant to serve a given county
- 2) Section 2.2.1: Increasing the maximum amount of program assistance for hard costs to \$40,000
- 3) Section 2.2.4 and 2.2.4.3: added Administrative funds to the program, up to 10% or \$4,000 of the hard and soft costs, which ever is less, per unit.
- 4) Section 2.3.1: Increasing the annual forgiveness rate from \$5,000 to \$8,000.
- 5) Section 2.8: clarified that temporary relocations may not exceed 1 year.
- 6) Section 3.2.2: reduced the set-aside amount from \$190,000 to \$162,000, reduced the set-aside units from 5 to 3, reduced the set-aside period from 18 to 12 months.
- Section 4.1.4.4: Removed the requirement for a full masonry foundation for manufactured homes; all other requirements remain and an enclosed foundation wall is required to meet the ESFR Property Standard.
- 8) Updated federal mileage rate in Section 4.2.3.4 for those approved to perform rehabilitation work; must always use the current federal mileage rate at time of use. The federal rate may also be used for Administrative fund reimbursement.
- 9) Made minor grammatical corrections/corrected dates/updated links throughout.

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#### **CHANGES ESFR23**

#### **CHANGES in the Program Guidelines for ESFR23:**

- 1) Essential Property Standard, Section 5.B, Insulation, add the following sentence: "Rooms where documentation is provided that the ceiling structure is connected to the roof structure forming a panel with no additional space to provide insulation except between each joist are not required to meet this standard."
- 2) Essential Rehabilitation Standard, Section 11 HVAC: Air Conditioning, Replacement standard: "New HVAC systems will have a rough-in installed for air conditioning (≥14.3 SEER2)".
- 3) Essential Rehabilitation Standard, Section 11 HVAC: Heating System, Replacement Standard: "Heat pumps will be rated at > 14.3 SEER2 for 3.5 ton or smaller units and >13.8 SEER2 for larger units. Heating for split system units will be rated at >7.5 HSPF2. Heating and cooling for package units shall be rated at >6.7 HPSF2/13.4 SEER2."

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#### ESFRLP PROJECT WORKFLOW STAGES

Stage 1: Application and Award Phase

Stage 2: Project Outreach and Scoping Phase

Stage 3: Household Participant Project Initiation Phase

Stage 4: Bidding Phase

Stage 5: Construction Phase

Stage 6: Monitoring and Close-Out Phase





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#### ESFR PROJECT WORKFLOW TEAM MEMBERS

#### Setting Your ESFR Project UP: Administrator roughly PG Section 2

Stage 1: Application and Award Phase

Stage 2: Project Outreach and Scoping Phase

Stage 3: Household Participant Project Initiation Phase

Stage 4: Bidding Phase

Stage 5: Construction Phase

Stage 6: Monitoring and Close-Out Phase

#### <u>Financial Management Throughout: Finance</u> roughly PG Section 3

Stage 1: Application and Award Phase

Stage 2: Project Outreach and Scoping Phase

Stage 3: Household Participant Project Initiation Phase

Stage 4: Bidding Phase

Stage 5: Construction Phase

Stage 6: Monitoring and Close-Out Phase

#### Individual Case Management: Intake & Rehab roughly PG Section 4

Stage 1: Application and Award Phase

Stage 2: Project Outreach and Scoping Phase

Stage 3: Household Participant Project Initiation Phase

Stage 4: Bidding Phase

Stage 5: Construction Phase

Stage 6: Monitoring and Close-Out Phase



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#### Stage 1: Application and Award Phase – Project Level

- Completing your Application, PAD submittal/approval and Funding Agreement (FA) Execution
- Setting Up your Project File
- Reviewing your accounting practices and setting up the proper controls for invoicing, funding requisitions, receipt and disbursement of funds
- Ensuring that all consultants have contracts









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#### NON-PORTAL WORKFLOW

#### Stage 2: Project Outreach and Scoping Phase

- **Project Level:** 
  - Attending the required workshop to understand the rules
  - Review your Policies, Funding Agreement (FA), ESFR Application, Program Guidelines (PG) to ensure your project design meets all the relevant requirements



- Complete your Pre-Application Phase
- Keep records of Administrative Costs for future requisitions\* Repeated it Level:

  Complete Income Calculations and Certifications

#### Unit Level:

- Collect relevant data from participants
- Score and choose participating households
- Send out letters of award and notices of disposition



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Stage 3: Household Participant Project Initiation Phase – Unit Level

- Creating Case Files with Case File Logs
- Collect/research data for Portal: environmental data, post rehab evaluations, State Historic Preservation Office (SHPO) reviews, etc.
- Review hard and soft costs for each unit in preparation for uploading Settlement Data Sheets

NEW 2022

Keep records of Administrative Costs <u>not covered by soft costs</u> for future requisitions\*

- Work with your Rehabilitation Specialist to get Inspections,
   Workscopes, Cost estimates completed
  - All workscopes need a year-built date



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#### **PORTAL WORKFLOW**



- The answer to: When will I begin work in the Partner Portal?
- STAGE 3: Household Participant Project Initiation Phase
  - Unit Level:
    - Initiate use of the Partner Portal and create/submit Reservations
      - Once you submit a reservation, we can review the unit with you via the Portal!
    - Submit environmental reviews, post rehab evaluations, SHPO review, flood maps, etc. in the Portal
    - Upload Home Owner Agreement in the Portal
    - Complete testing activities
    - Process requisitions for soft costs as needed
    - If you have completed a unit, you may bill for Admin costs associated with the current unit\*



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#### **Stage 4**: Bidding Phase Unit Level

- Advertise and Receive Bids may group Units
- Review and Award contracts
- Close/execute any loans not completed in previous phase
- Execute construction contracts



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#### PORTAL WORKFLOW



- Stage 4: Bidding Phase some work may be project level
  - Unit Level:
    - Upload executed/closed loans to the portal if not yet complete
    - Submit Settlement Data Sheet screen in the Partner Portal
    - If you have completed a unit, you may bill for Admin costs associated with the current unit\*
    - Process requisitions for soft and <u>maybe hard</u> costs as needed
      - Required: add the General (or responsible) Contractor to the portal prior to the final requisition and <u>preferably</u> prior to each initial hard cost requisition. Not adding this information to the portal <u>may delay approval</u> of your final requisition.



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#### Stage 5: Construction Phase-Unit Level

- Attend Pre-Construction Conferences, document them
- Continuously review/interact w/ Case Files to ensure logs are updated, inspections and phone calls are noted, add relevant notesto-the file, required documents are added etc.
- Change Orders/Contract Modifications: execute, wet signatures
- Provide Homeowners notice of Warranty date in some way
- Attend Post-Construction Conferences, document them
- Complete all of the unit's Construction Contract close-out documents





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#### **PORTAL WORKFLOW**



- Stage 5: Construction Phase
  - Project Level-Required:
    - complete Funding Agreement Modifications (FAM) as they occur when projects exceed \$162,000
    - <u>Process requisitions for administrative costs\*</u> *only if at least one unit is* completed
  - Unit Level:
    - Contract Modifications (Change Orders): execute & upload to portal
    - Process requisitions for hard and soft costs
    - Submit the <u>Unit Completion Report</u> (UCR) for each project as it is completed-must submit for all.
    - Administrative Funds are not awarded until each unit is completed!\*



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# The Project End

#### Stage 6: Monitoring and Close-Out Phase

- **Project Level:** 
  - Respond to request for monitoring, attend and respond when necessary to the Monitoring Report
  - Complete Section 3 Summary Report anything over \$199,999
  - Return any unused funds requested by NCHFA (rare)
  - Complete the Certification of Completion and Final Cost (CCFC) and send to Mark Lindquist
- Unit Level:
  - Process any lingering Loan mods/requisitions for unit hard or soft costs
  - Prepare & execute all Close-Out paperwork for Case Files
  - Review the desktop monitoring submittal list and ensure all of the required documents are in the organized case files.



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#### PORTAL WORKFLOW



- Stage 6: Monitoring and Close-Out Phase
  - **Unit Level:** 
    - Complete any loan modifications
    - Process any lingering requisitions for unit hard or soft costs don't forget to add the General Contactor on your final pay requistions
    - Ensure all UCRs are complete in the Portal
  - **Project Level:** 
    - Complete any Administrative Invoices/Requisitions\*
    - Upload Section 3 Summary Report anything over \$199,999
    - The Project Ends Complete the final Funding Agreement Modification (FAM) - when applicable
    - Upload all requested Monitoring documents



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# ESFR Program Guidelines for Minimum Administrative Requirements

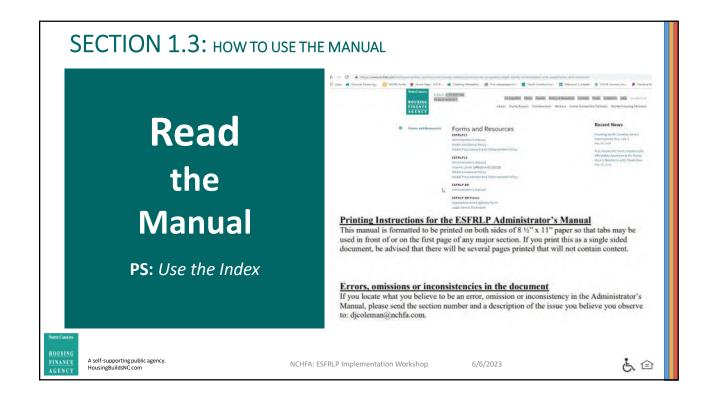
(aka PG Section 2)



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#### **ESFRLP PROJECT WORKFLOW TEAM MEMBERS**

Set Up Your ESFR Project: Administrator roughly PG Section 2

Stage 1: Application and Award Phase

Stage 2: Project Outreach and Scoping Phase

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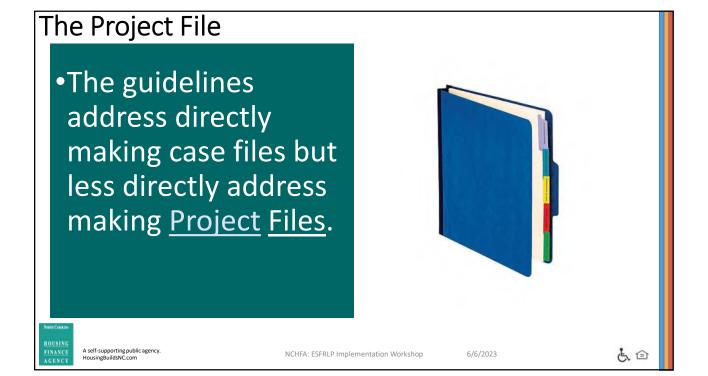
Stage 6: Monitoring and Close-Out Phase

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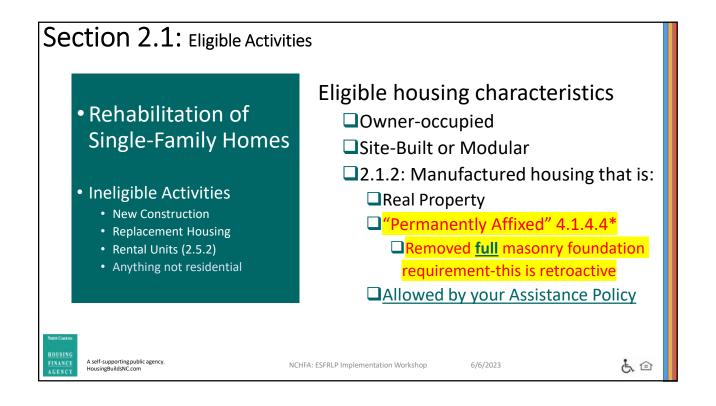
# The Project File is likely to contain: 1. Copy of your Application for Funding 2. Funding Agreement 3. Copy of your completed PAD including LAP and approved portal user information 4. Adopted Assistance & P&D Policies and record of adoption. 5. Applicant Ranking Process and Notes 6. Applications denied and approved, disposition letters 7. Advertisements, other program outreach 8. Written Contracts with Consultants 9. Contractor Registry information (or point to it) 10. Project Amendments-REQUIRED FORM, if needed 11. Section 3 Information and reporting-REQUIRED FORM, if needed

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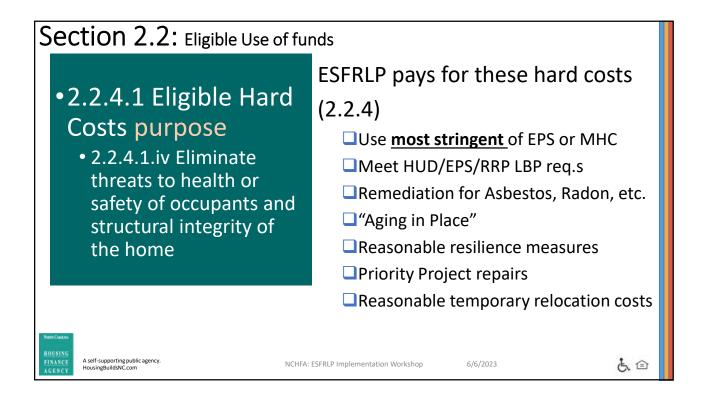
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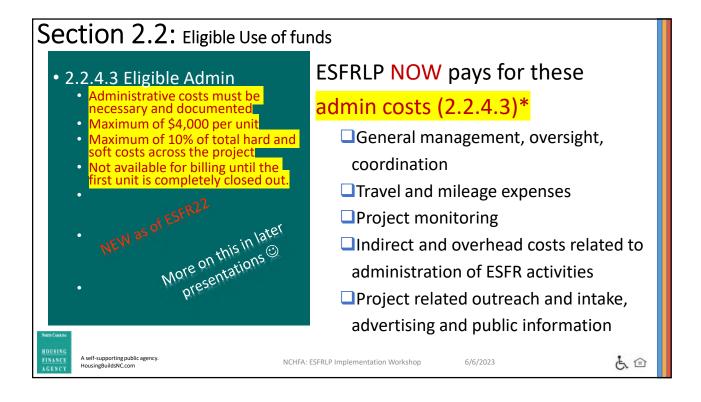
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#### Section 2.2: Eligible Use of funds Maximum of \$10,000 in soft costs 2.2.4.2 Eligible Soft ■Outreach & Advertising Cost purpose ■ Environmental Review Preparation ■ Asbestos Testing/Clearance ■ Radon Testing □LBP Inspection/Risk Assessment □ LBP Clearance DIRECTLY ASSOCIATED □ Loan Document Execution, recording, legal fees Soft costs ☐ Pre-rehab Inspection including Scope of work ■Work Write-Up ■Cost Estimate ■Construction Management ☐ Flood Insurance (units in Flood Hazard Zones) ☐Post-rehab Value Certification A self-supporting public agency. HousingBuildsNC.com 6/6/2023 6 1 NCHFA: ESFRLP Implementation Workshop





# Marketing and Outreach... May We Suggest?

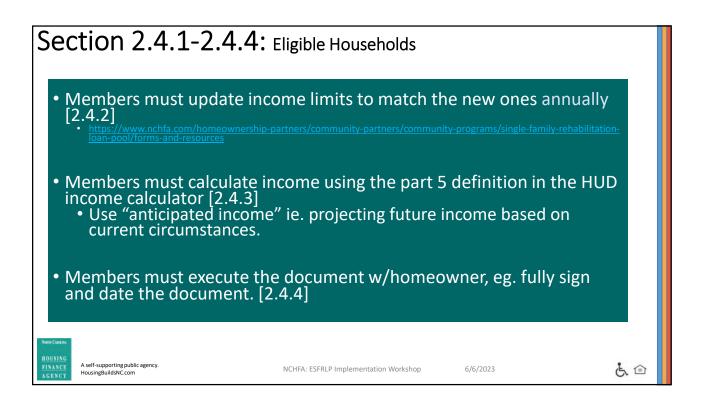
# Start Now

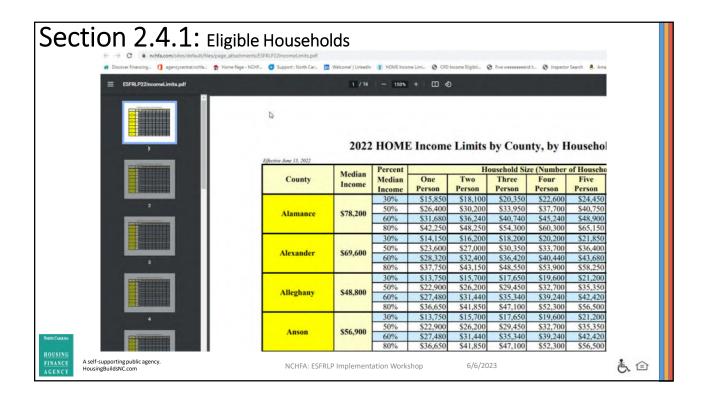
- Don't wait for 2 years to get revved up
- A lack of planning on your part shouldn't constitute an emergency on the part of NCHFA staff.

