Keys to a Successful RAD Conversion

The Building Blocks to a Successful Financing Plan
The Financing Plan

What Encompasses the Financing Plan
# THE FINANCING PLAN

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- **RAD RESOURCE DESK**
  - No Debt/Conventional Financing
  - Non-FHA LIHTC
  - FHA

- **WHERE TO START?**
  - Timing of Materials
  - Building your Financing Plan
  - Successful Submissions
  - “Insider” Tips
THE FINANCING PLAN

- BREAK IT DOWN
  - Start Early!
  - Building Blocks
  - Thoughtful Sequencing
  - Own the Process
The Building Blocks
Strategies to Effectively Build Your Financing Plan
BUILDING BLOCK 1
Short-Term

PIH
- PIC Removal
- Conversion Type
- Significant Amendment
- Attachment A (MTW)*
- CHAP Conditions*
- Existing Debt*

RESIDENT RIGHTS
- Resident Comments
- Relocation Checklist
- TOA Worksheet*
- FHEO Upfront CRRs*
- Relocation Plan*

DUE DILIGENCE
- eCNA Tool/Narrative
- Phase 1 or Part 58
- Title Report
- Appraisal*
- Market Study*
PIH CONSIDERATIONS

- What is PIC?
- Submit PIC Removal within **30 Days**
- Eligible Units
- EPC, OFFP, CFFP and Other Existing Debt
- Annual Plan
- Conversion Type
- Communication!
RESIDENT RIGHTS

- Residents’ Right to Return (RINs/GINs)
- Resident Comments
- Relocation Checklist
- TOA Worksheet*
- FHEO Upfront CRRs*
- Relocation Plan*
DUE DILIGENCE

- eCNA Tool/Narrative
- Scope of Work
- Environmental
- Title Report
- Appraisal*
- Market Study*
# DEVELOPMENT PLAN

- Development Team
- Development Budget
- 20-Year Proforma
- Initial Year Funding Tool
Financing Templates
- Financing LOIs
- LIHTC Award Letter*
- AFHMP*
SUM OF THE PARTS

- Conversion Overview Memo
- Financing Plan Certification
Submit Financing Plan
Financing Plan Life Cycle
What to Expect After Your Financing Plan Submission
FINANCING PLAN LIFE CYCLE

- 30 Days from Submission to Approval
- 30 Days to Accept RCC
- 90 Days to Close
- Timely Communication
- Know Your Transaction
Final Take-Aways

- Alan
- Chad
- Darryl
- Arnold
- Onawa
- Kara
Questions

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