

Exhibit "C"

2019 Olympia Home Fund Application Questions

Responses must be submitted for all questions for the application to be considered.

These questions closely match the 2019 Thurston County Affordable Housing RFP questions to reduce administrative burden for applicants.

1. Submitting organization name:

Horizon Housing Alliance

2. Name of primary contact for this application:

Patrick Tippy, Director of Housing Development

3. Telephone number, email, and mailing address for submitting organization:

Horizon Housing Alliance,

ptippy@hhaofwa.org,

206-512-7862

PO Box 836

Spokane, WA 99210

4. Project Name:

Olympia Horizon Housing

5. Brief description of proposed project:

Olympia Horizon Housing will be 72 units of affordable housing for families composed of 14 one bedroom, 32 two bedroom, and 25 three bedroom units. Thirty six (36) of the units will be set aside for families experiencing homelessness.

6. Location of project, city, address (if known), zoning (if known):

723 Alta Street SW, Olympia, WA 98502

Current Zoning: PO/RM- Professional Office/Residential Multifamily District

7. Name and brief experience of developer:

Horizon Housing Alliance will be the developer and sponsor of Olympia Horizon Housing. While Horizon Housing Alliance has not been the owner sponsor of affordable housing in Washington before, the agency is poised to become a strong developer and owner. HHA hired two staff members with tremendous experience in the public and nonprofit sectors that bring leadership, compliance, vision and affordable housing development experience to the agency.

John Pilcher, Executive Director, has served as Economic Development Director and Chief Operating Officer, City of Spokane. In that role John had responsibility for oversight and compliance of millions in federal, state and local resources.

Patrick Tippy, Director of Housing Development, brings nine years of experience working in affordable housing at Catholic Housing Services of Western Washington. Over that time Patrick has developed more than 500 housing units and 200 shelter beds in nine counties throughout Washington. Most of those were units for those experiencing homelessness including 50 units at Drexel House II in Olympia.

Horizon Housing Alliance believes in identifying best in class partners to involve in its developments. This includes, construction, development, property management, and services partners. By working with the best, HHA leverages their partner's strengths, pricing, and knowledge to create cost effective housing that will result in a safe, stable, and healthy tenant experience.

8. Name and brief experience of project manager (if organization managing project is different from developer):

Inland Construction will be the development consultant on the development. John Fisher, Development Manager, will be the lead staff for Inland on the development. Inland has experience developing in Olympia and Lacey with its Copper Trails, Copper Woods and Affinity Olympia developments. John has also provided development consulting for homeless family developments for Catholic Charities Spokane in the Pope Francis Haven, Spokane Valley, and Sisters Haven, Spokane, WA.

9. Serve priority population (25 percent of score)

a. Target population of project:

The target population will be low income families with half set aside for families exiting homelessness. 71 units will be restricted to 60% AMI or less. HHA is anticipating rents 36 units at 30% AMI, 18 units at 40% AMI, and 17 units at 60% AMI. There will be one manager unit on site.

b. Proposed number of units or beds total:

71 units

c. Proposed number units or beds per population:

1br	8 Units	Homeless Families	
2br	17 Units	Homeless Families	
3br	11 Units	Homeless Families	
1br	6 Units	Families	
2br	15 Units	Families	
3br	14 Units	Families	

d. Proposed number units or beds per income level:

1br	8 Units	Homeless Families	30% AMI
2br	17 Units	Homeless Families	30% AMI
3br	11 Units	Homeless Families	30% AMI
1br	3 Units	Families	40% AMI
2br	8 Units	Families	40% AMI
3br	7 Units	Families	40% AMI
1br	3 Units	Families	60% AMI
2br	8 Units	Families	60% AMI
3br	7 Units	Families	60% AMI

10. Demonstrate readiness (25 percent of score)

a. What is your estimated timeline for completion? When will the project reach full occupancy?