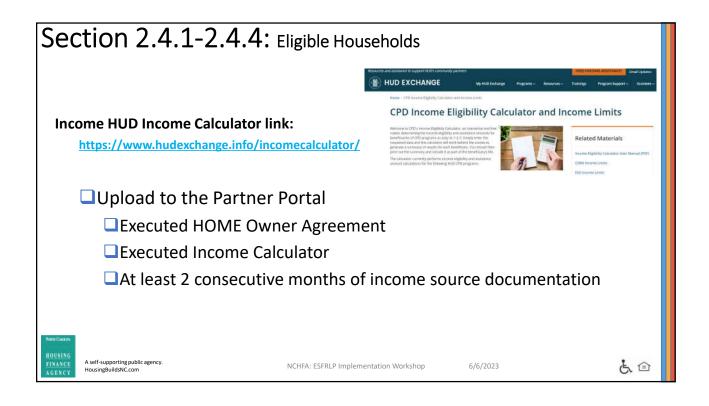


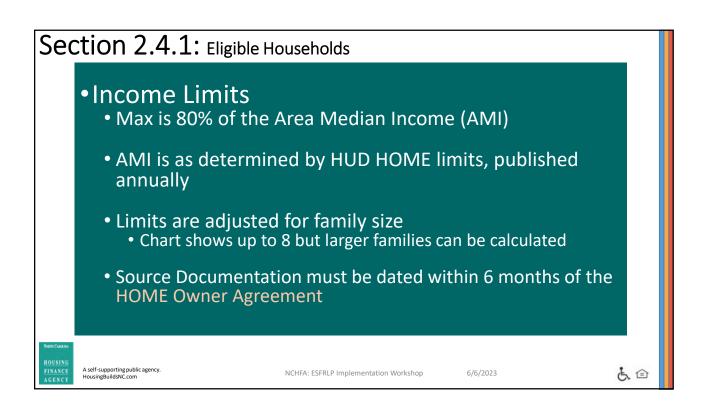
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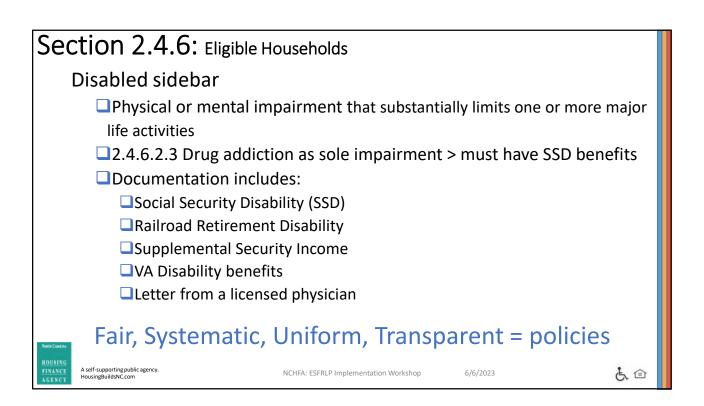








# Section 2.4.6: Eligible Households Eligible households with Special Needs must be described in Assistance Policy Elderly Disabled Veteran Child under age 6 threatened by Lead hazards or potential hazards Funds are officially committed or "RESERVED" on the date of the HOME Owner Agreement or when it is uploaded to the partner portal



# Section 2.4.4: Eligible Households

#### **Potentially Problem Documents**.

Social Security Income annual Letter Pay Stubs/Wage Statements

Bank Statements – lots of **non-income** information, privacy

**Interest Statements** 

W-2 form – employed at least 2 years, still need a current pay stub Income taxes – lots of other information, privacy

Unemployment Compensation Documentation
Pension Account Statement



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# Section 2.4.5: Eligible Households

- Member must have a policy about and respond to applicants who have been denied assistance
- It's important to keep these decisions in the PROJECT FILE

Fair, Systematic, Uniform, Transparent = policies



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# **Section 4.1** Selecting Applicants with emphasis on Fair Housing Practices



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# Section 4.1.2: Selecting Applicants

#### Fair, Systematic, Uniform, Transparent = policies

- Do not discriminate against: race, color, national origin, religion, sex (including gender identity and orientation), familial status, disability or limited English proficiency.
- Prioritize households according to income level, housing need, other non-discriminatory practice (age and disability are not discriminatory in connection with these funds as elderly and disabled citizens are part of the target audience) per 24 CFR 92.351.



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#### Section 4.1.1 and 4.1.2: Screening, Scoring and Choosing Participants

Fair, Systematic, Uniform, Transparent = policies

- Entitlement cities that cannot receive funding for ESFR: Charlotte, Durham, Greensboro, Raleigh, Winston-Salem.
- You shall not discriminate against: race, color, national origin, religion, sex (including gender identity and orientation), familial status, disability and limited English proficiency.
- Why isn't Age on the list? The current thinking is that this program is primarily designed to reach those 62+. This may change if policies or thinking changes.

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Can you prioritize households based on need?

Can you draw eligible applicants from existing waiting lists or make new waiting lists?

Are you required to publicly advertise ESFRLP?

YES...but you MUST have a system of internal controls to ensure <u>fair housing practice</u>.

These policies show up where?????

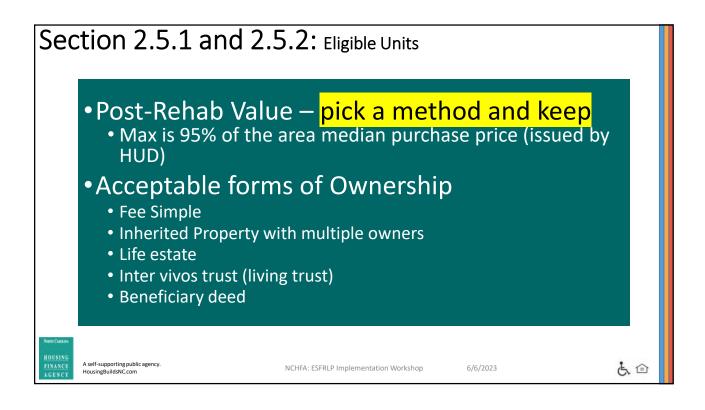
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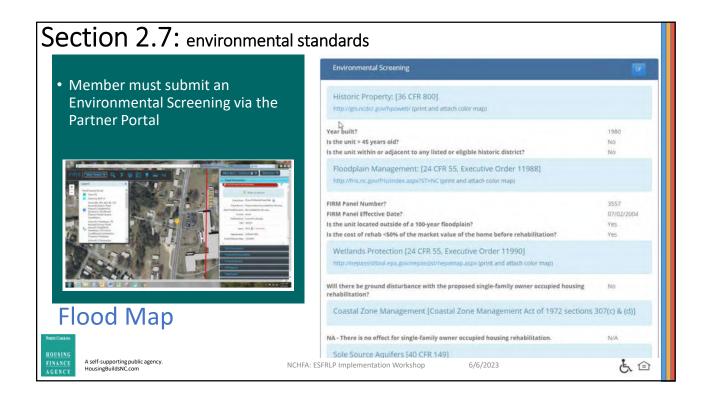


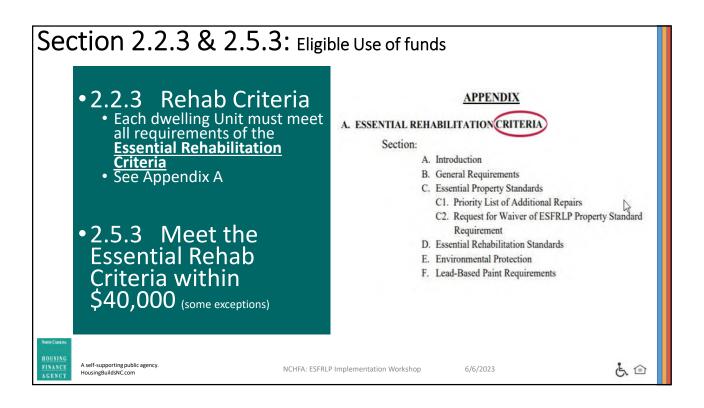
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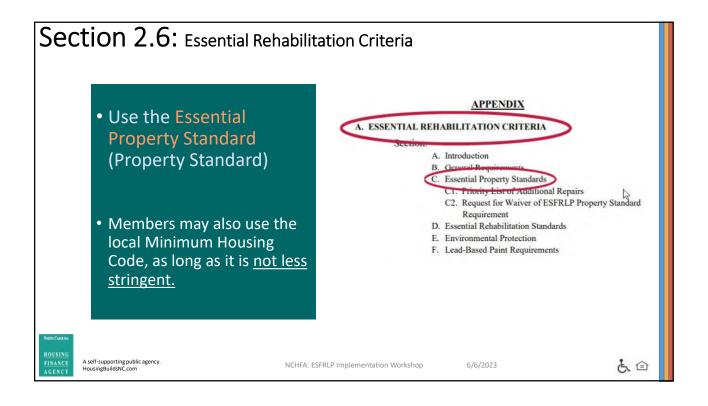
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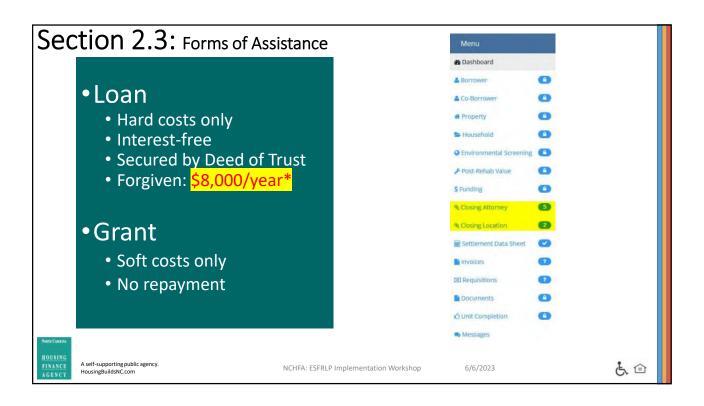


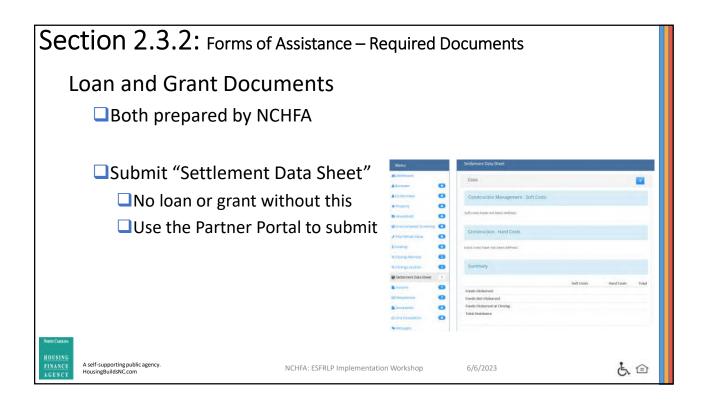


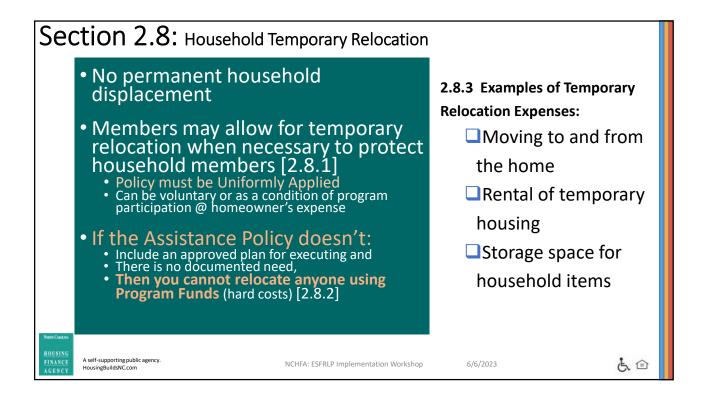


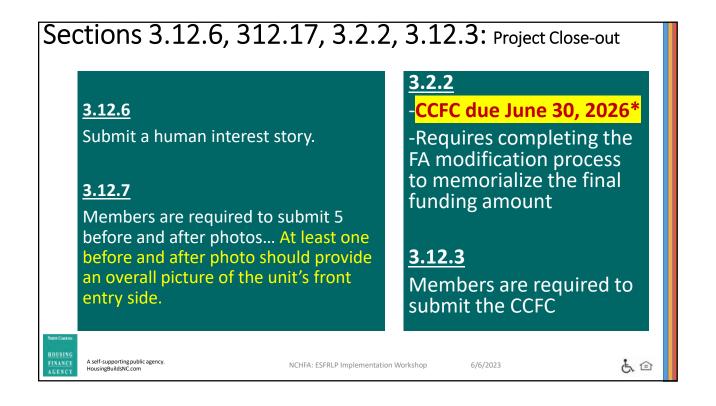


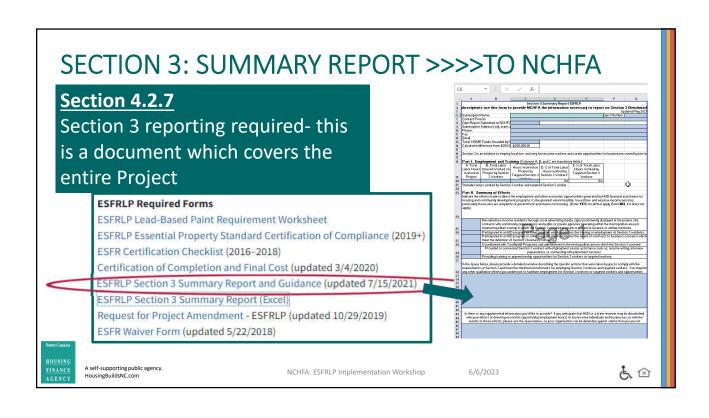


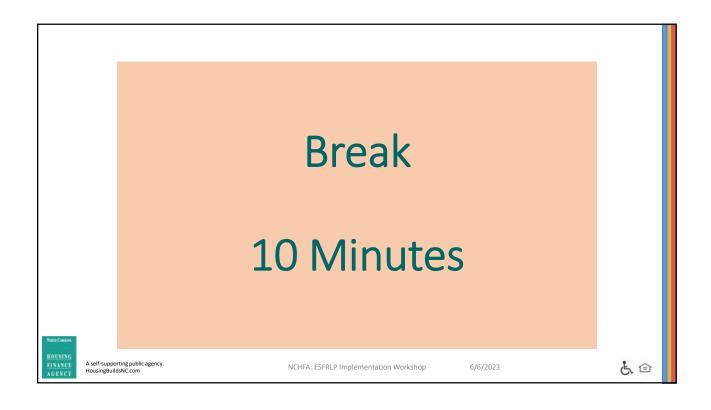












# Financial Management Throughout Your ESFR Project



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# Sections 3.1.1-3.1.3: Funding Agreement

#### Where do you Find the Rules for ESFR?

- Application for Funding [+program amendments]
- Funding Agreement [+modifications]
- Program Guidelines and Appendices
- Assistance and Procurement/Disbursement Policies
- Post Approval Documentation

#### Sections 3.7 & 4.2.5 Disbursement

Procurement and Disbursement Requires Written Policies

Fair, Systematic, Uniform, Transparent = policies



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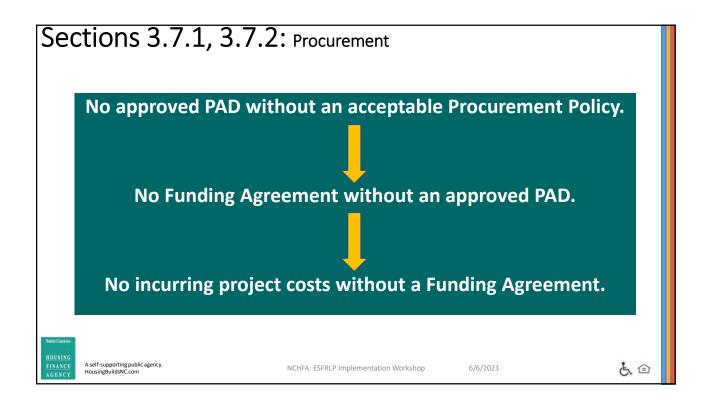
#### Section 3.7.5, 3.7.7 & 3.78: Transparency & Equal Opportunity All activities conducted fairly, openly No discrimination: (transparently) and competitively so as to eliminate any conflict of interest and even the Race appearance thereof Color **National origin Conduct Contracting Activities in Compliance with:** Religion Minority Business Enterprises (MBE) Sex Women's Business Enterprises (WBE) **Familial status Disability** The foundation of your policies should focus on uniformity, openness, inclusiveness and Limited English fairness. Your practices should be transparent. **Proficiency**

