

# Agenda: How to Finance Permanent Supportive Housing



## Day One

8:30 am

**Registration**

9:00 am

**Course Introduction & Overview**

**Key Concepts in Developing and Operating Permanent Supportive Housing**

- Making Rental Housing Affordable
- Definition of Permanent Supportive Housing
- Financial challenges of Permanent Supportive Housing
- Housing First

**The Players in Rental Housing Development**

- Developers
- Investors
- Lenders
- Donors
- Public Sector Programs

**Review of Basic Excel and the Use of Financial Formulas**

- Calculating Monthly Payments
- Calculating Loan Term
- Calculating Interest Rate
- Calculating Mortgage Amounts

**Exercise 1** Calculating Loan Components

10:15 am

**Break**

Complete Exercise 1 and Review Answers

**Financing for Each Phase of the Development Process**

- Predevelopment
- Acquisition
- Construction
- Permanent

**Exercise 2:** Loan Terms

Noon

**Lunch**

1:15 pm

**Typical Subsidy Sources for Financing Permanent Supportive Housing**

- Low Income Housing Tax Credits
- Multi-Family Mortgage Revenue Bonds
- HOME Program
- HOME-ARP
- State Programs
- Foundations
- Fundraising – Capital Campaigns

# Agenda: Financing Permanent Supportive Housing

## Day One cont.

	<b>Risks</b> <ul style="list-style-type: none"><li>• Predevelopment</li><li>• Acquisition</li><li>• Construction</li><li>• Operating</li></ul>
3:00 pm	<b>Break</b>
	<b>Who is our Target Market</b> <ul style="list-style-type: none"><li>• Income Based Affordable Rents</li><li>• Market Based Rents</li><li>• Utility Allowances</li></ul>
4:30 pm	<b>Exercise:</b> Net Operating Income and Debt Service Ratios <b>Adjourn Day 1</b>

## Day Two

8:30 am	<b>Review of Day 1</b>
	<b>Implementing Housing First</b> <ul style="list-style-type: none"><li>• Tenant Selection</li><li>• Coordinated Entry</li><li>• Supportive Services</li><li>• Paying for Supportive Services</li></ul>
Noon	<b>Operating Pro Forma Exercise</b>
1:15 pm	<b>Lunch</b>
	<b>Operating Pro Forma Exercise Continued</b>
	<b>Underwriting Rental Housing</b>
	<b>Q &amp; A</b>
4:30 pm	<b>Adjourn</b>