Olympia Horizon Housing has site control with a Purchase and Sale Agreement with a friendly seller. The site is appropriately zoned. The project has secured loan commitments for everything except Olympia Home Funds and 9% LIHTCs. We are prepared to submit an application for 9% LIHTC in the January 2020 application. **However, we will not submit the application in January 2020 if Family Support Center does submit a LIHTC for their homeless family development. Horizon Housing Alliance would yield to the FSC for the 2020 round. If the Olympia Horizon Housing project does not apply in 2020, we are prepared to re-apply in 2021 for 9% LIHTC.**

b. Has a site been purchased for this purpose or are their properties available for this rehabilitation?

Olympia Horizon Housing has site control with a Purchase and Sale Agreement with a friendly seller. The purchase of the site is contingent upon an award of 9% LIHTCs. The site under contract is sufficient to complete the proposed development in the current zoning.

11. Reduce homelessness for most vulnerable (15 percent of score)

a. Will this project serve homeless households?

Olympia Horizon Housing will serve at least 35 homeless families subject to the requirements as defined by RCW 43.185c010.

b. If yes, how will this project ensure placement through Coordinated Entry?

Olympia Horizon Housing will hire FPI Management Inc. (FPI) as the property manager and contract with Family Support Center (FSC) to provide supportive services and referral for the property. FSC will facilitate its coordinated entry model that connects families to a Homeless Family Services case manager who assists them in identifying their individual goals and developing a plan of action to reach them. Services are offered at the intensity level/frequency desired by the family.

c. How will this project prioritize serving the most vulnerable households in Coordinated Entry?

At this point in time, the project does not have project based rental assistance. As such, the homeless households through coordinated entry that qualify for rental assistance programs will likely be most successful in the housing. Horizon Housing Alliance will coordinate with Family Support Center to have a referral and service plan that helps vulnerable families be successful in their housing. Horizon will also work with the property manager to advertise vacancies to the non-homeless set aside units to tenants facing housing instability and to agencies assisting household avoid homelessness through rapid rehousing and other program. Horizon is open to serving more vulnerable households as service or rental subsidies become available, particularly project based vouchers from TCHA.

12. Provide Supportive housing (10 percent of score)

a. Will this project provide supportive housing?

Family Support Center (FSC) to provide supportive services and referral for the property. FSC will facilitate its coordinated entry model that connects families to a Homeless Family Services case manager who assists them in identifying their individual goals and developing a plan of action to reach them. Services are offered at the intensity level/frequency desired by the family.

b. What are the targeted needs of the households served?

Olympia Horizon Housing and FSC will match the specific needs for each household. We anticipate households will need employment, transportation, childcare, legal aid, medical access, benefits assistance, parent education, and domestic violence advocacy assistance.

c. How will services, like case management or behavioral health, be funded?

Olympia Horizon Housing will be funding a full time social service coordinator from the property's operating budget. Case Management may be funded through the FSC Homeless Family Services program that coordinated entry referred families will be eligible for.

d. Has the operator of this housing been trained or evaluated in Substance Abuse and Mental Health Services Administration (SAMHSA) Supportive Housing Fidelity? If yes, estimate the most recent date and include the evaluating organization.

Horizon Housing Alliance staff have not been trained or evaluated in SAMHSA Supportive Housing Fidelity.

13. Cost (10 percent of score)

a. What is the average cost per unit based on the total project cost?

\$16,780,439 TDC/ 70 units = \$239,720 per unit

b. Average cost per Home Fund dollar requested?

\$100,000 Home Fund request / 70 units = \$1,428 Home Fund per unit

14. A BUDGET SPREADSHEET MUST BE ATTACHED TO YOUR APPLICATION. The budget should include estimated income and expenses for:

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|--|-------------------------------|
| ✓ All estimated fund sources including Olympia Home Fund | ✓ Permits and fees |
| ✓ Design and inspection | ✓ Land/property acquisition |
| ✓ Project management | ✓ Site development |
| ✓ Relocation | ✓ Construction/rehabilitation |
| ✓ Title Insurance | ✓ Utilities |
| ✓ Environmental review | ✓ Other expenses |