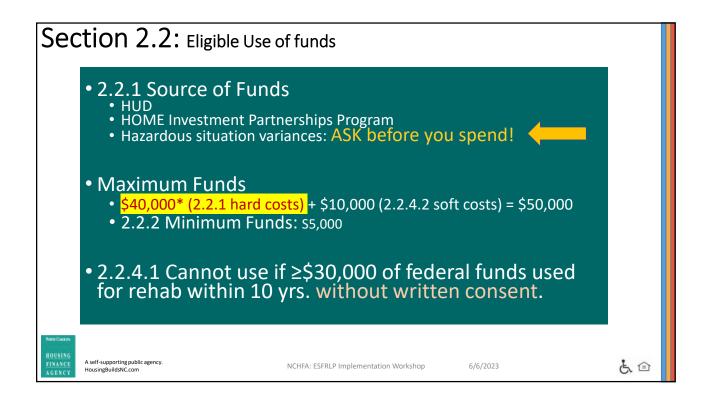
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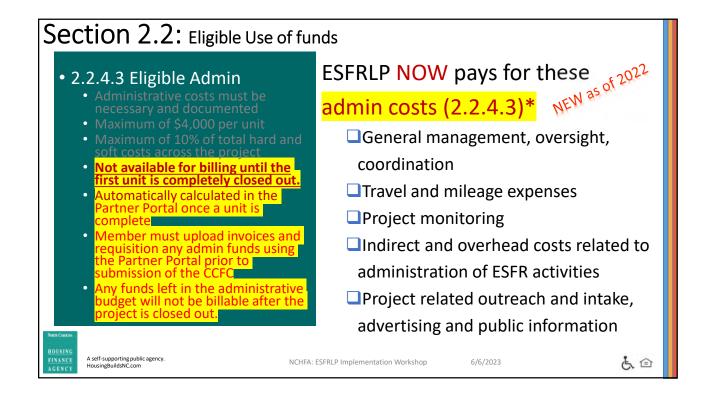
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#### Sections 2.2.4.2 & 3.11.6: Eligible Use of funds & Non-compliance w/ESFR Maximum of \$10,000 in soft costs 2.2.4.2 Eligible Soft Costs ■Outreach & Advertising ☐ Environmental Review Preparation • 2.2.4.2 DIRECTLY ASSOCIATED Soft costs ■ Asbestos Testing/Clearance ■ Radon Testing • 2.2.4.3 Cannot use for Administrative □LBP Inspection/Risk Assessment expenses ■LBP Clearance • 2.2.4.5 Limited resources for no-fault units ☐ Loan Document Execution, recording, legal ☐ Pre-rehab Inspection including Scope of work ■Work Write-Up 3.11.6 Only COMPLETE units will be reimbursed; ■Cost Estimate improperly expended funds or incomplete units not □ Construction Management meeting HUD/NCHFA requirements, for any reason, will ☐ Flood Insurance (units in Flood Hazard Zones) likely require reimbursement and potentially interest. ■Post-rehab Value Certification A self-supporting public agency. HousingBuildsNC.com 6/6/2023 NCHFA: ESFRLP Implementation Workshop 占金

# Section 3.3.3 & 3.7.3: Contractor/Consultant Written Agreements

#### ALERT concerning soft and hard costs!

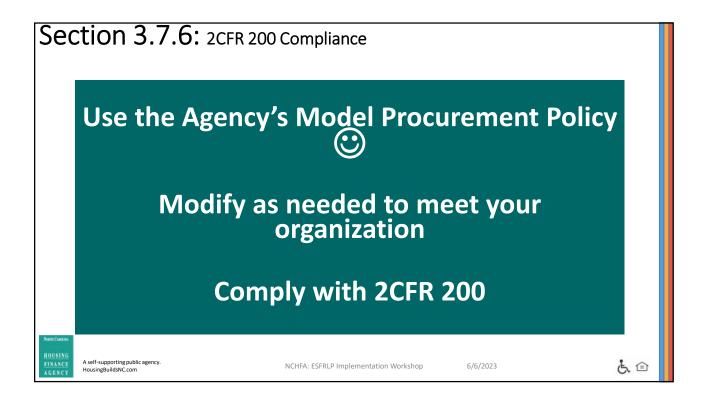
- All services utilizing either soft or hard costs require contracts for HOME funds to be used. This means there are Federal requirements attached!
- Must be in place before soft and/or hard cost disbursed, Agency has the right to review
- Work must be unit specific Invoices including single or multiple units should be clearly marked with costs per unit.
- NCHFA has created model policies, contracts, forms & procedures to assure compliance if you do not already have your own!



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# Section 3.5: Accounting System Requirements

#### We require:

- Accounting System for separating ESFR funds from other funds [Section 3.3.1]
- **Documentation** records supported by source documentation
- **Internal Controls,** including more than one signatory for contract amendments, change orders, etc.
- Accountability audits, adequate response to findings/recommendations



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# Section 3.8: Financial Audit Requirements

- Audits are required to be submitted annually to NCHFA
- Audits are carefully reviewed by the Agency
- Share Program Guideline Section 3 with your Fiscal Officer!



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## Sections 3.2.2 & 3.2.3: Reservations and Disbursements

#### When can I go swimming in The LOAN POOL?

- After July 1 2023, \$162,000/3 units\* your own wading pool
- After June 30, 2024\* everyone in the deep end of the pool
   Note that this is six months earlier than cycles prior to ESFR22
- December 31, 2025 everyone out of the pool
- <u>June 30, 2026</u> pack it up and go home
- Reminder: Must have a funding agreement to enter any pool.



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## Sections 3.9.1-2: Project Monitoring by the Member

- Member is ultimately responsible for training and supervising Project Staff who are operating the project
  - Includes implementing internal controls for checks and balances that all activities meet "the rules"
  - Ultimate responsibility falls with the organization that signs the Funding Agreement with NCHFA
- Member's Staffing plan was part of Application
- Agency must be notified of any changes (3.1.7)

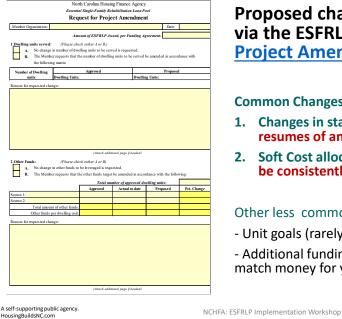
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## Sections 3.1.7: Project Amendment Request for Project Amendmen



Proposed changes must be submitted via the ESFRLP form "Request for **Project Amendment** 

#### **Common Changes**

- 1. Changes in staffing must be accompanied by resumes of any staff members or consultants.
- 2. Soft Cost allocation request important if this will be consistently applied throughout the project.

#### Other less common changes:

- Unit goals (rarely used in ESFR)
- Additional funding source change (example: loss of match money for your program)



# Sections 3.9.3-5: Project Monitoring by the Member

- Member must demonstrate proper control systems throughout the project (financial and/or project)!
- Failure may result in loss of funding
- Monitor contractors- scope of work compliance, licenses, insurance. Inspections!
- Agency technical assistance is always available- JUST ASK!



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#### Sections 3.2.5: Disbursement of Funds

This is a REIMBURSEMENT only program.

Funds cannot be requisitioned prior to expenditures incurred.

- The Portal location to submit all requisitions for funds, supported by invoices.
- Settlement Data Sheet must be submitted prior to requisitioning hard costs
- Estoppel/Loan Modification at final
- 2.2.4.3 Admin funds only available after first unit is complete in portal\*

Incur other ESFR soft costs before "Title Review" is complete at your own risk!



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# May We Suggest?

# Outreach to Contractors Continuously

- Don't wait until its time to advertise Bids
- This is the idea behind the "Contractor Registry"
- 2.2.4.3 Admin costs for outreach to contractors anyone?



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# Sections 4.2.6: Procurement Inclusion Requirements for Outreach

- Requires MWBE inclusion and documentation.
- 51% Ownership, with decision-making control and actively involved in day to day management

Fair, Systematic, Uniform, Transparent = policies



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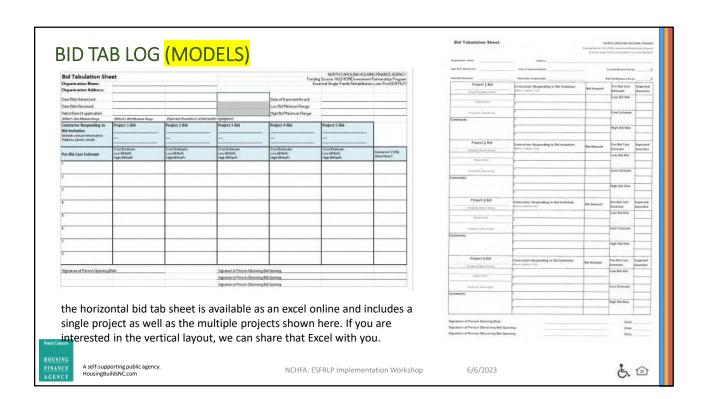
# 4.2.3.1 Competitive bidding requirements: open transparent, fair, competitive, prevent corruption eg. no Conflict of Interest (COI) -in Member Assistance Policy 4.2.3.2 Requires line-item breakdown 4.2.3.3 Requires Written Procurement Standards 4.2.3.4 If work done by member, list specifics of how financial records are kept to meet all accounting requirements.

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# Sections 3.7.9: Debarred/Suspended businesses

No Program-funded rehabilitation work will be contracted with businesses or individuals which are <u>debarred</u>, <u>suspended or otherwise ineligible under the terms of 24 CFR part 24.</u>

#### www.sam.gov



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#### **Settlement Data Sheet & Requisitions Loan Status-Approved** After winning contractor is selected, you can submit the Settlement Data Sheet Only Increments of \$1 Members can upload invoices and requisitions for hard and soft costs **Members Approve Invoices**, Case Managers **Approve Requisitions** A self-supporting public agency. HousingBuildsNC.com E 1 NCHFA: ESFRLP Implementation Workshop 6/6/2023

# Sections 3.7.10: Change Orders

- ANY change to a scope of work, costs or completion date.
  - This includes no-cost change orders ESPECIALLY when one work item is traded for another work item.
- Signed by all parties, two signatures from Member organization.
- Documentation as appropriate for describing the change.
- Change in cost may require an Agency Loan Mod or Estoppel.



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# Sections 3.3.1 & 3.3.2: Recipient Accounts

- Establish a federally-insured master account
  - While the account is usually established well before now, this is the stage when things can go wrong.

#### **IMPORTANT:**

- 12 days to spend ESFRLP Funds
- If not returned within 12 days, Interest earned will be calculated and that will be due as well.



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# Sections 3.3.4: Hard Cost Disbursements

#### Hard costs for actual rehabilitation can only be paid after:

- Loan closing is Complete (Promissory Note, <u>Recorded</u> Deed of Trust)
- Executed contract for rehab in the portal
- Submit Settlement Data Sheet



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# Sections 3.2.6: Unit Completion Screen (formerly Report)

#### **The Unit Completion Report (UCR):**

- Completed within 60 days of final draw.
- Once units are closed out in the portal, they are accessible to your organization for 5 years.
- Consider if taking screen shots of the portal for your files is necessary to comply with complete case file information.
  - You could add a standard note to the file that will direct them to the portal for the 5 years they are available.



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# Sections 3.11.1-2: Agency Monitoring

#### What criteria we use to monitor for project compliance:

- Application for Funding
- Funding Agreement
- Program Guidelines
- Post Approval Documentation
- Assistance & Procurement Policy

#### The Agency employs both Desktop and Field Monitoring



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## Sections 3.11.3-5: Agency Monitoring

- Critical to all of our success!
- Capacity assessment & # of units 3.11.3
- Electronic delivery of documents required via the Partner Portal- 3.11.4
- Compliance (i.e. EPS + MHC) Unit visits 3.11.5
- Feedback and Findings
- Response and responsiveness

Your Case Manager will issue a Monitoring Report after both Desktop and Field Monitoring are complete.



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# Sections 3.6.1-3: Recordkeeping

- 5 year record retention from date of closeout letter
- Retention is longer if there is litigation, etc.
- Your organization may be subject to audit, now or in the future



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Requirement to

memorialize final

funding amount

# Sections 3.12.1-4 & 3.4: Project Close-out & Program Income

- 3.12.1 You initiate project closeout!
- 3.12.2 No new rehab contracts after 12/31/24 (Date of Completion)
- 3.12.3 Members required to submit CCFC, due 6/30/25

  Note this is not currently submitted through Portal
- 3.12.4 Remit all undisbursed funds with CCFC, including Program Income
- 3.4 Program Income is money deposited in interestbearing accounts. Matching Funds are not Program income.



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Please	Type or Print Legibly in In	ok AMD Please round to the neare	est dollar)		CER	RTIFICATION OF COMPLETION AND FINAL COST
						(Please Tipse or Print Legible in Ink.)
Member Organization:			Date of Report:			
Funding Agreement #:		Donoram	Completion Date:		Date of Report:	Member:
I sindlig Agreement #		Program	Completion Date		C. CERTIFICATIONS	(Please check the box beside each applicable statement.)
Report Prepared by:		Phone Numb	ber			
A. ACCOUNT BALANCE	e					ng units rehabilitated under the direction of the Member with ESFRLP assistance now
A. ACCOUNT BALANCE	.5					s Housing Quality Standards and the Agency ESFRLP Rehabilitation Criteria and
1. Receipts:					contain n	o imminent threats to the occupants of the unit or the structural integrity of the unit.
		ocation.			2. All Propra	am-funded rehabilitation work was inspected, as required, by State building code
		ies drawn from DIS				ent officers.
		AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA				
						ed security documents have been properly executed, recorded and submitted to the
2. Disbursements by Mer					Agency s	oursuant to the Program regulations.
a. Rehabitation hard cos	S				4. All Agenc	by concerns stemming from its monitoring of the Member's ESFRLP Project (as stated in a
			(*)			n the Agency) have been resolved.
c. Total of diabursements	(a promispeur c.)		The Charles	7 1 1 1		
3. Balance of ESFRLP fund	s in local ESERCE					
			leture to MCHEA		5. Unit Comp	pletion Reports have been submitted for all activity accounts that were set-up in the HUD
	1 54	(Count (Ed: minus 2.4.) (R	Return to NCHFA		integrated	pletion Reports have been submitted for all activity appounts that were set-up in the HUD d Disbursement & Information System (DIS), leaving a DIS balance of zero (0).
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## Title Review Process

- Once the Reservation has been accepted the file falls into the title review work list as well as the Environmental Review work list for processing.
- If a Power of Attorney was used to sign the Income Eligibility Calculator or the HOME Owner Written Agreement a copy of the Power of Attorney <u>must</u> be submitted with the reservation.
- Our goal is to have the title review complete within 10 Agency business days of the reservation being accepted; however issues discovered during title review can cause delays. Additionally, if we have to send the title review out to our 3<sup>rd</sup> party vendor it can take longer.
- The title review and the Environmental Review, including the receipt of the SHPO response letter, need to be completed before a file can be approved.



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# Title Review Process

During title review we look at the following:

- Property Taxes
- Deeds/Ownership
- · Estates, if applicable
- · Deed of Trusts/Mortgages
- Judgments
- Bankruptcy

Incur other ESFR soft costs before "Title Review" is complete at your own risk!



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# **Title Review Process**

On average close to 60% of the files we receive have some sort of title issue. How can you help?

Challenge	How you can help
Foreclosure	We will find in title review. We may ask for additional information and/or documentation.
Ownership of Multiple Properties	We will find in title review. We may ask for additional information and/or documentation, including an updated HUD income calculation.
Bankruptcy	We will (usually) find in title review. We may ask for additional information and/or documentation, including permission of the Bankruptcy Judge for us to close our loan. If an applicant is in an active bankruptcy, we can not proceed without Court permission.



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# Title Review Process

Challenge	How you can help
Unpaid Property Taxes	When the borrower comes in, ask them if his/her property taxes are current. If not, have the borrower pay the taxes in full or start working with the county tax office now to set up a repayment plan.
Death of Spouse or Co-Owner/Estate/Heirs	Get a copy of the Death Certificate of the deceased spouse or co-owner.  ***We may be contacting you to assist us in obtaining copies of estate documents, and additional people may need to sign the deed of trust.***
Divorce and/or Separated	Verify the borrower's marital status. Please provide us a copy of the divorce or separation agreement.

These are example of what we commonly see; however, our requirements for each file will depend on the details for that file and what is found during a title search.



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## Title Review Process

Tax Payment Plans must contain the following:

- Letterhead or form issued by the Tax Department. <u>Screenshots of</u> <u>the tax department collection system are not sufficient.</u>
- Signed by the someone in the Tax Department.
- Described the terms of the payment plan (example: \$100, a month starting 7/1/2020 until paid).
- States which years are covered if borrower is past due for more than one year.
- States that as long as borrower is still in good standing on the payment plan that the Tax Department won't proceed with further collections.



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# Loan Closing Process

- After you have received loan approval and your winning bid/contract you can submit the Data Settlement Sheet for closing.
   Data Settlement Sheets should not be submitted if you have not received your winning bid/contact.
- The Agency requires <u>7 Agency business day's</u> notice before closing.
   Closing date should be confirmed with the borrower before scheduling in the portal <u>and the closing may not take place before the closing date given to the Agency.</u>
- Only the documents provided by the Agency should be used for closing.
- 3 day right to rescind <u>does not</u> apply to the ESFR loans and should not be provided to the borrower.



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# Loan Closing Process

We will send the closing package via secure email with the following documents:

- · Promissory Note
- Deed of Trust (to be recorded and must be signed by all owners and spouses)
- Legal Advise Disclosure (must be signed by all owners and spouses)
- · Grant Agreement
- Name Affidavit
- W-9 for all borrowers
- Request for Notice(s), if applicable (to be recorded)
- Privacy Notice (to be given to borrower, does not need to be signed)
- Closing Instructions Letter



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# Loan Closing Process Quick Reminders

- All loan documents must be fully completed and all be dated the same date.
- Documents must be printed single sided. Most Register of Deeds will not accept double sided documents for recording.
- Absolutely no changes to the loan documents are permitted without written approval from the Agency.
- If a borrower wishes to close with a Power of Attorney the partner must submit the Power of Attorney to the Agency at least 3 business days before closing for review.
- Everyone listed on the loans documents must sign for themselves. If someone is unable or unwilling to sign, stop the closing and call the assigned NCHFA Paralegal.



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# Loan Closing Process Quick Reminders

- If the marital status of the borrower has changed since the reservation you must notify the Agency before signing any loan documents. This includes death of the co-borrower or spouse who is signing.
- All original loan documents should be returned to the Agency within 5
   <u>business days of closing</u> with the exception of the Deed of Trust and
   Request for Notice (if any).
- Hard costs requisitions cannot be paid until all loans documents have been received and approved.
- Notify the Paralegal if there are any changes to the closing date.



