

TownePlace Suites Questions with Answers Submitted To Dedicated Email Address For Questions About the RFQ

1) Can we have 90 days to get to 50% occupancy after we are given the award?

Answer: The County is working with the State to develop a plan to provide adequate time to meet Homekey's 50% and 100% occupancy milestone deadlines.

2) What is the exact date from Homekey? It sounds like the acquisition date is assumed to be December 31, 2020, but the RFQ also implies the property has already been purchased. Can you clarify?

Answer: The property was acquired by the County on December 3, 2020.

3) How are the referrals coming to this project? Through County Coordinated Entry? Assuming so, do you have 95 households that are being screened and evaluated now that meet the senior 62+ and ELI qualifications? That would help speed up the lease up time for sure if households were prequalify and ready to move in.

Answer: The Department of Housing (DOH) is working with County partners, including HSA and Health to identify potential referrals so the selected operator has a head start in meeting the occupancy milestones established by the Homekey program.

4) With the condensed lease up timeline, can we accept a signed self-certification of income as the initial income certification? A traditional income certification and background check process generally takes a week or two assuming all the documents are there when they start.

Answer: DOH will attempt to have an answer to this question at the virtual Technical Assistance Workshop on January 11, 2021.

5) What structure is the County looking for from management? Will the operator be the LP for 10 years and the County the GP in a LLC/LP agreement?

Answer: The County owns the property and will enter into a lease agreement with a selected operator. Please see RFQ Sections I D-F for information pertaining to this question.

6) Who will be responsible for providing the resident services? From the RFQ, it appears that

Answer: All Applicants responding to the RFQ will be asked to provide their expertise and experience managing affordable housing for seniors and providing resident services and additional on-site support in coordination with County supportive service and case management providers. DOH expects that some Applicants will want to partner with entities that have experience providing resident services and coordinating with County supportive service providers. Please see RFQ Section II A for information pertaining to this question.

7) How many of the units are designed for supportive housing?

Answer: The project does not currently have a set-aside for supportive units. That number will be determined based upon the needs of the senior population being referred to the project through the Coordinated Entry Program, Whole Person Care Program and Community Care Settings Program, working closely with the selected operator.

8) Are there vouchers available during the original 10-year period?

Answer: HACSM's Section 8 utilization rate will soon exceed 99% and thus does not have the ability to commit project-base vouchers at the property; however, this may change in coming years. Currently the County is proposing to dedicate its \$931,302 California Emergency Solutions and Housing (CESH) grant to fund a capitalized operating reserve (COSR) and is exploring other options with Housing Authority of the County of San Mateo (HACSM) and other agencies for support in the near term. The County intends to work closely with the selected operator to create a thoughtful plan for funding operations. **Please see RFQ Section I C for information pertaining to this question.**

9) If operating deficits exceed the supplemental funding provided through the county or other agencies, does the operator fund those deficits or are they shared?

Answer: The operator will be fully responsible for the operations of the property, but DOH is committed to assisting the operator to identify additional funding sources necessary to support operations and capital needs. **Please see RFQ Sections I C-D for information pertaining to this question.**

10) If the project will not operate at a deficit for 10 years, who will get the cash flow?

Answer: Given the challenges described above, the County expects any excess cash flow would fund the project's operating reserves.

11) Is the project 100% supportive, or if only a portion of the project would be required to provide supportive services. From the NOFA, it seemed like the goal was for the project to be 100% supportive, but I didn't see that stated explicitly.

Answer: Yes, 100% of the units will be rented by persons who may be in need of supportive services. The residents of the property will include seniors earning less than 30% AMI, a significant number of whom have experienced homelessness or are at risk of experiencing homelessness. **Please see RFQ Section I A for information pertaining to this question.**