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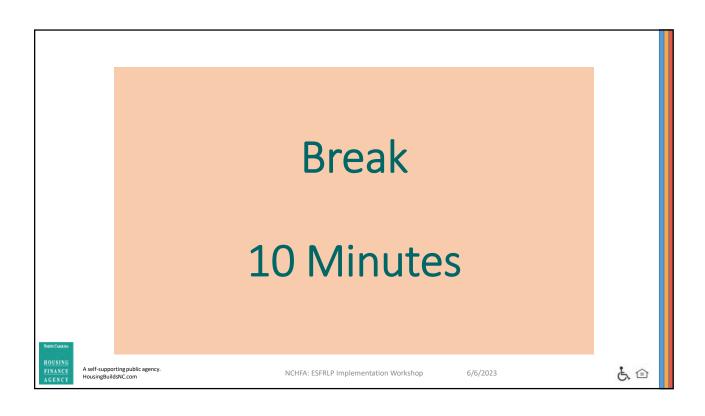


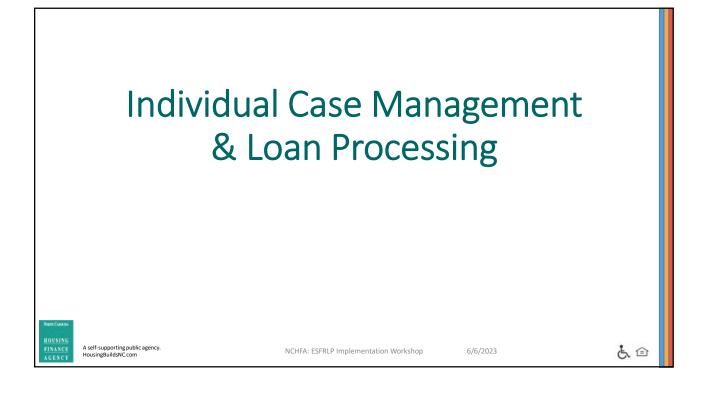
# Title Review and Loan Closing Process







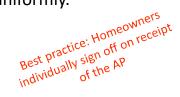




# Sections 4.1.2: Selecting Applicants: Assistance Policy

#### Outreach and Intake is the implementation of Policy

- You must have an <u>Assistance Policy</u> that clearly identifies and describes the 18 items listed in this Section.
- The Assistance Policy (AP) must be officially adopted, readily available to the general public and applied uniformly.
- Notice of Disposition
- Complaint and Appeals Process





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### Sections 4.1.3: Selecting Applicants: Ownership Requirements

**4.1.3.1** Must own the home and have authority to create a lien on the property

**4.1.3.2** Must meet income requirements and a fulltime household member must have at least one special need:

- Elderly
- Disabled
- Veteran
- Child under the age of 6 threatened by lead exposure



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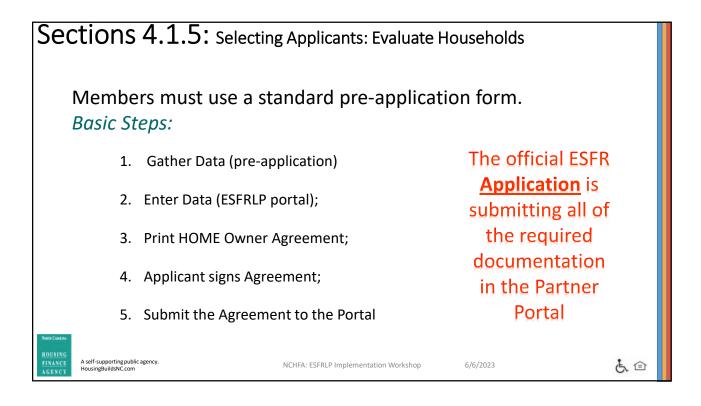
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# Sections 4.1.4: Selecting Applicants: Property requirements 1.In NC county you are serving 2.Remain affordable 3.Owner Occupied, Permanent foundation, Real Property 4.Minimum 50% of building is residential

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	1	Essential Sin	igle-Fan	SCY MO	DIFY bilitation L its Certifica	oan Pool				AGENCY MODIFY  ESFRLP PROGRAM  Pre-Application & Eligibility Cartification (1925)
Applicant Data		2 генцью	ACTUREDON D	a Lugiona	us certifica	HUM.		Cheb	e 1 of 2)	Applicant Data
Name of Homeowner(s) (Fit	er Mr. 1	Lastro							_	Name of Homeowner(s) (First, MI, Last):
Street Address:	and head	-								Street Address:
City:		C	creatly:				Zip C	oda	- 3	Qualifying Income Table (for reference) Maximum Gross Household Income
Home Phone:				rk Phone:			- 100			Household Size 1 2 3 4 5 6 7
If the Applicant was refere	red by se	emeans other	than self,		se following:					a) County: 30%
Contact Name.				Paren.						9) County: 50%
Relationship to Owner: Notes:										c) County: 80%
Household Membership										
Name (First, MI, Last)	Sex	Birth Date	133# (9 die	Christoper att	Face Code	History;**	Pel	ation to Hom	natural et	Qualifying Questions  Does the applicant own this home? YES NO
A Committee of the Comm		Delic Care				- Indigense	-			
									-	Does the applicant's household qualify based on the income criteria?YESNO
0										Mark all Special Need(s) by which the Applicant qualifies:  Owner C+ Member Disabled Version FREL threat to child under 6
4.										Owner 62- Member Disabled Veteran*** EBLL threat to child under 6 Eligibility Certifications
2.										
	-				-	-	-			I hereby certify that:
				-		1	1			1) All of the above information has been reviewed or documented in accordance
Gress Income Work Table Source	le.		4	Dellars /	Household M	mber / MON	TH !	1	Tutal	with the ESFRLP Program Guidelines and the ESFRLP Assistance Policy.
I) Wages		-	-	-	-	-	+	-	1114	2) The Applicant is eligible for auxistance under the ESFRLP Program;
2) Ratirement Pension				_		-	+	1		3) There is no other state or federal cource of funds available now, or likely to be
3) Social Security										available within the uset six months, which could pay for the proposed repairs.
4) Supplemental Security Incom	10				-		1			
5) Public Assistance									-	Authorized Officer Organization Date
6) Child Support							-			Eligible ESFRLP Rehabilitation Needs:
7) Innerest			-	-			-	_	_	
0)			-	-	_	-	-	-	-	
10)			_	_	_	_	+	_	1	
Mouthly Sub-Total (sum rows I	-105									-
Amenal Sub-Total (12 x note also	(475	1000								Case Notes (for office use only) Name of interviewer
Amenal Gooss Household Incom	te (mm.	Annual Sub-To	ital for coh	item a-g):			_		•	
Applicant Certifications									_	Non-housing problems:
I hereby certify that:										
<ol> <li>I own and occupy the home</li> <li>The household and income</li> </ol>										
This information is provide							The Dree	name is industrial	200	Action taken for referrals? YES NO If yes, specify:
ausist low- and very low-in-										
issuith or safety or in parties				the repain a	ecountry to man	the Essential R	elabilitatio	Crowns of E	SPREP.	
4) I give permission for			-0.52.0 504		and NC House	Finnes Agen	cy to accoun	administra t	a testly the	Other
comment of this pre-applica										
5) I understand that the secure										
f) I have been advised that my	r peader,	race and ethnical	ly will be de	stemmed bus	ed upan observi	im mi w em	ame if I do	not self-disclo	tae .	
the interpretien										*Race Code: White (11); Black African American (12); Asian (13); American Indian Alaska Native (14); Native Havesian Other)
Applicant Signature		Deta		Co-A	pplicase Siess	tire		- 1	Date	Bilander (15); American Indian Abakun Native & White (16); Asian & White (17); Biack African American & White (18); American Alaska Native & Black African American (19); Other Multi-Racial (10); and, Avian Partific Islander (21).
										**Simula: Yes or No.
										****Veteran: A person who served in the active inclinary as emidenced by a DID-214 form.

# Sections 4.1.6 & 4.1.7: Selecting Applicants: Property requirements

#### Section 4.1.6/.7 Income

- Obtain and retain source documentation of income
- · Gross annual income
- CANNOT be bank statements
- HUD Calculator

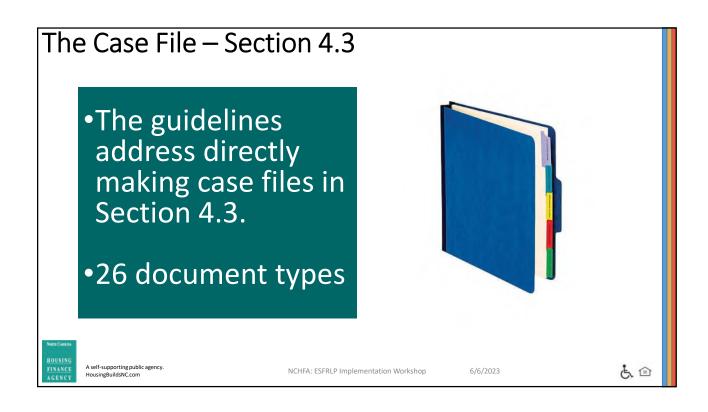
#### **Section 4.1.8 Files**

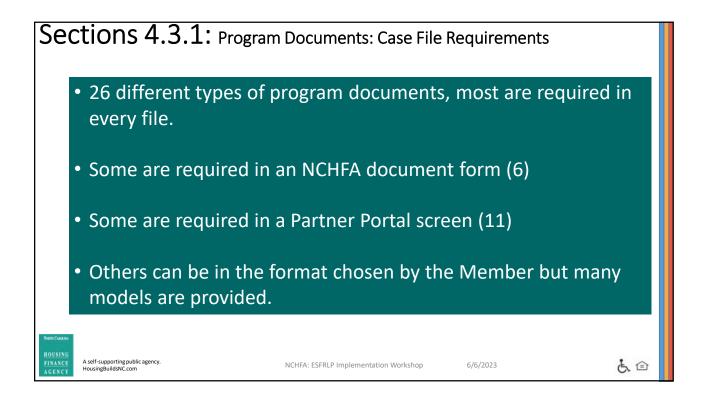
Maintain on file all forms and documents for each applicant, whether approved or not for assistance, i.e. a case file for each applicant

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# Sections 4.3.2-3 and 4.3.5-6: Program Documents: Case File Requirements

#### Section 4.3.2 & 4.3.3

Fully complete, date and sign all documents. Don't use correction fluid/white out or make extraneous marks w/o initials.

#### Section 4.3.5

Organize your case files; consider a case file log (model available online). Ideally, align files with Desktop Monitoring Checklist.

#### Section 4.3.6

Not all records are required in the same case file location but notes must be added to the file to explain where they are located and must be provided upon request (i.e. financial records).

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#### Sections 3.2.1.: Reservations and Disbursements

- To get to "Approved" status which you need to complete before the actual loan & rehab process begins!
  - Partner submits a Reservation
  - Agency conducts title search
- Partner needs to complete:
  - Environmental Screening
  - Historical Evaluation + SHPO
  - Post-Rehab valuation
  - HOME Owner Agreement
- Agency conducts title search & environmental review

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Incur other ESFR soft costs before "Title Review" is complete at your own risk!



# Sections 4.2.1: Rehabilitation Procedures

- Inspect the property for violations to meet the most stringent of the local minimum housing code or Essential Property Standard
- Put a checklist (of the member's choice) in the case file. The document required to memorialize this inspection is the "ESFRLP Essential Property Standard Certification of Compliance".

Rehab Specialist is in the house!



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# Sections 4.2.2: Rehabilitation Procedures

- Create a work write up detailing needed improvements and associated cost estimate. Must include a home year built date.
- Document the date of inspections, on-site staff, notes and calculations, date and preparer of WWU.
- Itemize costs: i.e. materials, labor, profit, overhead;
- Organize logically, by trade or location in the home.
- Picture is worth a 1000 words



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## Sections 4.2.2: Rehabilitation Procedures: Work Write-Ups

- 4.2.2.2 Provide enough information to ensure consistent bidding.
  - 1. Scope
  - 2. Construction method
  - 3. Quantity
  - 4. Quality standard
  - 5. Location in the home
  - 6. Reference materials such as performance or general specification information
- **4.2.2.3** Show matching funds on an item by item basis and identify the source.
- **4.2.2.4** Show lead, radon and asbestos hazards on an item by item basis



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# Sections 4.4.1-4: General Loan and Grant Procedures

**Section 4.4.1** Assistance is in the form of:

- 1. Grant for Soft Costs not to exceed \$10k;
- 2. 0%-interest free, deferred forgivable (\$8k/year) loan not to exceed \$40k (SECURED by DEED of Trust)

Section 4.4.2 & 4.4.3 Assumption possible. Default is:

- 1. Sale or transfer of the property;
- 2. Failure to use the home as a principal residence.

Section 4.4.4 Details how Assumption are handled: subordinations@nchfa.com





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# Sections 4.5: Preparing Loan Documents

- Member must facilitate the loan closing
- Must present or cause an attorney to present the Agency prepared loan documents to the Homeowner to complete the loan closing and document recording
- Must deliver to NCHFA
- Note: you will need a Notary present at closing



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# Sections 4.5: Preparing Loan Documents

#### Documents that encompass a complete loan closing:

- Pre-Application + Application in the Portal;
- Work Write-Up and Cost Estimate;
- Contract for Rehabilitation;
- HOME Owner Agreement;
- Promissory Note;
- 6. Deed of Trust (recorded);
- Grant Agreement;
- Request for Notice of Sale (recorded);
- Unrepresented Borrower Affidavit.

Member responsibility: All recording must occur **PRIOR** to construction startup!



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# Sections 4.6: Loan Closing Procedures

**Section 4.6.1** Members are responsible for all signatures, dates and required documents for loan closing.

Section 4.6.2 Includes all titleholders on the Deed of Trust.

Section 4.6.3 Best Practice: Record on the date of closing.

**Section 4.6.4** Homeowner must keep the property and rehab improvements insured for 100% of the <u>loan</u> amount.



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# Sections 4.8: Loan Close-out Procedures

**Section 4.8.2** Remit to the Agency: Promissory Note, Recorded Deed of Trust, Request for Notice of Sale (if needed)

**Section 4.8.3** You are responsible for proper completion of ALL documents

**Section 4.8.4** Details Complaint/Dispute Policy requirements. Note: Certificate of Satisfaction signed after the date of a complaint can resolve it.



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# Sections 4.2.4: Pre-Construction & Post-Construction Conferences

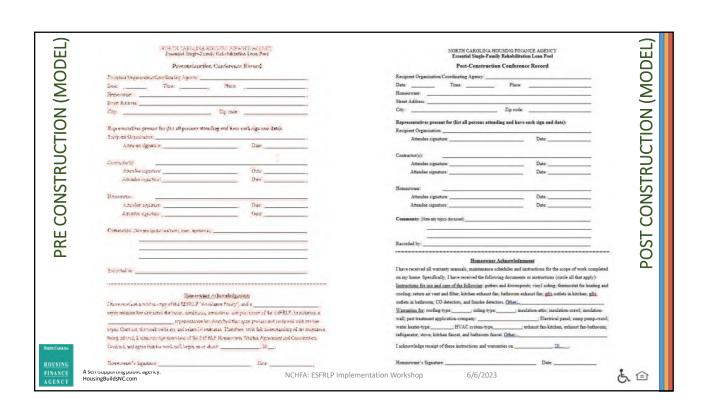
- Pre-construction Conference, walk-thru, rehab <u>expectations</u>, signed record
- Post-construction Conference, manuals, demonstrate systems and their maintenance, product warranties, one-year workmanship and materials warranty.

#### Must add the Conference Records to the Case File!



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# Sections 3.12.7: Project Close-Out: Photo Documentation

- All units must have <u>at least</u> 5 before and 5 after pictures submitted to NCHFA.
- One picture must show the overall home including the front entry, preferably before and after.
- Submit with Unit Completion Screen (UCS) portal entry.



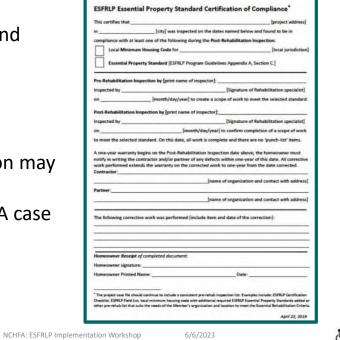
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- Begin with the end in mind
- Critical Milestone and a required document.
- Additional documentation may be required and/or requested by your NCHFA case manager.





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### Sections 4.7.1 & 4.7.2: Loan Disbursement Procedures

- 1. Inspect work – add inspection notes to file including date of
- 2. Pay only for satisfactory work – add approved requisition to case file
- 3. Make max. of 5 payments – case file log will help track
- Ensure adequate funds on hand communicate with finance 4.
- 5. All changes to the work are written including time and traded work scope changes: homeowner, contractor, 2 members sign – in case file, modify loan as needed.
- 6. Lien Waivers are required – add to case file

Critical to coordinate with Rehab Specialist!



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#### Sections 4.8.1: Loan Close-Out Procedures

- 1. Make final inspection and have a LBP clearance if needed;
- 2. All work including code compliance is complete;
- 3. Release of Liens is in place;
- 4. Use all the funds available (change order if needed) or reduce loan by an executed & recorded Estoppel to reflect the final loan;
- 5. Owner's Satisfaction complete.

Add to the file!



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	OLDNA HOUSING FINANCE AGENCY IILY REHABILITATION LOAN POOL PROGRAM	NORTH CAROLINA HOUSING FINANCE AGENCY ESSENTIAL SINGLE-FAMILY REHABILITATION LOAN POOL PROGRAM
Cer	tificate of Final Inspection	Owner Certificate of Satisfaction
Owner:		Owner(s):
Address:		
		Address:
Prime General Contractor:		
Date of Contract:		Prime General Contractor:
		Date of Contract:
CERTIFICATIONS:		
	on/Coordinating Agency, I have inspected the work performed	CERTIFICATIONS:
	financial assistance from the North Carolina Housing Finance	I hereby certify that I have inspected the repairs or modifications made to my home and that the
	habilitation Loan Pool. The construction work has been	construction work has been satisfactorily completed in accordance with the construction contract.
	e with the contract, including any required Lead Clearance	
Testing. The contractor named above	is eligible for payment of any balance due under the contract.	I understand that the assistance that I have received under the Essential Single-Family Rehabilitation
		Loan Pool was intended only to achieve the following goals:
		1) to alleviate housing conditions which pose an imminent threat to the life or safety of qualifying
	ired:No	homeowners, and/or
If Yes above, date of Lead Clearance	Report:	<ol> <li>to provide accessibility modifications and other repairs necessary to prevent displacement of qualifying homeowners with special housing needs, such as frail elderly and persons with</li> </ol>
		qualitying nomeowners with special noming needs, such as trail elderly and persons with disabilities.
		<ol> <li>to rehab the home to meet one or both of the following standards (circle fill-in blank as</li> </ol>
Signature	Date of Inspection	appropriate) not including any waivers granted and approved by all parties:
		a. The ESFRLP Essential Property Standard
		b. the local Minimum Housing Code in
Title		
		CERTIFICATE OF CATICEA CTION (NACE)
Recipient Organization Coordinating	Annex	CERTIFICATE OF SATISFACTION (MODE
Recipient Organization Cooldinating	Ogeny	•
CERTIFICATE (	OF FINAL INSPECTION (MODEL)	Owner's Signature Date Co-owner's Signature Date
CENTILICATE	or this chief (MODEL)	Owner's Signature Date Co-owner's Signature Date
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1	NORTH CAROLINA HOUSING FINANCE AGENCY Single-Family Rehabilitation Program Loan Pool		Date	Sub-contractor/Supplier	
	Contractor's Release of Liens		Witness	By: Authorized Signature	
A. Sub-contractor's an	nd Supplier's Certification		Times.	The state of the s	
WHEREAS we, the und the repair of the dwelling	designed sub-contractor(s) and/or supplier(s), have furnished the mu- g unit described below:	asterials and work for	(5) Date	Sub-contractor/Supplier	
HOME OWNER			Witness	By: Authorized Surnature	
ADDRESS			11 1104.05	, manutinea digitation	
			B. Prime/General Contrac	tor's Certification and Request for Payment:	
PRIME/GENERAL CO	INTRACTOR:			oner of the above property that the signatures sign	
CONTRACT DATE:			improvements of the said bu	l corporations and persons who have contracted ilding(s) or premises, or who are, or have been, s	sub-contractors upon said building(s)
	tersigned sub-contractors and suppliers, have agreed to release all be		or any part thereof or for an contract or agreement with t	furnishing and any and all fixtures or improven the undersigned.	ments to said real estate under any
	we on the said buildings for work or materials contracted for or furni- ation of the said building.	iished in, for, or about		the balance due under the contract this document	t shall become effective to release all
WITNESSETH, that we	, the undersigned sub-contractors and suppliers, do hereby cornify th	hat all work required to	liens which I, the undersign	ed, have or might have on the said buildings for a e repairing or modification of the said building.	work or materials contracted for or
has distant because in managing	ition with the above-referenced contract has been done in good and w	to and command their measurements	furnished in, for, or about in	e repairing or modification of the said building.	is been paid by the bank upon which it
				yment check has been properly endorsed and ha	a treet para by the came upon which it
	erms thereof, and that we have been paid or definite arrangements la		is drawn.		s occupant by the cane upon which it
in accordance with the is to be paid by the prime's WITNESSETH, that we	erms thereof, and that we have been paid or definite arrangements to general contractor; t, the undersigned sub-contractors and suppliers, do hereby release as	have been made for us my and all claims for	is drawn.	the balance due under the contract.	is total part by the came upon which it
in accordance with the to to be paid by the prime's WITNESSETH, that we	crms thereof, and that we have been paid or definite arrangements he general contractor; r, the undersigned sub-contractors and suppliers, do hereby release as to owed or claimed to be owed by either the Contractor or Homeows	have been made for us  my and all claims for	is drawn.		a total part by the come agent which is
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in accordance with the is to be paid by the prime's WITNESSETH, that we damages, loss or amount above contract and work	errors thereof, and that we have been paid or definite arrangements is general contractor; i, the undersigned sub-contractors and suppliers, do hereby release at its owned or claimed to be owned by either the Contractor or Humenwa is done thereunder.	have been made for us  any and all claims for  mer as a result of the	is drawn.  Thereby request payment of		
in accordance with the is to be paid by the prime's WITNESSETH, that we damages, loss or amount above contract and work IN WITNESS WHEREC signatures:	errors thereof, and that we have been paid or definite arrangements is general contractor; i, the undersigned sub-contractors and suppliers, do hereby release at its owned or claimed to be owned by either the Contractor or Humenwa is done thereunder.	have been made for us  any and all claims for  mer as a result of the	is drawn.  Thereby request payment of		
in accordance with the is to be paid by the prime's WITNESSETH, that we damages, loss of amount above contract and work IN WITNESS WHEREG	errors thereof, and that we have been paid or definite arrangements is general contractor; i, the undersigned sub-contractors and suppliers, do hereby release at its owned or claimed to be owned by either the Contractor or Humenwa is done thereunder.	have been made for us  any and all claims for  mer as a result of the	is drawn.  I hereby request payment of  Contractor		
in accordance with the to be paid by the prime's WITNESSETH, that we damages, loss of amount above contract and work IN WITNESS WHEREI signature:  (1)  Date	terms thereof, and that we have been paid or definite arrangements has general contractors, the undersigned sub-contractors and suppliers, do hereby release at to ewed or claimed to be owed by either the Contractor or Homesow done threunder.  OF, we hereunto set our hands and seals, on the date written opposite Sub-contractor Supplier  By:	have been made for us  any and all claims for  mer as a result of the	is drawn.  I hereby request payment of  Contractor		
in accordance with the is to be paid by the prime's WITNESSETH, that we damages, loss or amount above contract and work IN WITNESS WHEREC signatures:  (1)	terms thereof, and that we have been paid or definite arrangements has general contractive,  the undersigned unb-contractors and suppliers, do hereby release as to use due eliminate to be owed by other the Contractor or Hamosovi & done thereunder  UF, we hereunto set our hands and seals, on the date written apposits  where the contractor of the contrac	have been made for us  any and all claims for  mer as a result of the	is drawn.  I hereby request payment of  Contractor  Authorized Signature		
in accordance with the to be paid by the prine's WITNESSETH, that we damages, loss or amount above contract and work.  IN WITNESS WHERE signatures:  (1)  Date	terms thereof, and that we have been paid or definite arrangements has general contractors, the undersigned sub-contractors and suppliers, do hereby release at to ewed or claimed to be owed by either the Contractor or Homesow done threunder.  OF, we hereunto set our hands and seals, on the date written opposite Sub-contractor Supplier  By:	have been made for us  any and all claims for  mer as a result of the	is drawn.  I hereby request payment of  Contractor  Authorized Signature  Title		
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# Sections 3.10: Project Reporting—Individual Units

- 1. Complete all Unit Completion Reports (UCR) in portal
  - 1. Within 60 days of final pay requisition case file log!
  - 2. This includes inputting the General Contractor if you did not add with the Settlement Data Sheet.

#### 3.10.3 Important Dates worth repeating!

#### For ESFRLP22:

- The project completion date is December 31, 2025 (Funds obligated)
- The project closeout date is June 30, 2026.



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# Sections 3.11: Project Monitoring by Agency – Desktop & Site Visit Audits

The Agency uses the following criteria to review the Member's performance:

- 1. Conformance with the Member's Application for Funding;
- 2. Compliance with the requirements of the Program as stated in the Funding Agreement and ESFRLP Program Guidelines;
- 3. Adherence to the member's policies for Assistance and Procurement/Disbursement.
- -Members will be contacted by their case manager w/ which units will be monitored.
- -NCHFA will open slots for the electronic upload of monitored case files
- -Members will upload requested case files needed to be reviewed; <u>all documents</u> required for each <u>unit</u> unless noted otherwise.
- -Member will <u>contact the individual homeowners</u> to schedule a time to visit and review the rehab work that was completed.



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# **Portal Training**



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#### What's new in the Portal?

- Upgraded <u>Project</u>
   <u>Landing</u> page
   FAM tab

  - Admin Budget tabAdmin Requisition tab
- Input of <u>Admin</u> Invoicing and Requisitions

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The creation of the **Project Landing** page is hoped to be the beginning of creating a Project File location in the Partner Portal.

占金

#### PARTNER UNIT LEVEL PORTAL WORKFLOW

1.Enter reservation in Loan Pool Portal-

Loan Status: Pending Setup





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PARTNER UNIT LEVEL PORTAL WORKFLOW

2. Submit reservation to NCHFALoan Status: Submitted

3.NCHFA reviews
uploaded documentsLoan Status: Reserved

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#### PARTNER UNIT LEVEL PORTAL WORKFLOW

- 4.NCHFA approves fund allocation-Loan Status: **Approved** 
  - May submit soft cost requests
- 5. Submit Settlement Data Sheet
  - After contractor is procured and before any hard costs paid
- 6.Conduct closing-Loan Status Closed
  - Send executed documents to NCHFA Do Not Forget!





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#### PARTNER UNIT LEVEL PORTAL WORKFLOW

- 7. Submit invoices and requisitions
- 8. Submit final requisition
  - Check Final box
  - Notify NCHFA if change order requires a loan amount increase (Loan Modification)
- 9. Unit Completion Screen (UCS, formerly called Unit Completion Report)
  - NCHFA sends homeowner Estoppel if needed

10.Unit is completed and will be visible in the portal for five years

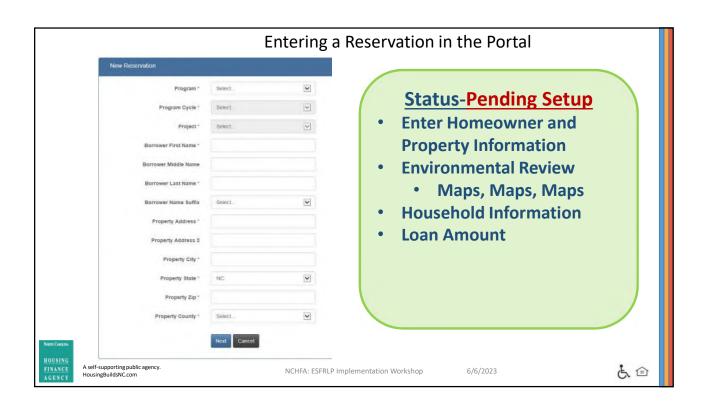
NOTE: Administrative Funds are awarded by NCHFA once a unit is completed. Your only work will be to upload invoices and create billings for appropriate administrative requisitions, not to exceed the amount awarded.\*

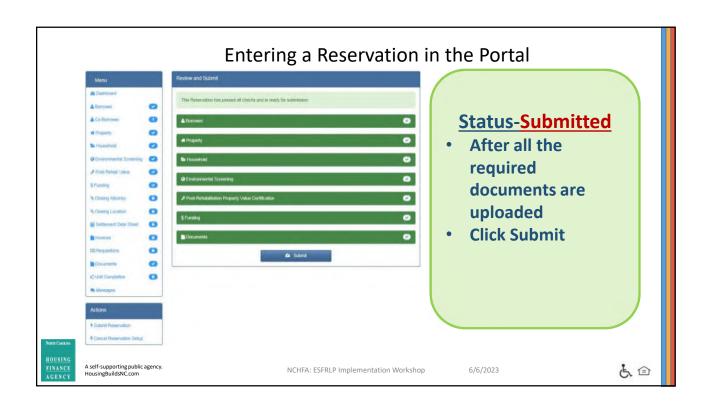


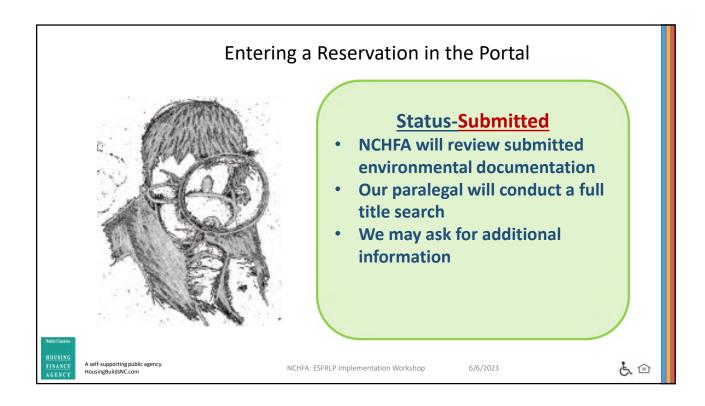
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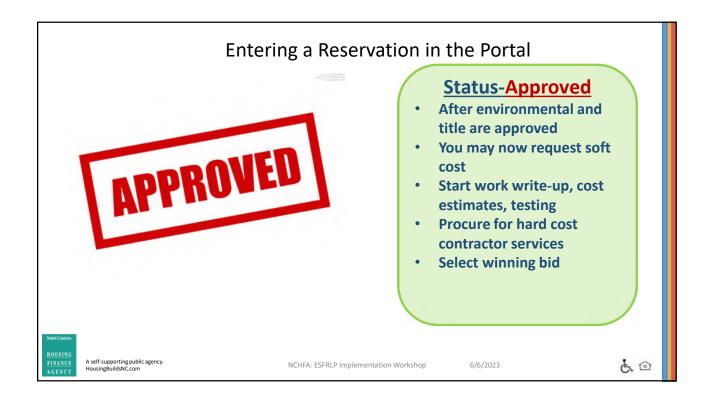
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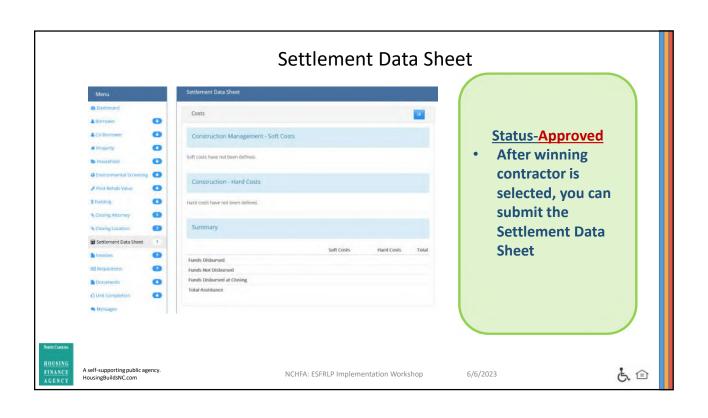


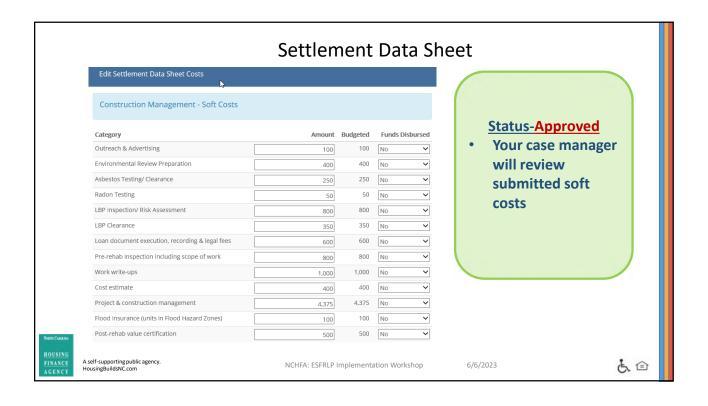


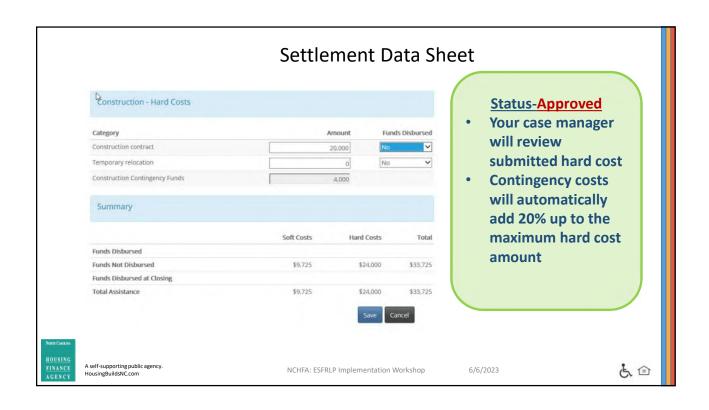


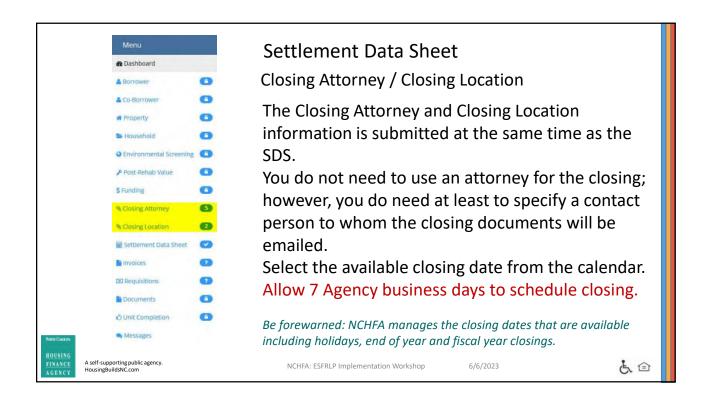












#### Settlement Data Sheet

Closing Date Scheduled

Your closing date has been scheduled for 2/26/2019.

Your Case Manager will review the SDS and advise of any concerns. Once the SDS is approved:

- You will receive an approval message through the portal
- A Good Faith Estimate will be mailed to the homeowner with a copy emailed to you
- Closing documents with instructions will be generated by Liz Hair and e-mailed to you



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Conduct the closing and send the executed documents to the Agency.

After the documents are reviewed and approved the status is **CLOSED**.

You can now upload invoices and submit requisitions for

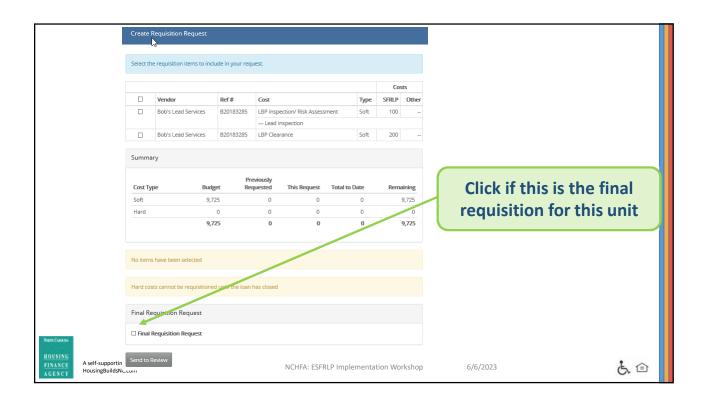
hard cost and soft cost.

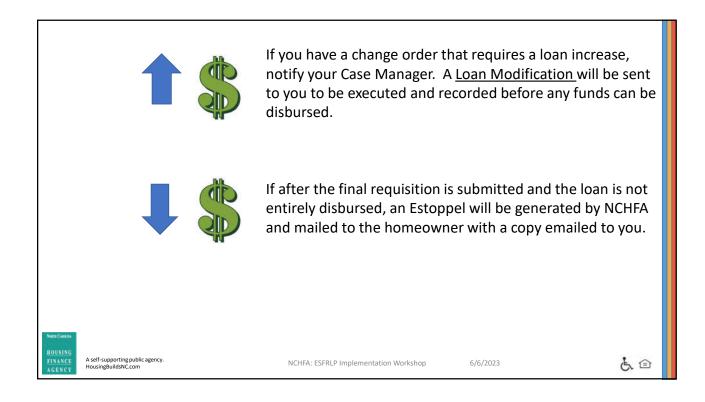


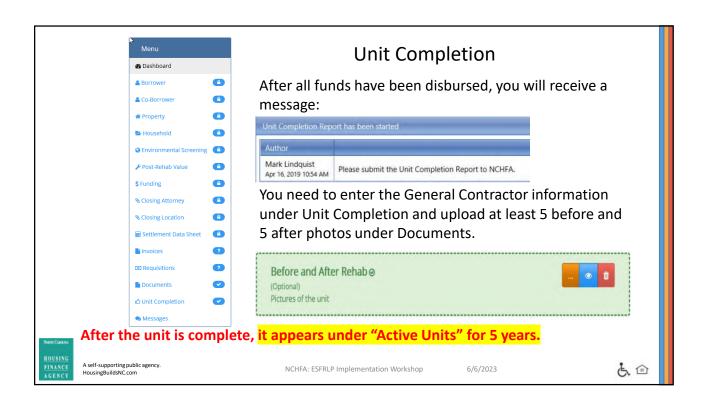
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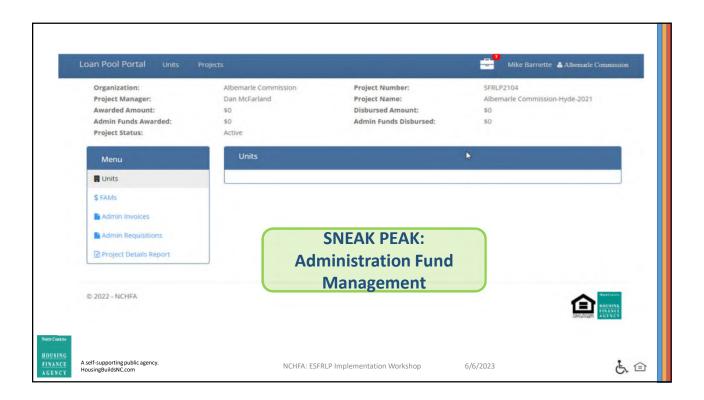
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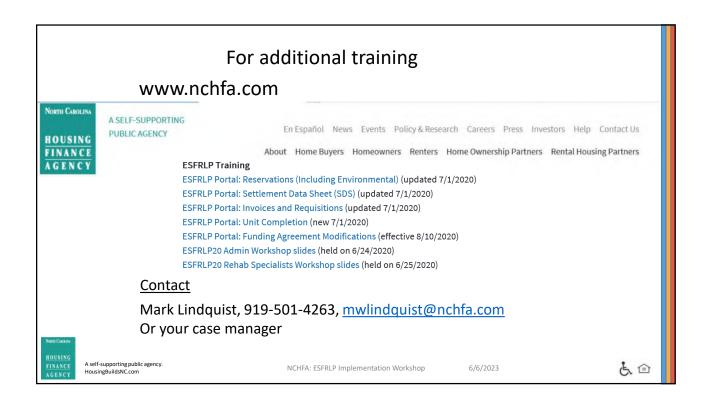


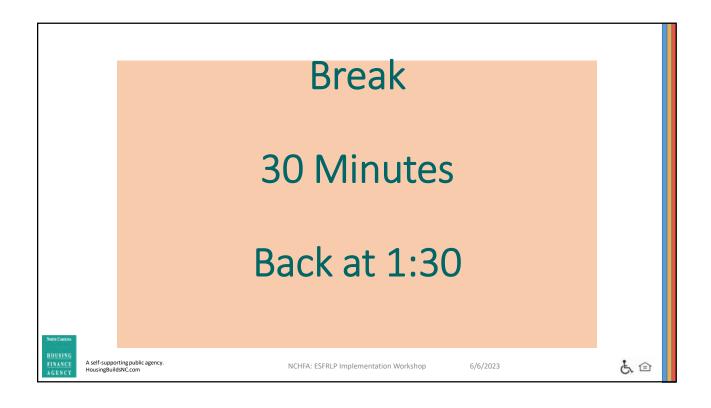












# ESFRLP Income Determination 24 CFR part 5



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#### **Income Types**

Household income is defined as the gross annual income of all household members that is anticipated to be received during the upcoming twelve-month period based on the twelve-month period preceding the date of application. Annual Income is the anticipated gross annual income from all sources received by the family. "Anticipated" means projecting future income based on current circumstances, which may include recent overtime, recent promotion etc.

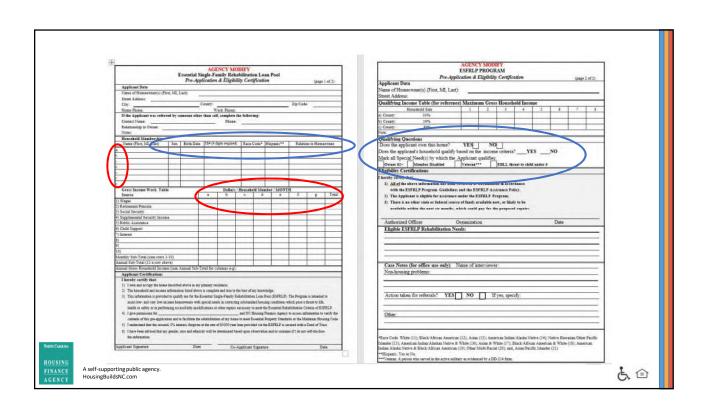
Household income includes wages, salary, overtime pay, commission, fees, tips, bonuses, interest, dividends, Social Security, annuities, pensions, retirement funds, insurance policy dividends, disability benefits, alimony, child support, regular contributions from persons not occupying the unit, and public assistance allowances.

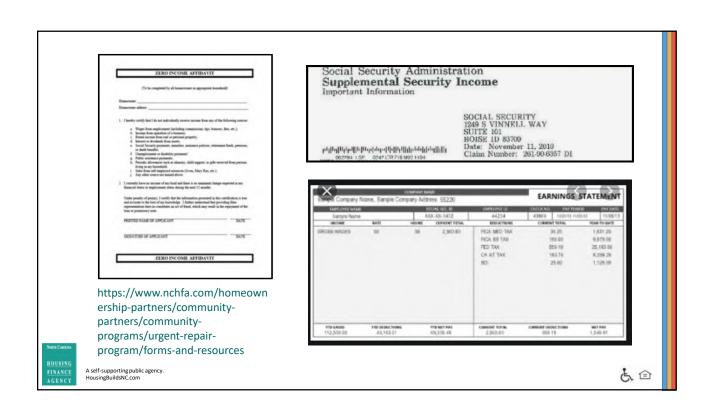
Household income for self-employed persons will be determined by averaging the reported net income on federal tax returns for the previous two years.

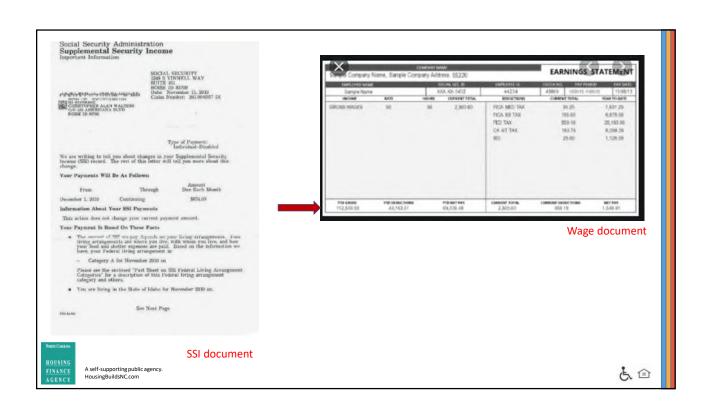
Recipients must re-verify the applicant's income eligibility if the time between the Application and Eligibility Certification (4.3.1.1) and the signing of the Promissory Note (4.3.1.9) exceeds six (6) months.

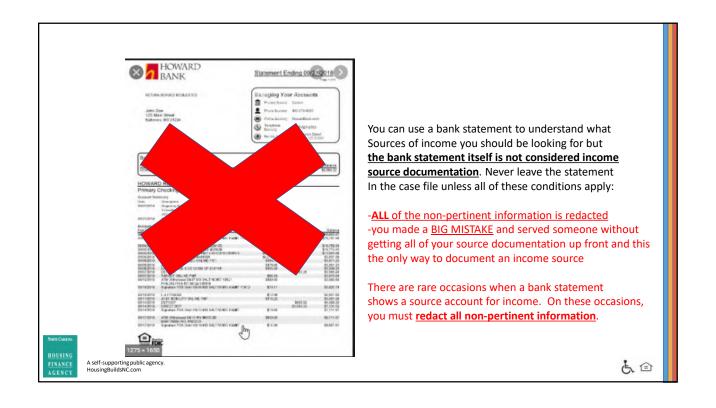












#### The HUD Income Calculator is required for ESFRLP program.

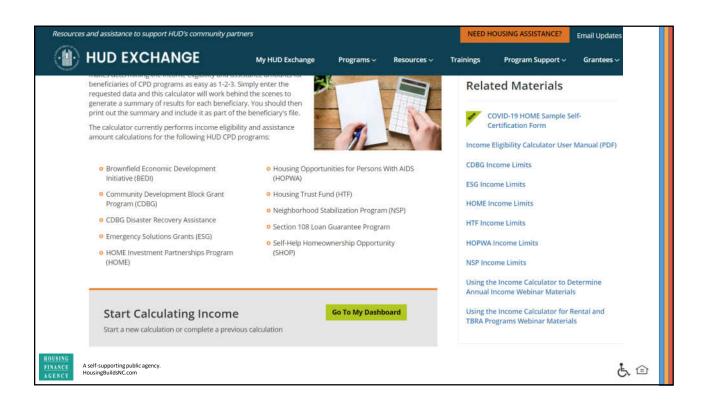
• <a href="https://www.hudexchange.info/incomecalculator/dashboard/">https://www.hudexchange.info/incomecalculator/dashboard/</a>

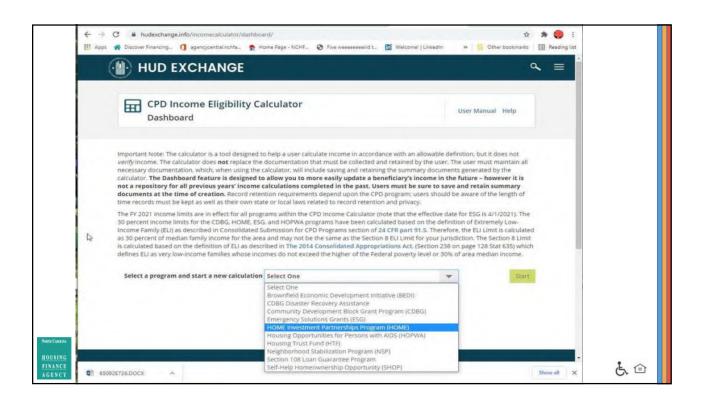
#### **Compliance Income Calculations**

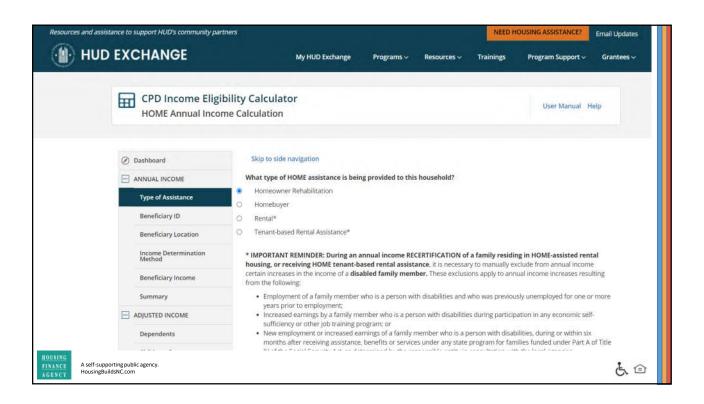
Income limits for participants (which are included in your Assistance Policy) are based on the greater of either the estimated statewide non-metropolitan median household incomes published by the U.S. Department of Housing and Urban Development (HUD) or the county median income for the county in which the household resides adjusted for family size.

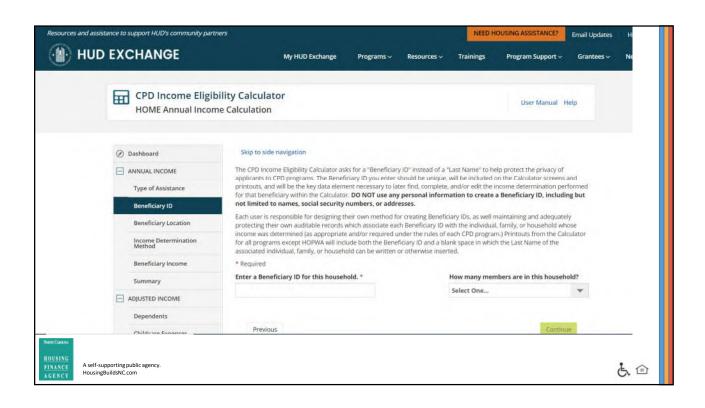


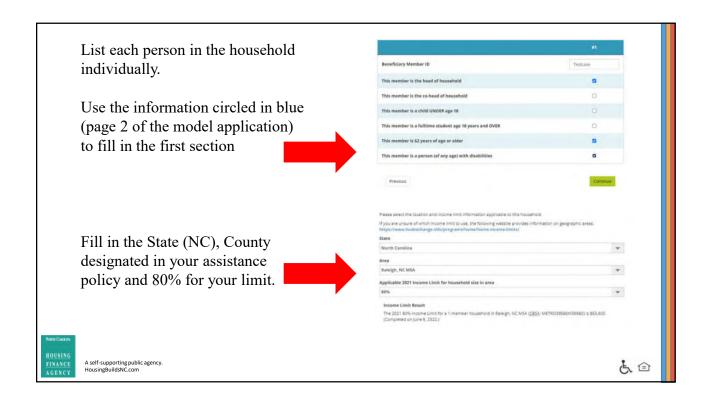




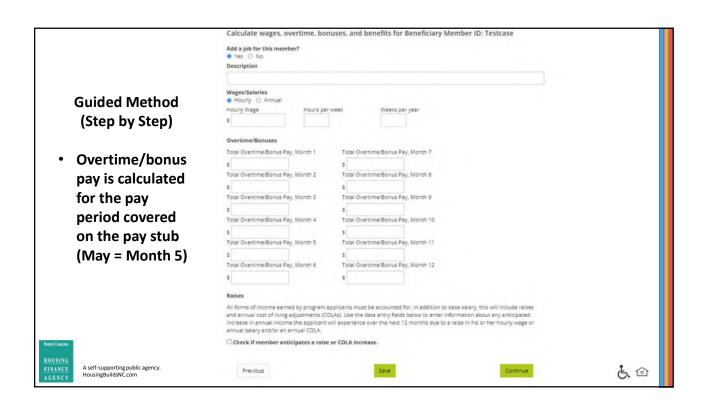


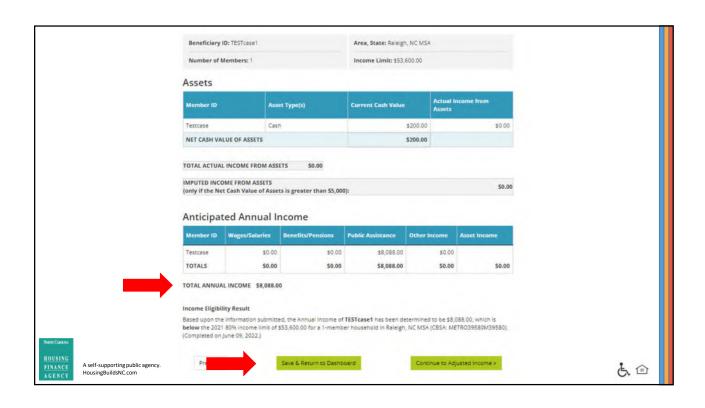


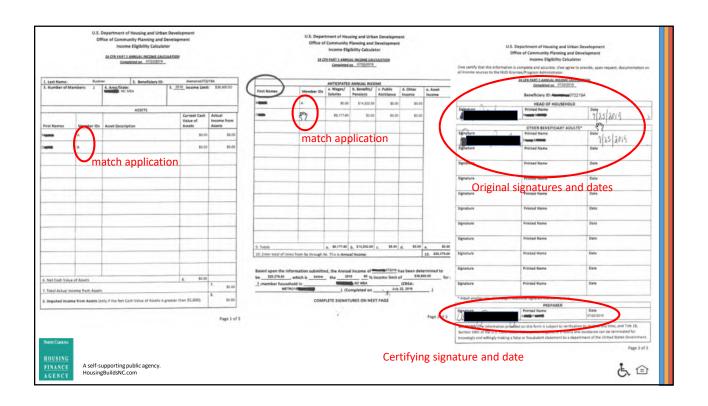




Indicate if person has been previously determined or not.	Has this household previously been determined income eligible?  Yes No				
Select Part 5 Annual Income (Section 2.4.3)	You may choose one of the following definitions of inchousehold:  24 CFR Part 5 Annual Income  IRS Form 1040 Adjusted Gross Income	come to use when calculati	ng "annual income" fo	or the TESTcase1	
Passbook rate is currently 0.06%.	Applicable Passbook Rate  1.06 %  Choose one of the following methods to calculate "ann 5 definition of income:  Short Form Method Guided (Step-by-Step) Method	ual income" for the TESTcas	e1 household using th	ie 24 CFR Part	
Choose between Short Form Method (right) and Guided Method (see next slide)	Assets Asset Type Asset Description Current Cash Value Actual Income from Assets  - Actual Income Type Description Annual Amount  - Actual Income Type Description Annual Amount	Anticipated Annual Income Type Wages/Salaries Select One Select One Benefits/Fersions Benefits/Fersions Benefits/Salaries Coner fegorae	for for Beneficiary Membe Description	Annual Amount	See
ROUSING FINANCE AGENCY  A self-supporting public agency. HousingBuildsNC.com					よ企







# ESFR and the LBP Process PG Appendix F



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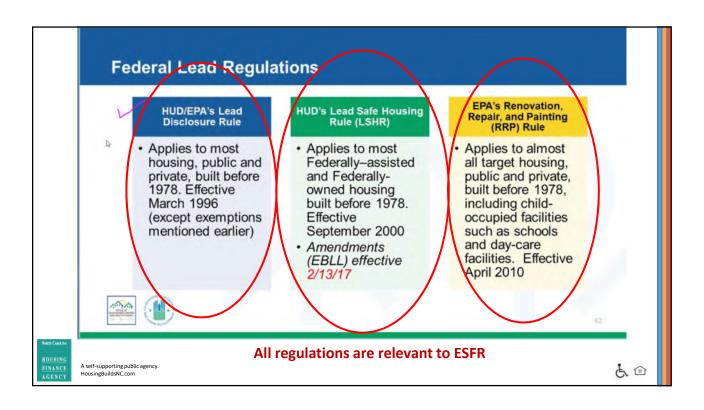


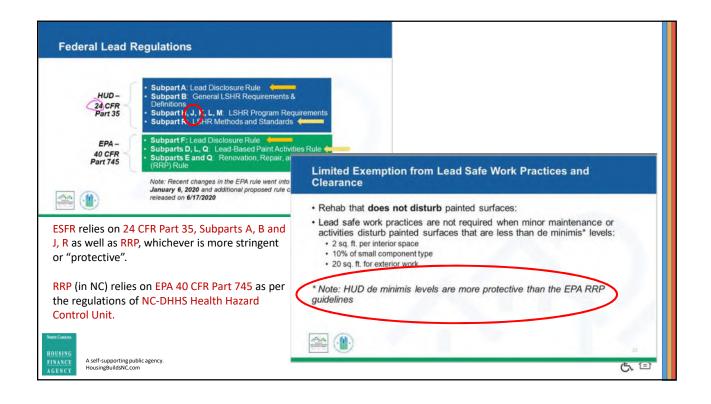
# Important things to know

- Are ESFR homes ever exempt from the Lead Safe Housing Rule?
  - Only when the home was built in 1978 or after.
- All homes in this program built before 1978 are subject to the Lead Safe Housing Rule (LSHR). Why?
  - Because ESFR homes are owned by private citizens and are not government owned housing restricted to occupation by the elderly.
  - If children under the age of 6 can live in the homes now or in the future, LSHR applies.
    - What does this mean? Your Rehab Specialist can never decide that the home is exempt because only elderly people live in the home.









# LBP and ESFR efforts require follow through

Consider how you manage LBP through each phase of the project

Stage 1: Application and Award Phase

Stage 2: Project Outreach and Scoping Phase

Stage 3: Household Participant Project Initiation Phase

Stage 4: Bidding Phase

Stage 5: Construction Phase

Stage 6: Monitoring and Close-Out Phase





## Stage 1: Application and Award Phase

- Fill out the required paperwork
- Identify how you want to handle lead: 1. Testing or 2. Presumption
- 1. Testing Preparation Phase:
  - Review HUD & EPA requirements on what type of testing you need so you can write a scope of work to bid
    - Inspection, Risk Assessment and Clearance
    - Insure that consultant is in the EPA database certified for the tasks they are doing
    - De minimis requirements for HUD are less than for EPA, make sure consultant knows this
    - · New lead dust testing levels, ensure the consultant knows this
  - Choose/Identify a testing consultant and write a contract

#### 2. Presumption

Decide how you will replace components in each house.





#### Stage 2: Project Outreach and Scoping Phase

Partner Activities for LBP during outreach and scoping

- Ensure that your Assistance, Procurement & Disbursement Policies and any other program policies include LBP information and requirements
- In the initial data collection for a unit, collect the year built
  - Best practice: send notification to the homeowner that LBP is an issue for all pre-1978 units.
- Identify and pre-schedule expected, required LBP inspections





# Stage 3: Household Participant Project Initiation Phase

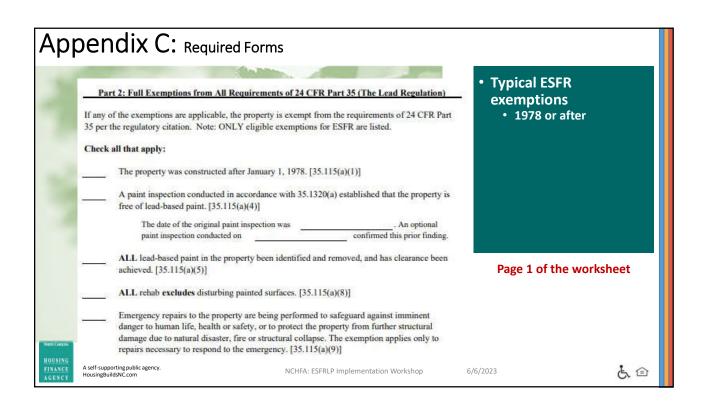
Partner Activities for LBP during project initiation

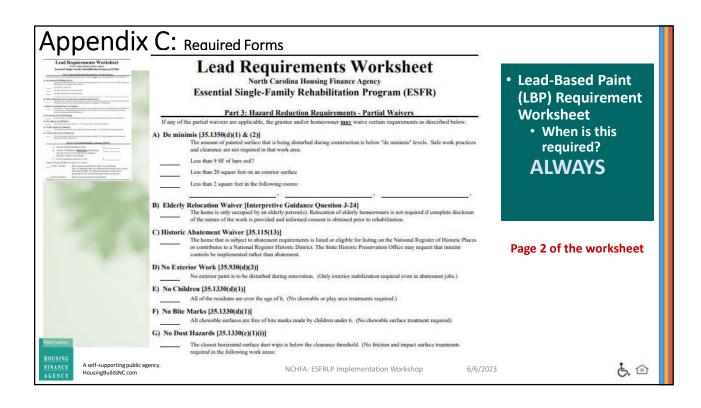
- Execute Lead Inspection/Risk Assessment and provide pamphlet to homeowner, *Renovate Right*, required for all pre-1978 units
- Fill out Lead Requirements Worksheet, required for all units
  - Use the numbers in your Settlement Data Sheet
    - Don't forget to add all Federal funding if you are using more than one source such as ESFR + CDBG
- Add <u>Year Built</u> to the project description on the Work Write Up, required for all units- PG 4.2.2
- Incorporate any needed remediation/abatement into the work scope based on the Lead Risk Assessment
- Place all completed, required documents into the Case File
- Process LBP inspection/assessment soft costs

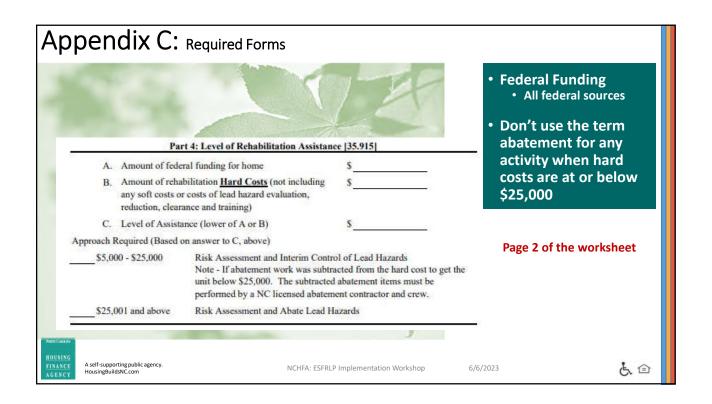




Lead Requirements Worksheet North Certain Braining Human's Agency Essential Statific Framilier Admittation Program (ESFR)  BRIGHTERING This worksheet must be completed and planed in all that files assumed with EEFR plank  Stoots Address:    Dob	• Lead-Based Paint (LBP) Requirement Workshe • When is this required ALWAYS
Contract Contract with the Section 11 of the Section 12 of the Sec	Lead Requirements Worksheet  North Carolina Housing Finance Agency Essential Single-Family Rehabilitation Program (ESFR)  DIRECTIONS: This worksheet must be completed and placed in all unit files assisted with ESFR funds.  Street Address:
Page 1 of the worksheet  Page 1 of the worksheet  Noted Curtos  BOUSING  A self-supporting public agency. Housing build selection of the worksheet  A self-supporting public agency. Housing builds McC.com	Part 1: Regulation Eligibility Statements  Check all that apply:  Property is receiving Federal funds.  Unit was built prior to 1978.  Note: Continue with the Exemption Statements below. If the home was built after January 1, 1978, check the first exemption and file form in the case file.  NCHFA: ESFRLP Implementation Workshop 6/6/2023







# Stage 4: Bidding Phase

Partner Activities for LBP during bidding

- Confirm bidders have current Lead Renovation Firm Certification- you can look this information up online
- Confirm awardees have personnel on the job with Lead Renovator Certification; check to confirm date is not expired for project timeframe
  - This is provided by the OHHCU in the form of a letter, not a certificate- you <u>cannot</u> look these employees up online but you <u>can call</u> OHHCU
  - Best Practice: Provide Contractors with Renovate Right brochure
- Collect Firm and Renovator letters/certificates and place in file(s)
- Process LBP inspection/assessment soft costs

#### https://epi.dph.ncdhhs.gov/lead/rrp.html

Renovation, Repair and Painting

In order to obtain certification from the Health Hazards Control Unit (HCCU), discipline-specific training must be obtained from an accredited training provider.

- Application for Lead Renovation Firm Certification (9/16; PDF, 159KB) | Solicitud de Certificación de Empresas de Carolina del Norte (9/16; PDF, 218KB)
- Application for Lead Renovator Certification (9/16; PDF, 202KB) | Solicitud de Certificación de Renovador de Plomo (9/16; PDF, 109KB)
   Application for Lead Dust Sampilion Technician Certification (8/10; PDF, 32KB)
   NC RRP Recordkeeping Suidance Document non mandatory RRP compliance assistance tool.



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## Stage 5: Construction Phase see Appendix F

Partner Activities for LBP during construction

- Discuss LBP at pre-construction including contractor strategies and specific items on the workscope, occupant protection plan, etc.
- Schedule and execute Lead Clearance Test
- Process LBP inspection/assessment soft costs and LBP hard costs
- Discuss at post-construction conference, including homeowner maintenance
- Provide the homeowner with LBP documents as required in Appendix A, Section F so that if homeowner sells home they can disclose LBP.





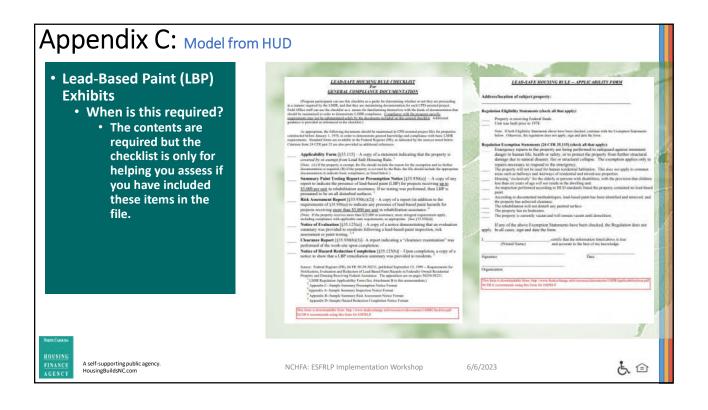
## Stage 6: Monitoring and Close-Out Phase

Partner Activities for LBP during monitoring and Close-Out

- Confirm all necessary documentation is in the file
- For monitored Units, upload LBP documents to the portal including:
  - Lead Requirements Worksheet (from Appendix C)
  - Lead Inspection/Risk Assessment (from testing vendor)
  - Lead Renovation Firm Certification (from contractor)
  - Lead Renovator Certification (from contractor/subcontractor)
  - Lead Clearance Test (from testing vendor)
  - Any other documents about LBP in the case file







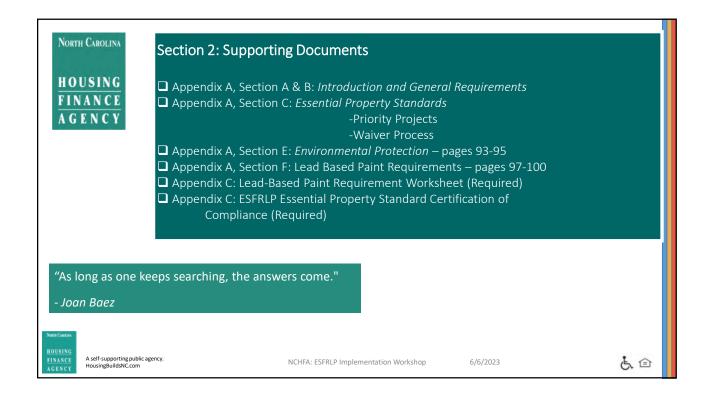
# Working with your Rehabilitation Specialist/Consultant



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# Appendix A: Section A. Introduction

#### ESFRLP Goal:

 Make a positive impact on the state's stock of standard affordable housing by encouraging essential rehab of existing, single-family owneroccupied homes occupied by those with an AMI of 80% or less.

#### **General Principles**

- ☐ Do not throw good money after bad.
- ■Do not leave bad apples.
- ■Will an energy improvement pay for itself over its lifetime? Yes=Go, No=Stop.
- ☐ Home energy conservation includes winter heat gain, summer heat-loss, ventilation, shading, storm drainage, etc.
- ■When local utilities offer discount rates, make an effort to meet the energy standards, when possible.

Fair, Systematic, Uniform, Transparent = policies



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# Appendix A: Section B. General Requirements

#### Final HOME Rule:

- Issued July 29, 2013
- Requires units to meet an (as yet) unpublished version of UPCS that replaces HQS
- Once published, this version may supersede the Essential Property Standard (EPS)
- NCHFA will issue a memo once we receive guidance

- □ All work must meet or exceed the NC Building code and local permitting/inspection requirements
- ☐ Use MHC requirements when they exceed the EPS
- ■No units will retain threats to health or safety
- Meet or exceed the EPS
- Review all units for environmental effects
- Pay attention to manufacturer's installation instructions and workmanship
- Members are responsible to advise clients of proper care and maintenance
- ☐ Use universal design principles when you can
- ■As much as practical, remove moisture from crawlspaces and basements
- □ Comply with the Essential Rehabilitation Standards

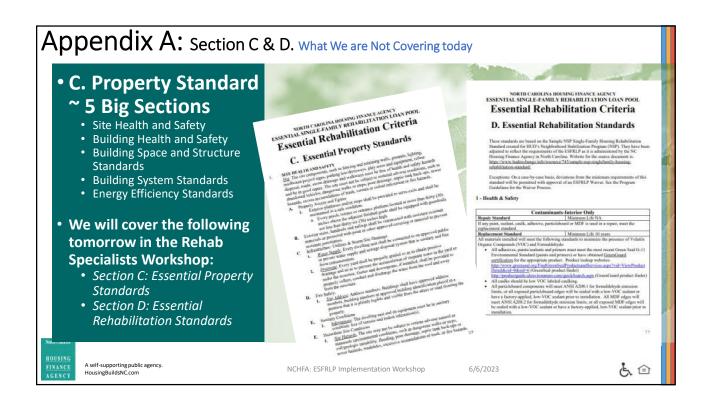
Fair, Systematic, Uniform, Transparent = policies

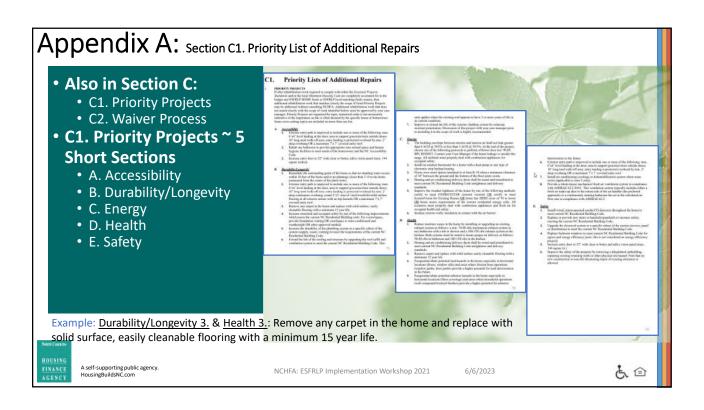


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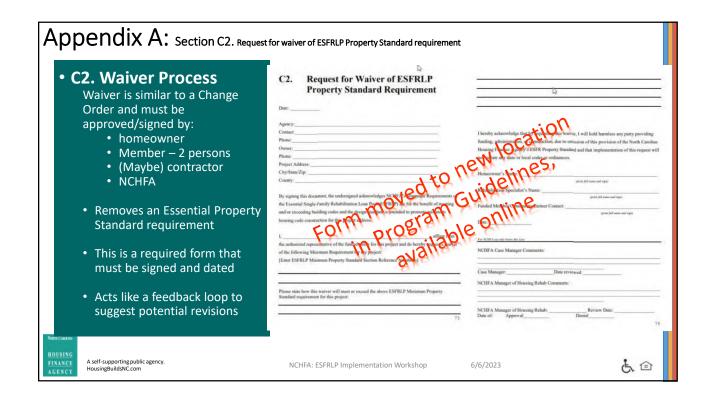




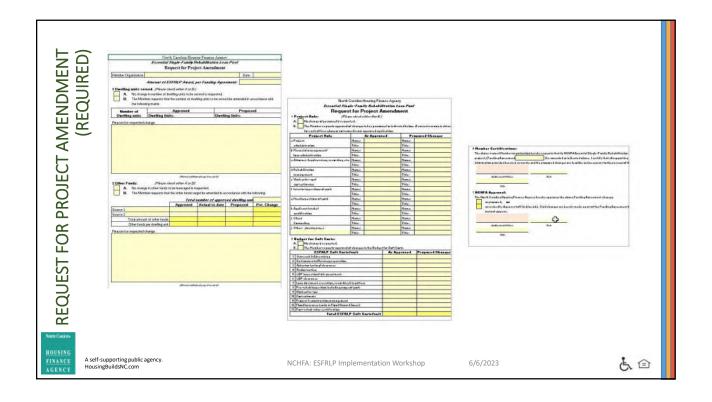
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#### Appendix A: Section C1. Priority List of Additional Repairs Pinestraw County Priority List Priority List potential D.1: Install new exhaust fans in kitchen and • Support community goals bath and test. Reduce future community □ D. 4: Encapsulate/Abate Lead hazards exposure to toxins D. 5: Encapsulate/Abate Asbestos hazards Reduce potential future □A.1-3: provide for accessibility needs community costs ■B.1: no standing water around home Guide a community to make fair, equitable, consistent ■E. 1-6: upgrade any safety issues decisions • Use close to \$30,000 for a unit D.2, 3, 6-8: upgrade any health issues ☐B. 2-7: upgrade any durability issues on a consistent basis. ☐C. 1-6: upgrade any energy issues Fair, Systematic, Uniform, Transparent = policies

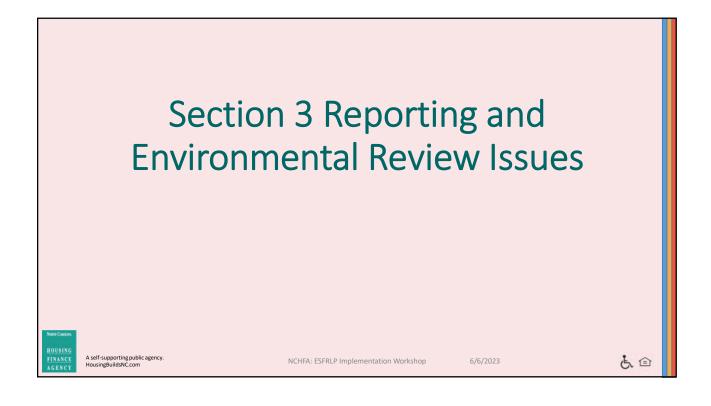
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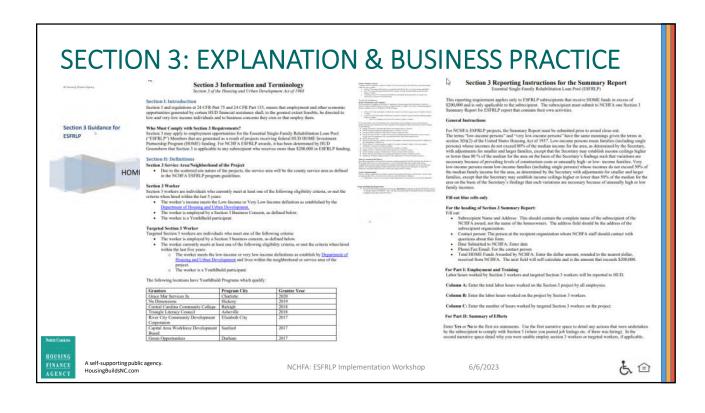


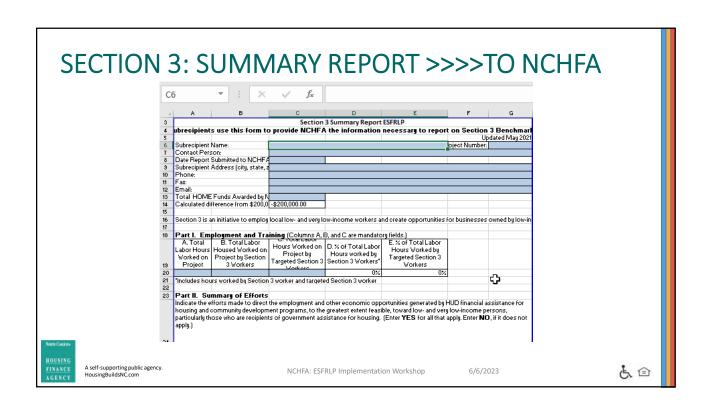
#### Appendix C: Required Forms and Model Forms **Model Forms:** • Required Forms: ☐ Case File Log Partner Portal including HOME Owner Agreement Pre-Application and Eligibility Form LBP Requirement Worksheet and (Chuck) Written Agreement Exhibits(Mike) (Member/Contractor) (Dan) • ESFRLP Essential Property Standard ☐ Bid Opening Tabulation Record (Chuck) Contract for Rehabilitation (Dan) (EPS) Certification of Compliance EPS Checklist (reg. 2016-18) ☐ Pre-Construction Conference (Chuck) • Certification of Completion and Final Cost (CCFC) ☐ Post-Construction Conference (Chuck) (Dan) ☐ Certificate of Final Inspection (Chuck) Request for Project Amendment (Chuck) ☐ Owner Certificate of Satisfaction (Chuck) • Section 3 Guidance For ESFRLP with Summary Release of Liens (Chuck) Report (Mike) Fair, Systematic, Uniform, Transparent = policies A self-supporting public agency. HousingBuildsNC.com NCHFA: ESFRLP Implementation Workshop 6/6/2023 E 1

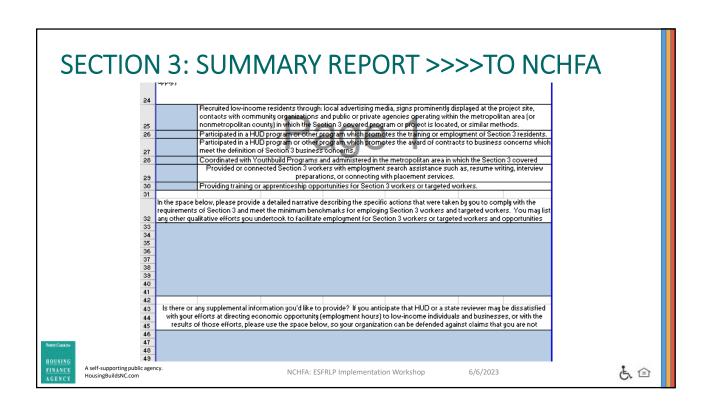


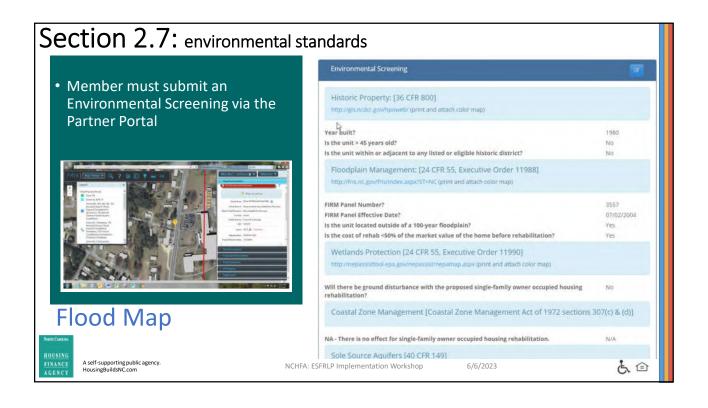
Appendix C: Required Forms	ESFRLP Essential Property Standard Certification of Compliance*  This certifies that
• ESFRLP Essential Property Standard Certification of Compliance • What does this replace? The EPS Checklist	Pre Rehabilitation inspection by [arint name of inspector]: Inspected by
HOUSING FINANCE AGENCY  A self-supporting public agency. HousingBuildsNC.com	Hameowner Receipt of completed document:  Homeowner signature:    Homeowner signature:   Loate:   Loade:   Load











# **Environmental Screening**

- Please submit all required documents
- Follow links to create the required maps
- Label maps and include map component tables with all maps
- Do not Submit Noise Calculations. Noise Calculations are no longer required.





#### Post-Rehab Value

Pick a Method and keep it!

There are three methods to determine a Post-Rehab Value:

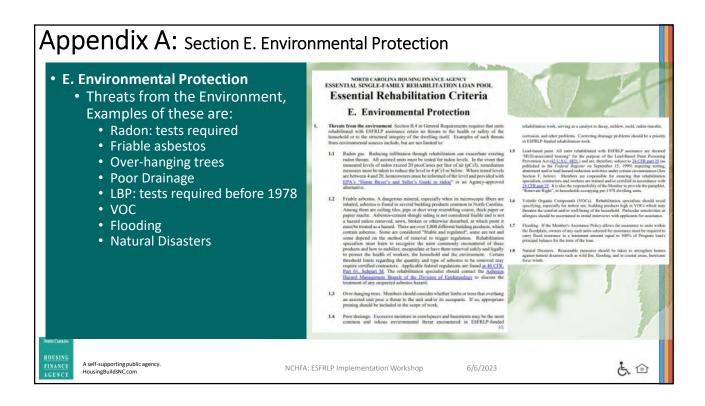
- 1. Estimate of Value (Comparable Sales);
- 2. Tax Assessments of a comparable property; or,
- 3. Appraisal.

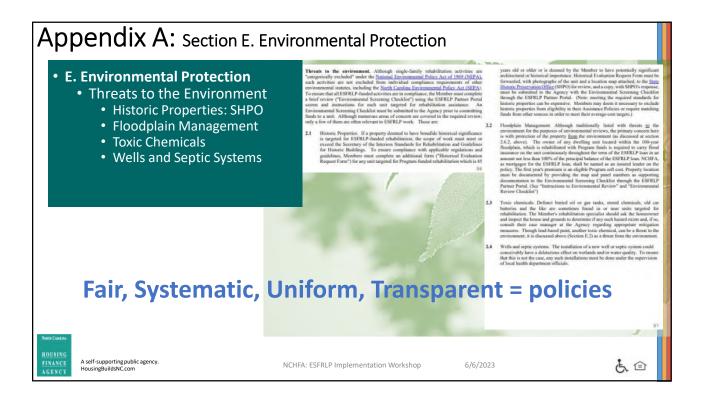
If you select to use Estimate of Value or Tax Assessments of a comparable property, please enter the comparable property figure and upload the documentation of the target and the comparable property.

If you select the Appraisal method, please enter the Appraisal figure and upload the documentation that includes the work to be performed.









"Never doubt that a small group of thoughtful, committed citizens can change the world: indeed, it's the only thing that ever has."

Margaret Mead

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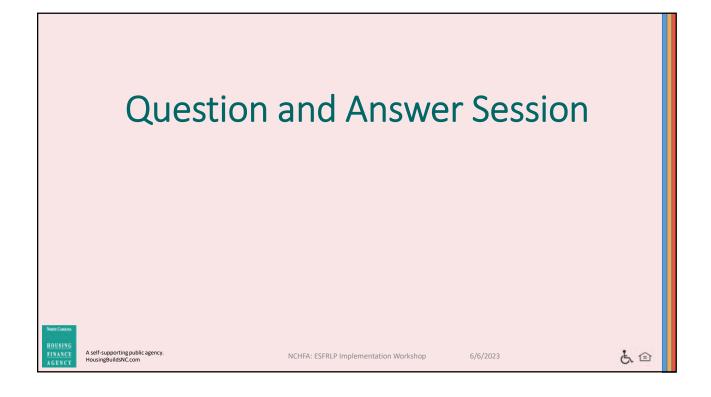
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#### **CHANGES ESFR23**

#### **CHANGES in the Program Guidelines for ESFR23:**

- 1) Essential Property Standard, Section 5.B, Insulation, add the following sentence: "Rooms where documentation is provided that the ceiling structure is connected to the roof structure forming a panel with no additional space to provide insulation except between each joist are not required to meet this standard."
- 2) Essential Rehabilitation Standard, Section 11 HVAC: Air Conditioning, Replacement standard: "New HVAC systems will have a rough-in installed for air conditioning (≥14.3 SEER2)".
- 3) Essential Rehabilitation Standard, Section 11 HVAC: Heating System, Replacement Standard: "Heat pumps will be rated at > 14.3 SEER2 for 3.5 ton or smaller units and >13.8 SEER2 for larger units. Heating for split system units will be rated at >7.5 HSPF2. Heating and cooling for package units shall be rated at >6.7 HPSF2/13.4 SEER2."

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#### **CHANGES ESFR22 & ESFR23**

#### **CHANGES in the Program Guidelines for ESFRLP22 and ESFR23:**

- 1) Section 1.1: Allowing more than one eligible applicant to serve a given county
- 2) Section 2.2.1: Increasing the maximum amount of program assistance for hard costs to \$40,000
- 3) Section 2.2.4 and 2.2.4.3: added Administrative funds to the program, up to 10% or \$4,000 of the hard and soft costs, which ever is less, per unit.
- 4) Section 2.3.1: Increasing the annual forgiveness rate from \$5,000 to \$8,000.
- 5) Section 2.8: clarified that temporary relocations may not exceed 1 year.
- 6) Section 3.2.2: reduced the set-aside amount from \$190,000 to \$162,000, reduced the set-aside units from 5 to 3, reduced the set-aside period from 18 to 12 months.
- 7) Section 4.1.4.4: Removed the requirement for a full masonry foundation for manufactured homes; all other requirements remain and an enclosed foundation wall is required to meet the ESFR Property Standard.
- 8) Updated federal mileage rate in Section 4.2.3.4 for those approved to perform rehabilitation work; must always use the current federal mileage rate at time of use. The federal rate may also be used for Administrative fund reimbursement.
- 9) Made minor grammatical corrections/corrected dates/updated links throughout.

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Adios
Au revoir
Ciao
Sayonara
Goodbye

# That's all Folks!



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